



**JANUARY 2015 INFORMATION**

**Fastenal Company and Subsidiaries (Fastenal)**

Release date: 02/04/15

**Information Regarding Monthly Sales Amounts and Other Information  
(Dollar amounts in thousands.)**

	<b>2015</b>	<b>2014</b>	<b>Change</b>	
<b>Net sales</b>	\$ 313,474	293,176	<b>6.9%</b>	
Business days	21	22	-4.5%	
<b>Daily sales</b>	\$ <b>14,927</b>	<b>13,326</b>	<b>12.0%</b>	
<b>Daily sales growth by age of store and currency impacts</b>				
	<b>2015</b>	<b>2014</b>		
Stores more than 10 years old*	10.7%	4.0%		
Stores more than 5 years old*	10.8%	4.6%		
Stores more than 2 years old*	11.2%	5.5%		
* Age measured on the last day of the respective calendar year.				
All locations regardless of age	12.0%	6.7%		
Impact of currency fluctuations (primarily Canada)	-0.8%	-0.7%		
<b>Daily sales growth by end market</b>				
	<b>2015</b>	<b>2014</b>		
Manufacturing	10.5%	6.6%		
Non-residential construction	9.8%	0.3%		
<b>Number of stores opened</b>				
	<b>2015</b>	<b>2014</b>		
Month	0	0		
Total store count	2,637	2,687		
				<b>Absolute Headcount Change</b>
<b>Employee headcount at month end</b>	<b>2015</b>	<b>2014</b>	<b>Change</b>	
Store personnel - FTE	10,593	10,309	2.8%	5.2%
Non-store selling personnel - FTE	1,321	1,244	6.2%	7.2%
Selling personnel - FTE	11,914	11,553	3.1%	5.4%
Distribution personnel - FTE	2,213	2,084	6.2%	6.7%
Manufacturing personnel - FTE	608	609	-0.2%	0.7%
Administrative personnel - FTE	966	909	6.3%	4.9%
Non-selling personnel - FTE	3,787	3,602	5.1%	5.5%
Total personnel - FTE	15,701	15,155	3.6%	5.4%
<b>Total personnel - absolute</b>	<b>18,615</b>	<b>17,664</b>	<b>5.4%</b>	

**Definitions in release:**

Net sales - Net sales for the period indicated.

Daily sales - Net sales divided by the number of business days in the United States.

FTE - Full-time equivalent headcount.

Next monthly sales release date: **Wednesday, March 4, 2015 at 6:00 AM (central time)**

Next earnings release date: **Tuesday, April 14, 2015 at 6:00 AM (central time)**