



**JULY 2017 INFORMATION WEB RELEASE**

**Fastenal Company and Subsidiaries (Fastenal)**  
**(Dollar amounts in thousands)**

Release date: 8/4/17

	2017	2016	Change
<b>Net sales</b>	\$ 349,966	309,950	<b>12.9%</b>
Business days	20	20	0.0%
<b>Daily sales</b>	\$ <b>17,498</b>	<b>15,498</b>	<b>12.9%</b>
Impact of acquisitions	1.4%	0.6%	
Impact of currency fluctuations	0.2%	-0.3%	

	2017	2016	Historical 5-Year Average <sup>1</sup>	
Daily sales in January	\$ 16,002	15,418		<sup>1</sup> The 'Historical 5-year Average' includes the years 2012 to 2016.
Change in daily sales since January	9.3% <sup>2</sup>	0.5%	4.4%	<sup>2</sup> Inclusion of Manufacturers Supply Company ('Mansco'), which we acquired in March 2017, added 1.4pps to the change in daily sales since January.
Daily sales last month	\$ 17,923	15,866		
Change in daily sales since last month	-2.4%	-2.3%	-3.7%	

<b>Daily sales growth by geography</b>	2017	2016
United States	11.8%	0.7%
Total North America	12.8%	1.9%
Total Company	12.9%	2.1%

<b>Daily sales growth by end market<sup>3</sup></b>	2017	2016 *	
Manufacturing	14.2%	1.5%	<sup>3</sup> The 2017 amounts exclude the impact of the acquisition of Mansco.
Non-residential construction	6.6%	-0.2%	

<b>Daily sales growth by product line</b>	2017	2016	
Fasteners <sup>4</sup>	11.3%	-2.6%	<sup>4</sup> Inclusion of Mansco, which we acquired in March 2017, added 3.9pps to the daily sales growth of fasteners.
Other	14.1%	5.0%	

<b>Number of public branches opened</b>	2017	2016
Quarter-to-date	2	2
Year-to-date	12	29
Number of branch locations	2,453	2,607

<b>Employee headcount at month end</b>	2017 **	2016	Change
Branch and Onsite personnel - FTE	11,805	11,602	1.7%
Non-branch selling personnel - FTE	1,623	1,594	1.8%
Total selling personnel - FTE	13,428	13,196	1.8%
Distribution personnel - FTE	2,544	2,494	2.0%
Manufacturing personnel - FTE	603	599	0.7%
Administrative personnel - FTE	1,097	1,096	0.1%
Total non-selling personnel - FTE	4,244	4,189	1.3%
Total personnel - FTE	17,672	17,385	1.7%
<b>Total personnel - absolute</b>	<b>20,230</b>	<b>20,214</b>	<b>0.1%</b>

<b>Absolute Headcount Change-12M</b>	<b>Absolute Headcount Change-YTD</b>
0.0%	411
0.9%	78
0.1%	489
0.9%	29
0.6%	34
-2.3%	54
0.1%	117
0.1%	606

**Comments:**

\* In July 2017, we reclassified certain end market designations. This resulted in modest changes to the July 2016 end market rates of change.

\*\* The July 2017 headcount includes 119 branch and Onsite FTE (126 absolute headcount) in connection with the acquisition of Mansco.

**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.

Change 12M - Twelve month change. / Change YTD - Year-to-date change.

Next monthly sales release date: **Thursday, September 7, 2017 at 6:00 AM (central time)**

Next earnings release date: **Wednesday, October 11, 2017 at 6:00 AM (central time)**