



SEPTEMBER 2017 INFORMATION WEB RELEASE

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

Release date: 10/11/17

	2017	2016	Change
Net sales	\$ 371,346	338,298	9.8%
Business days	20	21	-4.8%
Daily sales	\$ 18,567	16,109	15.3%
Impact of acquisitions	1.3%	0.6%	
Impact of currency fluctuations	0.5%	0.0%	
Impact of hurricanes (est.)	-0.4% to -0.5%	0.0%	

	2017	2016	Historical 5-Year Average ¹	
Daily sales in January	\$ 16,002	15,418		¹ The 'Historical 5-year Average' includes the years 2012 to 2016.
Change in daily sales since January	16.0% ²	4.5%	10.3%	² Inclusion of Manufacturers Supply Company ('Mansco'), which we acquired in March 2017, added 1.3pps to the change in daily sales since January.
Daily sales last month	\$ 17,891	15,864		
Change in daily sales since last month	3.8%	1.5%	1.8%	

Daily sales growth by geography	2017	2016
United States	14.1%	1.5%
Total North America	15.1%	2.7%
Total Company	15.3%	2.8%

Daily sales growth by end market ³	2017	2016*	
Manufacturing	16.9%	2.0%	³ Inclusion of Mansco, which we acquired in March 2017, added 2.0pps to the daily sales growth of manufacturing.
Non-residential construction	4.9%	3.4%	

Daily sales growth by product line	2017	2016	
Fasteners ⁴	13.0%	-1.9%	⁴ Inclusion of Mansco, which we acquired in March 2017, added 3.6pps to the daily sales growth of fasteners.
Other	16.7%	6.1%	

Number of public branches opened	2017	2016
Quarter-to-date	5	8
Year-to-date	15	35
Number of branch locations	2,418	2,545

Employee headcount at month end	2017**	2016	Change
Branch and Onsite personnel - FTE	11,480	11,175	2.7%
Non-branch selling personnel - FTE	1,638	1,550	5.7%
Total selling personnel - FTE	13,118	12,725	3.1%
Distribution personnel - FTE	2,502	2,449	2.2%
Manufacturing personnel - FTE	604	573	5.4%
Administrative personnel - FTE	1,105	1,064	3.9%
Total non-selling personnel - FTE	4,211	4,086	3.1%
Total personnel - FTE	17,329	16,811	3.1%
Total personnel - absolute	20,242	19,864	1.9%

Absolute Headcount Change-12M	Absolute Headcount Change-YTD
1.5%	332
4.7%	93
1.9%	425
1.4%	76
6.0%	42
1.7%	75
2.0%	193
1.9%	618

Comments:

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

** The September 2017 headcount includes 113 branch and Onsite FTE (123 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: **Monday, November 6, 2017 at 6:00 AM (central time)**

Next earnings release date: **Wednesday, January 17, 2018 at 6:00 AM (central time)**