



OCTOBER 2017 INFORMATION WEB RELEASE

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

Release date: 11/6/17

	2017	2016	Change	
Net sales	\$ 399,695	335,286	19.2%	
Business days	22	21	4.8%	
Daily sales	\$ 18,168	15,966	13.8%	
Impact of acquisitions	1.3%	0.6%		
Impact of currency fluctuations	0.4%	-0.2%		
				Historical
				5-Year
				Average¹
				¹ The 'Historical 5-year Average' includes the years 2012 to 2016.
Daily sales in January	\$ 16,002	15,418		² Inclusion of Manufacturers Supply
Change in daily sales since January	13.5% ²	3.6%	7.6%	Company ('Mansco'), which we acquired
Daily sales last month	\$ 18,567	16,109		in March 2017, added 1.3pps to the
Change in daily sales since last month	-2.1%	-0.9%	-2.4%	change in daily sales since January.
Daily sales growth by geography	2017	2016		
United States	13.0%	2.7%		
Total North America	13.5%	3.8%		
Total Company	13.8%	3.9%		
Daily sales growth by end market ³	2017	2016 *		³ Inclusion of Mansco, which we acquired
Manufacturing	15.7%	3.1%		in March 2017, added 1.9pps to the
Non-residential construction	6.0%	3.4%		daily sales growth of manufacturing.
Daily sales growth by product line	2017	2016		⁴ Inclusion of Mansco, which we acquired
Fasteners ⁴	11.5%	-0.2%		in March 2017, added 3.6pps to the
Other	15.5%	6.4%		daily sales growth of fasteners.
Number of public branches opened	2017	2016		
Quarter-to-date	2	3		
Year-to-date	17	38		
Number of branch locations	2,420	2,548		
Employee headcount at month end	2017 **	2016	Change	
Branch and Onsite personnel - FTE	11,600	11,033	5.1%	Absolute Headcount Change-12M
Non-branch selling personnel - FTE	1,659	1,544	7.4%	2.8%
Total selling personnel - FTE	13,259	12,577	5.4%	6.6%
Distribution personnel - FTE	2,564	2,426	5.7%	3.2%
Manufacturing personnel - FTE	607	581	4.5%	4.3%
Administrative personnel - FTE	1,114	1,072	3.9%	4.6%
Total non-selling personnel - FTE	4,285	4,079	5.1%	3.0%
Total personnel - FTE	17,544	16,656	5.3%	4.1%
				3.5%
				Absolute Headcount Change-YTD
				521
				119
				640
				155
				43
				88
				286
				926
Total personnel - absolute	20,550	19,864	3.5%	

Comments:

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

** The October 2017 headcount includes 115 branch and Onsite FTE (124 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: **Wednesday, December 6, 2017 at 6:00 AM (central time)**

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