



OCTOBER 2016 INFORMATION WEB RELEASE

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

Release date: 11/4/16

	2016	2015	Change	Historical Average	
				Since 1998 ¹	5-Year ²
Net sales	\$ 335,286	337,980	-0.8%		
Business days	21	22	-4.5%		
Daily sales	\$ 15,966	15,363	3.9%		
Daily sales in January	\$ 15,418	14,927			
Change in daily sales since January	3.6%	2.9%		15.9%	11.2%
Daily sales last month	\$ 16,109	15,674			
Change in daily sales since last month	-0.9%	-2.0%		-1.2%	-2.1%
Daily sales growth by age of store and currency impacts	2016	2015			
Stores more than 10 years old*	1.9%	-0.7%			
Stores more than 5 years old*	2.1%	-1.0%			
Stores more than 2 years old*	2.7%	-1.1%			
* Age measured on the last day of the respective calendar year.					
All locations regardless of age	3.9%	-0.8%			
Impact of currency fluctuations	-0.2%	-1.2%			
Impact of acquisitions	0.6%	0.0%			
Daily sales growth by end market	2016	2015			
Manufacturing	3.6%	-0.7%			
Non-residential construction	0.4%	-4.7%			
Daily sales growth by product line	2016	2015			
Fasteners	-0.2%	-6.0%			
Other	6.4%	3.1%			
Number of stores opened	2016	2015			
Quarter-to-date	3	17			
Year-to-date	38	30			
Total store count	2,548	2,626			
Employee headcount at month end	2016	2015	Change	Absolute Headcount Change-12M	Absolute Headcount Change-YTD
Store personnel - FTE	11,033	11,474	-3.8%	-5.3%	-845
Non-store selling personnel - FTE	1,544	1,424	8.4%	8.2%	23
Selling personnel - FTE	12,577	12,898	-2.5%	-4.0%	-822
Distribution personnel - FTE	2,426	2,369	2.4%	-1.2%	-49
Manufacturing personnel - FTE	581	629	-7.6%	-7.9%	-53
Administrative personnel - FTE	1,072	1,026	4.5%	4.1%	42
Non-selling personnel - FTE	4,079	4,024	1.4%	-0.9%	-60
Total personnel - FTE	16,656	16,922	-1.6%	-3.2%	-882
Total personnel - absolute	19,864	20,527	-3.2%		

¹ The historical average 'Since 1998' represents the years 1998 to 2013 (excluding 2008 and 2009).

² The historical average '5-Year' represents the years 2011 to 2015.

Comments:

We added 171 FTE in October 2015 in connection with an acquisition. The majority were in store (125) or in distribution (41). We estimate Hurricane Matthew negatively impacted October 2016 daily sales growth by 70 bps-90 bps.

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: **Tuesday, December 6, 2016 at 6:00 AM (central time)**

Next earnings release date: **Wednesday, January 18, 2017 at 6:00 AM (central time)**