



SEPTEMBER 2016 INFORMATION WEB RELEASE

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

Release date: 10/11/16

	2016	2015	Change		
Net sales	\$ 338,298	329,157	2.8%		
Business days	21	21	0.0%		
Daily sales	\$ 16,109	15,674	2.8%		
	2016	2015	Historical Average		
			Since 1998 <sup>1</sup>	5-Year <sup>2</sup>	
Daily sales in January	\$ 15,418	14,927			
Change in daily sales since January	4.5%	5.0%	17.2%	13.5%	
Daily sales last month	\$ 15,864	15,812			
Change in daily sales since last month	1.5%	-0.9%	3.7%	2.2%	
Daily sales growth by age of store and currency impacts	2016	2015			
Stores more than 10 years old*	0.8%	-1.2%	<sup>1</sup> The historical average 'Since 1998' represents the years 1998 to 2013 (excluding 2008 and 2009). <sup>2</sup> The historical average '5-Year' represents the years 2011 to 2015.		
Stores more than 5 years old*	1.1%	-1.1%			
Stores more than 2 years old*	1.6%	-0.9%			
* Age measured on the last day of the respective calendar year.					
All locations regardless of age	2.8%	-0.3%			
Impact of currency fluctuations (primarily Canada)	0.0%	-1.5%			
Impact of acquisitions	0.6%	0.1%			
Daily sales growth by end market	2016	2015			
Manufacturing	2.3%	-1.0%			
Non-residential construction	-2.1%	-2.6%			
Daily sales growth by product line	2016	2015			
Fasteners	-1.9%	-4.6%			
Other	6.1%	2.9%			
Number of stores opened	2016	2015			
Quarter-to-date	8	5			
Year-to-date	35	13			
Total store count	2,545	2,609			
Employee headcount at month end	2016	2015	Change	Absolute Headcount Change-12M	Absolute Headcount Change-YTD
Store personnel - FTE	11,175	11,253	-0.7%	-3.2%	-864
Non-store selling personnel - FTE	1,550	1,359	14.1%	14.1%	27
Selling personnel - FTE	12,725	12,612	0.9%	-1.6%	-837
Distribution personnel - FTE	2,449	2,310	6.0%	3.9%	-27
Manufacturing personnel - FTE	573	641	-10.6%	-10.4%	-62
Administrative personnel - FTE	1,064	1,018	4.5%	5.5%	44
Non-selling personnel - FTE	4,086	3,969	2.9%	2.3%	-45
Total personnel - FTE	16,811	16,581	1.4%	-0.6%	-882
Total personnel - absolute	19,864	19,979	-0.6%		

**Comments:**

We added 171 FTE in October 2015 in connection with an acquisition. The majority were in store (125) or in distribution (41).

**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: **Friday, November 4, 2016 at 6:00 AM (central time)**

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