



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

Release date: 7/12/16

	2016	2015	Change		
<b>Net sales</b>	\$ 349,045	349,005	<b>0.0%</b>		
Business days	22	22	0.0%		
<b>Daily sales</b>	\$ <b>15,866</b>	<b>15,864</b>	<b>0.0%</b>		
				<b>Historical</b>	
	<b>2016</b>	<b>2015</b>		<b>Average</b>	
Daily sales in January	\$ 15,418	14,927			
Change in daily sales since January	2.9%	6.3%	12.6%		
Daily sales last month	\$ 15,890	15,718			
Change in daily sales since last month	-0.2%	0.9%	2.7%		
<b>Daily sales growth by age of store and currency impacts</b>	<b>2016</b>	<b>2015</b>			
Stores more than 10 years old*	-2.0%	3.4%			
Stores more than 5 years old*	-1.8%	3.1%			
Stores more than 2 years old*	-1.2%	3.2%			
* Age measured on the last day of the respective calendar year.					
All locations regardless of age	0.0%	3.7%			
Impact of currency fluctuations (primarily Canada)	-0.4%	-1.1%			
Impact of acquisitions	0.6%	0.1%			
<b>Daily sales growth by end market</b>	<b>2016</b>	<b>2015</b>			
Manufacturing	-2.1%	2.6%			
Non-residential construction	-2.4%	0.4%			
<b>Daily sales growth by product line</b>	<b>2016</b>	<b>2015</b>			
Fasteners	-5.3%	-1.5%			
Other	3.9%	7.2%			
<b>Number of stores opened</b>	<b>2016</b>	<b>2015</b>			
Quarter-to-date	10	6			
Year-to-date	27	8			
Total store count	2,605	2,616			
<b>Employee headcount at month end</b>	<b>2016</b>	<b>2015</b>	<b>Change</b>	<b>Absolute Headcount Change-12M</b>	<b>Absolute Headcount Change-YTD</b>
Store personnel - FTE	11,845	11,228	5.5%	2.2%	-462
Non-store selling personnel - FTE	1,604	1,354	18.5%	17.7%	73
Selling personnel - FTE	13,449	12,582	6.9%	3.7%	-389
Distribution personnel - FTE	2,506	2,313	8.3%	6.4%	-61
Manufacturing personnel - FTE	603	657	-8.2%	-8.9%	-38
Administrative personnel - FTE	1,102	991	11.2%	10.6%	66
Non-selling personnel - FTE	4,211	3,961	6.3%	5.2%	-33
Total personnel - FTE	17,660	16,543	6.8%	4.1%	-422
Total personnel - absolute	20,324	19,527	4.1%		

**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: **Thursday, August 4, 2016 at 6:00 AM (central time)**

Next earnings release date: **Tuesday, October 11, 2016 at 6:00 AM (central time)**