



AUGUST 2016 INFORMATION WEB RELEASE

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

Release date: 9/7/16

	2016	2015	Change		
Net sales	\$ 364,874	332,046	9.9%		
Business days	23	21	9.5%		
Daily sales	\$ 15,864	15,812	0.3%		
	2016	2015	Historical Average		
			Since 1998¹	5-Year²	
Daily sales in January	\$ 15,418	14,927			
Change in daily sales since January	2.9%	5.9%	13.1%	11.1%	
Daily sales last month	\$ 15,498	15,184			
Change in daily sales since last month	2.4%	4.1%	2.5%	3.6%	
Daily sales growth by age of store and currency impacts	2016	2015			
Stores more than 10 years old*	-0.8%	2.2%	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.		
Stores more than 5 years old*	-0.7%	1.3%			
Stores more than 2 years old*	-0.7%	1.0%			
* Age measured on the last day of the respective calendar year.					
All locations regardless of age	0.3%	1.6%			
Impact of currency fluctuations (primarily Canada)	-0.3%	-1.4%			
Impact of acquisitions	0.7%	0.1%			
Daily sales growth by end market	2016	2015			
Manufacturing	-0.2%	1.0%			
Non-residential construction	-2.8%	0.1%			
Daily sales growth by product line	2016	2015			
Fasteners	-4.1%	-5.5%			
Other	3.1%	6.5%			
Number of stores opened	2016	2015			
Quarter-to-date	5	4			
Year-to-date	32	12			
Total store count	2,610	2,620			
Employee headcount at month end	2016	2015	Change	Absolute Headcount Change-12M	Absolute Headcount Change-YTD
Store personnel - FTE	11,394	11,268	1.1%	-0.9%	-809
Non-store selling personnel - FTE	1,563	1,343	16.4%	16.1%	36
Selling personnel - FTE	12,957	12,611	2.7%	0.7%	-773
Distribution personnel - FTE	2,493	2,287	9.0%	5.5%	-85
Manufacturing personnel - FTE	590	652	-9.5%	-10.0%	-48
Administrative personnel - FTE	1,090	1,023	6.5%	6.9%	51
Non-selling personnel - FTE	4,173	3,962	5.3%	3.7%	-82
Total personnel - FTE	17,130	16,573	3.4%	1.4%	-855
Total personnel - absolute	19,891	19,610	1.4%		

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: **Tuesday, October 11, 2016 at 6:00 AM (central time)**

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