



FEBRUARY 2017 INFORMATION WEB RELEASE

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

Release date: 3/6/17

	2017	2016	Change	
Net sales	\$ 324,764	321,254	1.1%	
Business days	20	21	-4.8%	
Daily sales	\$ 16,238	15,298	6.1%	
				Historical Average 5-Year¹
Daily sales last month	\$ 16,002	15,418		
Change in daily sales since last month	1.5%	-0.8%	0.9%	¹ The 'Historical Average 5-Year' represents the years 2012 to 2016.

Daily sales growth by age of store and currency impacts	2017	2016	
Stores more than 10 years old*	5.3%	1.7%	
Stores more than 5 years old*	5.6%	1.3%	
Stores more than 2 years old*	5.3%	1.4%	
* Age measured on the last day of the respective calendar year.			
All locations regardless of age	6.1%	2.6%	
Impact of currency fluctuations	0.2%	-0.8%	

Daily sales growth by end market	2017	2016	
Manufacturing	6.3%	1.5%	
Non-residential construction	6.2%	0.0%	

Daily sales growth by product line	2017	2016	
Fasteners	1.5%	-0.5%	
Other	9.1%	4.8%	

Number of stores opened	2017	2016	
Year-to-date	4	11	
Total store count	2,507	2,633	

Employee headcount at month end	2017	2016	Change	Absolute Headcount Change-12M	Absolute Headcount Change-YTD
Store personnel - FTE	11,097	11,460	-3.2%	-5.3%	114
Non-store selling personnel - FTE	1,539	1,547	-0.5%	-1.0%	9
Selling personnel - FTE	12,636	13,007	-2.9%	-4.8%	123
Distribution personnel - FTE	2,410	2,448	-1.6%	-3.2%	2
Manufacturing personnel - FTE	587	618	-5.0%	-5.7%	19
Administrative personnel - FTE	1,046	1,035	1.1%	-1.2%	14
Non-selling personnel - FTE	4,043	4,101	-1.4%	-3.1%	35
Total personnel - FTE	16,679	17,108	-2.5%	-4.4%	158
Total personnel - absolute	19,782	20,690	-4.4%		

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, April 12, 2017 at 6:00 AM (central time)**

Next earnings release date: **Wednesday, April 12, 2017 at 6:00 AM (central time)**