

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

Release date: 12/6/17

	2017	2016	Change	
Net sales	\$ 365,482	316,810	15.4%	
Business days	21	21	0.0%	
Daily sales	\$ 17,404	15,086	15.4%	
Impact of acquisitions	1.4%	0.0%		
Impact of currency fluctuations	0.6%	-0.3%		
				Historical
				5-Year
				Average¹
				¹ The 'Historical 5-year Average' includes the years 2012 to 2016.
Daily sales in January	\$ 16,002	15,418		² Inclusion of Manufacturers Supply
Change in daily sales since January	8.8% ²	-2.2%	3.7%	Company ('Mansco'), which we acquired
Daily sales last month	\$ 18,168	15,966		in March 2017, added 1.4pps to the
Change in daily sales since last month	-4.2%	-5.5%	-3.7%	change in daily sales since January.
Daily sales growth by geography	2017	2016		
United States	13.8%	-0.2%		
Total North America	15.0%	0.8%		
Total Company	15.4%	1.2%		
Daily sales growth by end market ³	2017	2016 *		³ Inclusion of Mansco, which we acquired
Manufacturing	17.2%	1.3%		in March 2017, added 2.1pps to the
Non-residential construction	10.8%	-2.4%		daily sales growth of manufacturing.
Daily sales growth by product line	2017	2016		⁴ Inclusion of Mansco, which we acquired
Fasteners ⁴	14.1%	-4.2%		in March 2017, added 4.1pps to the
Other	16.6%	4.2%		daily sales growth of fasteners.
Number of public branches opened	2017	2016		
Quarter-to-date	3	3		
Year-to-date	18	38		
Number of branch locations	2,421	2,548		
Employee headcount at month end	2017 **	2016	Change	
Branch and Onsite personnel - FTE	11,666	11,024	5.8%	Absolute Headcount Change-12M
Non-branch selling personnel - FTE	1,673	1,551	7.9%	2.9%
Total selling personnel - FTE	13,339	12,575	6.1%	7.2%
Distribution personnel - FTE	2,636	2,432	8.4%	3.4%
Manufacturing personnel - FTE	620	572	8.4%	4.8%
Administrative personnel - FTE	1,126	1,051	7.1%	8.8%
Total non-selling personnel - FTE	4,382	4,055	8.1%	5.8%
Total personnel - FTE	17,721	16,630	6.6%	4.0%
Total personnel - absolute	20,593	19,797	4.0%	Absolute Headcount Change-YTD
				502
				136
				638
				170
				58
				103
				331
				969

Comments:

* In July 2017, we reclassified certain end market designations. This resulted in changes to the November 2016 end market rates of change.

** The November 2017 headcount includes 115 branch and Onsite FTE (125 absolute headcount) in connection with the acquisition of Mansco.

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, January 17, 2018 at 6:00 AM (central time)**

Next earnings release date: **Wednesday, January 17, 2018 at 6:00 AM (central time)**