



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

Release date: 7/12/17

	2017	2016	Change	
Net sales	\$ 394,308	349,045	13.0%	
Business days	22	22	0.0%	
Daily sales	\$ 17,923	15,866	13.0%	
Impact of acquisitions	1.3%	0.6%		
Impact of currency fluctuations	-0.3%	-0.4%		
				Historical
	2017	2016	Average	¹ The 'Historical Average 5-Year' represents
			5-Year¹	the years 2012 to 2016.
Daily sales in January	\$ 16,002	15,418		
Change in daily sales since January	12.0% ²	2.9%	8.4%	² Inclusion of Manufacturers Supply Company
Daily sales last month	\$ 17,430	15,890		('Mansco'), which we acquired in March 2017,
Change in daily sales since last month	2.8%	-0.2%	1.8%	added 1.3pps to the change in daily sales
				since January.
Daily sales growth by geography	2017	2016		
United States	12.5%	-0.6%		
Total North America	12.9%	-0.1%		
Total Company	13.0%	0.0%		
Daily sales growth by end market ³	2017	2016		³ The 2017 amounts exclude the impact
Manufacturing	13.0%	-2.1%		of the acquisition of Mansco.
Non-residential construction	7.1%	-2.4%		
Daily sales growth by product line	2017	2016		⁴ Inclusion of Mansco, which we acquired in
Fasteners ⁴	11.0%	-5.3%		March 2017, added 3.7pps to the daily sales
Other	14.4%	3.9%		growth of fasteners.
Number of public branches opened	2017	2016		
Quarter-to-date	5	10		
Year-to-date	10	27		
Number of branch locations	2,451	2,605		
Employee headcount at month end	2017	2016	Change	Absolute
Branch and Onsite personnel - FTE	11,760	11,845	-0.7%	Headcount
Non-branch selling personnel - FTE	1,635	1,604	1.9%	Change-12M
Total selling personnel - FTE	13,395	13,449	-0.4%	Absolute
Distribution personnel - FTE	2,549	2,506	1.7%	Headcount
Manufacturing personnel - FTE	600	603	-0.5%	Change-YTD
Administrative personnel - FTE	1,068	1,102	-3.1%	
Total non-selling personnel - FTE	4,217	4,211	0.1%	
Total personnel - FTE	17,612	17,660	-0.3%	
Total personnel - absolute	20,174	20,324	-0.7%	

Comments:

The June 2017 headcount includes 120 store FTE (123 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: **Friday, August 4, 2017 at 6:00 AM (central time)**

Next earnings release date: **Wednesday, October 11, 2017 at 6:00 AM (central time)**