



MARCH 2017 INFORMATION WEB RELEASE

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

Release date: 4/12/17

	2017	2016	Change
Net sales	\$ 386,898	357,072	8.4%
Business days	23	23	0.0%
Daily sales	\$ 16,822	15,525	8.4%
Impact of currency fluctuations	-0.2%	-0.4%	

	2017	2016	Historical Average 5-Year <sup>1</sup>	
Daily sales in January	\$ 16,002	15,418		<sup>1</sup> The 'Historical Average 5-Year' represents the years 2012 to 2016.
Change in daily sales since January	5.1%	0.7%	5.5%	
Daily sales last month	\$ 16,238	15,298		
Change in daily sales since last month	3.6%	1.5%	4.5%	

Daily sales growth by geography	2017	2016
United States	7.6%	-0.3%
Total North America	8.1%	0.1%
Total Company	8.4%	0.0%

Daily sales growth by end market	2017	2016
Manufacturing	8.2%	-0.5%
Non-residential construction	6.1%	-2.1%

Daily sales growth by product line	2017	2016
Fasteners	2.6%	-4.0%
Other	11.8%	2.9%

Number of stores opened	2017	2016
Year-to-date	5	17
Total store count	2,480	2,626

Employee headcount at month end	2017	2016	Change
Store personnel - FTE	11,197	11,380	-1.6%
Non-store selling personnel - FTE	1,535	1,551	-1.0%
Selling personnel - FTE	12,732	12,931	-1.5%
Distribution personnel - FTE	2,407	2,452	-1.8%
Manufacturing personnel - FTE	590	611	-3.4%
Administrative personnel - FTE	1,027	1,051	-2.3%
Non-selling personnel - FTE	4,024	4,114	-2.2%
Total personnel - FTE	16,756	17,045	-1.7%

Absolute Headcount Change-12M	Absolute Headcount Change-YTD
-3.6%	203
-1.9%	3
-3.4%	206
-2.6%	-28
-4.4%	21
-4.2%	-1
-3.2%	-8
-3.3%	198

Total personnel - absolute	19,822	20,509	-3.3%
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**Comments:**

The Manufacturers Supply Company ('Mansco') acquisition occurred on March 31, 2017 and therefore had no impact on our net sales in March 2017. Mansco's net sales contribution will begin to be reflected in our April 2017 release.

**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, May 4, 2017 at 6:00 AM (central time)**

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