



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

Release date: 6/6/16

	2016	2015	Change
<b>Net sales</b>	\$ 333,696	314,351	<b>6.2%</b>
Business days	21	20	5.0%
<b>Daily sales</b>	\$ <b>15,890</b>	<b>15,718</b>	<b>1.1%</b>

  

	2016	2015	Historical Average
Daily sales in January	\$ 15,418	14,927	
Change in daily sales since January	3.1%	5.3%	9.7%
Daily sales last month	\$ 15,788	15,203	
Change in daily sales since last month	0.6%	3.4%	3.1%

<b>Daily sales growth by age of store and currency impacts</b>	2016	2015
Stores more than 10 years old*	-0.4%	5.0%
Stores more than 5 years old*	-0.4%	4.6%
Stores more than 2 years old*	-0.2%	4.6%
* Age measured on the last day of the respective calendar year.		
All locations regardless of age	1.1%	5.3%
Impact of currency fluctuations (primarily Canada)	-0.5%	-0.9%
Impact of acquisitions	0.7%	0.1%

<b>Daily sales growth by end market</b>	2016	2015
Manufacturing	0.6%	4.1%
Non-residential construction	-1.8%	1.0%

<b>Daily sales growth by product line</b>	2016	2015
Fasteners	-1.7%	-0.4%
Other	3.5%	9.7%

<b>Number of stores opened</b>	2016	2015
Quarter-to-date	6	3
Year-to-date	23	5
Total store count	2,632	2,627

<b>Employee headcount at month end</b>	2016	2015	Change
Store personnel - FTE	11,506	10,887	5.7%
Non-store selling personnel - FTE	1,586	1,334	18.9%
Selling personnel - FTE	13,092	12,221	7.1%
Distribution personnel - FTE	2,421	2,246	7.8%
Manufacturing personnel - FTE	594	636	-6.6%
Administrative personnel - FTE	1,053	981	7.3%
Non-selling personnel - FTE	4,068	3,863	5.3%
Total personnel - FTE	17,160	16,084	6.7%
Total personnel - absolute	20,286	19,312	5.0%

Absolute Headcount Change-12M	Absolute Headcount Change-YTD
3.5%	-459
19.4%	73
5.0%	-386
6.6%	-70
-7.6%	-41
8.8%	37
5.1%	-74
5.0%	-460

**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, July 12, 2016 at 6:00 AM (central time)**

Next earnings release date: **Tuesday, July 12, 2016 at 6:00 AM (central time)**