



JANUARY 2017 INFORMATION WEB RELEASE

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

Release date: 2/6/17

	2017	2016	Change	
Net sales	\$ 336,044	308,354	9.0%	
Business days	21	20	5.0%	
Daily sales	\$ 16,002	15,418	3.8%	
				Historical Average 5-Year¹
Daily sales last October	\$ 15,966	15,363		
Change in daily sales since last October	0.2%	0.4%	-1.1%	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*	2.6%	2.5%	
Stores more than 5 years old*	3.2%	1.7%	
Stores more than 2 years old*	2.9%	2.2%	
* Age measured on the last day of the respective calendar year.			
All locations regardless of age	3.8%	3.3%	
Impact of currency fluctuations	0.3%	-1.2%	

Daily sales growth by end market	2017	2016	
Manufacturing	4.7%	1.9%	
Non-residential construction	-0.1%	1.2%	

Daily sales growth by product line	2017	2016	
Fasteners	-1.9%	-0.4%	
Other	7.1%	6.5%	

Number of stores opened	2017	2016	
Year-to-date	2	9	
Total store count	2,505	2,631	

Employee headcount at month end	2017	2016	Change	Absolute Headcount Change-12M	Absolute Headcount Change-YTD
Store personnel - FTE	11,164	11,613	-3.9%	-6.6%	23
Non-store selling personnel - FTE	1,549	1,554	-0.3%	-0.7%	17
Selling personnel - FTE	12,713	13,167	-3.4%	-6.0%	40
Distribution personnel - FTE	2,390	2,422	-1.3%	-2.9%	-38
Manufacturing personnel - FTE	578	628	-8.0%	-8.6%	8
Administrative personnel - FTE	1,038	1,045	-0.7%	-1.8%	3
Non-selling personnel - FTE	4,006	4,095	-2.2%	-3.4%	-27
Total personnel - FTE	16,719	17,262	-3.1%	-5.3%	13
Total personnel - absolute	19,637	20,745	-5.3%		

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: **Monday, March 6, 2017 at 6:00 AM (central time)**

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