



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

Release date: 5/4/18

	2018	2017	Change
Net sales	\$ 409,350	343,751	19.1%
Business days	21	20	5.0%
Daily sales	\$ 19,493	17,188	13.4%
Impact of currency fluctuations	0.6%	-0.4%	

			Historical 5-Year Average¹	¹ The 'Historical 5-year Average' includes the years 2013 to 2017.
Daily sales in January	\$ 17,926	16,002		
Change in daily sales since January	8.7%	7.4%	4.4%	
Daily sales last month	\$ 19,029	16,822		
Change in daily sales since last month	2.4%	2.2%	-0.6%	

Daily sales growth by geography

United States	10.8%	9.0%
Total North America	12.5%	8.9%
Total Company	13.4%	8.9%

Daily sales growth by end market *

Manufacturing	14.4%	9.3%
Non-residential construction	13.1%	5.8%

Daily sales growth by product line

Fasteners	10.7%	6.0%
Other	15.6%	10.7%

Growth metrics by customer/channel type **

Daily sales growth - national accounts	19.0%	11.0%
Daily sales growth - non-national accounts	8.0%	6.0%
% of Top 100 national accounts growing	82.0%	65.0%
% of public branches growing	66.4%	60.8%

Employee headcount at month end	2018	2017	Change	Absolute Headcount Change-12M	Absolute Headcount Change-YTD
Branch and Onsite personnel - FTE	11,932	11,366	5.0%	3.7%	299
Non-branch selling personnel - FTE	1,727	1,548	11.6%	11.2%	61
Total selling personnel - FTE	<u>13,659</u>	<u>12,914</u>	5.8%	4.6%	360
Distribution personnel - FTE	2,585	2,452	5.4%	4.6%	-52
Manufacturing personnel - FTE	637	588	8.3%	8.8%	15
Administrative personnel - FTE	1,182	1,032	14.5%	15.8%	51
Total non-selling personnel - FTE	<u>4,404</u>	<u>4,072</u>	8.2%	7.5%	14
Total personnel - FTE	<u>18,063</u>	<u>16,986</u>	6.3%	5.3%	374
Total personnel - absolute	20,939	19,883	5.3%		

Comments:

* In July 2017 we reclassified certain end market designations. Data presented for periods before that date may not match previous disclosures.

** Daily sales growth rates are rounded to whole percentage rates.

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

Next earnings release date: **Wednesday, July 11, 2018 at 6:00 AM (central time)**