



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

Release date: 6/6/18

	2018	2017	Change
Net sales	\$ 431,369	383,452	12.5%
Business days	22	22	0.0%
Daily sales	\$ 19,608	17,430	12.5%
Impact of currency fluctuations	0.5%	-0.4%	

			Historical 5-Year Average <sup>1</sup>	<sup>1</sup> 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	9.4%	8.9%	6.7%	
Daily sales last month	\$ 19,493	17,188		
Change in daily sales since last month	0.6%	1.4%	2.1%	

**Daily sales growth by geography**

United States	10.3%	9.5%
Total North America	11.8%	9.7%
Total Company	12.5%	9.7%

**Daily sales growth by end market \***

Manufacturing	11.9%	10.3%
Non-residential construction	15.9%	6.1%

**Daily sales growth by product line**

Fasteners	9.1%	6.7%
Other	15.0%	11.3%

**Growth metrics by customer/channel type \*\***

Daily sales growth - national accounts	18.0%	12.0%
Daily sales growth - non-national accounts	7.0%	6.0%
% of Top 100 national accounts growing	78.0%	67.0%
% of public branches growing	65.5%	61.4%

Employee headcount at month end	2018	2017	Change	Absolute Headcount Change-12M	Absolute Headcount Change-YTD
				Branch and Onsite personnel - FTE	11,966
Non-branch selling personnel - FTE	1,721	1,583	8.7%	9.3%	53
Total selling personnel - FTE	13,687	13,113	4.4%	3.3%	267
Distribution personnel - FTE	2,593	2,439	6.3%	2.6%	-98
Manufacturing personnel - FTE	635	586	8.4%	9.7%	18
Administrative personnel - FTE	1,182	1,030	14.8%	14.5%	44
Total non-selling personnel - FTE	4,410	4,055	8.8%	6.0%	-36
Total personnel - FTE	18,097	17,168	5.4%	4.0%	231
Total personnel - absolute	20,796	19,996	4.0%		

**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, July 11, 2018 at 6:00 AM (central time)**

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