



**AUGUST 2018 INFORMATION WEB RELEASE**

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

Release date: 9/07/18

	2018	2017	Change
<b>Net sales</b>	\$ 467,893	411,486	<b>13.7%</b>
Business days	23	23	0.0%
<b>Daily sales</b>	\$ <b>20,343</b>	<b>17,891</b>	<b>13.7%</b>
Impact of currency fluctuations	-0.4%	0.2%	
Impact of Hurricane Harvey (est.)	0.0%	-0.4% to -0.5%	

			<b>Historical 5-Year Average<sup>1</sup></b>	<sup>1</sup> The 'Historical 5-year Average' includes the years 2013 to 2017 and excludes the impact of acquisitions.
Daily sales in January	\$ 17,926	16,002		
Change in daily sales since January	13.5%	11.8%	8.9%	
Daily sales last month	\$ 19,601	17,498		
Change in daily sales since last month	3.8%	2.2%	4.0%	

**Daily sales growth by geography**

United States	12.4%	12.2%
Total North America	13.3%	12.6%
Total Company	13.7%	12.8%

**Daily sales growth by end market**

Manufacturing	13.3%	14.6%
Non-residential construction	18.5%	6.4%

**Daily sales growth by product line**

Fasteners	10.8%	12.2%
Other	16.0%	13.3%

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

Daily sales growth - national accounts	18.0%	17.0%
Daily sales growth - non-national accounts	8.0%	5.0%
% of Top 100 national accounts growing	84.0%	74.0%
% of public branches growing	67.5%	62.9%

<b>Employee headcount at month end</b>	2018	2017	Change	<b>Absolute Headcount Change-12M</b>	<b>Absolute Headcount Change-YTD</b>
Branch and Onsite personnel - FTE	12,103	11,694	3.5%	2.8%	233
Non-branch selling personnel - FTE	1,713	1,638	4.6%	5.2%	42
Total selling personnel - FTE	13,816	13,332	3.6%	3.1%	275
Distribution personnel - FTE	2,721	2,541	7.1%	7.2%	47
Manufacturing personnel - FTE	687	604	13.7%	15.5%	72
Administrative personnel - FTE	1,198	1,102	8.7%	8.1%	45
Total non-selling personnel - FTE	4,606	4,247	8.5%	8.4%	164
Total personnel - FTE	18,422	17,579	4.8%	4.4%	439
Total personnel - absolute **	21,004	20,111	4.4%		

**Comments:**

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

\*\* A recent acquisition added 38 full-time and 5 part-time employees to our August headcount. This transaction was otherwise immaterial to the information in this 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: **Wednesday, October 10, 2018 at 6:00 AM (central time)**

Next earnings release date: **Wednesday, October 10, 2018 at 6:00 AM (central time)**