



JULY 2018 INFORMATION WEB RELEASE

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

Release date: 8/06/18

	2018	2017	Change
Net sales	\$ 411,616	349,966	17.6%
Business days	21	20	5.0%
Daily sales	\$ 19,601	17,498	12.0%
Impact of currency fluctuations	-0.2%	0.2%	

			Historical 5-Year Average¹	¹ 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	9.3%	9.3%	4.7%	
Daily sales last month	\$ 20,343	17,923		
Change in daily sales since last month	-3.6%	-2.4%	-3.7%	

Daily sales growth by geography

United States	10.8%	11.8%
Total North America	11.6%	12.8%
Total Company	12.0%	12.9%

Daily sales growth by end market

Manufacturing	11.5%	14.2%
Non-residential construction	16.4%	6.6%

Daily sales growth by product line

Fasteners	10.2%	11.3%
Other	13.7%	14.1%

Growth metrics by customer/channel type *

Daily sales growth - national accounts	16.0%	18.0%
Daily sales growth - non-national accounts	7.0%	5.0%
% of Top 100 national accounts growing	75.0%	70.0%
% of public branches growing	65.5%	63.0%

Employee headcount at month end	2018	2017	Change	Absolute Headcount Change-12M	Absolute Headcount Change-YTD
Branch and Onsite personnel - FTE	12,204	11,805	3.4%	2.3%	258
Non-branch selling personnel - FTE	1,701	1,623	4.8%	5.5%	33
Total selling personnel - FTE	13,905	13,428	3.6%	2.6%	291
Distribution personnel - FTE	2,702	2,544	6.2%	2.4%	-59
Manufacturing personnel - FTE	648	603	7.5%	8.6%	30
Administrative personnel - FTE	1,186	1,097	8.1%	7.9%	27
Total non-selling personnel - FTE	4,536	4,244	6.9%	4.4%	-2
Total personnel - FTE	18,441	17,672	4.4%	3.1%	289
Total personnel - absolute	20,854	20,230	3.1%		

Comments:

* 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: **Friday, September 7th, 2018 at 6:00 AM (central time)**

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