

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

Release date: 7/11/18

	2018	2017	Change
Net sales	\$ 427,210	394,308	8.3%
Business days	21	22	-4.5%
Daily sales	\$ 20,343	17,923	13.5%
Impact of currency fluctuations	0.2%	-0.3%	

		Historical 5-Year Average ¹	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	13.5%	12.0%	8.7%
Daily sales last month	\$ 19,608	17,430	
Change in daily sales since last month	3.7%	2.8%	1.9%

Daily sales growth by geography

United States	11.6%	12.5%
Total North America	12.6%	12.9%
Total Company	13.5%	13.0%

Daily sales growth by end market *

Manufacturing	14.0%	14.9%
Non-residential construction	17.4%	5.7%

Daily sales growth by product line

Fasteners	13.5%	11.0%
Other	14.1%	14.4%

Growth metrics by customer/channel type **

Daily sales growth - national accounts	20.0%	16.0%
Daily sales growth - non-national accounts	7.0%	9.0%
% of Top 100 national accounts growing	81.0%	72.0%
% of public branches growing	67.0%	63.8%

Employee headcount at month end	2018	2017	Change	Absolute Headcount Change-12M	Absolute Headcount Change-YTD
Branch and Onsite personnel - FTE	12,214	11,760	3.9%	2.6%	264
Non-branch selling personnel - FTE	1,712	1,635	4.7%	5.3%	41
Total selling personnel - FTE	13,926	13,395	4.0%	2.9%	305
Distribution personnel - FTE	2,672	2,549	4.8%	1.6%	-83
Manufacturing personnel - FTE	652	600	8.7%	9.1%	30
Administrative personnel - FTE	1,194	1,068	11.8%	11.6%	38
Total non-selling personnel - FTE	4,518	4,217	7.1%	4.6%	-15
Total personnel - FTE	18,444	17,612	4.7%	3.4%	290
Total personnel - absolute	20,855	20,174	3.4%		

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: **Monday, August 6th, 2018 at 6:00 AM (central time)**

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