



NOVEMBER 2018 INFORMATION WEB RELEASE

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

Release date: 12/06/18

	2018	2017	Change		
Net sales	\$ 410,265	365,482	12.3%		
Business days	21	21	0.0%		
Daily sales	\$ 19,536	17,404	12.3%		
Impact of currency fluctuations	-0.4%	0.6%			
				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	9.0%	8.8%	4.6%		
Daily sales last month	\$ 20,426	18,168			
Change in daily sales since last month	-4.4%	-4.2%	-3.8%		
Daily sales growth by geography					
United States	11.0%	13.8%			
Total North America	12.2%	15.0%			
Total Company	12.3%	15.4%			
Daily sales growth by end market					
Manufacturing	12.2%	17.2%			
Non-residential construction	13.9%	10.8%			
Daily sales growth by product line					
Fasteners	10.4%	14.1%			
Other	14.0%	16.6%			
Growth metrics by customer/channel type *					
Daily sales growth - national accounts	18.0%	19.0%			
Daily sales growth - non-national accounts	5.0%	9.0%			
% of Top 100 national accounts growing	80.0%	74.0%			
% of public branches growing	64.3%	65.7%			
Employee headcount at month end				Absolute Headcount Change-12M	Absolute Headcount Change-YTD
Branch and Onsite personnel - FTE	12,249	11,666	5.0%	4.7%	674
Non-branch selling personnel - FTE	1,741	1,673	4.1%	4.0%	69
Total selling personnel - FTE	13,990	13,339	4.9%	4.6%	743
Distribution personnel - FTE	2,773	2,636	5.2%	6.0%	213
Manufacturing personnel - FTE	692	620	11.6%	14.0%	91
Administrative personnel - FTE	1,224	1,126	8.7%	8.4%	86
Total non-selling personnel - FTE	4,689	4,382	7.0%	7.5%	390
Total personnel - FTE	18,679	17,721	5.4%	5.4%	1,133
Total personnel - absolute	21,698	20,593	5.4%		

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: **Thursday, January 17, 2019 at 6:00 AM (central time)**

Next earnings release date: **Thursday, January 17, 2019 at 6:00 AM (central time)**