



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

Release date: 3/6/19

	2019	2018	Change
<b>Net sales</b>	\$ 411,877	372,772	<b>10.5%</b>
Business days	20	20	0.0%
<b>Daily sales</b>	\$ <b>20,594</b>	<b>18,639</b>	<b>10.5%</b>
Impact of currency fluctuations	-0.5%	0.5%	
Impact of winter storms (est.)	-1.3% to -1.6%	0.0%	

			<b>Historical 5-Year Average<sup>1</sup></b>	<sup>1</sup> The 'Historical 5-year Average' includes the years 2014 to 2018 and excludes the impact of acquisitions.
Daily sales last month	\$ 20,314	17,926		
Change in daily sales since last month	1.4%	4.0%	1.5%	

**Daily sales growth by geography**

United States	10.0%	12.7%
Total North America	10.7%	14.0%
Total Company	10.5%	14.8%

**Daily sales growth by end market**

Manufacturing	11.6%	15.9%
Non-residential construction	11.0%	10.5%

**Daily sales growth by product line**

Fasteners	8.7%	13.1%
Other	11.9%	16.3%

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

Daily sales growth - national accounts	16.0%	19.0%
Daily sales growth - non-national accounts	3.0%	9.0%
% of Top 100 national accounts growing	78.0%	75.0%
% of public branches growing	62.9%	67.0%

<b>Employee headcount at month end</b>	2019	2018	Change	<b>Absolute Headcount Change-12M</b>	<b>Absolute Headcount Change-YTD</b>
Branch and Onsite personnel - FTE	12,334	11,854	4.0%	3.7%	211
Non-branch selling personnel - FTE	1,757	1,685	4.3%	4.3%	24
Total selling personnel - FTE	14,091	13,539	4.1%	3.7%	235
Distribution personnel - FTE	2,851	2,646	7.7%	8.5%	120
Manufacturing personnel - FTE	688	628	9.6%	13.2%	9
Administrative personnel - FTE	1,264	1,170	8.0%	7.4%	38
Total non-selling personnel - FTE	4,803	4,444	8.1%	8.8%	167
Total personnel - FTE	18,894	17,983	5.1%	5.1%	402
<b>Total personnel - absolute</b>	<b>22,046</b>	<b>20,982</b>	<b>5.1%</b>		

**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, April 11, 2019 at 6:00 AM (central time)**

Next earnings release date: **Thursday, April 11, 2019 at 6:00 AM (central time)**