



SEPTEMBER 2018 INFORMATION WEB RELEASE

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

Release date: 10/10/18

	2018	2017	Change
Net sales	\$ 400,266	371,346	7.8%
Business days	19	20	-5.0%
Daily sales	\$ 21,067	18,567	13.5%
Impact of currency fluctuations	-0.5%	0.5%	
Impact of hurricanes (est.)	-0.3% to -0.4%	-0.4% to -0.5%	

			Historical 5-Year Average <sup>1</sup>	<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	17.5%	16.0%	10.7%	
Daily sales last month	\$ 20,343	17,891		
Change in daily sales since last month	3.6%	3.8%	1.7%	

Daily sales growth by geography

United States	12.2%	14.1%
Total North America	13.2%	15.1%
Total Company	13.5%	15.3%

Daily sales growth by end market

Manufacturing	14.7%	16.9%
Non-residential construction	13.7%	4.9%

Daily sales growth by product line

Fasteners	11.6%	13.0%
Other	15.1%	16.7%

Growth metrics by customer/channel type \*

Daily sales growth - national accounts	20.0%	18.0%
Daily sales growth - non-national accounts	7.0%	9.0%
% of Top 100 national accounts growing	78.0%	71.0%
% of public branches growing	67.3%	66.3%

Employee headcount at month end	2018	2017	Change	Absolute Headcount Change-12M	Absolute Headcount Change-YTD
Branch and Onsite personnel - FTE	11,995	11,480	4.5%	3.4%	325
Non-branch selling personnel - FTE	1,721	1,638	5.1%	5.9%	56
Total selling personnel - FTE	13,716	13,118	4.6%	3.7%	381
Distribution personnel - FTE	2,716	2,502	8.6%	5.7%	102
Manufacturing personnel - FTE	681	604	12.7%	15.3%	81
Administrative personnel - FTE	1,201	1,105	8.7%	8.2%	53
Total non-selling personnel - FTE	4,598	4,211	9.2%	7.4%	236
Total personnel - FTE	18,314	17,329	5.7%	4.6%	617
Total personnel - absolute	21,182	20,242	4.6%		

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: **Tuesday, November 6, 2018 at 6:00 AM (central time)**

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