



DECEMBER 2018 INFORMATION WEB RELEASE

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

Release date: 1/17/19

	2018	2017	Change
Net sales	\$ 351,580	323,292	8.7%
Business days	19	20	-5.0%
Daily sales	\$ 18,504	16,165	14.5%
Impact of currency fluctuations	-0.4%	0.5%	

			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	3.2%	1.0%	-2.9%	
Daily sales last month	\$ 19,536	17,404		
Change in daily sales since last month	-5.3%	-7.1%	-7.1%	

Daily sales growth by geography

United States	13.6%	13.4%
Total North America	14.6%	14.5%
Total Company	14.5%	14.7%

Daily sales growth by end market

Manufacturing	15.5%	16.2%
Non-residential construction	15.2%	11.9%

Daily sales growth by product line

Fasteners	13.1%	14.0%
Other	15.4%	15.5%

Growth metrics by customer/channel type *

Daily sales growth - national accounts	19.0%	20.0%
Daily sales growth - non-national accounts	9.0%	7.0%
% of Top 100 national accounts growing	80.0%	70.0%
% of public branches growing	66.3%	65.0%

Employee headcount at month end	2018	2017	Change	Absolute Headcount Change-12M	Absolute Headcount Change-YTD
				Branch and Onsite personnel - FTE	12,211
Non-branch selling personnel - FTE	1,713	1,676	2.2%	2.5%	42
Total selling personnel - FTE	13,924	13,225	5.3%	4.2%	633
Distribution personnel - FTE	2,834	2,525	12.2%	7.1%	255
Manufacturing personnel - FTE	691	619	11.6%	12.6%	82
Administrative personnel - FTE	1,229	1,150	6.9%	7.0%	84
Total non-selling personnel - FTE	4,754	4,294	10.7%	7.8%	421
Total personnel - FTE	18,678	17,519	6.6%	5.1%	1,054
Total personnel - absolute	21,619	20,565	5.1%		

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: **Wednesday, February 6, 2019 at 6:00 AM (central time)**

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