



OCTOBER 2018 INFORMATION WEB RELEASE

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

Release date: 11/06/18

	2018	2017	Change	
Net sales	\$ 469,792	399,695	17.5%	
Business days	23	22	4.5%	
Daily sales	\$ 20,426	18,168	12.4%	
Impact of currency fluctuations	-0.3%	0.4%		
				<b>Historical 5-Year Average<sup>1</sup></b>
				<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	13.9%	13.5%	8.6%	
Daily sales last month	\$ 21,067	18,567		
Change in daily sales since last month	-3.0%	-2.1%	-1.9%	

**Daily sales growth by geography**

United States	11.3%	13.0%
Total North America	12.4%	13.5%
Total Company	12.4%	13.8%

**Daily sales growth by end market**

Manufacturing	12.1%	15.7%
Non-residential construction	14.6%	6.0%

**Daily sales growth by product line**

Fasteners	10.1%	11.5%
Other	14.0%	15.5%

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

Daily sales growth - national accounts	17.0%	17.0%
Daily sales growth - non-national accounts	7.0%	7.0%
% of Top 100 national accounts growing	68.0%	71.0%
% of public branches growing	66.1%	63.9%

Employee headcount at month end	2018	2017	Change	Absolute Headcount Change-12M	Absolute Headcount Change-YTD
Branch and Onsite personnel - FTE	12,057	11,600	3.9%	3.2%	495
Non-branch selling personnel - FTE	1,731	1,659	4.3%	4.6%	61
Total selling personnel - FTE	13,788	13,259	4.0%	3.4%	556
Distribution personnel - FTE	2,744	2,564	7.0%	5.5%	177
Manufacturing personnel - FTE	683	607	12.5%	15.5%	84
Administrative personnel - FTE	1,205	1,114	8.2%	7.9%	64
Total non-selling personnel - FTE	4,632	4,285	8.1%	7.2%	325
Total personnel - FTE	18,420	17,544	5.0%	4.4%	881
Total personnel - absolute	21,446	20,550	4.4%		

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

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