



MARCH 2019 INFORMATION WEB RELEASE

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

Release date: 4/11/19

	2019	2018	Change
Net sales	\$ 450,548	418,632	7.6%
Business days	21	22	-4.5%
Daily sales	\$ 21,455	19,029	12.7%
Impact of currency fluctuations	-0.4%	0.5%	

			Historical 5-Year Average¹	¹ The 'Historical 5-year Average' includes the years 2014 to 2018 and excludes the impact of acquisitions.
Daily sales in January	\$ 20,314	17,926		
Change in daily sales since January	5.6%	6.2%	5.3%	
Daily sales last month	\$ 20,594	18,639		
Change in daily sales since last month	4.2%	2.1%	3.7%	

Daily sales growth by geography

United States	10.9%	11.7%
Total North America	12.5%	12.7%
Total Company	12.7%	13.1%

Daily sales growth by end market

Manufacturing	14.7%	14.0%
Non-residential construction	12.1%	10.9%

Daily sales growth by product line

Fasteners	13.5%	12.4%
Other	12.7%	14.1%

Growth metrics by customer/channel type *

Daily sales growth - national accounts	17.0%	18.0%
Daily sales growth - non-national accounts	6.0%	7.0%
% of Top 100 national accounts growing	78.0%	79.0%
% of public branches growing	64.5%	66.6%

Employee headcount at month end	2019	2018	Change	Absolute Headcount Change-12M	Absolute Headcount Change-YTD
Branch and Onsite personnel - FTE	12,482	11,878	5.1%	4.3%	321
Non-branch selling personnel - FTE	1,745	1,717	1.6%	1.0%	7
Total selling personnel - FTE	14,227	13,595	4.6%	3.9%	328
Distribution personnel - FTE	2,923	2,598	12.5%	12.0%	172
Manufacturing personnel - FTE	700	637	9.9%	10.6%	7
Administrative personnel - FTE	1,275	1,174	8.6%	7.5%	54
Total non-selling personnel - FTE	4,898	4,409	11.1%	10.8%	233
Total personnel - FTE	19,125	18,004	6.2%	5.7%	561
Total personnel - absolute	22,205	21,002	5.7%		

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: **Monday, May 6, 2019 at 6:00 AM (central time)**

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