



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

Release date: 2/06/19

	2019	2018	Change
Net sales	\$ 446,911	394,371	13.3%
Business days	22	22	0.0%
Daily sales	\$ 20,314	17,926	13.3%
Impact of currency fluctuations	-0.7%	0.6%	
Impact of ice storms (est.)	-0.8% to -1.2%	-1.7% to -2.0%	

			Historical 5-Year Average¹	¹ The 'Historical 5-year Average' includes the years 2014 to 2018 and excludes the impact of acquisitions.
Daily sales last October	\$ 20,426	18,168		
Change in daily sales since last October	-0.5%	-1.3%	-1.2%	

Daily sales growth by geography			
United States	12.5%	10.5%	
Total North America	13.2%	11.6%	
Total Company	13.3%	12.0%	

Daily sales growth by end market			
Manufacturing	13.8%	13.3%	
Non-residential construction	16.7%	7.9%	

Daily sales growth by product line			
Fasteners	13.3%	10.1%	
Other	13.6%	13.7%	

Growth metrics by customer/channel type *			
Daily sales growth - national accounts	18.0%	16.0%	
Daily sales growth - non-national accounts	7.0%	6.0%	
% of Top 100 national accounts growing	88.0%	79.0%	
% of public branches growing	67.4%	63.6%	

Employee headcount at month end	2019	2018	Change	Absolute Headcount Change-12M	Absolute Headcount Change-YTD **
				Branch and Onsite personnel - FTE	12,428
Non-branch selling personnel - FTE	1,749	1,676	4.4%	4.1%	10
Total selling personnel - FTE	14,177	13,513	4.9%	3.8%	106
Distribution personnel - FTE	2,847	2,613	9.0%	7.2%	63
Manufacturing personnel - FTE	706	617	14.4%	15.4%	12
Administrative personnel - FTE	1,254	1,171	7.1%	6.1%	16
Total non-selling personnel - FTE	4,807	4,401	9.2%	7.9%	91
Total personnel - FTE	18,984	17,914	6.0%	4.9%	197
Total personnel - absolute	21,841	20,814	4.9%		

Comments:

* Daily sales growth rates are rounded to whole percentage rates.

** In materials associated with our 4Q18 earnings release we undercounted our employees by 25. All employee figures and calculations contained in this release are based on the corrected number, which will be found in our 10-K filing.

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

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