



**FEBRUARY 2018 INFORMATION WEB RELEASE**

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

Release date: 3/6/18

	2018	2017	Change
<b>Net sales</b>	\$ 372,772	324,764	<b>14.8%</b>
Business days	20	20	0.0%
<b>Daily sales</b>	\$ <b>18,639</b>	<b>16,238</b>	<b>14.8%</b>
Impact of acquisitions	1.3%	0.0%	
Impact of currency fluctuations	0.5%	0.2%	

	2018	2017	Historical 5-Year Average <sup>1</sup>
Daily sales last month	\$ 17,926	16,002	
Change in daily sales since last month	4.0%	1.5%	1.1%

<sup>1</sup> The 'Historical 5-year Average' includes the years 2013 to 2017.

<b>Daily sales growth by geography</b>	2018	2017
United States	12.7%	5.3%
Total North America	14.0%	6.1%
Total Company	14.8%	6.1%

<b>Daily sales growth by end market</b>	2018	2017 *
Manufacturing <sup>2</sup>	15.9%	6.4%
Non-residential construction	10.5%	4.8%

<sup>2</sup> Inclusion of Manufacturers Supply Company ('Mansco'), which we acquired in March 2017, added 1.9pps to the daily sales growth of manufacturing.

<b>Daily sales growth by product line</b>	2018	2017
Fasteners <sup>3</sup>	13.1%	1.5%
Other	16.3%	9.1%

<sup>3</sup> Inclusion of Mansco, which we acquired in March 2017, added 3.6pps to the daily sales growth of fasteners.

<b>Growth metrics by customer/channel type ***</b>	2018	2017
Daily sales growth - National Accounts	19.0%	10.0%
Daily sales growth - Non-National Accounts	9.0%	5.0%
% of Top 100 National Accounts growing	75.0%	63.0%
% of public branches growing	67.0%	57.5%

<b>Employee headcount at month end</b>	2018 **	2017	Change	Absolute Headcount Change-12M	Absolute Headcount Change-YTD
Branch and Onsite personnel - FTE	11,854	11,097	6.8%	4.9%	300
Non-branch selling personnel - FTE	1,685	1,539	9.5%	8.7%	11
Total selling personnel - FTE	13,539	12,636	7.1%	5.3%	311
Distribution personnel - FTE	2,646	2,410	9.8%	6.9%	66
Manufacturing personnel - FTE	628	587	7.0%	7.3%	6
Administrative personnel - FTE	1,170	1,046	11.9%	12.5%	34
Total non-selling personnel - FTE	4,444	4,043	9.9%	8.2%	106
Total personnel - FTE	17,983	16,679	7.8%	6.1%	417
Total personnel - absolute	20,982	19,782	6.1%		

**Comments:**

- \* In July 2017, we reclassified certain end market designations. This resulted in changes to the February 2017 end market rates of change.
- \*\* The February 2018 headcount includes 116 branch and Onsite FTE (125 absolute headcount) in connection with the acquisition of Mansco.
- \*\*\* 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, April 11, 2018 at 6:00 AM (central time)**

Next earnings release date: **Wednesday, April 11, 2018 at 6:00 AM (central time)**