



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

Release date: 6/6/19

	2019	2018	Change
Net sales	\$ 472,373	431,369	9.5%
Business days	22	22	0.0%
Daily sales	\$ 21,472	19,608	9.5%
Impact of currency fluctuations	-0.4%	0.5%	

			Historical 5-Year Average <sup>1</sup>	<sup>1</sup> 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			5.7%	9.4%
Daily sales last month	\$ 20,941	19,493		
Change in daily sales since last month			2.5%	0.6%

**Daily sales growth by geography**

United States	8.9%	10.3%
Total North America	9.8%	11.8%
Total Company	9.5%	12.5%

**Daily sales growth by end market**

Manufacturing	11.5%	11.9%
Non-residential construction	9.9%	15.9%

**Daily sales growth by product line**

Fasteners	8.1%	9.1%
Other	10.8%	15.0%

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

Daily sales growth - national accounts	15.0%	18.0%
Daily sales growth - non-national accounts	2.0%	7.0%
% of Top 100 national accounts growing	76.0%	78.0%
% of public branches growing	60.8%	65.5%

Employee headcount at month end	2019	2018	Change	Absolute Headcount Change-12M	Absolute Headcount Change-YTD
Branch and Onsite personnel - FTE	12,730	11,966	6.4%	5.3%	347
Non-branch selling personnel - FTE	1,771	1,721	2.9%	2.2%	31
Total selling personnel - FTE	14,501	13,687	5.9%	5.0%	378
Distribution personnel - FTE	2,892	2,593	11.5%	14.7%	159
Manufacturing personnel - FTE	693	635	9.1%	10.1%	2
Administrative personnel - FTE	1,300	1,182	10.0%	8.5%	62
Total non-selling personnel - FTE	4,885	4,410	10.8%	12.7%	223
Total personnel - FTE	19,386	18,097	7.1%	7.0%	601
Total personnel - absolute	22,245	20,796	7.0%		

**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, July 11, 2019 at 6:00 AM (central time)**

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