



## JULY 2025 INFORMATION WEB RELEASE

Release date: 8/6/25

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

	2025	2024	Change	
<b>Net sales</b>	\$714,972	\$633,836	<b>12.8%</b>	Daily sales - Net sales divided by the number of business days in the US.
Business days	22	22	0.0%	
<b>Daily sales</b>	<b>\$32,499</b>	<b>\$28,811</b>	<b>12.8%</b>	
Impact of currency fluctuations	0.2%	(0.3%)		

			Historical	
Daily sales in January	\$29,647	\$29,085		Historical figures are an average from 2019, and 2021 to 2024. 2020 is excluded as COVID-related surge activity makes the period unrepresentative of normal trends.
Change in daily sales since January	9.6%	(0.9%)	2.7%	
Daily sales last month	\$33,394	30,413		
Change in daily sales since last month	(2.7%)	(5.3%)	(3.5%)	

			Current Month	
Daily sales growth by geography			% of Sales	
United States	13.1%	0.1%	83.1%	Calculated using US days and US dollars.
Canada/Mexico	9.1%	2.8%	13.5%	
Rest of World	20.6%	0.3%	3.4%	
Total Company	12.8%	0.5%		

			Current Month	
Daily sales growth by end market			% of Sales	
Heavy Manufacturing	13.6%	(1.0%)	43.0%	
Other Manufacturing	14.2%	4.5%	33.0%	
Non-residential Construction	5.0%	(4.6%)	8.0%	
Other End Markets	11.2%	(1.9%)	16.0%	

			Current Month	
Daily sales growth by product line			% of Sales	
Fasteners	14.6%	(6.3%)	30.7%	
Safety	11.7%	7.5%	22.7%	
Other	12.0%	1.6%	46.6%	

**Growth metrics by customer/channel type**

% of Top 100 national accounts growing	71.0%	48.0%	Daily sales growth rates are rounded to whole percentage rates.
% of in-market locations growing	63.7%	46.5%	
Daily sales growth - contract customers	15.0%	5.0%	Contract sales include sales realized under national account, government, and local contracts.
Daily sales growth - non-contract customers	7.0%	(10.0%)	
Daily sales growth - eBusiness*	9.0%	27.0%	
Daily sales growth - FMI	19.0%	7.0%	FMI – Fastenal Managed Inventory

Employee headcount at month end**	Jul-25	Jul-24	Change	Jun-25	Change
Selling personnel - FTE***	15,545	15,152	2.6%	15,660	(0.7%)
Distribution/Transportation personnel - FTE	3,012	2,857	5.4%	3,098	(2.8%)
Manufacturing personnel - FTE	969	908	6.7%	966	0.3%
Organizational support personnel - FTE***	2,110	2,022	4.4%	2,083	1.3%
<b>Total personnel - FTE</b>	<b>21,636</b>	<b>20,939</b>	<b>3.3%</b>	<b>21,807</b>	<b>(0.8%)</b>
<b>Total personnel - absolute</b>	<b>24,359</b>	<b>23,625</b>	<b>3.1%</b>	<b>24,362</b>	<b>0.0%</b>

FTE - Full-time equivalent headcount.

\* Our eBusiness includes eProcurement activities, which are integrated transactions, including electronic data interchange (EDI), and eCommerce (transactional website sales). Growth of our eBusiness reflects both new sales that enhance our growth rate and a shift in existing sales from non-digital to digital processes that improves efficiency.

\*\* In the fourth quarter of 2024, we realigned certain employees as a result of a routine review of our organizational structure. While there is no change to total absolute or FTE headcount, it produces minor shifting between headcount categories. Historical numbers have been adjusted to reflect this realignment.

\*\*\* Of our Selling Personnel, 80%-85% are attached to a specific in-market location. Organizational support personnel consists of: (1) Sales Support personnel (37%-42% of category), which includes sourcing, purchasing, supply chain, product development, etc.; (2) Information Technology personnel (35%-40% of category); and (3) Administrative Support personnel (22%-27% of category), which includes human resources, Fastenal School of Business, accounting and finance, senior management, etc.

Next monthly sales release date: **Friday, September 5, 2025 at 6:00 AM (central time)**Next earnings release date: **Monday, October 13, 2025 at 6:00 AM (central time)****Contact Information:**

Fastenal Investor Relations  
[investorrelations@fastenal.com](mailto:investorrelations@fastenal.com)  
507-453-8775