



SEPTEMBER 2025 INFORMATION WEB RELEASE

Release date: 10/13/25

Fastenal Company and Subsidiaries

(Dollar amounts in thousands)

	2025	2024	Change	
Net sales	\$721,647	\$623,676	15.7%	Daily sales - Net sales divided by the number of business days in the US.
Business days	21	20	5.0%	
Daily sales	\$34,364	\$31,184	10.2%	
Impact of currency fluctuations	(0.1%)	0.1%		
Impact of weather (est.)	0.0%	(0.35%) to (0.55%)		

			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	15.9%	7.2%	9.5%	
Daily sales last month	\$33,177	29,666		
Change in daily sales since last month	3.6%	5.1%	4.0%	

			Current Month % of Sales	
Daily sales growth by geography				Calculated using US days and US dollars.
United States	10.8%	2.3%	83.1%	
Canada/Mexico	4.5%	8.3%	13.3%	
Rest of World	20.5%	5.3%	3.6%	
Total Company	10.2%	3.2%		

			Current Month % of Sales	
Daily sales growth by end market				
Heavy Manufacturing	11.8%	1.0%	43.0%	
Other Manufacturing	11.8%	7.5%	32.6%	
Non-residential Construction	5.7%	0.9%	8.4%	
Other End Markets	5.1%	2.7%	16.0%	

			Current Month % of Sales	
Daily sales growth by product line				
Fasteners	15.1%	(3.3%)	31.4%	
Safety	7.2%	7.5%	21.7%	
Other	8.6%	5.9%	46.9%	

Growth metrics by customer/channel type

% of Top 100 national accounts growing	64.0%	60.0%		Daily sales growth rates are rounded to whole percentage rates.
% of in-market locations growing	62.9%	51.5%		
Daily sales growth - contract customers	11.0%	8.0%		Contract sales include sales realized under national account, government, and local contracts.
Daily sales growth - non-contract customers	8.0%	(7.0%)		
Daily sales growth - eBusiness*	5.0%	27.0%		
Daily sales growth - FMI	17.0%	10.0%		FMI – Fastenal Managed Inventory

Employee headcount at month end**	Sep-25	Sep-24	Change	Aug-25	Change
Selling personnel - FTE***	15,414	15,035	2.5%	15,589	(1.1%)
Distribution/Transportation personnel - FTE	3,057	2,951	3.6%	3,178	(3.8%)
Manufacturing personnel - FTE	973	914	6.5%	978	(0.5%)
Organizational support personnel - FTE***	2,124	1,994	6.5%	2,119	0.2%
Total personnel - FTE	21,568	20,894	3.2%	21,864	(1.4%)
Total personnel - absolute	24,438	23,518	3.9%	24,283	0.6%

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 was no change to total absolute or FTE headcount, it produced 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: **Thursday, November 6, 2025 at 6:00 AM (central time)**

Next earnings release date: **Monday, January 19, 2026 at 6:00 AM (central time)**

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