



JANUARY 2026 INFORMATION WEB RELEASE

Release date: 2/5/26

Fastenal Company and Subsidiaries

(Dollar amounts in thousands)

	2026	2025	Change	
Net sales	\$697,077	\$652,243	6.9%	Daily sales - Net sales divided by the number of business days in the US.
Business days	21	22	(4.5%)	
Daily sales	\$33,194	\$29,647	12.0%	
Impact of currency fluctuations	0.7%	(0.7%)		
Impact of weather (est.)	(2.2%) to (2.7%)	(1.6%) to (2.1%)		

Historical

Daily sales in October	\$33,522	\$30,121		Historical figures are an average from 2021 - 2025.
Change in daily sales since October	(1.0%)	(1.6%)	(0.0%)	

	Current Month			
Daily sales growth by geography	% of Sales			
United States	10.8%	1.7%	82.1%	Calculated using US days and US dollars.
Canada/Mexico	13.2%	5.9%	14.2%	
Rest of World	39.5%	(8.8%)	3.7%	
Total Company	12.0%	1.9%		

	Current Month			
Daily sales growth by end market	% of Sales			
Heavy Manufacturing	13.2%	1.8%	43.6%	
Other Manufacturing	10.5%	6.7%	32.7%	
Non-residential Construction	16.2%	(3.6%)	8.1%	
Other End Markets	9.0%	(3.7%)	15.6%	

	Current Month			
Daily sales growth by customer usage	% of Sales			
Direct fasteners/hardware	13.4%	0.5%	20.9%	
Direct cutting tools and abrasives	10.2%	2.8%	5.1%	
Direct non-fasteners/hardware	13.3%	5.5%	12.7%	
Total direct materials (production related)	12.9%	2.4%	38.7%	
Indirect fasteners/hardware	15.4%	(0.2%)	9.8%	
Indirect safety	9.4%	4.5%	21.3%	
Indirect non-fasteners/hardware and non-safety	11.5%	2.2%	30.2%	
Total indirect materials (MRO related)	11.4%	2.6%	61.3%	

Growth metrics by customer/channel type

% of Top 100 national accounts growing	74.0%	58.0%	Daily sales growth rates are rounded to whole percentage rates.
% of in-market locations growing	63.7%	49.4%	
Daily sales growth - contract customers	14.0%	5.0%	Contract sales include sales realized under national account, government, and local contracts.
Daily sales growth - non-contract customers	6.0%	(6.0%)	
Daily sales growth - eBusiness	7.0%	8.0%	
Daily sales growth - FMI	16.0%	7.0%	FMI – Fastenal Managed Inventory

Employee headcount at month end	Jan-26	Jan-25	Change	Dec-25	Change
Selling personnel - FTE*	15,409	15,076	2.2%	15,439	(0.2%)
Distribution/Transportation personnel - FTE	3,133	3,080	1.7%	3,056	2.5%
Manufacturing personnel - FTE	982	940	4.5%	958	2.5%
Organizational support personnel - FTE*	2,197	2,035	8.0%	2,149	2.2%
Total personnel - FTE	21,721	21,131	2.8%	21,602	0.6%
Total personnel - absolute	24,525	23,798	3.1%	24,489	0.1%

FTE - Full-time equivalent headcount.

* 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 (34%-39% 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, March 5, 2026 at 6:00 AM (central time)**

Next earnings release date: **Monday, April 13, 2026 at 6:00 AM (central time)**

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