



MARCH 2026 INFORMATION WEB RELEASE

Release date: 4/13/26

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

	2026	2025	Change	
Net sales	\$794,039	\$680,067	16.8%	Daily sales - Net sales divided by the number of business days in the US.
Business days	22	21	4.8%	
Daily sales	\$36,093	\$32,384	11.5%	
Impact of currency fluctuations	0.5%	(0.4%)		

Historical

Daily sales in January	\$33,194	29,647		Historical figures are an average from 2021 - 2025.
Change in daily sales since January	8.7%	9.2%	4.9%	
Daily sales last month	\$35,528	\$31,356		
Change in daily sales since last month	1.6%	3.3%	2.7%	

Current Month

Daily sales growth by geography	% of Sales			
United States	10.6%	8.4%	82.6%	Calculated using US days and US dollars.
Canada/Mexico	13.9%	7.3%	13.8%	
Rest of World	23.7%	8.1%	3.6%	
Total Company	11.5%	8.3%		

Current Month

Daily sales growth by end market	% of Sales		
Heavy Manufacturing	13.8%	7.9%	44.2%
Other Manufacturing	8.7%	12.0%	31.8%
Non-residential Construction	15.2%	0.2%	8.2%
Other End Markets	12.2%	4.5%	15.8%

Current Month

Daily sales growth by customer usage	% of Sales		
Direct fasteners/hardware	13.9%	7.3%	21.3%
Direct cutting tools and abrasives	10.4%	6.7%	5.1%
Direct non-fasteners/hardware	11.9%	11.3%	12.7%
Total direct materials (production related)	12.8%	8.5%	39.1%
Indirect fasteners/hardware	15.6%	3.7%	10.0%
Indirect safety	11.3%	9.8%	20.3%
Indirect non-fasteners/hardware and non-safety	10.8%	9.2%	30.5%
Total indirect materials (MRO related)	11.7%	8.5%	60.9%

Growth metrics by customer/channel type

% of Top 100 national accounts growing	67.0%	59.0%	Daily sales growth rates are rounded to whole percentage rates.
% of in-market locations growing	65.3%	55.7%	
Daily sales growth - contract customers	14.0%	11.0%	Contract sales include sales realized under national account, government, and local contracts.
Daily sales growth - non-contract customers	6.0%	0.0%	
Daily sales growth - eBusiness	6.0%	18.0%	FMI - Fastenal Managed Inventory
Daily sales growth - FMI	17.0%	13.0%	

Employee headcount at month end	Mar-26	Mar-25	Change	Feb-26	Change
Selling personnel - FTE*	15,450	15,236	1.4%	15,452	0.0%
Distribution/Transportation personnel - FTE	3,125	3,111	0.5%	3,095	1.0%
Manufacturing personnel - FTE	1,001	957	4.6%	985	1.6%
Organizational support personnel - FTE*	2,187	2,035	7.5%	2,186	0.0%
Total personnel - FTE	21,763	21,339	2.0%	21,718	0.2%
Total personnel - absolute	24,675	24,181	2.0%	24,649	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: **Wednesday, May 6, 2026 at 6:00 AM (central time)**Next earnings release date: **Monday, July 13, 2026 at 6:00 AM (central time)****Contact Information:**

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