



Fastenal Celebrates 25 Years in Mexico

WINONA, Minn., March 30, 2026 -- (BUSINESS WIRE) Fastenal Company (NASDAQ: FAST), a global leader in supply chain solutions and industrial distribution, is proud to mark its 25th anniversary in Mexico, underscoring a legacy of growth, innovation, and deep local partnerships.

The decision to enter the Mexico market came in 2000, and the Apodaca branch officially began doing business early the following year. According to Nick Groth, who helped lead the charge and today serves as Fastenal's vice president of international sales, those early days brought some unique challenges.

"There was a lot of knocking on doors and making introductions with our 'Big Blue' catalog," recalled Groth. "But people didn't understand the Fastenal name, and there isn't a great Spanish translation. We went with 'sujetar todo,' which roughly translates to 'hold everything.'"

Undeterred by the lack of brand recognition, the team listened, learned, and adapted to the needs of local customers, primarily manufacturers. They spent time on the plant floor, gained understanding and trust, and steadily earned opportunities. Every relationship was built face to face, and that closeness to the customer fueled rapid growth.

In 2005, the team expanded westward and opened a branch in Mexicali, Baja California. In 2008, the business was large enough to open a distribution center on the outskirts of Monterrey. The following year, a strategic sales force was developed to navigate cross-border logistics, complex compliance requirements, and demanding production schedules. Several of those skilled team members have since moved on to global leadership positions in the company.

Another milestone came in 2024, when construction was completed for a state-of-the-art distribution center in Monterrey, setting the stage for the next chapter of growth.

What's been the secret behind this extraordinary success? About a decade ago, Fastenal's leadership made a conscious effort to learn from the team and share their approach across the organization. Several Mexico-honed strategies have helped accelerate Fastenal's evolution from an industrial distributor to a strategic supply chain partner.

"Mexico pushed Fastenal to evolve," said Mario Vargas, who today serves as Fastenal's regional vice president in Shanghai, China. "We realized our growth would come from understanding key accounts, supporting their production flow, and building programs that live inside their operation."

"Our journey reflects the power of great people and customer partnerships," added Alex Cruz, Fastenal's regional vice president overseeing Northwest Mexico. "Reaching 25 years is both a milestone and a starting point. We are more committed than ever to building solutions alongside our customers, strengthening supply chains across the region, and creating opportunities for our teams and the communities we serve."

About Fastenal

Organizations around the world rely on Fastenal to help them reduce cost, risk, and constraints in the supply chain for a broad range of industrial products. To understand our customers' challenges and provide services and solutions that fit their unique needs, we've built out the most extensive presence in our industry with a vast network of teams and embedded technology. At the heart of it all is a simple commitment: great people, close to your business, backed by world-class logistics, technology, and resources.

Additional information regarding Fastenal is available on our website at www.fastenal.com.

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