



Fastenal Company and Subsidiaries

(Dollar amounts in thousands)	2026	2025	Change	
Net sales	\$751,502	\$687,347	9.3%	Daily sales - Net sales divided by the number of business days in the US.
Business days	20	21	(4.8%)	
Daily sales	\$37,575	\$32,731	14.8%	
Impact of currency fluctuations	0.2%	0.0%		

Historical

				Historical figures are an average from 2021 - 2025.
Daily sales in January	\$33,194	29,647		
Change in daily sales since January	13.2%	10.4%	6.4%	
Daily sales last month	\$35,931	\$31,440		
Change in daily sales since last month	4.6%	4.1%	3.0%	

Daily sales growth by geography	Current Month % of Sales			
United States	13.3%	9.4%	82.1%	Calculated using US days and US dollars.
Canada/Mexico	20.3%	7.9%	14.4%	
Rest of World	29.9%	14.3%	3.5%	
Total Company	14.8%	9.3%		

Daily sales growth by end market	Current Month % of Sales		
Heavy Manufacturing	18.7%	8.6%	44.2%
Other Manufacturing	11.5%	12.8%	32.1%
Non-residential Construction	16.0%	3.3%	8.0%
Other End Markets	12.4%	7.6%	15.7%

Daily sales growth by customer usage	Current Month % of Sales		
Direct fasteners/hardware	15.9%	11.1%	21.2%
Direct cutting tools and abrasives	13.2%	11.0%	5.1%
Direct non-fasteners/hardware	17.2%	11.8%	12.8%
Total direct materials (production related)	16.0%	11.3%	39.1%
Indirect fasteners/hardware	15.3%	8.6%	9.7%
Indirect safety	13.8%	9.6%	20.7%
Indirect non-fasteners/hardware and non-safety	14.7%	8.4%	30.5%
Total indirect materials (MRO related)	14.5%	8.8%	60.9%

Growth metrics by customer/channel type

% of Top 100 national accounts growing	83.0%	59.0%	Daily sales growth rates are rounded to whole percentage rates.
% of in-market locations growing	66.5%	57.8%	
Daily sales growth - contract customers	18.0%	12.0%	Contract sales include sales realized under national account, government, and local contracts.
Daily sales growth - non-contract customers	8.0%	4.0%	
Daily sales growth - eBusiness	11.0%	14.0%	
Daily sales growth - FMI	17.0%	15.0%	FMI - Fastenal Managed Inventory

Employee headcount at month end	May-26	May-25	Change	Apr-26	Change
Selling personnel - FTE*	15,606	15,354	1.6%	15,528	0.5%
Distribution/Transportation personnel - FTE	3,143	3,089	1.7%	3,109	1.1%
Manufacturing personnel - FTE	988	964	2.5%	1,004	(1.6%)
Organizational support personnel - FTE*	2,206	2,044	7.9%	2,196	0.5%
Total personnel - FTE	21,943	21,451	2.3%	21,837	0.5%
Total personnel - absolute	24,730	24,183	2.3%	24,741	0.0%

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: **Monday, July 13, 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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