



Fastenal Company and Subsidiaries

(Dollar amounts in thousands)	2026	2025	Change	
Net sales	\$825,846	\$714,972	15.5%	Daily sales - Net sales divided by the number of business days in the US.
Business days	22	22	0.0%	
Daily sales	\$37,538	\$32,499	15.5%	
Impact of currency fluctuations	(0.2%)	0.2%		

			Historical	
Daily sales in January	\$33,194	29,647		Historical figures are an average from 2021 - 2025.
Change in daily sales since January	13.1%	9.6%	4.2%	
Daily sales last month	\$38,406	\$33,394		
Change in daily sales since last month	(2.3%)	(2.7%)	(3.1%)	

Daily sales growth by geography			Current Month % of Sales	
United States	14.8%	13.1%	82.6%	Calculated using US days and US dollars.
Canada/Mexico	18.2%	9.1%	13.9%	
Rest of World	21.4%	20.6%	3.5%	
Total Company	15.5%	12.8%		

Daily sales growth by end market			Current Month % of Sales	
Heavy Manufacturing	18.7%	13.6%	44.0%	
Other Manufacturing	12.5%	14.2%	32.0%	
Non-residential Construction	16.9%	5.0%	8.1%	
Other End Markets	15.5%	11.2%	15.9%	

Daily sales growth by customer usage			Current Month % of Sales	
Direct fasteners/hardware	14.6%	17.3%	20.9%	
Direct cutting tools and abrasives	17.1%	13.8%	5.2%	
Direct non-fasteners/hardware	17.0%	15.6%	13.1%	
Total direct materials (production related)	15.7%	16.2%	39.2%	
Indirect fasteners/hardware	13.6%	13.1%	9.3%	
Indirect safety	12.8%	12.1%	21.0%	
Indirect non-fasteners/hardware and non-safety	19.3%	9.9%	30.5%	
Total indirect materials (MRO related)	16.1%	11.2%	60.8%	

Growth metrics by customer/channel type				
% of Top 100 national accounts growing	69.0%	71.0%		Daily sales growth rates are rounded to whole percentage rates.
% of in-market locations growing	65.9%	63.7%		
Daily sales growth - contract customers	19.0%	15.0%		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	15.0%	9.0%		
Daily sales growth - FMI	14.0%	19.0%		FMI – Fastenal Managed Inventory

Employee headcount at month end	Jul-26	Jul-25	Change	Jun-26	Change
Selling personnel - FTE*	15,718	15,545	1.1%	15,796	(0.5%)
Distribution/Transportation personnel - FTE	3,203	3,012	6.3%	3,196	0.2%
Manufacturing personnel - FTE	1,022	969	5.5%	995	2.7%
Organizational support personnel - FTE*	2,263	2,110	7.3%	2,243	0.9%
Total personnel - FTE	22,206	21,636	2.6%	22,230	(0.1%)
Total personnel - absolute	24,702	24,359	1.4%	24,795	(0.4%)

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: **Friday, September 4, 2026 at 6:00 AM (central time)**

Next earnings release date: **Wednesday, October 14, 2026 at 6:00 AM (central time)**

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