



Fastenal Company and Subsidiaries

(Dollar amounts in thousands)	2026	2025	Change	
Net sales	\$844,930	\$701,275	20.5%	Daily sales - Net sales divided by the number of business days in the US.
Business days	22	21	4.8%	
Daily sales	\$38,406	\$33,394	15.0%	
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	15.7%	12.6%	7.5%	
Daily sales last month	\$37,575	\$32,731		
Change in daily sales since last month	2.2%	2.0%	1.0%	

			Current Month	
Daily sales growth by geography			% of Sales	
United States	14.4%	9.7%	82.6%	Calculated using US days and US dollars.
Canada/Mexico	17.0%	9.4%	13.9%	
Rest of World	22.1%	15.2%	3.5%	
Total Company	15.0%	9.8%		

			Current Month	
Daily sales growth by end market			% of Sales	
Heavy Manufacturing	17.8%	9.2%	44.2%	
Other Manufacturing	10.5%	12.1%	31.4%	
Non-residential Construction	14.6%	4.7%	8.0%	
Other End Markets	18.0%	10.4%	16.4%	

			Current Month	
Daily sales growth by customer usage			% of Sales	
Direct fasteners/hardware	13.0%	13.2%	20.7%	
Direct cutting tools and abrasives	16.9%	9.7%	5.2%	
Direct non-fasteners/hardware	18.9%	12.8%	13.0%	
Total direct materials (production related)	15.4%	12.6%	38.9%	
Indirect fasteners/hardware	15.5%	5.8%	9.4%	
Indirect safety	17.9%	10.7%	21.9%	
Indirect non-fasteners/hardware and non-safety	13.1%	8.6%	29.8%	
Total indirect materials (MRO related)	15.2%	8.9%	61.1%	

Growth metrics by customer/channel type				
% of Top 100 national accounts growing	74.0%	59.0%		Daily sales growth rates are rounded to whole percentage rates.
% of in-market locations growing	63.8%	60.4%		
Daily sales growth - contract customers	18.0%	13.0%		Contract sales include sales realized under national account, government, and local contracts.
Daily sales growth - non-contract customers	6.0%	3.0%		
Daily sales growth - eBusiness	16.0%	13.0%		
Daily sales growth - FMI	15.0%	16.0%		FMI – Fastenal Managed Inventory

Employee headcount at month end	Jun-26	Jun-25	Change	May-26	Change
Selling personnel - FTE*	15,796	15,660	0.9%	15,606	1.2%
Distribution/Transportation personnel - FTE	3,196	3,098	3.2%	3,143	1.7%
Manufacturing personnel - FTE	995	966	3.0%	988	0.7%
Organizational support personnel - FTE*	2,243	2,083	7.7%	2,206	1.7%
Total personnel - FTE	22,230	21,807	1.9%	21,943	1.3%
Total personnel - absolute	24,795	24,362	1.8%	24,730	0.3%
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, August 6, 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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