



JANUARY 2020 INFORMATION WEB RELEASE

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

Release date: 2/6/20

	2020	2019	Change	
<b>Net sales</b>	\$ 462,858	446,911	<b>3.6%</b>	
Business days	22	22	0.0%	
<b>Daily sales</b>	\$ <b>21,039</b>	<b>20,314</b>	<b>3.6%</b>	
Impact of currency fluctuations	0.1%	(0.7%)		
Impact of weather (est.)	0.0%	(0.8%) to (1.2%)		
				<b>Historical 5-Year Average<sup>1</sup></b>
Daily sales last October	\$ 21,308	20,426		
Change in daily sales since last October	(1.3%)	(0.5%)	(1.0%)	

<sup>1</sup> The 'Historical 5-year Average' includes the years 2015 to 2019 and excludes the impact of acquisitions.

**Daily sales growth by geography \***

United States	3.1%	12.5%
Canada/Mexico	8.4%	19.1%
Rest of World	(0.2%)	17.6%

**Daily sales growth by end market**

Manufacturing	4.3%	13.8%
Non-residential construction	3.2%	16.7%

**Daily sales growth by product line**

Fasteners	1.3%	13.3%
Other	4.9%	13.6%

**Growth metrics by customer/channel type \*\***

Daily sales growth - national accounts	5.0%	18.0%
Daily sales growth - non-national accounts	(1.0%)	7.0%
% of Top 100 national accounts growing	60.0%	88.0%
% of public branches growing	54.6%	67.4%

**Employee headcount at month end**

	Jan-20	Jan-19	Change	Dec-19	Change
Branch and Onsite personnel - FTE	12,383	12,428	(0.4%)	12,236	1.2%
Non-branch selling personnel - FTE	1,839	1,749	5.1%	1,824	0.8%
Total selling personnel - FTE	14,222	14,177	0.3%	14,060	1.2%
Distribution personnel - FTE	2,934	2,847	3.1%	2,895	1.3%
Manufacturing personnel - FTE	673	706	(4.7%)	674	(0.1%)
Administrative personnel - FTE	1,348	1,254	7.5%	1,339	0.7%
Total non-selling personnel - FTE	4,955	4,807	3.1%	4,908	1.0%
Total personnel - FTE	19,177	18,984	1.0%	18,968	1.1%
Total personnel - absolute	22,000	21,841	0.7%	21,948	0.2%

**Comments:**

\* Daily sales growth rates by geography are calculated using US days and US dollars.

\*\* Daily sales growth rates are rounded to whole percentage rates.

**Definitions in release:**

Net sales - Net sales for the period indicated.

Daily sales - Net sales divided by the number of business days in the US.

FTE - Full-time equivalent headcount.

Change 12M - Twelve month change. / Change YTD - Year-to-date change.

Next monthly sales release date: **Thursday, March 5, 2020 at 6:00 AM (central time)**

Next earnings release date: **Tuesday, April 14, 2020 at 6:00 AM (central time)**