



FEBRUARY 2020 INFORMATION WEB RELEASE

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

Release date: 3/5/20

	2020	2019	Change
Net sales	\$ 431,234	411,877	4.7%
Business days	20	20	0.0%
Daily sales	\$ 21,562	20,594	4.7%
Impact of currency fluctuations	(0.2%)	(0.5%)	
Impact of weather (est.)	0.0%	(1.3%) to (1.6%)	

		Historical ¹	
Daily sales last month	\$ 21,039	20,314	
Change in daily sales since last month	2.5%	1.4%	1.2%

Daily sales growth by geography²			
United States	3.6%	10.0%	
Canada/Mexico	12.1%	17.0%	
Rest of World	8.3%	3.1%	

Daily sales growth by end market			
Manufacturing	6.2%	11.6%	
Non-residential construction	4.9%	11.0%	

Daily sales growth by product line			
Fasteners	1.6%	8.7%	
Other	6.9%	11.9%	

Growth metrics by customer/channel type³			
Daily sales growth - national accounts	7.0%	16.0%	
Daily sales growth - non-national accounts	(1.0%)	3.0%	
% of Top 100 national accounts growing	62.0%	78.0%	
% of public branches growing	54.7%	62.9%	

Employee headcount at month end	Feb-20	Feb-19	Change	Jan-20	Change
Branch and Onsite personnel - FTE	12,312	12,334	(0.2%)	12,383	(0.6%)
Non-branch selling personnel - FTE	1,852	1,757	5.4%	1,839	0.7%
Total selling personnel - FTE	14,164	14,091	0.5%	14,222	(0.4%)
Distribution personnel - FTE	2,953	2,851	3.6%	2,934	0.6%
Manufacturing personnel - FTE	679	688	(1.3%)	673	0.9%
Administrative personnel - FTE	1,349	1,264	6.7%	1,348	0.1%
Total non-selling personnel - FTE	4,981	4,803	3.7%	4,955	0.5%
Total personnel - FTE	19,145	18,894	1.3%	19,177	(0.2%)
Total personnel - absolute	22,203	22,046	0.7%	22,000	0.9%

Comments:

¹ The Historical amount represents the five year average (2015 to 2019) for the same sequential period. The average excludes the impact of acquisitions.

² Daily sales growth rates by geography are calculated using US days and US dollars.

³ 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.

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

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