



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

	2020	2019	Change
Net sales	\$ 478,590	445,957	7.3%
Business days	21	20	5.0%
Daily sales	\$ 22,790	22,298	2.2%
Impact of currency fluctuations	0.1%	(0.3%)	

			Historical ¹
Daily sales in January	\$ 21,039	20,314	
Change in daily sales since January	8.3%	9.8%	10.3%
Daily sales last month	\$ 22,153	21,618	
Change in daily sales since last month	2.9%	3.1%	2.2%

¹ Represents the average from 2015 to 2019 for the same sequential period, excluding the impact of the March 2017 Mansco acquisition.

Daily sales growth by geography²

United States	1.9%	5.4%	² Calculated using US days and US dollars.
Canada/Mexico	2.4%	9.0%	
Rest of World	11.1%	5.3%	

Daily sales growth by end market

Manufacturing	(3.8%)	6.4%
Non-residential construction	(11.3%)	6.4%

Daily sales growth by product line

Fasteners	(6.1%)	2.4%
Safety	30.0%	10.1%
Other	(1.5%)	7.1%

Growth metrics by customer/channel type³

Daily sales growth - national accounts	2.0%	9.0%	³ Daily sales growth rates are rounded to whole percentage rates.
Daily sales growth - non-national accounts	2.0%	2.0%	
% of Top 100 national accounts growing	36.0%	58.0%	
% of public branches growing	44.4%	59.4%	

Employee headcount at month end	Sep-20	Sep-19	Change	Aug-20	Change
Branch and Onsite personnel - FTE	11,302	12,417	(9.0%)	11,271	0.3%
Non-branch selling personnel - FTE	1,895	1,809	4.8%	1,865	1.6%
Total selling personnel - FTE	13,197	14,226	(7.2%)	13,136	0.5%
Distribution personnel - FTE	2,638	2,821	(6.5%)	2,591	1.8%
Manufacturing personnel - FTE	618	684	(9.6%)	624	(1.0%)
Administrative personnel - FTE	1,409	1,329	6.0%	1,396	0.9%
Total non-selling personnel - FTE	4,665	4,834	(3.5%)	4,611	1.2%
Total personnel - FTE	17,862	19,060	(6.3%)	17,747	0.6%
Total personnel - absolute	20,336	21,938	(7.3%)	20,280	0.3%

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: **Thursday, November 5, 2020 at 6:00 AM (central time)**

Next earnings release date: **Wednesday, January 20, 2021 at 6:00 AM (central time)**