



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

	2020	2019	Change
Net sales	\$ 488,167	490,081	(0.4%)
Business days	22	23	(4.3%)
Daily sales	\$ 22,189	21,308	4.1%
Impact of currency fluctuations	0.1%	(0.1%)	

			Historical ¹
Daily sales in January	\$ 21,039	20,314	
Change in daily sales since January	5.5%	4.9%	7.5%
Daily sales last month	\$ 22,790	22,298	
Change in daily sales since last month	(2.6%)	(4.4%)	(2.5%)

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	3.0%	3.7%	² Calculated using US days and US dollars.
Canada/Mexico	6.8%	9.4%	
Rest of World	30.7%	4.8%	

Daily sales growth by end market

Manufacturing	(0.1%)	5.8%
Non-residential construction	(9.9%)	4.0%

Daily sales growth by product line

Fasteners	(4.7%)	3.4%
Safety	32.0%	8.0%
Other	0.8%	4.3%

Growth metrics by customer/channel type³

Daily sales growth - national accounts	6.0%	10.0%	³ Daily sales growth rates are rounded to whole percentage rates.
Daily sales growth - non-national accounts	3.0%	(2.0%)	
% of Top 100 national accounts growing	37.0%	61.0%	
% of public branches growing	49.5%	56.3%	

Employee headcount at month end	Oct-20	Oct-19	Change	Sep-20	Change
Branch and Onsite personnel - FTE	11,211	12,381	(9.4%)	11,302	(0.8%)
Non-branch selling personnel - FTE	1,909	1,814	5.2%	1,895	0.7%
Total selling personnel - FTE	13,120	14,195	(7.6%)	13,197	(0.6%)
Distribution personnel - FTE	2,614	2,887	(9.5%)	2,638	(0.9%)
Manufacturing personnel - FTE	614	684	(10.2%)	618	(0.6%)
Administrative personnel - FTE	1,414	1,303	8.5%	1,409	0.4%
Total non-selling personnel - FTE	4,642	4,874	(4.8%)	4,665	(0.5%)
Total personnel - FTE	17,762	19,069	(6.9%)	17,862	(0.6%)
Total personnel - absolute	20,290	21,993	(7.7%)	20,336	(0.2%)

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: **Friday, December 4, 2020 at 6:00 AM (central time)**

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