



MARCH 2023 INFORMATION WEB RELEASE

Release date: 4/13/23

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

	2023	2022	Change
Net sales	\$ 675,769	632,628	6.8%
Business days	23	23	0.0%
Daily sales	\$ 29,381	27,506	6.8%
Impact of currency fluctuations	(0.8%)	(0.1%)	

			Historical*
Daily sales in January	\$ 28,630	25,738	The historical figure represents the average from 2017 to 2019, 2021, and 2022.
Change in daily sales since January	2.6%	6.9%	
Daily sales last month	\$ 29,104	26,547	
Change in daily sales since last month	1.0%	3.6%	3.8%

Daily sales growth by geography

United States	6.7%	19.2%	Calculated using US days and US dollars.
Canada/Mexico	10.7%	21.0%	
Rest of World	(4.3%)	9.8%	
Total Company	6.8%	19.1%	

Daily sales growth by end market

Manufacturing	11.0%	25.2%
Non-residential construction	(3.5%)	11.1%

Daily sales growth by product line

Fasteners	2.3%	25.2%
Safety	7.4%	14.5%
Other	9.9%	16.1%

Growth metrics by customer/channel type

Daily sales growth - national accounts	11.0%	24.0%	Daily sales growth rates are rounded to whole percentage rates.
Daily sales growth - non-national accounts	1.0%	13.0%	
% of Top 100 national accounts growing	71.0%	88.0%	
% of public branches growing	55.8%	75.7%	

Employee headcount at month end	Mar-23	Mar-22	Change	Feb-23	Change
In-market locations (branches & Onsites) - FTE	12,219	11,644	4.9%	12,168	0.4%
Non-in-market selling - FTE	2,485	2,197	13.1%	2,490	(0.2%)
Total selling personnel - FTE	14,704	13,841	6.2%	14,658	0.3%
Distribution/Transportation personnel - FTE	3,029	2,856	6.1%	3,027	0.1%
Manufacturing personnel - FTE	714	656	8.8%	706	1.1%
Organizational support personnel - FTE**	1,815	1,605	13.1%	1,822	(0.4%)
Total non-selling personnel - FTE	5,558	5,117	8.6%	5,555	0.1%
Total personnel - FTE	20,262	18,958	6.9%	20,213	0.2%
Total personnel - absolute	22,820	21,167	7.8%	22,706	0.5%

* Historical averages exclude the impact of the March 2017 acquisition of Mansco. They also exclude 2020, a year during which many months were significantly impacted by COVID-19 surge activity and so would not be considered representative of normal activity.

** Organizational support personnel consists of: (1) Sales & Growth Driver Support personnel (35%-40% of category), which includes sourcing, purchasing, supply chain, product development, etc.; (2) Information Technology personnel (35%-40% of category); (3) Administrative Support personnel (25%-30% of category), which includes human resources, Fastenal School of Business, accounting and finance, senior management, etc.

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, May 4, 2023 at 6:00 AM (central time)**

Next earnings release date: **Thursday, July 13, 2023 at 6:00 AM (central time)**