



AUGUST 2026 INFORMATION WEB RELEASE

Release date: 9/4/26

Fastenal Company and Subsidiaries

(Dollar amounts in thousands)	2026	2025	Change	
Net sales	\$812,063	\$696,711	16.6%	Daily sales - Net sales divided by the number of business days in the US.
Business days	21	21	0.0%	
Daily sales	\$38,670	\$33,177	16.6%	
Impact of currency fluctuations	0.0%	0.0%		

			Historical	
Daily sales in January	\$33,194	29,647		Historical figures are an average from 2021 - 2025.
Change in daily sales since January	16.5%	11.9%	6.4%	
Daily sales last month	\$37,538	\$32,499		
Change in daily sales since last month	3.0%	2.1%	2.2%	

			Current Month	
Daily sales growth by geography			% of Sales	
United States	15.5%	12.0%	83.1%	Calculated using US days and US dollars.
Canada/Mexico	20.7%	9.6%	13.6%	
Rest of World	28.4%	17.6%	3.3%	
Total Company	16.6%	11.8%		

			Current Month	
Daily sales growth by end market			% of Sales	
Heavy Manufacturing	21.8%	11.7%	44.9%	
Other Manufacturing	14.3%	12.5%	31.9%	
Non-residential Construction	9.6%	11.5%	7.9%	
Other End Markets	13.6%	10.3%	15.3%	

			Current Month	
Daily sales growth by customer usage			% of Sales	
Direct fasteners/hardware	16.7%	13.2%	20.9%	
Direct cutting tools and abrasives	21.7%	12.9%	5.6%	
Direct non-fasteners/hardware	21.8%	13.6%	13.4%	
Total direct materials (production related)	19.1%	13.3%	39.9%	
Indirect fasteners/hardware	11.7%	16.6%	9.4%	
Indirect safety	15.7%	10.5%	20.7%	
Indirect non-fasteners/hardware and non-safety	16.8%	10.0%	30.0%	
Total indirect materials (MRO related)	15.6%	11.2%	60.1%	

Growth metrics by customer/channel type				
% of Top 100 national accounts growing	70.0%	70.0%		Daily sales growth rates are rounded to whole percentage rates.
% of in-market locations growing	67.2%	62.5%		
Daily sales growth - contract customers	19.0%	14.0%		Contract sales include sales realized under national account, government, and local contracts.
Daily sales growth - non-contract customers	11.0%	6.0%		
Daily sales growth - eBusiness	15.0%	9.0%		
Daily sales growth - FMI	15.0%	17.0%		FMI – Fastenal Managed Inventory

Employee headcount at month end	Aug-26	Aug-25	Change	Jul-26	Change
Selling personnel - FTE*	15,514	15,589	(0.5%)	15,718	(1.3%)
Distribution/Transportation personnel - FTE	3,179	3,178	0.0%	3,203	(0.7%)
Manufacturing personnel - FTE	1,023	978	4.6%	1,022	0.1%
Organizational support personnel - FTE*	2,273	2,119	7.3%	2,263	0.4%
Total personnel - FTE	21,989	21,864	0.6%	22,206	(1.0%)
Total personnel - absolute	24,608	24,283	1.3%	24,702	(0.4%)
FTE - Full-time equivalent headcount.					

* Of our Selling personnel, 80%-85% are attached to a specific in-market location. Organizational support personnel consists of: (1) Sales Support personnel (37%-42% of category), which includes sourcing, purchasing, supply chain, product development, etc.; (2) Information Technology personnel (34%-39% of category); and (3) Administrative Support personnel (22%-27% of category), which includes human resources, Fastenal School of Business, accounting and finance, senior management, etc.

Next monthly sales release date: **Wednesday, October 14, 2026 at 6:00 AM (central time)**

Next earnings release date: **Wednesday, October 14, 2026 at 6:00 AM (central time)**

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