



SEPTEMBER 2026 INFORMATION WEB RELEASE

Release date: 10/14/26

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

	2026	2025	Change	
Net sales	\$825,380	\$721,647	14.4%	Daily sales - Net sales divided by the number of business days in the US.
Business days	21	21	0.0%	
Daily sales	\$39,304	\$34,364	14.4%	
Impact of currency fluctuations	(0.1%)	(0.1%)		

Historical

Daily sales in January	\$33,194	29,647		Historical figures are an average from 2021 - 2025.
Change in daily sales since January	18.4%	15.9%	10.7%	
Daily sales last month	\$38,670	\$33,177		
Change in daily sales since last month	1.6%	3.6%	4.0%	

Current Month

Daily sales growth by geography	% of Sales			
United States	13.1%	10.8%	82.2%	Calculated using US days and US dollars.
Canada/Mexico	21.5%	4.5%	14.2%	
All other foreign countries	17.2%	20.5%	3.6%	
Total company	14.4%	10.2%		

Current Month

Daily sales growth by end market	% of Sales		
Heavy manufacturing	20.3%	11.8%	45.0%
Other manufacturing	12.9%	11.8%	32.0%
Non-residential construction	9.6%	5.7%	8.0%
Other end markets	8.4%	5.1%	15.0%

Current Month

Daily sales growth by customer usage	% of Sales		
Direct fasteners/hardware	13.6%	15.9%	21.1%
Direct cutting tools and abrasives	17.4%	14.2%	5.4%
Direct non-fasteners/hardware	20.2%	11.0%	13.4%
Total direct materials (production related)	16.2%	14.0%	39.9%
Indirect fasteners/hardware	7.5%	14.1%	9.3%
Indirect safety	15.3%	9.0%	20.9%
Indirect non-fasteners/hardware and non-safety	15.9%	5.3%	29.9%
Total indirect materials (MRO related)	14.3%	7.9%	60.1%

Growth metrics by customer/channel type

% of top 100 national accounts growing	71.0%	64.0%	Daily sales growth rates are rounded to whole percentage rates.
% of in-market locations growing	67.3%	62.9%	
Daily sales growth - contract customers	18.0%	11.0%	Contract sales include sales realized under national account, government, and local contracts.
Daily sales growth - non-contract customers	5.0%	8.0%	
Daily sales growth - eBusiness	14.0%	5.0%	
Daily sales growth - FMI	14.0%	17.0%	FMI – Fastenal Managed Inventory

Employee headcount at month end	Sep-26	Sep-25	Change	Aug-26	Change
Selling personnel - FTE*	15,332	15,414	(0.5%)	15,514	(1.2%)
Distribution/Transportation personnel - FTE	3,162	3,057	3.4%	3,179	(0.5%)
Manufacturing personnel - FTE	1,016	973	4.4%	1,023	(0.7%)
Organizational support personnel - FTE*	2,239	2,124	5.4%	2,273	(1.5%)
Total personnel - FTE	21,749	21,568	0.8%	21,989	(1.1%)
Total personnel - absolute	24,679	24,438	1.0%	24,608	0.3%

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: **Thursday, November 5, 2026 at 6:00 AM (central time)**Next earnings release date: **Tuesday, January 19, 2027 at 6:00 AM (central time)****Contact Information:**

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