



AUGUST 2024 INFORMATION WEB RELEASE

Release date: 9/6/24

Fastenal Company and Subsidiaries

(Dollar amounts in thousands)

	2024	2023	Change	
Net sales	\$652,659	668,159	(2.3%)	Daily sales - Net sales divided by the number of business days in the US.
Business days	22	23	(4.3%)	
Daily sales	\$29,666	\$29,050	2.1%	
Impact of currency fluctuations	(0.0%)	(0.2%)		

Historical

Daily sales in January	\$29,085	28,630		Historical figures are an average from 2018, 2019, and 2021 to 2023. 2020 is excluded as COVID-related surge activity makes the period unrepresentative of normal trends.
Change in daily sales since January	2.0%	1.5%	7.6%	
Daily sales last month	\$28,811	28,675		
Change in daily sales since last month	3.0%	1.3%	2.7%	

Current Month

Daily sales growth by geography	% of Sales			
United States	1.4%	3.2%	83.7%	Calculated using US days and US dollars.
Canada/Mexico	6.2%	9.0%	13.4%	
Rest of World	6.6%	(4.7%)	2.9%	
Total Company	2.1%	3.6%		

Current Month

Daily sales growth by end market	% of Sales		
Heavy Manufacturing	2.3%	8.6%	43.2%
Other Manufacturing	6.6%	1.3%	32.4%
Non-residential Construction	(6.4%)	(6.2%)	8.5%
Reseller	(12.5%)	(7.3%)	5.0%
Other End Markets	4.7%	7.8%	10.9%

Current Month

Daily sales growth by product line	% of Sales		
Fasteners	(2.2%)	(3.8%)	30.4%
Safety	5.8%	9.5%	22.2%
Other	3.7%	6.9%	47.4%

Growth metrics by customer/channel type

% of Top 100 national accounts growing	52.0%	63.0%	Daily sales growth rates are rounded to whole percentage rates.
% of in-market locations growing	49.1%	51.4%	
Daily sales growth - national accounts	6.0%	8.0%	
Daily sales growth - non-national accounts	(4.0%)	(3.0%)	
Daily sales growth - FMI	7.0%	15.0%	FMI – Fastenal Managed Inventory
Daily sales growth - eBusiness*	24.0%	41.0%	

Employee headcount at month end	Aug-24	Aug-23	Change	Jul-24	Change
Selling personnel - FTE**	15,284	14,970	2.1%	15,196	0.6%
Distribution/Transportation personnel - FTE	3,245	3,064	5.9%	3,057	6.1%
Manufacturing personnel - FTE	717	727	(1.4%)	708	1.3%
Organizational support personnel - FTE**	1,971	1,869	5.5%	1,978	(0.4%)
Total personnel - FTE	21,217	20,630	2.8%	20,939	1.3%
Total personnel - absolute	23,410	22,796	2.7%	23,625	(0.9%)

FTE - Full-time equivalent headcount.

* Our eBusiness includes eProcurement activities [e.g., integrated transactions, including electronic data interchange (EDI)] and eCommerce (transactional website sales). Growth of our eBusiness reflects both new sales that enhance our growth rate and a shift in existing sales from non-digital to digital processes that improves efficiency.

** Of our Selling Personnel, 80%-85% are attached to a specific in-market location. 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 (20%-25% of category), which includes human resources, Fastenal School of Business, accounting and finance, senior management, etc.

Next monthly sales release date: **Friday, October 11, 2024 at 6:00 AM (central time)**Next earnings release date: **Friday, October 11, 2024 at 6:00 AM (central time)**