



## DECEMBER 2021 INFORMATION WEB RELEASE

Release date: 1/19/22

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

	2021	2020	Change
<b>Net sales</b>	\$ 475,974	428,840	<b>11.0%</b>
Business days	20	21	(4.8%)
<b>Daily sales</b>	\$ <b>23,799</b>	<b>20,421</b>	<b>16.5%</b>
Impact of currency fluctuations	(0.2%)	0.4%	

			Historical*
Daily sales in January	\$ 22,398	21,039	The historical figure represents the average from 2015 to 2019.
Change in daily sales since January	6.3%	(2.9%)	
Daily sales last month	\$ 24,960	22,051	
Change in daily sales since last month	(4.7%)	(7.4%)	(7.4%)

**Daily sales growth by geography**

			Calculated using US days and US dollars.
United States	15.4%	7.7%	
Canada/Mexico	22.1%	14.4%	
Rest of World	25.6%	34.4%	
Total Company	16.5%	9.3%	

**Daily sales growth by end market**

Manufacturing	25.8%	4.6%
Non-residential construction	13.5%	(8.6%)

**Daily sales growth by product line**

Fasteners	25.5%	0.5%
Safety	7.2%	36.7%
Other	14.4%	4.8%

**Growth metrics by customer/channel type**

Daily sales growth - national accounts	23.0%	11.0%	Daily sales growth rates are rounded to whole percentage rates.
Daily sales growth - non-national accounts	9.0%	7.0%	
% of Top 100 national accounts growing	87.0%	44.0%	
% of public branches growing	71.0%	55.0%	

Employee headcount at month end	Dec-21	Dec-20	Change	Nov-21	Change
In-market locations (branches & Onsites) - FTE	11,337	11,260	0.7%	11,365	(0.2%)
Non-in-market selling - FTE	2,076	1,923	8.0%	2,072	0.2%
Total selling personnel - FTE	13,413	13,183	1.7%	13,437	(0.2%)
Distribution/Transportation personnel - FTE	2,740	2,591	5.8%	2,713	1.0%
Manufacturing personnel - FTE	619	607	2.0%	621	(0.3%)
Administrative personnel - FTE	1,598	1,455	9.8%	1,561	2.4%
Total non-selling personnel - FTE	4,957	4,653	6.5%	4,895	1.3%
Total personnel - FTE	18,370	17,836	3.0%	18,332	0.2%
Total personnel - absolute	20,507	20,365	0.7%	20,523	(0.1%)

\* 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.

**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, February 4, 2022 at 6:00 AM (central time)**

Next earnings release date: **Wednesday, April 13, 2022 at 6:00 AM (central time)**