

Fastenal Company and Subsidiaries

(Dollar amounts in thousands)	2024	2023	Change	
Net sales	\$623,676	\$604,281	3.2%	Daily sales - Net sales divided by the number of business days in the US.
Business days	20	20	0.0%	
Daily sales	\$31,184	\$30,214	3.2%	
Impact of currency fluctuations	0.1%	0.1%		
Impact of weather (est.)	(0.35%) to (0.55%)	0.0%		

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	7.2%	5.5%	11.5%	
Daily sales last month	\$29,666	29,050		
Change in daily sales since last month	5.1%	4.0%	3.6%	

Current Month

Daily sales growth by geography	% of Sales			
United States	2.3%	4.3%	82.7%	Calculated using US days and US dollars.
Canada/Mexico	8.3%	9.9%	14.1%	
Rest of World	5.3%	3.4%	3.2%	
Total Company	3.2%	5.0%		

Current Month

Daily sales growth by end market	% of Sales		
Heavy Manufacturing	1.0%	8.9%	42.4%
Other Manufacturing	7.5%	3.5%	32.2%
Non-residential Construction	0.9%	(6.2%)	8.8%
Reseller	(6.2%)	(6.9%)	5.2%
Other End Markets	7.3%	12.5%	11.4%

Current Month

Daily sales growth by product line	% of Sales		
Fasteners	(3.3%)	0.1%	30.1%
Safety	7.5%	9.8%	22.4%
Other	5.9%	7.0%	47.5%

Growth metrics by customer/channel type

% of Top 100 national accounts growing	60.0%	64.0%	Daily sales growth rates are rounded to whole percentage rates.
% of in-market locations growing	51.5%	53.1%	
Daily sales growth - national accounts	7.0%	10.0%	
Daily sales growth - non-national accounts	(2.0%)	(1.0%)	
Daily sales growth - FMI	10.0%	15.0%	FMI - Fastenal Managed Inventory
Daily sales growth - eBusiness*	27.0%	39.0%	

Employee headcount at month end

	Sep-24	Sep-23	Change	Aug-24	Change
Selling personnel - FTE**	15,080	14,750	2.2%	15,284	(1.3%)
Distribution/Transportation personnel - FTE	3,151	2,984	5.6%	3,245	(2.9%)
Manufacturing personnel - FTE	714	704	1.4%	717	(0.4%)
Organizational support personnel - FTE**	1,949	1,846	5.6%	1,971	(1.1%)
Total personnel - FTE	20,894	20,284	3.0%	21,217	(1.5%)
Total personnel - absolute	23,518	22,862	2.9%	23,410	0.5%

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 (22%-27% of category), which includes human resources, Fastenal School of Business, accounting and finance, senior management, etc.

Next monthly sales release date: **Wednesday, November 6, 2024 at 6:00 AM (central time)**

Next earnings release date: **Friday, January 17, 2025 at 6:00 AM (central time)**