

Fastenal Company and Subsidiaries

(Dollar amounts in thousands)	2024	2023	Change	
Net sales	\$692,777	\$644,652	7.5%	Daily sales - Net sales divided by the number of business days in the US.
Business days	23	22	4.5%	
Daily sales	\$30,121	\$29,302	2.8%	
Impact of currency fluctuations	0.1%	0.1%		

			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	3.6%	2.3%	9.2%	
Daily sales last month	\$31,184	30,214		
Change in daily sales since last month	(3.4%)	(3.0%)	(2.1%)	

Daily sales growth by geography			Current Month % of Sales	
United States	2.3%	1.0%	83.4%	Calculated using US days and US dollars.
Canada/Mexico	4.2%	8.2%	13.5%	
Rest of World	9.2%	0.4%	3.1%	
Total Company	2.8%	1.9%		

Daily sales growth by end market			Current Month % of Sales	
Heavy Manufacturing	3.1%	5.6%	42.9%	
Other Manufacturing	4.9%	1.9%	31.9%	
Non-residential Construction	(4.9%)	(8.8%)	8.4%	
Reseller	(10.1%)	(12.0%)	4.9%	
Other End Markets	9.4%	6.1%	11.9%	

Daily sales growth by product line			Current Month % of Sales	
Fasteners	(2.0%)	(2.6%)	30.2%	
Safety	5.8%	6.4%	22.5%	
Other	5.1%	3.3%	47.3%	

Growth metrics by customer/channel type

% of Top 100 national accounts growing	61.0%	52.0%		Daily sales growth rates are rounded to whole percentage rates.
% of in-market locations growing	49.7%	50.9%		
Daily sales growth - national accounts	5.0%	6.0%		
Daily sales growth - non-national accounts	(1.0%)	(4.0%)		
Daily sales growth - FMI	7.0%	12.0%		FMI - Fastenal Managed Inventory
Daily sales growth - eBusiness*	27.0%	28.0%		

Employee headcount at month end	Oct-24	Oct-23	Change	Sep-24	Change
Selling personnel - FTE**	15,032	14,845	1.3%	15,080	(0.3%)
Distribution/Transportation personnel - FTE	3,192	3,008	6.1%	3,151	1.3%
Manufacturing personnel - FTE	717	714	0.4%	714	0.4%
Organizational support personnel - FTE**	1,961	1,854	5.8%	1,949	0.6%
Total personnel - FTE	20,902	20,421	2.4%	20,894	0.0%
Total personnel - absolute	23,651	23,078	2.5%	23,518	0.6%

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: **Thursday, December 5, 2024 at 6:00 AM (central time)**

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