

PEOPLE



20,365
employees

PROXIMITY



490+

highly-trained specialists:
engineering, safety, lean six sigma,
metalworking, construction, solutions,
national accounts



3,268

in-market selling locations
(branches and Onsites)
spanning 25 countries



59%

of our \$1.3 billion in inventory is
staged locally for same-day fulfillment



816,000

Fastenal School of Business
trainings completed



90%

of total product tonnage is shipped via
our internal transportation fleet, reducing
cost and enhancing service

DIFFERENTIATORS



210+

sourcing professionals
positioned globally



320 Million

products manufactured, modified, or
refurbished by our in-house manufacturing
and industrial services divisions

SOLUTIONS



110,700

vending machines installed



68%

of national account
customers utilize
Fastenal e-commerce



654

customer site evaluations (process mappings)
performed to uncover sources of supply chain waste



91%

of our total revenue comes from customers utilizing
more than one of our sales channels (branches, Onsites,
vending, FMI, National Accounts, web)

NET SALES

\$5.6 BILLION

NET EARNINGS

\$859.1 MILLION

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