2019

The Statistics Behind Our Service

**PEOPLE**
- **21,948** employees
- **489,000** Fastenal School of Business trainings completed
- **400+** highly-trained specialists

**PROXIMITY**
- **3,228** in-market selling locations (branches and Onsites) spanning 25 countries
- **60%** of our $1.4 billion in inventory is staged locally for same-day fulfillment
- **90%** of total product tonnage is shipped via our internal transportation fleet, reducing cost and enhancing service

**DIFFERENTIATORS**
- **200+** sourcing professionals positioned globally
- **298 Million** products manufactured, modified, or refurbished by our in-house manufacturing and industrial services divisions
- **813** customer site evaluations (process mappings) performed to uncover sources of supply chain waste

**SOLUTIONS**
- **105,000** vending machines installed
- **92%** of our total revenue comes from customers utilizing more than one of our sales channels (branches, Onsites, vending, FMI, National Accounts, web)
- **65%** of national account customers utilize Fastenal e-commerce

**NET SALES** $5.3 BILLION  **NET EARNINGS** $790.9 MILLION

**AMBITION • INNOVATION • INTEGRITY • COOPERATION**

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