

## THE COMPANY

Teton Fasteners is a strong and growing niche business serving the Jackson Hole, Wyoming and Teton Valley, Idaho areas. The company provides job site sales and service to building contractors, allowing contractors to have less downtime. Teton Fasteners directly supplies an extensive selection of nails, screws, specialty tools and other consumables that are used daily on construction sites. The company utilizes Point-of-Sale software to track inventory, bill customers, and reorder, and has been operating and growing in the area since 2007. The company has continued to post 10%+ growth per annum, realizing 25%+ growth in profit each year. The adjusted net income for 2016 before owner salary or debt was \$143,352.



## THE LOCATION

Teton Fasteners has concentrated on servicing the Jackson Hole, Wyoming and Teton Valley, Idaho markets. The company leases a large commercial storage area in Driggs, Idaho capable of receiving and stocking pallets. The Jackson and surrounding markets have continued to enjoy strong building growth. Teton Fasteners has become a reputable supplier, having quality product, competitive pricing, and dependable service.

## THE CUSTOMER

Teton Fasteners' primary customers are contractors with long term ties to the area. Customers quickly realize it is easier to have Teton Fasteners come to them than it is to drive into Driggs or Jackson Hole for tools and fasteners. Their customers have found that onsite sales and service is a very cost-effective alternative to the old way of sending someone to multiple stores only to forget half of what they need and waste expensive time.

## THE REASON FOR SELLING

The owner has accomplished his goals with the business and is ready to shift to another opportunity.

## THE IDEAL BUYER

Currently Teton Fasteners is operated as an owner/manager company and is very successful. A new owner does not need to be experienced in home construction but should have a strong business background, be dedicated to service, and understand the importance of tracking and turning inventory. The equipment and market potential exist for a new owner to hire an employee and grow the business even further.

**ASKING PRICE**  
**\$377,000**

**TERMS:**  
Cash

### PRICE ALLOCATION

Furniture, Fixtures & Equipment	\$74,700
Current Inventory	87,000
Business Value*	<u>215,300</u>

**Total Price Allocation** **\$377,000**

\*Business Value includes non compete, training, mentoring and is based on 1.5 times net operating profit

All values provided by Seller

### INCOME STATEMENT SUMMARY

2016 Cash Flow **\$143,350**

Financial information provided by Seller

### Request Additional Information:

TO RECEIVE FURTHER INFORMATION, sign and return the [Confidentiality Agreement](#) found on our web site. If you prefer, this agreement can also be requested by contacting the agent listed below.

**Chip Langerak**  
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