Bullet Tools began in a garage in 1998 with a simple idea born of necessity – a longtime flooring installer, Dalen Gunn, decided there had to be a better way to cut flooring and launched the MAGNUM Shear.

From its humble beginnings, Bullet Tools has evolved into a major U.S. manufacturer and world leader in innovative flooring, siding, and insulation cutting solutions. Its mission is to “Continually improve the lives and livelihoods of tradesmen across the globe by providing cutting edge solutions.”

The Idaho Small Business Development Center (SBDC) helped the company create its first business plan and obtain initial-financing. When the company began to struggle in 2006, SBDC consulting recommended the owners attend a workshop called “Entrepreneurial Leadership Training.” The workshop, combined with consulting services, resulted in a 30 percent increase in revenue and improved warehouse capacity the following year.

“The class offered more than information,” said President and CEO Ben Toews. “It offered interaction with others that shared the same challenges and concerns that we were experiencing.” The SBDC has played a significant role in helping Bullet Tools expand through coaching in leadership and business systems, and most recently, international market exporting. Bullets Tools currently employs 25 people and exports to 12 countries worldwide. In 2013, the company moved to nearly 100% U.S. manufacturing, expanding production capacities and warehouse space along with launching 5 new products into the industry. Exports are forecast to increase by 50% in 2014.