



THE OHIO STATE UNIVERSITY

COLLEGE OF FOOD, AGRICULTURAL,
AND ENVIRONMENTAL SCIENCES

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News Release

Ohio International Lumber

Waverly, Ohio - Richard Faulkner is the Vice President of Operations and President of Lumber Procurement for Ohio International Lumber and has worked in the lumber industry for 30 years. He starts by describing a bit of the history of his facility. Stating, "Masco owned the operation, which was a publicly traded company called Mills Pride, a cabinetry manufacturer that closed."

Local investors partnered and bought the facility. "The international market is pretty strong for hardwood lumber so investors partly based their decision to buy the facility on the dry kilns and facility that was already set up for drying lumber," Faulkner explained. The raw material is available in this area and that was another benefit for selecting this location."



"We are called a dry kiln concentration yard," Faulkner explains, "We buy hardwood lumber from green sawmills then we dry it and sort it for customers' needs." Ohio International Lumber offers many species, sizes, and grades.

Faulkner had an opportunity to meet with Kelly O'Bryant, director of the International Trade Assistance Center (ITAC) to hear about assistance offered by programs at Ohio State University South Centers.

Kelly helped set up the company website and began connecting the business with international contacts. According to Faulkner, "The first task we continue to work on is to develop the Mexico market. It has been slow going, but we've been working on it. Kelly set up contacts with agents in Mexico City in conference calls and emails. ITAC continues to work on making connections that are good for us. She also did in-depth market research for us. We are trying to take advantage of these connects to increase our sales volume. We have worked out some of the logistics for the opportunity once we begin to move forward in Mexico."

“We are pretty familiar with the export market beginning with the United Kingdom, Canada, and Asian markets to name a few.” Faulkner continues, “We have a sister company called YOC International Hardwoods, and they have been around for quite a few years. Our investors have owned it for 4 years so we aren’t brand new to the international market.”

Faulkner states, “Working with Kelly was great. Kelly will go the extra step every time, and she is pretty good at what she does. She will come over to our site and physically do the work for us. If we don’t get it, she will say, okay, I’ll be over in a little bit. Yes, she has been very helpful. She built our website and everything for us. She can explain things in an easy to understand way.”

Ohio International Lumber plans to apply for a marketing grant through the program, once available, and become more established in these different markets. They will also attend seminar opportunities to learn more about the international trade programs and best practices. Faulkner relates, “We plan to get the plant up to full production. We are starting our second year, and we are at 50% production. We currently have 32 people working here and plan to grow slowly, but we have room for much growth. We are still taking baby steps.”

For more information regarding no-cost confidential business counseling from Ohio State University South Centers International Assistance Trade Center, contact Joy Bauman at 740-289-2071 x111 or email bauman.67@osu.edu.

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