



THE OHIO STATE UNIVERSITY

COLLEGE OF FOOD, AGRICULTURAL,
AND ENVIRONMENTAL SCIENCES

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News Release

Shop Appalachian hardwood

Jackson, Ohio – Tim's Woodshop owner, Tim Crabtree, is devoted to woodworking. He has seen some industry fluxes over his many years working in the industry. He began working with wood in high school and even continued to make furniture on-the-side while holding down a full-time job for a while. Then for several years, Tim worked from a small mobile shop but landed at his current business location in 1987. He admits the two-story facility can be a challenge, but it offers abundant workspace.

Tim's business continues to adjust as customer demand dictates. At first, he offered hardwood trim, then hardwood doors, next hardwood floors, and finally hardwood stair parts.

Tim says, "We primarily work for contractors. Before the economic downturn, we worked with new house development, but now it's about 50/50 renovation/new homes. We are running at about 60% of the business we did before the downturn." Tim explained that the client base has changed a bit. "We are now working with 10 times as many clients. Instead of doing full, complete house packages of 25 to 50 doors per house for a few clients, we have many clients with most jobs only needing 1, 5, or maybe 15 doors at a time."

Tim speaks with pride about the Appalachian hardwood resources here in southern Ohio. He says, "We are fortunate that we live where we live. We are in the middle of hardwood country. Appalachian hardwood has an excellent reputation all-around the world, especially the red oak. It's the most sought after red oak in the world. We work with nothing but hardwood, no softwoods at all, no finger joints, no laminates, or veneers of any kind. Everything we do is strictly solid wood. That is our little niche in the woodworking industry."



Tim has worked with Kelly O'Bryant, director of the International Trade Assistance Center at Ohio State University South Centers. He has sold products in all of the states and a few other countries. Kelly and Tim have talked about working further with international trade opportunities in the future.



Kelly also helped Tim with a local grant application, which was successful. According to Tim, "Working with Kelly was an exceptional experience. She is easy to work with, and she put some hours into the application. I was fortunate to come across her."

About future plans for the business, Tim says, "I am in the process of adding value to the business by acquiring a brick-making machine. We create a ton of sawdust waste a day. The brickmaking machine will form the sawdust into bricks for use as firewood. Now, I pay to get rid of the sawdust so it will be a nice benefit."

Tim sees the industry moving in a positive direction and hopes to see it continue.

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

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