

# 2009 Emerging Business of the Year



## Tischlerei, Inc.

Owner Olaf Gerhardt  
Nature of Business Manufacturing of custom cabinetry and millwork  
City Osborne  
County Osborne  
Phone 785 - 346-2036  
Web Site [www.tischlerei-inc.com](http://www.tischlerei-inc.com)  
Business Structure Corporation  
Business Began 1997  
Employees 18  
KSBDC Consultant Ron Newman



**2002 – Olaf Gerhardt named the Business Leader of the Year by the Osborne Area Chamber of Commerce.**

**2002 – Tischlerei, Inc. awarded “Best Kitchen” in the one million dollar category in the Parade of Homes in Colorado Springs.**

**2005/2006/2007– Tischlerei, Inc. recognized and awarded for sales achievements by Roth Distributing.**



**Fort Hays State University  
Kansas Small Business  
Development Center**

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Hays, KS 67601-3602

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Owner Olaf Gerhardt first became familiar with the Osborne area when he was purchasing products from Pioneer Custom Cabinetry of Osborne for residential projects in the greater Chicago area. The company was producing a great product, but filed bankruptcy in 1996. After considerable thought, Olaf purchased the assets of the company in late 1996 and has been in continuous business as Tischlerei, Inc. since that time in Osborne, KS. Interestingly, Tischlerei (pronounced tish-lair-EYE) is a German word meaning woodshop.

The pride the owner takes in his entire business is reflected not only in the meticulous products, but also in the employees. Olaf is quick to point out the joy he gets from employees that are happy to come to work, who enjoy their work environment and pride themselves in their performance. In turn, recognition of such pride and meticulous care comes in the form of satisfied clients.

### Secret to Success

**“We are there for our clients from the start of the project to final completion. The quality and accuracy of our product is our #1 priority.”**

This success has not been without challenges, as pointed out by Olaf. He describes how technological advances have influenced even the craftsmanship of fine cabinetry. The traditional methods of tools and joinery are a basic foundation of every woodworker and this passion of heritage reflects in the finished product.

Today, even custom cabinetry starts with 3D images of the project, computer generated cutlists and machining files, to cutting parts to the highest material yield and tolerances. To compete in the high end market of this business, all these services of the craft from the traditional to the high-tech procedures need to be combined.

Such technology brought Olaf to the services of KSBDC. In 2006 Tischlerei put a lot of effort into researching the ‘right’ CNC router. KSBDC services were being used at the time to identify means to grow the business. Olaf recalls being told that KSBDC was there to better his business in the areas of need and that they could provide guidance in training the employees. Tischlerei had underestimated the amount of training required to successfully integrate and operate the new equipment and the challenges of the software became another project that kept growing. Today, Olaf thanks KSBDC for helping them master these challenges and he tells others thinking of starting a business to make sure they take advantage of all the services KSBDC has to offer.