



Kyana Packaging president David White (left) and CEO Kimberly Osborne are shown at their company's processing facility.

SMALL BUSINESS SNAPSHOT

## Making a move

BY SHANNON CLINTON | CORRESPONDENT  
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Officials at Kyana Packaging & Industrial Supply Inc. envisioned themselves continuing to do business indefinitely from the Decimal Drive location where the company had been for 15 years.

But this summer, needs and circumstances led them to what seemed at first to be an unlikely location — a somewhat dilapidated building that had been vacant for more than three years.

They first considered adding on to their 66,000-square-foot facility but decided instead to give the 112,000-square-foot vacant building on Ampere Drive a complete overhaul.

Kyana Packaging & Industrial Supply provides packaging, shipping and industrial services for businesses, including wholesale sales of packaging tape and dispensers, label dispensers, bag sealers, stapling equipment and stenciling machines.

The company was founded in 1976 by Inez White and J. David White, who own the company with their six children. Two of those children, Kimberly Osborne and David White, run it today, as CEO and president, respectively.

### Consolidating operations

The move allowed Kyana Packaging to bring its Assembly Sorting and Rework division under the same roof as the parent company.

ASR was acquired by Kyana in 2008, and its 10 employees assemble kits, stamp out sealed aluminum parts, and use plastic vacuum formers to make plastic trays and other products, White said.

The division had been located in 10,000 square feet at 2420 Ampere Drive, and the lease on the space expired this year.

To consolidate the operations, Osborne and White considered a 40,000-square-foot addition to their Decimal Drive location.

But “we would’ve spent more on the building than it would’ve ended up being worth,” White said. “So that got us looking at several buildings.”

Last December, White and Osborne toured an industrial property near ASR’s present location, a 112,000-square-foot building at 2501 Ampere Drive that formerly was used by Clarcor Air Filtration Products Inc.

### Building in ‘terrible state’

The space had been vacant for more than three years, and its curb appeal was underwhelming, White said. It had a leaky roof, dented siding, outdated office space, dilapidated docks, inefficient lighting and heating systems and a pothole-plagued parking lot.

The siblings said they’d pass “because it was in such a terrible state of repair,” White said.

But Dalton Dreisbach, an industrial properties associate with Stephen C. Gault Co., persisted. He made a mind-changing presentation, with facts and figures illustrating that refurbishing the space would be more cost-effective than buying a newer facility.

And with Kyana and the ASR division under one roof, shared shipping and receiving areas would improve efficiency.

White and Osborne were convinced. The Decimal Drive building was sold for \$1.8 million, and a company affiliate bought the new property for \$2.4 million in March, according to Jefferson

### Kyana Packaging & Industrial Supply consolidates with move to larger building

County Property Valuation Administration records. And Kyana Packaging spent \$1.1 million to renovate the property, with Louisville-based Lichtefeld Inc. in charge of the project.

Lichtefeld “gave us a beautiful space, very energy efficient,” White said, with modernized offices and efficient lighting and heating systems.

And with 7.5 acres, there’s room for another 50,000 square feet of future expansion if needed, Osborne added.

“As we grow, we can build here and not be landlocked,” she said.

### Growth resumes after recession

Osborne said that over the last 10 years as a whole, company revenue has grown steadily.

In addition to the nine employees added in 2008 with the acquisition of ASR, in the past year Kyana has added two new sales positions, one new information-technology position, one new warehouse position and three part-time production positions, she said.

This growth came in spite of the recession, which Osborne said did take a toll. Revenue fell 6 percent in both 2008 and 2009 from the prior years.

“We refused to continue to ‘participate’ in the recession,” Osborne said. “The ASR acquisition tempered our losses. We cut expenses as best we could. We did not lay off any employees, but we did go on reduced hours, no pay raises for two years and cut back on 401(k) benefits.”

Salespeople worked hard to find new clients, and the company was able to broaden both its client base and product line as a result, Osborne said. In 2010, the company’s revenue was up 17 percent from 2009. |

### Kyana Packaging & Industrial Supply Inc.

**Business:** Wholesale distribution of packaging, shipping and industrial supplies and equipment  
**Address:** 2501 Ampere Drive  
**Top officers:** Kimberly Osborne, CEO, and David White, president

**Founded:** 1976  
**Employees:** 55  
**Website:** www.kyanaind.com |

### Family matters

Business is truly a family affair at Kyana Packaging & Industrial Supply Inc.

The company was founded by Inez White and J. David White in the garage and basement of their home in 1976.

Their daughter Kimberly Osborne now is CEO of the company, and her brother David White is president.

Two other siblings, a brother-in-law, and several members of the family’s third generation now work for the company, including Osborne’s and White’s children, nieces and nephews.

Members of the younger generation work in sales, customer service, production and warehouse capacities. |