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**UZBEKISTAN**

## SUCCESS STORY

USAID helps Uzbek wood company increase export sales by nearly 70%

**USAID assistance helps businesses increase competitiveness and sales.**



Photo: FAYZ

This local business is expanding to meet a need in Afghanistan.

*“USAID’s Regional Economic Cooperation Project provided training and guidance that made FAYZ more competitive. We gained new business skills and knowledge, and established advantageous business ties that resulted in signed contracts and exports increased by nearly 70%”*

- Ruslan Kuchkarov.

FAYZ WOODGROUP is an Uzbek wood processing company that saws, trims, and dries hardwood, plywood, and parquet flooring. As a result of USAID’s assistance, FAYZ increased its export capacity and sales and became one of the Central Asian local suppliers to the U.S. Department of Defense (DOD) in Afghanistan.

Ruslan Kuchkarov, Export Manager of FAYZ, participated in the spring 2012 “Export Partnerships Initiative” organized by the USAID Regional Economic Cooperation project. Training topics included trade marketing, management, logistics, and strategic presentations, such as “How to Supply to the U.S. Department of Defense (DOD).” The knowledge Mr. Kuchkarov gained from the training courses improved FAYZ’s operations and expanded its export potential. He also had the opportunity to build business connections in the Central Asia region. During the training course, FAYZ recognized an unmet demand for heat-dried lumber in Afghanistan and expressed interest in supplying its products.

FAYZ joined one of the USAID project’s “Export Partnership Groups” that focuses on exporting to Afghanistan. Together with 13 other Central Asian firms, the group’s goal is to improve the quality of their products, share best practices, meet required standards and diversify their client base.

USAID facilitated the cooperation between FAYZ and Theodor Wille Intertrade, which is one of the U.S. companies responsible for purchasing non-lethal supplies for the DOD as a “Prime Vendor” In Central Asia. In July 2012, FAYZ signed two contracts to supply over 800 m<sup>3</sup> of heat- dried lumber, valued at approximately \$400,000.