

Residential Real Estate

Two French home craftsmanship companies plan Arizona expansion

Companies see huge potential in tapping into residential real estate sector



Teisseire, a French company specializing in cabinets and kitchen furnishings, plans to expand to Arizona.

COURTESY OF FRANCOIS RICHARD

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Two French companies are aiming to expand to the U.S., with plans to locate corporate offices in Arizona.

[Samuel Poisson](#), general manager of OeBa French Stairs, and [Francois Richard](#), general manager of kitchen design company Teisseire, are looking to create a presence in the country, and are scouting locations in Phoenix and Scottsdale.

[Alan Carey](#), managing director of Global Business Inc., connected with the two men to help find a way to bring them to the state. Carey is tasked with getting in touch with companies in French-speaking countries to help facilitate business expansion to Arizona.

Poisson specializes in high-end staircases made of wood, glass and steel.

“A lot of it is custom-made, he makes them with stuff others have a hard time finding,” Carey said of Poisson’s work. “The way he makes steps is more cost-efficient.”



OeBa French Stairs is planning to expand to Arizona from France.

Richard’s company specializes in creating custom cabinets and kitchen furnishings, which Carey said can be completed and installed in about 10 weeks, as opposed to some manufacturers that can take several months to complete an installation.

The two businesses will operate separately but might share space when they open their Arizona offices. Both Poisson and Richard will continue to be based in France, but plan to travel to the U.S. frequently.

They expect to establish a physical presence in Arizona by September or October, but they have already hired an employee and have begun taking orders for American projects. They plan to hire about 10 people total when they first start and may share some office personnel at the beginning.

Poisson's company employs about 50 people in France, and Richard's company has about 37 workers there.

"In France, the market is flat," Richard said. "In Arizona, there is market growth."

The two, along with Carey, have toured several master-planned communities that could be potential clients. In France, the two said they would never see the large volumes of home construction that are underway in Arizona. Already, Richard said, he has gotten interest for a project in the U.S. that would make up nearly half of his annual revenue in France, which is about 5 million euro, or \$5.8 million.

Carey said many European companies do not yet consider Arizona as a prime destination for overseas expansion, but a few successful companies that set up operations could pique their interest and open up an entirely new market.



By [Corina Vanek](#) – Reporter, Phoenix Business Journal
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