

Member Profile

Member Profile: Blooming Grove Stair

Year founded: 1985

Location: Monroe and Monticello, NY

Products: Skilled custom staircase fabricators, design and build staircases

Website:

www.bloominggrovestair.com

The address says it all for this month's member profile, "#1 Stair Way." Blooming Grove Stair Company was founded in 1985 and has been manufacturing top quality custom staircases ever since. This is a company that has taken an old profession and used modern technology to elevate the art form. Owners Jesse Kehoe and Paul Graham have been able to learn valuable lessons from the recent recession and housing slump that have made the company stronger.

Blooming Grove Stair was incorporated in 1985 by Glen Durant In January of 2000, Jesse Kehoe and Paul Graham purchased the business and have since combined modern technology with the age old craft of stair building to produce spectacular results. They use CNC machines and computer design software along with their own proprietary developments to manufacture better quality stairs with faster turnaround times and throughout the process provide outstanding customer service. The company now has two manufacturing plants, one in Monroe and one in Monticello, NY.

One of Blooming Grove Stairs most valuable assets is its reputation for producing a top quality product. Customers are willing to pay a little more for the fine craftsmanship evident in their product. While there may not be a lot of stair manufactures around, there is still a good deal of competition for the customer's dollar. According to Jesse Kehoe, CEO of Blooming Grove Stair,

"Our corporate strength allows us to invest in good people, new technology and the future of the business." While technology is helping everyone to build better stairs, even their competitors, Blooming Grove Stair is able to rely on their employees for that extra edge. Their employees are part of the company's reputation and therefore one of their most valuable assets.

The best and most successful companies are the ones that (as the old saying goes) when given lemons, find a way to make lemonade. While the recent economy hasn't been easy to navigate through, Blooming Grove Stair has survived it and become a better company because of the experience. "We are a stronger company now than I think we ever were. I don't think I could have gone back to college and learned what these difficult times have taught me about business, people and priorities," explained Kehoe.

One of the many ways companies have been able to endure despite the economy is by diversifying,

something Blooming Grove Stair started doing years ago. Originally they did not necessarily target renovations or modular home companies, but several years back they began to look to these markets as another possible customer for their product. Today they manufacturer Virtutred™, a product specifically geared to the renovation market



This photo shows a curved stair being fitted with a custom bent railing.

and to provide an economical solution to modular home companies that want furniture grade stairs in their homes.

While the housing market is still in recovery, Kehoe expects things to start picking up soon. He says "The nation will not be able to build this few house in a year and still expect everyone to have a place to live. As unrealistic as 2.1 million homes being built in 2005 may have seemed, even more unrealistic is building less than 600,000 units in each of the last two years. Housing will be coming back and when it does Blooming Grove Stair is poised and excited about the growth opportunity." It seems the future, like the stairs they build, can only go up from here.

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