



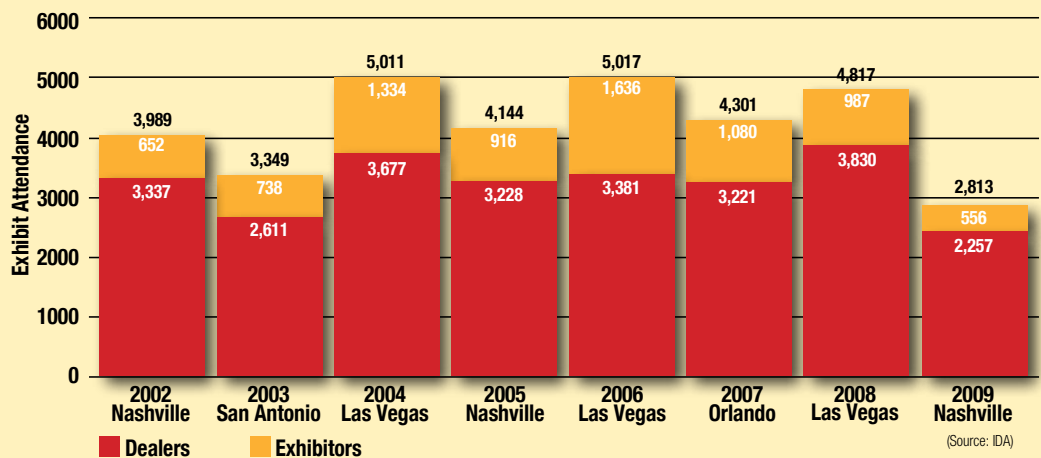
**EXPO IN REVIEW**

# A Statistical and Pictorial Review of Expo 2009

**Nashville, Tenn.  
April 22-25, 2009**



**SHOWTIME:** A giant wide screen greeted Expo attendees for the opening session. Overall, Expo attracted 2,813 industry professionals, a 42 percent drop from Expo 2008 in Las Vegas and a 32 percent drop from Expo's previous visit to Nashville (2005).



**MORE WOOD:** The percentage of wood doors at Expo increased to 24 percent of all residential garage doors displayed, up from 15 percent in 2007 and 21 percent in 2008. Pictured: A new offering from Richards-Wilcox.



**NEW APPROACH TO WOOD:** Trans-Pac, a new exhibitor, offered "the very best in quality wooden overhead doors," according to company literature. The company's production starts in U.S. and Canadian forests, where Sitka Spruce and Western Red Cedar trees are selected. The monitored process continues through log cutting, panel and part production, and final assembly.



**A CELLULAR VINYL DOOR:** Artisan's new Overture Series of carriage house doors features low-maintenance cellular vinyl that looks like wood. The finish is available in six wood-tone colors and offers greater heat and fade resistance than ordinary paint, according to Artisan.

**NEW WOODGRAIN PRINT:** Expo attendees were greeted at the main entrance with this new steel woodgrain print door from Raynor. AccuFinish, available on Raynor ShowCase doors, uses a maintenance-free laminate film in cedar, oak, cherry, and walnut.



**NEW FULL-VIEW:** Continuing an industry-wide trend to offer full-view residential aluminum doors, Amarr revealed a new entry expected to roll out in the winter of 2009. The door features an oak-textured finish on an aluminum frame with rice paper laminated glass.



**R-30?:** Safe-Way Door displayed a door that claimed an R-value of 30.

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**THE MAGIC OF ATTITUDE:**

Billy Riggs, an illusionist and communicator, attracted 287 attendees, the second-largest crowd of Expo's two days of workshops.

**TOP 10 EXPO WORKSHOPS**

Workshop	Speaker	Attendance
1. Rock Solid Leadership – Special Presentation	Robin Crow	351
2. The Magic of Attitude – Special Presentation	Billy Riggs	287
3. Planning for Success Right Now I	Randy Moore	155
4. Making More With Less – Selling Smart in Challenging Times	Jim Mathis	153
5. Getting #1 on Google – Growing Your Business on the Net	Brian Kraff	149
6. Planning for Success Right Now II	Randy Moore	138
7. Seven Secrets to Success From Industry History	Tom Wadsworth	132
8. Positioning Your Business for the Recovery That Will Happen	John Zoller David Bowen	130
9. Commercial Operator Troubleshooting I	Roy Bardowell Dan Dombkowski	109
10. Finding Money You Didn't Know You Had	IDEA Forum	87



**HOW TO ATTRACT WEB VISITORS:**

An increasing number of dealers want to improve their Web presence. "Getting #1 on Google – Growing Your Business on the Net," led by Brian Kraff of Market Hardware, made the top five best-attended workshops.

**EXPO WORKSHOP ATTENDANCE**

