

# EXPO 2019 in review

Indianapolis, Ind. | March 13-16, 2019

**YEAR OF CHANGE:**

Attendance was healthy, considering that the show was held in conjunction with Fencotech for the first time and was scheduled earlier in the year than previous Expos.

**INDY POWER**

Indianapolis has generated consistent attendance numbers all three years it has hosted the show, with attendance totals of 2,994, 2,700, and 2,806 for 2011, 2015, and 2019, respectively.

**33 WORKSHOPS**

In addition to Expo's 33 workshops, IDEA also presented two two-day schools, including a course on Rolling Steel/Fire Doors and a Residential Commercial Sectional Doors course. Saturday's SuperTech Workshop explained how being a Supertech is NOT a trick.



## Attendance Overview

(This includes attendance numbers for IDAExpo only)

# 2,806

(1,877 non-exhibitors + 929 exhibitors)

**144 EXHIBITS IN 2019**

(This number includes 23 exhibitors registered with IDAExpo and AFA Fencotech)



IDAExpo Exhibit Attendance				
Year	City	Attendees	Exhibitor Staff	Total
2019	Indianapolis	1,877	929	2,806
2018	Las Vegas	2,377	1,232	3,609
2017	Atlanta	1,585	1,100	2,685
2016	Las Vegas	2,296	1,279	3,575
2015	Indianapolis	1,632	1,068	2,700
2014	Las Vegas	1,973	1,191	3,164
2013	Nashville	1,584	899	2,483
2012	Las Vegas	2,125	871	2,996
2011	Indianapolis	2,171	823	2,994
2010	Las Vegas	3,129	1,003	4,132

\*Source: IDA Audited Report



### Expo Workshop Attendance

2019	2,873 (481 individual attendees)
2018	2,833
2017	2,512
2016	3,108
2015	3,282
2014	2,233
2013	2,756
2012	2,142
2011	2,279
2010	2,713

### Expo 2019 Top 10 Workshops

	SPEAKER	Attendance
1. Special Presentation: Training and Working With Millennials	Amy Lynch	337
2. Special Presentation: Creating a Remarkable Company Culture	Arthur Greeno	192
3. The Changing Landscape of Garage Door Competition and What it Means for Your Business	John Zoller Dr. David Bowen	181
4. Tips, Tools, and Strategies for Installation Vehicles	Bill Earnest	148
5. Using Creative Methods to Source Qualified Employees	Andy Pomroy   Joshua Welhener	106
6. Fighting Back Against Bad Bob	Andy Pomroy, Kevin Pettiette, Tom Wadsworth, and Mark McManus	95
7. Connected Home – Growth Opportunity or Bust	Bret Jacob	86
8. What's Wrong With Millennials ... and What's Right?	Andy Pollock	83
9. Five Ways to Make Your Website a Lead Generation Machine (With or Without Google)	Matt Horn   Alain Parcan	83
10. Strategies to Help You Crush It on Google in 2019	Alain Parcan	82

\*Source: IDA



### TOP WORKSHOP:

Amy Lynch's workshop, "Training and Working with Millennials," attracted a packed crowd of 337 people. This session helped attendees learn how to work with all the generations in the workforce today, including baby boomers, Generation X, and millennials.

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**IT TAKES A VILLAGE:** The well-attended “Fighting Back Against Bad Bob” workshop was led by Kevin Pettiette, Mark McManus, Andy Pomroy, and Tom Wadsworth. The panelists encouraged attendees to share concerns and suggestions on more ways everyone can continue to effect positive change in the industry.



### WADSWORTH RECEIVES IDA'S DISTINGUISHED SERVICE AWARD

At IDAExpo 2019, Tom Wadsworth, former editor of Door + Access Systems Newsmagazine and industry veteran, received the Distinguished Service Award from the International Door Association (IDA). Kevin Pettiette, the new president of IDA, presented the award at the President's Awards Banquet on March 15 at the Convention Center in Indianapolis.

“It was gracious and flattering for IDA to ‘reach across the aisle’ to honor the DASMA editor,” said Wadsworth. “The most gratifying part of this award was the proud reaction of my 91-year-old father, who started in the

garage door business in 1948. He has been a constant source of support, inspiration, and technical information for me.”

IDA presents the award to one person each year “who is an innovative leader, with high integrity, honesty, quality oriented, and who has made a significant contribution to the door and access systems industry.”

Throughout his career, Wadsworth has tackled many tough issues facing the industry through his many published works and his presentations at industry seminars. Kevin Pettiette said, “We consider this our highest individual honor. I can think of few others who are more worthy of this special recognition than Tom Wadsworth.” ■



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