

Fellow remodelers & deck builders:

I had the pleasure of traveling out to Indianapolis, Indiana at the end of October for The Remodeling Show/DeckExpo. For those of you who were unable to attend, I thought I'd share a brief report on the event. If you were able to make it, I'm sure you would join me in confirming its value.

This year I made the sacrifice to go for the entire week. I say "sacrifice" because, well, in this difficult economy, taking ANY time away from your business's day-to-day operations is a sacrifice. However, it is an investment in your company's future... and we can't allow the current industry fear to compromise our future potential!

There was a great variety of products, vendors, and business services represented at the show- and all of them had us as remodelers & deck builders as their focus! To be honest, it was kinda nice to be the center of attention- and not in the shadow of the new home builders.

This year I took a handful of classes offered in conjunction with the event. I was able to hear several guys from Case Remodeling (the country's biggest) and other excellent speakers from a variety of backgrounds, all sharing information on how to improve our professionalism, production, and profit. I know that several of you fine folks getting this email could be considered my local competition, but to be honest- better industry and business knowledge is good for all of us, as we work together to deliver superior results to our clients. This is so much more important than "fighting each other!"

NADRA was there, and had a VERY BUSY 30'x30' booth. It was amazing to see how much interaction and conversation went on there. But then again, we as deck builders are some pretty cool guys! J A national NADRA meeting was also held and went smoothly, paving the way for us to continue to improve the decking industry's association.

Again, to those of you who were there, I hope you had a great time, and will be able to implement what you saw & heard into your businesses over the winter.

To those of you who could not make it, let me take this opportunity to remind you that your local PA chapter of NADRA is working hard to put together several 2010 events locally- the first tentatively scheduled for January (details to follow as we get closer).

As the PA chapter President, thanks again for your hard work and dedication to a truly great industry meeting the needs of our neighbors and friends. If I/we can ever be of any assistance, please don't hesitate to call or email!

Oh, and have a great Thanksgiving as well!

~Matt

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