Juan Flores, president of Faus, noted that his company was using the meeting to introduce five new laminate flooring collections including additions to the Really Exotic line. He too said the showgoers that stopped by his company's exhibit were mostly serious buyers.

"Traffic was a bit on the lighter side, but the quality of visitors at this year's show was noticeably better," said Flores, adding that the environment was well suited to his agenda. "Surfaces gave us a great opportunity to showcase our five new luxury laminate collections. Plus, we were able to talk one-on-one with individuals about our two new multi-transition floor finishing options. From an industry perspective, we are all in a waiting mode although manufacturers are preparing new opportunities that can help retailers get through this market environment." He added that he was confident that "business will come back to where it was."