



47TH ANNUAL
TRIM
CONVENTION
SAN DIEGO

MARCH 30 - APRIL 2, 2011
HYATT REGENCY MISSION BAY
SAN DIEGO, CALIFORNIA



AAIA
Automotive Aftermarket
Industry Association



Through private one-on-one meetings and multiple networking events, the Trim Convention helps to build your business through building relationships with your vendors and customers. With no booth design or personnel expenses to worry about, the convention lets you focus on what's important: growing your company's bottom line with a minimal investment in time and money. That is why the convention has been successful for the past 46 years and why most of the major distributors and wholesalers in the industry will be at the Trim Convention next year. Where will your business be in 2011?

It's all about the



bottom line.



TRIM CONVENTION EVENTS

Chairman's Reception

WEDNESDAY, MARCH 30

6:30 p.m. – 9 p.m.

As the opening event of the convention, the Chairman's Reception is the time for attendees to get together with old friends and business contacts and to make new connections as well. This year the AAIA Trim Segment will present the prestigious Lifetime Achievement Award to Stan Wright for his contributions to the trim industry. You will not want to miss this special evening.

Exhibitor/Wholesaler Conferences

The centerpiece of the convention is the 38 scheduled one-on-one private sessions that provide attendees the opportunity to sit down, face-to-face, with their most important suppliers and customers to transact business. The conferences, which are scheduled during Wednesday's Appointment-Making Session, take place throughout the day on Thursday and Friday.

Hospitality Center

The Hospitality Center will be located in the same area as the rooms where the one-on-one conferences take place. The Hospitality Center provides attendees a place to meet, relax and enjoy refreshments between appointments.

Spouse Breakfast

THURSDAY, MARCH 31

9 a.m. – 10:30 a.m.

Sponsored by Ardwyn Binding Products Company



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This event provides an opportunity for spouses to enjoy a casual breakfast and catch up with old friends and make new ones as well. Prizes and gifts for attendees and the opportunity to hear about nearby attractions in San Diego will be some of the highlights of this event.

Trim Segment Luncheon

THURSDAY, MARCH 31

12 p.m. – 2 p.m.

This year's luncheon will be devoted to introducing a new virtual inventory program that will be available to AAIA Trim members. Powered by Warehouse Two, the program will permit distributors and wholesalers to both make unused inventory available to other companies and to purchase items needed to fill customer orders from other Trim members. All of this can be done online with minimal work by the wholesaler/distributor. The program is intended to help eliminate inventory of unused items and to improve customer service for the purchaser, creating a win-win situation for both parties.

Thursday Night Reception

THURSDAY, MARCH 31

6:30 p.m. – 9 p.m.

What would a convention on the beach be without arcade games? Attendees at Thursday's reception will experience the total arcade experience, playing Skee-ball, pinball and other games that you remember from those beach vacations. With the first day of the convention completed, you will want to join your colleagues for an evening "on the boardwalk" at Trim's private virtual arcade.

Friday Night Closing Reception

FRIDAY, APRIL 1

6 p.m. – 7 p.m.

This reception will bring the convention to a close and provide one last opportunity to network with other Trim Convention attendees. The reception also will be where the new chairman of the Trim Segment will be introduced and we will say goodbye to the current chair, Johnnie Burke. The Closing Reception is a great way to begin your evening, whether you are going out with friends or meeting associates at one of San Diego's great restaurants.

Dress Code

Dress will be casual for all events.

GOLF TOURNAMENT

Dorsett Industries Golf Tournament

WEDNESDAY, MARCH 30

6:45 a.m. – 2 p.m.

Riverwalk Golf Club

Sponsored by Dorsett Industries

DORSETT

Weather permitting, the annual golf tournament will be held immediately preceding the opening of the Trim Convention. The format is an 18-hole scramble, mini-shotgun. The fee per player is \$150, which includes green fees, practice balls, cart, breakfast, lunch and beverages. Transportation will leave from the Hyatt Regency Mission Bay at 6:45 a.m.

Rental clubs are available for an additional \$50 charge, to be paid directly to the golf pro.

Golf Tournament Chairperson

BRYAN MACON

Dorsett Industries

706-278-1961

About the Riverwalk Golf Club

Riverwalk Golf Club offers a classic golfing experience like no other. Formerly known as the Stardust Country Club, the course entertained a myriad of golf's legends while hosting the PGA tour during the 50s and 60s. Now, golfers will once again be treated to the challenge and drama of the original course at the newly-reborn Riverwalk.

What was once flat now features undulating fairways, waterfalls and well-protected bentgrass greens. Water comes into play on 13 of the 27 holes with a spectacular waterfall surrounding the green of the signature hole. The San Diego River is a prominent feature of the layout, contributing to the beauty and challenge of the course.

Wholesalers

Active Foam Products
Albright's Supply Co., Inc.
B & H Upholstery Supply, Inc.
Black Velvet Auto Fabrics
Bry-Tech Distributors
DLT Corporation
Fabric Supply, Inc.
General Upholstery & Bedding Supply
George Shaw Company/Johnson Co.
Global Upholstery Supply
J. R. Veteran Co.
Keyston Bros.
La Casa Del Jeep
Larry Dennis Company
Liberty Upholstery Supply
Lindsey & Hall, Inc.
Nolan O'Rourke & Co. Pty Ltd.
Pyramid Trim Products, Inc.
Rex Pegg Fabrics, Inc.
Romero's Upholstery Supplies
Royal Upholstery Distributing
Sunbelt Fabrics, Inc.
The Miami Corporation
Veteran Company
Woolley Brothers

Manufacturers' Reps

Don Phipps & Associates, Inc.
Grant Marketing Associates, LLC
Mickey Redmond & Co., Inc.
P. J. Zimpelmann & Son, Inc.
R. J. Ackaway & Associates
Stan Wright Enterprises

Exhibitors

American Foam & Fabric Inc.
Arcona Leather Technologies
Ardwyn Binding Products Company
C. S. Osborne & Co.
Camsal Enterprises Inc.
Danfield Inc.
Detroit Body Products
Dorsett Industries LP
Edward B. DeLeo Co., Inc.
Enduratex/CGPC America Corporation
Fasnap Corp.
Foss Manufacturing Company, Inc.
Futura Textiles LLC
Glen Raven Custom Fabrics
Glen Raven Technical Fabrics
Haartz Corporation
Leggett and Platt
Merit Supply
Morbern, Inc.
Nassimi LLC
Omnova Solutions Inc.
Pinnacle Sales, Inc.
Quality Thread & Notions Company
Recasens USA
Robbins Auto Top Co. Inc.
Rontex America, Inc.
Sample Makers Inc.
SEM Products, Inc.
Shuford Mills, LLC
Spradling International, Inc.
Vicar International

SCHEDULE OF EVENTS

Tuesday, March 29

Early-Bird Golf Outing

Contact Dorsett Industries for information.

Wednesday, March 30

6:45 a.m.

Departure to Riverwalk Golf Club
Continental Breakfast at Golf Course

8 a.m. – 2 p.m.

Dorsett Industries Golf Tournament
at Riverwalk Golf Club

11 a.m. – 6 p.m.

Convention Registration

2:30 p.m. – 4 p.m.

Committee and Past Chairmen's Meeting

4 p.m. – 4:15 p.m.

Wholesaler Orientation
Exhibitor Orientation

4:15 p.m. – 5 p.m.

Appointment-Making Session

6:30 p.m. – 9 p.m.

Chairman's Reception and Dinner

Thursday, March 31

7 a.m. – 8 a.m.

Breakfast Buffet

8 a.m. – 11:40 a.m.

Individual Conferences in Exhibitors' Rooms
(Sessions 1-10)

8 a.m. – 8:20 a.m.	Session 1
8:20 a.m. – 8:40 a.m.	Session 2
8:40 a.m. – 9 a.m.	Session 3
9 a.m. – 9:10 a.m.	Catch-up Session
9:10 a.m. – 9:30 a.m.	Session 4
9:30 a.m. – 9:50 a.m.	Session 5
9:50 a.m. – 10:10 a.m.	Session 6
10:10 a.m. – 10:20 a.m.	Catch-up Session
10:20 a.m. – 10:40 a.m.	Session 7
10:40 a.m. – 11 a.m.	Session 8
11 a.m. – 11:20 a.m.	Session 9
11:20 a.m. – 11:40 a.m.	Session 10

9 a.m. – 10:30 a.m.

Spouse/Guest Welcome Breakfast

12 p.m. – 2 p.m.

Luncheon and Guest Speaker

2 p.m. – 5:20 p.m.

Individual Conferences in Exhibitors' Rooms
(Session 11-19)

2 p.m. – 2:20 p.m.	Session 11
2:20 p.m. – 2:40 p.m.	Session 12
2:40 p.m. – 3 p.m.	Session 13
3 p.m. – 3:10 p.m.	Catch-Up Session
3:10 p.m. – 3:30 p.m.	Session 14
3:30 p.m. – 3:50 p.m.	Session 15
3:50 p.m. – 4:10 p.m.	Session 16
4:10 p.m. – 4:20 p.m.	Catch-Up Session
4:20 p.m. – 4:40 p.m.	Session 17
4:40 p.m. – 5 p.m.	Session 18
5 p.m. – 5:20 p.m.	Session 19

6:30 p.m. – 9 p.m.

Reception and Dinner

Friday, April 1

7 a.m. – 8 a.m.

Breakfast Buffet

8 a.m. – 11:40 a.m.

Individual Conferences in Exhibitors' Rooms

(Sessions 20-29)

8 a.m. – 8:20 a.m.	Session 20
8:20 a.m. – 8:40 a.m.	Session 21
8:40 a.m. – 9 a.m.	Session 22
9 a.m. – 9:10 a.m.	Catch-up Session
9:10 a.m. – 9:30 a.m.	Session 23
9:30 a.m. – 9:50 a.m.	Session 24
9:50 a.m. – 10:10 a.m.	Session 25
10:10 a.m. – 10:20 a.m.	Catch-up Session
10:20 a.m. – 10:40 a.m.	Session 26
10:40 a.m. – 11 a.m.	Session 27
11 a.m. – 11:20 a.m.	Session 28
11:20 a.m. – 11:40 a.m.	Session 29

12 p.m. – 1:30 p.m.

Lunch On Your Own

1:30 p.m. – 4:50 p.m.

Individual Conferences in Exhibitors' Rooms

(Sessions 30-38)

1:30 p.m. – 1:50 p.m.	Session 30
1:50 p.m. – 2:10 p.m.	Session 31
2:10 p.m. – 2:30 p.m.	Session 32
2:30 p.m. – 2:50 p.m.	Session 33
2:50 p.m. – 3 p.m.	Catch-up Session
3 p.m. – 3:20 p.m.	Session 34
3:20 p.m. – 3:40 p.m.	Session 35
3:40 p.m. – 4 p.m.	Session 36
4 p.m. – 4:10 p.m.	Catch-up Session
4:10 p.m. – 4:30 p.m.	Session 37
4:30 p.m. – 4:50 p.m.	Session 38

6 p.m. – 7 p.m.

Reception

Saturday, April 2

8 a.m. – 10 a.m.

AAIA Trim Segment Committee Meeting
(working breakfast)

Departures

RESORT INFORMATION

About Hyatt Regency Mission Bay Spa and Marina

Experience the beautifully transformed Hyatt Regency Mission Bay Spa and Marina - San Diego near Sea World San Diego. A stunning \$65 million transformation brings the epitome of California coastal chic to our San Diego resort hotel, with incredible ocean views, waterfront dining, a contemporary poolside lounge, an eco-friendly spa and redesigned guest rooms and meeting rooms. The only hotel in San Diego with multiple water slides, you'll delight in a water playground with three new pools, waterfront health club and a full-service marina with jet skis, sailboats, kayaks, sports fishing and whale excursions – everything you could wish for in a San Diego, Calif. resort.

Coupled with our premier location close to famous sights and attractions such as Sea World, our luxurious San Diego California resort and hotel has become the unparalleled choice for discerning travelers.



From the Airport:

Taxi: Service is available 24 hours a day from the San Diego International Airport to Hyatt Regency Mission Bay. A one-way trip from the airport to the hotel is approximately 15 minutes with rates typically between \$20 – \$25. Traffic may affect rates.

Hotel Parking: Trim Convention guests receive a discounted rate of \$10 per day for self parking.

Important Information For Exhibitors

All companies wishing to be listed in the Show Buyer's Guide must register and have their information into AAIA by the early-bird deadline of Feb. 25, 2011.

TRADE SHOW POLICIES

The following information is printed as a service to all the participants in the 2011 AAIA Trim National Convention and Trade Show. Participants may include only wholesalers, distributors, manufacturers and manufacturers' representatives. Please review this information at your earliest convenience.

1. The exhibitors' registration fee entitles participating exhibitors to represent only those product lines that these firms manufacture and/or warehouse, sell and invoice on a regular basis.
2. Manufacturers' representatives may attend only if they represent the exhibitors in attendance whom they regularly represent throughout the year and if the member representative has paid the required registration fee.
3. Manufacturers' representatives are not permitted to represent and/or sell for any unregistered firm that they regularly represent, and any attempt to do so will result in the violator being barred immediately from participation in the AAIA Trim National Convention and Trade Show for a period of no less than one year.
4. Attempts by unregistered firms or individuals to sell their products to registered wholesalers and distributors, or attempts by unregistered wholesalers or others to buy from registered exhibitors, is in violation of AAIA Trade Show Policy, and should be reported immediately to an AAIA staff person or a member of the AAIA Trim Committee for appropriate action.
5. Only registered attendees and AAIA staff persons are permitted into the exhibit rooms and exhibit area, and only during show hours. No one should be admitted into an exhibit room who is not wearing the official show credentials issued at the AAIA Trim Convention registration desk.
6. No appointment making is permitted prior to the official opening of the AAIA Appointment-Making Session.
7. Exhibitors and manufacturers' representatives are asked to refrain from conducting business prior to the Appointment-Making Sessions and during official show functions. Business is permitted at all other times during the trade show. No product displays, books or other sales materials are permitted in the Appointment-Making Session.
8. Exhibitors are requested to set up their exhibit rooms as early as possible after registering and checking into their exhibit room.
9. Exhibitors are requested to carefully review the convention schedule when making their exhibit room reservation, keeping in mind the hotel's check-in and check-out times.
10. Spouses or guest performing as sales agents or employees of a firm shall register at the additional delegate fee (rather than as a spouse/guest).
11. Non-member wholesalers shall be permitted to attend all convention and show activities provided they pay the higher non-member registration fee. Non-members shall only be permitted to attend once every five years, unless ownership changes. Non-member exhibitors can attend once as a guest, but cannot exhibit.
12. Only members of AAIA whose dues are current may attend the convention and show at the member rate.
13. Only those fully registered for the AAIA Trim Convention may attend official show functions.
14. Only those exhibitors that are registered by the early-bird deadline will be assured of being included in the convention Buyer's Guide.
15. Company signage is not permitted outside of an exhibitor's room and doorway.

PRODUCT LINES REPRESENTED

Adhesives
Bindings
Bodycloth
Carpet (tufted, needle-punch, non-woven)
Coated Fabrics
Convertible Tops
Fabric
Fasteners
Foam
Headliner
Lamination
Leather
Marine
Plastic Shipping Bags & Tubing
Plastic Wrap Packaging-Sheet and Tube
Sample Cards
Swatch Cards
Thread (nylon, polyester)
Tonneau Covers
Tools
Toppings
Truck liner
Velcro
Vinyls
Webbing
Welt
Windows (plastic, glass)
Windlace
Zippers



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HYATT REGENCY MISSION BAY
SAN DIEGO, CALIFORNIA

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