



# UPHOLSTERY AND TRIM INTERNATIONAL CONVENTION

**MARCH 7-10, 2012**  
THE COSMOPOLITAN OF LAS VEGAS



**AAIA**<sup>®</sup>  
Automotive Aftermarket  
Industry Association





## UPHOLSTERY AND TRIM INTERNATIONAL CONVENTION

Doing more with less has been the catch phrase for businesses,  
small and large in today's challenging economic climate.

The **Upholstery and Trim International Convention**  
has been ahead of the curb for nearly half a century, bringing together major  
companies in the trim industry to cost effectively do business.  
Central to the convention's long term success is the one-on-one meeting  
format which permits vendors and customers to hold private meetings

without the unnecessary expense of a trade show booth.

**What sales opportunities are you  
missing by not being there?**

Join your colleagues on March 7-10 in Las Vegas for the 48th  
Annual Upholstery and Trim International Convention.





**ARE YOU  
LEAVING  
MONEY ON  
THE TABLE?**





# CONVENTION EVENTS

## Chairman's Reception

WEDNESDAY, MARCH 7

6:30 p.m. – 9 p.m.

The Chairman's Reception is always one of the most popular networking events of the convention, providing a first chance for attendees to get together with their friends and business associates. It also is a great opportunity to welcome new attendees and other companies that have not been to the convention for some time. This year the Upholstery and Trim International Segment will be honoring Pete Zimpelman for his contributions to the segment and to the industry. You will not want to miss this special evening.

## Exhibitor/Wholesaler Conferences

The centerpiece of the convention is the 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. This year, in addition to the sessions on Thursday and Friday, we have added additional one-on-one sessions for Saturday morning due to the expected large attendance at this year's convention.

## Hospitality Center

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

## Spouse Breakfast

THURSDAY, MARCH 8

9 a.m. – 10:30 a.m.

Sponsored by Ardwyn Binding Products Company



This event provides an opportunity for spouses to enjoy a casual breakfast, catch up with old friends and make new ones as well. Prizes and gifts for attendees and the opportunity to hear about what is happening that week on the famous Las Vegas strip will be some of the highlights of this event.



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## Convention Lunch and General Session

THURSDAY, MARCH 8  
12 p.m. – 1:40 p.m.

Did you know that color is the primary reason for purchases more than 85 percent of the time and that colors turn every six months to a year based on world events? Being unaware of these turns can impact your bottom line. Denise Turner, certified interior designer, color and design trend forecaster, will speak at a session designed to provide insights into consumers spending habits and how they affect manufacturing practices, sales and marketing. Attendees will further learn how color forecasters track colors and trends and how they turn their knowledge into sellable goods. Turner will also provide examples of 2013 color trends and offer some insights into what might be driving them.

## Thursday Night Reception

THURSDAY, MARCH 8  
6:30 p.m. – 9 p.m.

Join your colleagues by the beautiful Bamboo Pool at the Cosmopolitan (weather permitting) for a casual reception aimed at helping attendees unwind after a full day of one-on-one meetings. Join your friends and colleagues for this great evening under the stars to celebrate the end of the first day.

## Friday Night Reception

FRIDAY, MARCH 9  
6 p.m. – 7 p.m.

This reception provides one last opportunity to network with other Convention attendees. The Friday night reception is a great way to begin your evening, whether you are going out with friends or meeting associates out on the fabulous Las Vegas strip.

## Dress Code

Dress will be casual for all events.



# RECREATIONAL EVENTS

## Dorsett Industries Golf Tournament

WEDNESDAY, MARCH 7

**Shotgun Tournament begins at 8:15 a.m.**

Arroyo Golf Club

Sponsored by Dorsett Industries

### DORSETT

Weather permitting, the annual golf tournament will be held immediately preceding the opening of the convention. The format is an 18 hole scramble, mini-shotgun. The fee per player is \$190 which includes transportation to the tournament, green fees, practice balls, cart, lunch and beverages. A grab n' go continental breakfast will be served at the hotel beginning at 7 a.m. with transportation departing the hotel at 7:15 a.m. Rental clubs are available at an additional charge.

The Arroyo Arnold Palmer Course ribbons seamlessly through the rugged terrain and is nestled between the spectacular landscapes of Red Rock Canyon, one of Las Vegas's most revered natural landmarks. This Las Vegas golf course is considered a masterpiece that offers challenges to both beginners and advanced players. The well-kept course makes a stark, yet beautiful, contrast to the rugged terrain that surrounds it.

## Quality Thread & Notions Tennis Tournament

SATURDAY, MARCH 10

**2 p.m. - 4 p.m.**

Sponsored by Quality Thread & Notions



By popular demand, the tennis tournament is making a return to the convention this year. The tournament is open to players of all skill levels and is a great way to spend some casual time with friends and business associates. There is no fee to attend the tournament, but please mark on the registration form whether you plan to play.



# 2011 TRIM ATTENDEES

## Wholesalers

A-1 Foam & Fabrics  
Albright's Supply  
Bainbridge International  
Derby Fabrics Inc.  
DLT Corporation  
Fabric Supply, Inc.  
Global Upholstery Supply  
J & J Auto Fabrics, Inc.  
Jimenez Upholstery Supplies  
Johnson Shaw Company  
Keyston Bros.  
Larry Dennis Company  
Leo's Upholstery Supplies  
Lindsey & Hall, Inc.  
Midwest Fabrics  
Nolan UDA Pty Ltd  
Pablo's Upholstery Supplies  
Prudential Fabrics Corporation  
Pyramid Trim Products, Inc.  
Quality Fabrics  
Rex Pegg Fabrics, Inc.  
Romero's Upholstery Supplies  
Royal Distributing  
The Miami Corporation  
United Upholstery Fabrics  
Veteran Company  
Vic's Upholstery Supply Inc.

## Manufacturers' Reps

Don Phipps & Associates, Inc.  
Mickey Redmond & Company  
Morgan Associates  
P. J. Zimpelmann & Son, Inc.  
Promar Sales Associates, Inc.  
R. J. Ackaway & Associates  
Stan Wright Enterprises

## Exhibitors

A-One Laminating Corp./Glen Raven Technical Fabrics  
American Foam & Fabric  
Arcona Leather Technologies, LLC  
Ardwyn Binding Products Company  
C. S. Osborne & Co.  
Camsal Enterprises Inc.  
Detroit Body Products  
Dorsett Industries  
Edward B. DeLeo Co.  
Enduratex/CGPC America Corporation  
E-Z On Auto Tops, Inc.  
Fasnapp Corp.  
Foss Manufacturing Company LLC  
Futura Textiles  
Glen Raven Custom Fabrics  
The Haartz Corporation  
La Scala Leather  
Leggett and Platt  
Merit Supply  
Morbern, Inc.  
Nassimi LLC  
Novatex International  
Omnova Solutions  
Outdura Corp.  
Pinnacle Sales, Inc.  
Punzomex USA Inc.  
The Quality Thread & Notions Company  
Recasens USA LLC  
Robbins Auto Top, LLC.  
Rontex America, Inc.  
Sample Makers Inc.  
SEM Products, Inc.  
Spradling International, Inc.  
Trimflex  
Vicar International

# SCHEDULE OF EVENTS

## Wednesday, March 7

**7 a.m.**

Golf "Grab N' Go" Breakfast

**7:15 a.m.**

Bus departs for Arroyo Golf Course

**8:15 a.m. – 2:15 p.m.**

Dorsett Industries Golf Tournament at Arroyo Golf Course

**12 p.m. – 6 p.m.**

Convention Registration

**3 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 8

**7 a.m. – 8 a.m.**

Breakfast Buffet

**8 a.m. – 11:50 a.m.\***

Individual Conferences in Exhibitors' Suites  
**(Sessions 1-9)**

8 a.m. – 8:20 a.m.

Session 1

8:25 a.m. – 8:45 a.m.

Session 2

8:50 a.m. – 9:10 a.m.

Session 3

9:10 a.m. – 9:20 a.m.

Catch-up Session

9:20 a.m. – 9:40 a.m.

Session 4

9:45 a.m. – 10:05 a.m.

Session 5

10:10 a.m. – 10:30 a.m.

Session 6

10:30 a.m. – 10:40 a.m.

Catch-up Session

10:40 a.m. – 11 a.m.

Session 7

11:05 a.m. – 11:25 a.m.

Session 8

11:30 a.m. – 11:50 a.m.

Session 9

**9 a.m. – 10:30 a.m.**

Spouse/Guest Welcome Breakfast

**11:50 a.m. – 1:40 p.m.**

Luncheon and Guest Speaker

**1:45 p.m. – 5:35 p.m.\***

Individual Conferences in Exhibitors' Rooms  
**(Sessions 10-18)**

1:45 p.m. – 2:05 p.m.

Session 10

2:10 p.m. – 2:30 p.m.

Session 11

2:35 p.m. – 2:55 p.m.

Session 12

2:55 p.m. – 3:05 p.m.

Catch-up Session

3:05 p.m. – 3:25 p.m.

Session 13

3:30 p.m. – 3:50 p.m.

Session 14

3:55 p.m. – 4:15 p.m.

Session 15

4:15 p.m. – 4:25 p.m.

Catch-up Session

4:25 p.m. – 4:45 p.m.

Session 16

4:50 p.m. – 5:10 p.m.

Session 17

5:15 p.m. – 5:35 p.m.

Session 18

**6:30 p.m. – 9 p.m.**

Reception and Dinner

\* Five-minute travel time between appointments has been included in the schedule.



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## Friday, March 9

**7 a.m. – 8 a.m.**  
Breakfast Buffet

**8 a.m. – 11:50 a.m.\***  
Individual Conferences in Exhibitors' Rooms  
(Sessions 19-27)

|                         |                  |
|-------------------------|------------------|
| 8 a.m. – 8:20 a.m.      | Session 19       |
| 8:25 a.m. – 8:45 a.m.   | Session 20       |
| 8:50 a.m. – 9:10 a.m.   | Session 21       |
| 9:10 a.m. – 9:20 a.m.   | Catch-up Session |
| 9:20 a.m. – 9:40 a.m.   | Session 22       |
| 9:45 a.m. – 10:05 a.m.  | Session 23       |
| 10:10 a.m. – 10:30 a.m. | Session 24       |
| 10:30 a.m. – 10:40 a.m. | Catch-up Session |
| 10:40 a.m. – 11 a.m.    | Session 25       |
| 11:05 a.m. – 11:25 a.m. | Session 26       |
| 11:30 a.m. – 11:50 a.m. | Session 27       |

**11:50 a.m. – 1:10 p.m.**  
Lunch On Your Own

**1:10 p.m. – 5:25 p.m.\***  
Individual Conferences in Exhibitors' Rooms  
(Sessions 28-37)

|                       |                  |
|-----------------------|------------------|
| 1:10 p.m. – 1:30 p.m. | Session 28       |
| 1:35 p.m. – 1:55 p.m. | Session 29       |
| 2 p.m. – 2:20 p.m.    | Session 30       |
| 2:20 p.m. – 2:30 p.m. | Catch-up Session |
| 2:30 p.m. – 2:50 p.m. | Session 31       |
| 2:55 p.m. – 3:15 p.m. | Session 32       |
| 3:20 p.m. – 3:40 p.m. | Session 33       |
| 3:40 p.m. – 3:50 p.m. | Catch-up Session |
| 3:50 p.m. – 4:10 p.m. | Session 34       |
| 4:15 p.m. – 4:35 p.m. | Session 35       |
| 4:40 p.m. – 5 p.m.    | Session 36       |
| 5:05 p.m. – 5:25 p.m. | Session 37       |

**6 p.m. – 7 p.m.**  
Reception

## Saturday, March 10

**8 a.m. – 10 a.m.\***  
Individual Conferences in Exhibitors' Rooms  
(Sessions 38-42)

|                       |            |
|-----------------------|------------|
| 8 a.m. – 8:20 a.m.    | Session 38 |
| 8:25 a.m. – 8:45 a.m. | Session 39 |
| 8:50 a.m. – 9:10 a.m. | Session 40 |
| 9:15 a.m. – 9:35 a.m. | Session 41 |
| 9:40 a.m. – 10 a.m.   | Session 42 |

**12 p.m. – 1:30 p.m.**  
Trim Committee Meeting (working lunch)

**2 p.m. – 4 p.m.**  
Quality Thread & Notions Tennis Tournament

Departures

\* Five-minute travel time between appointments has been included in the schedule.

# RESORT INFORMATION

## About The Cosmopolitan of Las Vegas

Unlike anything you have seen in Las Vegas, The Cosmopolitan an exciting new hotel and casino resort featuring hotel rooms and condo-style accommodations, all with residential-inspired furnishings, and many with outdoor terraces that offer breathtaking views of the Las Vegas strip. Opening in December of 2010, The Cosmopolitan further features numerous resort attractions, including premier restaurants and boutiques, 100,000 sq. ft. casino, a nightclub, a full service spa and three unique pool experiences.





## TRAVEL INFORMATION

### From the Airport:

**Taxi:** Service is available 24 hours a day from McCarran International Airport to The Cosmopolitan. A one-way trip from the airport to the hotel is approximately 20 minutes with rates typically between \$18–\$20. Traffic may affect rates.

**Hotel Parking:** Parking is complimentary at The Cosmopolitan Resort & Casino.

### 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. 3, 2012.

# TRADE SHOW POLICIES

**The following information is printed as a service to all the participants in the 2012 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 manufacturer 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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LAS VEGAS+2012

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The Cosmopolitan of Las Vegas  
Las Vegas, Nev.

**AAIA<sup>®</sup>** Automotive Aftermarket  
Industry Association

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