



MARCH 24 - 27, 2010 ★ OMNI LA MANSIÓN DEL RIO

AAIA[®] Automotive Aftermarket
Industry Association





**THE NEXT
DECADE OF BUSINESS**

Through good times and bad, the AAIA Trim Convention has focused on building business for both trim wholesalers and distributors. By permitting customers and suppliers to meet privately, one-on-one, the convention provides a cost-effective venue for attendees to do business. In addition, through social and educational events, the convention offers important networking and learning opportunities geared specifically to help members of the trim industry grow their business. That is why most of the major players in the trim industry will be beginning their next decade in San Antonio at the 2010 Convention.

**BEGINS
HERE.**





2010 TRIM CONVENTION EVENTS

CHAIRMAN'S RECEPTION

WEDNESDAY, MARCH 24

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 Jim Mitchell for his contributions to the trim industry. The segment also will induct two new members into the Trim Hall of Fame: Fred Robida and Jim Franklin. You will not want to miss this special evening.

EXHIBITOR/WHOLESALE 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 25

9 A.M. — 10:30 A.M.

SPONSORED BY ARDWYN BINDING PRODUCTS COMPANY



Ardwyn Binding Products Co.

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 Antonio will be some of the highlights of this event.



TRIM SEGMENT LUNCHEON

THURSDAY, MARCH 25

12 P.M. — 2 P.M.

The Thursday luncheon will feature Mitch Harper, a noted international expert on sales and marketing. Harper brings a vast array of experiences to his presentations, from his formal industrial distribution education to his business acumen. He founded and sold several companies and has been recognized for outstanding achievements as “entrepreneur of the year” and owner of the “fastest-growing firm.” Harper is in constant demand to share his insight on today’s distribution challenges.

THURSDAY NIGHT RECEPTION

THURSDAY, MARCH 25

6:30 P.M. — 9 P.M.

With the first day of the convention completed, join your colleagues for a festive evening of Mexican food, drink and of course music. This event will take place in the historic courtyard of the La Mansión del Rio Hotel, where attendees will have a chance to unwind after a long day of meetings while enjoying the tastes, views and sounds of San Antonio.

FRIDAY NIGHT CLOSING RECEPTION

FRIDAY, MARCH 26

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. It also will offer a great way to begin your evening, whether you are going out with friends or meeting associates at one of the great restaurants along the River Walk.

DRESS CODE

Dress will be casual this year for all events.



GOLF TOURNAMENT

DORSETT INDUSTRIES GOLF TOURNAMENT

WEDNESDAY, MARCH 24

7 A.M. — 2 P.M.

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-shot-gun. The fee per player is \$100, which includes green fees, practice balls, cart, lunch and beverages. A continental breakfast will be served at the hotel between 6:30 – 7 a.m. Rental clubs are available at an additional charge, to be paid directly to the golf pro.

GOLF TOURNAMENT CHAIRPERSON

Bryan Macon

Dorsett Industries

706-278-1961

This historic 18-hole golf course, the first inductee into the Texas Golf Hall of Fame, was the original site of the PGA Winter Tour. Located near the heart of San Antonio in historic Brackenridge Park, this course is the oldest of the six municipal golf courses. It opened for play in 1916 as an 18-hole championship course. The Texas Open Golf Tournament originated on this course in 1922 and was played here until 1959. The golf course closed in January 2008 for renovations and re-opened in October 2008.

2009 TRIM ATTENDEES



WHOLESALEERS

A & B Top & Textile and Supply, Inc.
A-1 Foam & Fabrics & Upholstery Supply
Active Foam Products
Al Knoch Interiors, Inc.
Albright's Supply Co., Inc.
B & H Upholstery Supply, Inc.
DLT Corporation
Fabric Supply, Inc.
George Shaw Company/Johnson Co.
Global Upholstery Supply
J. R. Veteran Co.
Keyston Bros.
Larry Dennis Company
Liberty Upholstery Supply
Lindsey & Hall, Inc.
Neo Fabrics, Inc.
New Coast Fabrics
Pyramid Trim Products, Inc.
Rex Pegg Fabrics, Inc.
Romero's Upholstery Supplies
Royal Upholstery Distributing
Silver State, Inc.
The Miami Corporation
Veteran Company
Vic's Upholstery Supply

MANUFACTURERS' REPS

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

EXHIBITORS

A+ Products
American Foam & Fabric Inc.
Arcona Leather Technologies
Ardwyn Binding Products Company
Camsal Enterprises, Inc.
Core Products Group, LLC
Danfield Inc.
Detroit Body Products
Dorsett Industries LP
Edward B. DeLeo Co., Inc.
Enduralex/CGPC America Corporation
Fasnap Corp.
Foss Manufacturing Company, Inc.
Futura Textiles LLC
Glen Raven Custom Fabrics
Glen Raven Technical Fabrics/A-One Laminating Corp.
Haartz Corporation
Love the Drive
LTM Textile Resource LLC
Merit Supply
Morbern, Inc.
Nassimi, LLC
Omnova Solutions Inc.
Pinnacle Sales, Inc.
Professional Sample Co., 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.
Tahoe, LLC.
Trimflex
Vicar International



SCHEDULE OF EVENTS

TUESDAY, MARCH 23

EARLY-BIRD GOLF OUTING

Contact Dorsett Industries for information

WEDNESDAY, MARCH 24

6:30 A.M. - 7 A.M.

Continental Breakfast for Golfers

7 A.M. - 2 P.M.

Dorsett Industries Golf Tournament

2 P.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 25

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
(Sessions 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, MARCH 26

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, MARCH 27

8:30 A.M. - 10 A.M.

Trim Segment Committee Meeting
(working breakfast)



ABOUT THE OMNI LA MANSIÓN DEL RIO

La Mansión's enchanting combination of Spanish colonial architecture, storybook settings, celebrated restaurant Las Canarias and elegant accommodations are just a few of the reasons it is recommended by the most discriminating travelers. Blending Spanish colonial architecture and European style, the four-diamond Omni La Mansión del Rio surrounds guests with the romance, grace and charm of a grand hacienda. This sublime San Antonio hotel located on the San Antonio River Walk, was recognized in the *Celebrated Living's* magazine as one of the top hotels in the nation.



AIRFARE:

AAIA has made special arrangements with Options Travel to assure you of the lowest possible airfares to San Antonio International Airport. Be sure to mention you are with the “automotive aftermarket” group.

Tickets should be purchased early in order to secure the best fares. Options Travel can also provide you with assistance on car rentals, ground transportation and general information about San Antonio.

Options Travel is also available for all your business and personal travel throughout the year. Call Options Travel for information and reservations at 800-544-8785, between 8:30 a.m. and 5:30 p.m. Central Time, Monday through Friday.

FROM THE AIRPORT:

Taxi: Service is available 24 hours a day from the San Antonio International Airport to Omni la Mansión del Rio. A one-way trip from the airport to the hotel is approximately 15 minutes with rates typically between \$20 – \$25. Traffic may affect rates.

Overnight parking is available at \$18 per night with in and out privileges. Day parking is available at \$12 per day with in and out privileges.

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. 12, 2010.



TRADE SHOW POLICIES

THE FOLLOWING INFORMATION IS PRINTED AS A SERVICE TO ALL THE PARTICIPANTS IN THE 2010 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 registered 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 guests 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 and the lottery for priority placement at the Appointment-Making Session.
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
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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