

45th ANNUAL
2009 AAIA
TRIM CONVENTION
LAS VEGAS * NEVADA

March 25-29, 2009

Planet Hollywood

AAIA[®] Automotive Aftermarket
Industry Association



A Segment of AAIA

Chairman's Reception

Wednesday, March 25

6:30 p.m. - 9 p.m.

The Chairman's Reception is the time to celebrate the opening of another convention and to catch up with business colleagues and friends. This year will be no different and with Vegas as the backdrop, the fun will just be beginning.

Exhibitor/Wholesaler Conferences

The centerpiece of the convention is the 42 scheduled and six optional 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, and in the morning on Saturday.

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 26

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 and catch up with old friends and make new ones as well. Prizes and gifts for attendees, and the opportunity to hear about the amenities available at Planet Hollywood Resort and Casino will be some of the highlights of this event.

Trim Segment Luncheon

Effectively Trimming Your Inventory

Thursday, March 26

12 p.m. - 2 p.m.

It is critical in challenging economic times that every dollar companies invest in inventory works as hard as possible to maximize the profitability and productivity of the investment. In this session, noted expert Jon Schreibfeder, will discuss ideas that can be immediately implemented to ensure firms have the right quantities of the right items on the shelf in order to increase turnover and customer service while maximizing net profits. Schreibfeder is president of Effective Inventory Management Inc., a firm dedicated to helping manufacturers, distributors and large retailers get the most out of their investment in stock inventory. Over the past 28 years, he has helped more than two thousand firms improve their productivity and profitability through better inventory management.

Thursday Night Reception

Thursday, March 26

6:30 p.m. - 9 p.m.

With the first day of the convention completed, join your colleagues for a great evening of food, libations and classic rock and roll. Whether you want to dance or just enjoy some great time with friends, this is going to be one fun evening.

Friday Night Reception

Friday, March 27

6 p.m. - 7 p.m.

This event has particular significance to the association as the new chairman of the Trim segment will be introduced for the first time. Of course, this reception also offers one more opportunity to network and socialize; and provides a great way to begin your evening, whether you are going out with friends or meeting associates for dinner.

Dress Code

Dress will be casual this year for all events.

Dorsett Industries Golf Tournament

Wednesday, March 25

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 shotgun. The fee per player is \$185, which includes green fees, practice balls, cart, box lunch and beverages. A continental breakfast will be served on the buses on the way to the golf course. 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

SIENA GOLF CLUB

Surrounded by the towering Spring Mountains, Siena Golf Club features gently rolling fairways and artful bunkering – plus dazzling views of the Las Vegas skyline. Designed by master architects Brian Curley and Lee Schmidt, Siena is renowned throughout the Las Vegas Valley for its natural beauty and unprecedented serenity. The 13,500-square-foot Siena Golf Club features a full-service golf shop, locker rooms, multi-tiered practice facility and The Siena Bistro with a patio dining room overlooking Lake Siena.

ACCOMMODATIONS

Wholesalers are eligible for a \$30 per room night rebate during their stay at the convention, up to a maximum of \$120. To qualify, the wholesaler must stay at Planet Hollywood Resort and Casino in the AAIA Trim Convention room block. Wholesalers must also submit a copy of their hotel receipt to AAIA along with the rebate form, which will be included in the packet wholesalers receive at registration. Only one rebate will be available per wholesaler firm.

Manufacturers' Reps

Barbash Associates, Inc.
Don Phipps & Associates, Inc.
FMG, Inc.
Grant Marketing Associates, LLC
J&J Associates
Leisure Time Marketing, Inc.
Mickey Redmond & Co., Inc.
P. J. Zimpelmann & Son, Inc.
Promar Sales Associates, Inc.
R. J. Ackaway & Associates
Spiro Associates
Stan Wright Enterprises

Exhibitors

A+ Products
Achilles USA
American Foam & Fabric Inc.
Arcona Leather Technologies
Ardwyn Binding Products Company
Broadway Industries
BrynDana International
Camsal Enterprises, Inc.
CMI Enterprises, Inc.
Core Products Group, LLC
Danfield Inc.
Detroit Body Products
Dorsett Industries LP
Edward B. DeLeo Co., Inc.
Enduratex/CGPC America Corporation

Fasnapp Corp.
Foss Manufacturing Company, Inc.
Futura Textiles LLC
Glen Raven Custom Fabrics, LLC
Glen Raven Technical Fabrics
Guilford, Inc.
Haartz Corporation
Johnston Textiles
LTM Textile Resource LLC
Merit Supply
Morbern, Inc.
Nassimi, LLC
Omnova Solutions Inc.
Quality Thread & Notions Company
RAGGTOP
Recasens USA
Robbins Auto Top Co. Inc.
Rontex America, Inc.
Sample Makers Inc.
SEM Products, Inc.
Shuford Mills, LLC
Spradling International, Inc.
Spradling Originals
Tahoe, LLC
Vicar International

Wholesalers

Albright's Supply Co., Inc.
American Trim & Upholstery Supply, LLC
B & H Upholstery Supply, Inc.
Bainbridge International
Bry-Tech Distributors
Fabric Supply, Inc.
Genco Supplies Inc.
George Shaw Company/Johnson Co.
Global Upholstery Supply
Gulf Fabrics, Inc.
J. R. Veteran Co.
Keyston Bros.
Larry Dennis Company
LeBaron Bonney Company
Lindsey & Hall, Inc.
Martin Abascal Corporation
Masco Fabrics, Inc.
New Coast Fabrics
Nolan O'Rourke & Co. Pty Ltd.
Pyramid Trim Products, Inc.
Redrum Fabrics, Inc.
Rex Pegg Fabrics, Inc.
Romero's Upholstery Supplies
Royal Distributing Center
Silver State, Inc.
Southland Fabrics, Inc.
The Miami Corporation
Three Rivers Supply Company
Veteran Company

Schedule of Events

Tuesday, March 24

Early-Bird Golf Outing

Contact Dorsett Industries for information

Wednesday, March 25

6:45 a.m. - 7 a.m.

Continental Breakfast for Golfers

Departure to Siena Golf Course

7 a.m. - 2 p.m.

Dorsett Industries Golf Tournament at Siena Golf Course

2 p.m. - 6 p.m.

Convention Registration

2:30 p.m. - 4 p.m.

Committee and Past Chairmen's Meeting

4:15 p.m. - 4:30 p.m.

Wholesaler Orientation Exhibitor Orientation

4:30 p.m. - 5:30 p.m.

Appointment-Making Session

6:30 p.m. - 9 p.m.

Chairman's Reception and Dinner

Thursday, March 26

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

12 p.m. - 1:30 p.m.

Manufacturers' Representatives Lunch

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

Schedule of Events

Friday, March 27

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. - 1:50 p.m.

Lunch On Your Own

1:50 p.m. - 4:50 p.m.

Individual Conferences in Exhibitors' Rooms (Sessions 30-37)

1:50 p.m. - 2:10 p.m. Session 30

2:10 p.m. - 2:30 p.m. Session 31

2:30 p.m. - 2:50 p.m. Session 32

2:50 p.m. - 3 p.m. Catch-Up Session

3 p.m. - 3:20 p.m. Session 33

3:20 p.m. - 3:40 p.m. Session 34

3:40 p.m. - 4 p.m. Session 35

4 p.m. - 4:10 p.m. Catch-Up Session

4:10 p.m. - 4:30 p.m. Session 36

4:30 p.m. - 4:50 p.m. Session 37

6 p.m. - 7 p.m.

Reception

Saturday, March 28

7:30 a.m. - 10 a.m.

AAIA Trim Segment Committee Meeting (working breakfast)

8 a.m. - 9:50 a.m.

Individual Conferences in Exhibitors' Rooms (Sessions 38 - 42)

8 a.m. - 8:20 a.m. Session 38

8:20 a.m. - 8:40 a.m. Session 39

8:40 a.m. - 9 a.m. Session 40

9 a.m. - 9:10 a.m. Catch-Up Session

9:10 a.m. - 9:30 a.m. Session 41

9:30 a.m. - 9:50 a.m. Session 42

10 a.m. - 12:10 p.m.

Optional Individual Conferences in Exhibitors' Rooms (Sessions A-F)

10 a.m. - 10:20 a.m. Session A

10:20 a.m. - 10:40 a.m. Session B

10:40 a.m. - 11 a.m. Session C

11 a.m. - 11:10 a.m. Catch-Up Session

11:10 a.m. - 11:30 a.m. Session D

11:30 a.m. - 11:50 a.m. Session E

11:50 a.m. - 12:10 p.m. Session F

Sunday, March 29

Departures



About Planet Hollywood Resort & Casino

Welcome to the house that fame built. Hip, modern, decidedly dramatic, and the centerpiece of the Las Vegas Strip, Planet Hollywood Resort & Casino is more than the newest hotel in town. It's the shopping, dining and gambling destination of choice for the city that celebrates celebrity.

Planet Hollywood Resort & Casino has all the action you can handle with three acres of gaming, a variety of tables and slots, a huge poker room and The Playing Field race.

Also, dine at one of eight extraordinary and already famous restaurants, including Koi from Los Angeles and Strip House from New York. Splurge at Miracle Mile Shops with 170 stores and boutiques. Rejuvenate at the Planet Hollywood Spa by Mandara; and luxuriate in one of our 2,500 plush and stylish rooms and suites – each one with its own piece of Hollywood history – actual memorabilia from famous films.

Airfare:

AAIA has made special arrangements with Options Travel to assure you of the lowest possible airfares to McCarran International Airport and the Las Vegas area. 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 Las Vegas.

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 McCarran International Airport to Planet Hollywood. 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: Complimentary parking is accessible 24 hours a day, seven days a week. Guests and visitors may park in the parking garage, which is attached to the hotel. Valet parking is also available.

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. 20, 2009.

Trade Show Policies

The following information is printed as a service to all the participants in the 2009 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.
- 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.

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



A Segment of AAIA

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