

UPHOLSTERY AND  
**trim**  
INTERNATIONAL COUNCIL

55<sup>TH</sup>  
ANNUAL

convention

**pre**

**event**

**info**

SEPTEMBER 11-13, 2019 | [AUTOCARE.ORG/UTICCONVENTION](http://AUTOCARE.ORG/UTICCONVENTION)

Westgate Las Vegas Resort and Casino | Las Vegas, Nev.

autocare<sup>™</sup>  
ASSOCIATION  
Independence drives us.

**DON'T  
GAMBLE  
ON  
YOUR  
COMPANY'S  
FUTURE!**

**I**n an uncertain business climate, companies must stay on top of the rapidly-changing market, pursuing new market opportunities and keeping pace with the needs of their customers. Balancing these often competing needs is challenging for today's already overburdened management. By bringing together many of the major manufacturers, distributors and jobbers in the upholstery and trim industry, the UTIC Convention helps today's companies build critical business relationships, discover important sales opportunities and keep pace with changing market dynamics.

## Who We Are

The Upholstery and Trim International Council (UTIC) is a community of the Auto Care Association and is composed of manufacturers and distributors of interior and exterior fabrics for motor vehicle use.

## What the UTIC Convention Does

The UTIC Convention focuses on building relationships between the premier trim wholesalers and distributors in the industry during a two-and-a-half day convention filled with networking and business opportunities.

## 2019 UTIC Convention Show Specials

The 2019 UTIC Convention is excited to promote that the following companies will be offering convention-only EXCLUSIVE show specials to all registered wholesalers:



**American Foam & Fabric**  
americanfoamco.com



**Ardwyn Binding Products Company**  
ardwynbinding.com

**DORSETT**

**Dorsett Industries**  
dorsettind.com



**OMNOVA Solutions**  
omnova.com



**SEM Products**  
semproducts.com



**Rontex America**  
rontexamerica.com



**Vicar International**  
vicarinternational.com

## A LOOK AT THE 2018 CONVENTION

### Wholesaler Evaluation Results

**100%**\*

of the wholesalers answered  
**“DEFINITELY”**  
when asked if the 2018 convention met their expectations.

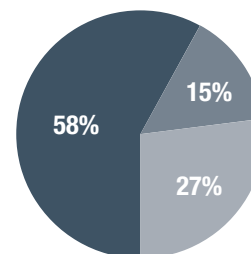
### Touchpoints

**44** business meetings  
**7** events

The two-and-a-half day conference includes up to 44 potential business meetings opportunities and seven networking events.

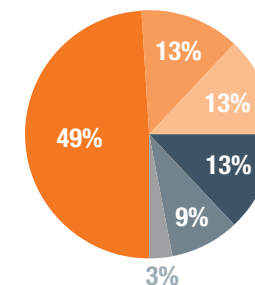
### Wholesaler Titles\*\*

- President, Owner or C-Level
- Vice President or General Manager
- Manager



### Wholesaler Regions Registered

- West Coast
- Pacific Northwest
- Midwest
- International
- South
- East Coast



\*of the evaluations received \*\*of the job titles provided

## Exhibitor/Wholesaler One-on-One Conferences

**WEDNESDAY, SEPT. 11 – FRIDAY, SEPT. 13**

The centerpiece of the convention is the one-on-one business meetings that provide attendees the opportunity to privately sit down with their most important suppliers and customers to learn what is new and, most importantly, to do business! The meetings are held in exhibitors' hotel suites beginning at 3 p.m. on Wednesday, Sept. 11 and running through Friday, Sept. 13.

## Appointment-Making Website

Wholesalers and exhibitors will be able to schedule their one-on-one meetings before arriving in Las Vegas. The appointment-making website, MeetMax, will be open to exhibitors on Aug. 9 to create their profile. Registered wholesalers will have access to the site on Aug. 21 in order to begin making their appointments. Exhibitors should attempt to register before the early-bird deadline, Aug. 9, 2019, in order to make sure that their sites are up and running before the wholesalers begin making appointments.

## Hospitality Center

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

## DORSETT

### Dorsett Industries Golf Tournament

**WEDNESDAY, SEPT. 11  
8 A.M. , BALI HAI GOLF CLUB  
SHOTGUN TOURNAMENT**

Weather permitting, Dorsett Industries is once again hosting its annual shotgun golf tournament at the Bali Hai Golf Club (5160 S Las Vegas Blvd, Las Vegas, NV 89119)

Registration costs include golf fees, breakfast, lunch and transportation.

Rental clubs are available at an additional cost of \$59 and can be ordered through Bali Hai directly.

Transportation will depart Westgate Resort Las Vegas at 7:15 am.

Per Player Fee - \$199

Wholesaler Per Player - \$175



## Ardwyn Binding Guest Event

**THURSDAY, SEPT. 12  
9 A.M.-10:30 A.M.**

Ardwyn Binding will once again host another great event for the spouses and guests of the attendees. Look for more details coming soon!

## 40-and-Under Happy Hour **NEW**

**WEDNESDAY, SEPT. 11**  
**6 P.M. – 7 P.M.**

For the first time, attendees aged 40 and under (as long as they are over 21) are invited to an exclusive networking reception. The event is designed to give the next generation of UTIC leaders the chance to meet and network on their own, and will take place immediately preceding the Chairman's Reception on Wednesday evening.

## Wednesday Night Chairman's Reception

**WEDNESDAY, SEPT. 11**  
**7 P.M. – 9 P.M.**

The Chairman's Reception serves as the first opportunity for attendees to network and see old friends and colleagues. This year, UTIC will honor Richie Greenberg of Vicar International with the presentation of the Lifetime Achievement Award, the community's greatest award, for his many contributions to the industry and to the UTIC community.

## Convention Lunch and General Session

**THURSDAY, SEPT. 12**  
**12 P.M. – 1:30 P.M.**

This year's lunch will feature the announcement of the 2019-2020 new board and chair for the UTIC community, as well as roundtables where attendees will have the opportunity to discuss with colleagues some of the biggest challenges facing UTIC members and the industry as a whole.

## Thursday Night Reception

**THURSDAY, SEPT. 12**  
**5:30 P.M. – 7 P.M.**

The Thursday evening reception will provide one last chance to network with other convention attendees before heading out on their own to the Las Vegas Strip to enjoy dinner and/or the extensive entertainment that is available only in Las Vegas.

## Dress Code

Dress will be casual for all events.

## 2018 UTIC Convention Registrants

### WHOLESALEERS

A-1 Foam & Fabrics & Upholstery Supply  
Albright's Supply Co., Inc.  
Almacenes Camarena, S.A. De C.V.  
B & H UpholsterySupply, Inc.  
Bailey's Fabric & Supplies  
Bry-Tech Distributors  
DLT Corporation  
Fabric Supply Incorporated  
Global Upholstery Supply  
J & J Auto Fabrics, Inc.  
Jimenez Upholstery Supplies  
Johnson Shaw Company  
Leo's Upholstery Supplies  
Lindsey & Hall, Inc.  
Nolan.Uda  
Novatex International P/L  
Pyramid Trim Products, Inc.  
Rex Pegg Fabrics, Inc.  
Romero's Upholstery Supplies  
Royal Upholstery Distributing  
Veteran Company  
Vic's Upholstery Supply

### EXHIBITORS

Aftermarket Industries LLC.  
American Foam & Fabric Inc.  
Ardwyn Binding Products Company  
C. S. Osborne & Co.  
Camsal Enterprises, Inc.  
Detroit Body Products  
Dorsett Industries LP  
Edward B. DeLeo Co., Inc.  
Enduratex/CGPC America Corporation  
E-Z On Auto Tops, LLC.  
Fasnapp Corp.  
Foss Performance Materials  
Futura Textiles, Inc.  
Haartz Corporation  
LTM Textile Resources, LLC  
Merit Supply  
Morbern, Inc.  
Nassimi, LLC  
Novatex International  
Quality Thread & Notions Company  
Quality-Trim Inc.  
Robbins Auto Top, LLC.  
Rontex America, Inc.  
Sample Makers/Trendex  
SEM Products, Inc.  
Spradling International, Inc.  
The Swatchworks Inc.  
Trimflex  
Vicar International  
Visalia Upholstery Supply

### MANUFACTURERS' REPS

Burke & Associates  
Cahaba Textiles  
Don Phipps & Associates, Inc.  
EMZ Contract Sales  
Mickey Redmond & Co., Inc.  
Morgan Associates  
R. J. Ackaway & Associates  
Randy Schmidt & Associates  
Stan Wright Enterprises

## Tuesday, September 10

Exhibitors' arrival and check-in to exhibit suite

## Wednesday, September 11

**7:15 A.M.**

Transportation departs to Bali Hai Golf Course

**8 A.M. – 2 P.M.**

Dorsett Industries Golf Tournament

**10 A.M. – 6 P.M.**

Registration and One-on-One Help Desk

**3 P.M. – 5:50 P.M.**

One-on-One Appointments in Exhibitor Suites (Sessions 1–7)

3 p.m. – 3:20 p.m.	Session # 1
3:25 p.m. – 3:45 p.m.	Session # 2
3:50 p.m. – 4:10 p.m.	Session # 3
4:15 p.m. – 4:35 p.m.	Session # 4
4:40 p.m. – 5 p.m.	Session # 5
5:05 p.m. – 5:25 p.m.	Session # 6
5:30 p.m. – 5:50 p.m.	Session # 7

**6 P.M. – 7 P.M.**

UTIC Future Leaders Happy Hour (must be aged 40 or younger, and legal drinking age)

**7 P.M. – 9 P.M.**

Chairman's Reception and Dinner

## Thursday, September 12

**6:30 A.M. – 8 A.M.**

Breakfast

**8 A.M. – 11:45 A.M.**

One-on-One Appointments in Exhibitor Suites (Sessions 8–16)

8 a.m. – 8:20 a.m.	Session # 8
8:25 a.m. – 8:45 a.m.	Session # 9
8:50 a.m. – 9:10 a.m.	Session # 10
9:15 a.m. – 9:35 a.m.	Session # 11
9:40 a.m. – 10 a.m.	Session # 12
10 a.m. – 10:10 a.m.	Catch-Up Session
10:10 a.m. – 10:30 a.m.	Session # 13
10:35 a.m. – 10:55 a.m.	Session # 14
11 a.m. – 11:20 a.m.	Session # 15
11:25 a.m. – 11:45 a.m.	Session # 16

**9 A.M. – 10:30 A.M.**

Ardwyn Binding Guest Event

**12 P.M. – 1:30 P.M.**

General Session Luncheon and Roundtables

**1:45 P.M. – 5:30 P.M.**

One-on-One Appointments in Exhibitor Suites (Sessions 17–25)

1:45 p.m. – 2:05 p.m.	Session #17
2:10 p.m. – 2:30 p.m.	Session #18
2:35 p.m. – 2:55 p.m.	Session #19
3 p.m. – 3:20 p.m.	Session # 20
3:20 p.m. – 3:30 p.m.	Catch-Up Session
3:30 p.m. – 3:50 p.m.	Session # 21
3:55 p.m. – 4:15 p.m.	Session # 22
4:20 p.m. – 4:40 p.m.	Session # 23
4:45 p.m. – 5:05 p.m.	Session # 24
5:10 p.m. – 5:30 p.m.	Session # 25

**5:30 P.M. – 7 P.M.**

Networking Reception

## Friday, September 13

**6:30 A.M. – 8 A.M.**

Breakfast

**8 A.M. – 11:45 A.M.**

One-on-One Appointments in Exhibitor Suites (Sessions 26–34)

8 a.m. – 8:20 a.m.	Session # 26
8:25 a.m. – 8:45 a.m.	Session # 27
8:50 a.m. – 9:10 a.m.	Session # 28
9:15 a.m. – 9:35 a.m.	Session # 29
9:40 a.m. – 10 a.m.	Session # 30
10 a.m. – 10:10 a.m.	Catch-Up Session
10:10 a.m. – 10:30 a.m.	Session # 31
10:35 a.m. – 10:55 a.m.	Session # 32
11 a.m. – 11:20 a.m.	Session # 33
11:25 a.m. – 11:45 a.m.	Session # 34

**11:45 A.M. – 1:30 P.M.**

Lunch on your own

**11:45 A.M. – 1:30 P.M.**

UTIC Committee Meeting/Working Lunch

**1:30 P.M. – 5:40 P.M.**

One-on-One Appointments in Exhibitor Suites (Sessions 35–44)

1:30 p.m. – 1:50 p.m.	Session # 35
1:55 p.m. – 2:15 p.m.	Session # 36
2:20 p.m. – 2:40 p.m.	Session # 37
2:45 p.m. – 3:05 p.m.	Session # 38
3:10 p.m. – 3:30 p.m.	Session # 39
3:30 p.m. – 3:40 p.m.	Catch-Up Session
3:40 p.m. – 4 p.m.	Session # 40
4:05 p.m. – 4:25 p.m.	Session # 41
4:30 p.m. – 4:50 p.m.	Session # 42
4:55 p.m. – 5:15 p.m.	Session # 43
5:20 p.m. – 5:40 p.m.	Session # 44



Photo: iStock

## Westgate Resort & Casino Las Vegas

3000 Paradise Road, Las Vegas, NV 89109  
702-732-5111

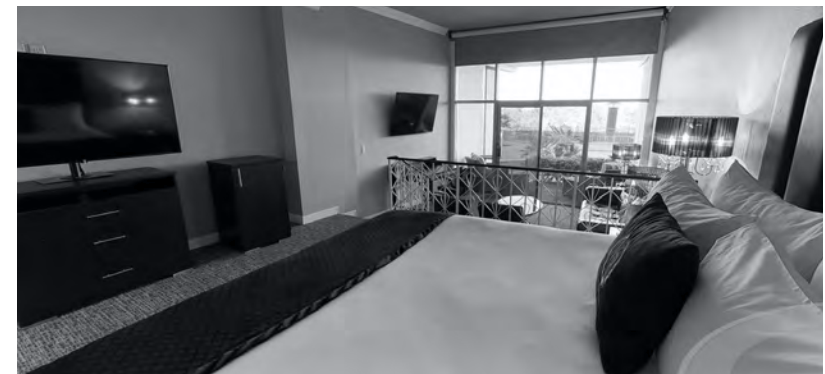
Located adjacent to the Las Vegas Convention Center and just one block from the world-famous Las Vegas Strip, the Westgate Las Vegas Resort & Casino offers the finest amenities and spacious rooms. Enjoy the World's Largest Race & Sports Book, dine at the world-famous Benihana and experience legendary performers like nowhere else. In addition, Westgate Las Vegas Resort & Casino features a Las Vegas Monorail stop onsite for easy access to the rest of the excitement on the Las Vegas Strip.

**Regular Room** - \$75 (plus the discounted \$30 daily resort fee)

**Lanai Suite (Exhibitors' suites/sleeping room)** - \$150 (plus the discounted \$30 daily resort fee)

**Reserve online by visiting [www.autocare.org/uticconvention](http://www.autocare.org/uticconvention)**  
by Aug. 9, 2019 to receive the discounted rates.

Room are available on a first-come, first-served basis.



## Exhibitor Room - Lanai Suite

The Lanai Suites are a non-smoking split-level parlor featuring either a king or two double beds, two 60" flat-screen TVs and patio with chaise lounge. Enjoy the relaxation of a luxury accommodation steps away from a refreshing dip in the pool.

**Take a 360 degree tour of the suite by visiting:**

[www.westgateresorts.com/hotels/nevada/las-vegas/westgate-las-vegas-resort-casino/accommodations/hotel-suites/](http://www.westgateresorts.com/hotels/nevada/las-vegas/westgate-las-vegas-resort-casino/accommodations/hotel-suites/)

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

## Convention Policies

The following information is printed as a service to all the participants in the 2019 Auto Care Association Upholstery and Trim International Convention.

Participants may include only wholesalers, distributors, manufacturers and manufacturers' representatives. Compliance with the below is mandatory to participate in the convention.

1. The exhibitors' registration fee entitles eligible 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 UTIC Convention 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 convention policy, and should be reported immediately to an Auto Care staff person or a member of the Auto Care UTIC Committee member for appropriate action.
5. Only registered attendees and Auto Care staff persons are permitted into the exhibit rooms only during show hours. No one should be admitted into an exhibit room who is not wearing the official show credentials issued at the Auto Care UTIC Convention Registration Desk.
6. 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.
7. 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).
8. Non-member wholesalers shall be permitted to attend all convention and show activities provided they pay the higher nonmember registration fee. Non-members shall only be permitted to attend once every five years, unless ownership changes. (Eligible to attend as non-member if last attendance as non-member was in 2014 or earlier). Non-member exhibitors can attend once as a guest, but cannot exhibit.
9. Only members of Auto Care Association whose dues are current may attend the convention at the member rate.
10. Only those fully registered for the Auto Care UTIC Convention may attend official show functions.
11. Company signage is not permitted outside of an exhibitor's room and doorway. UTIC Convention will provide company signage that is approved for use.
12. Companies may create up to two teams per registration fee to hold one-on-one meetings to maximize efficiency and reach more companies. Any additional teams beyond two will be subject to an additional registration fee as designated by their registration level.



# Processes/Deadlines

STEP	DEADLINE
Register for the conference. <a href="http://www.autocare.org/uticconvention">www.autocare.org/uticconvention</a>	<b>Friday, August 9, 2019</b> Early-bird deadline
Visit <a href="http://www.autocare.org/uticconvention">www.autocare.org/uticconvention</a> to reserve your guest room or exhibit suite at the Westgate Resort Las Vegas.	<b>Friday, August 9, 2019</b> Rooms available on first-come, first-served basis.
Exhibitors register on MeetMax scheduling website and submit Buyer's Guide info.	<b>Friday, August 9, 2019</b> Link to register for MeetMax will be sent with registration confirmation.
Wholesalers permitted to schedule one-on-one meetings on MeetMax.	<b>Wednesday, August 21, 2019</b> Link to register and schedule meetings will be sent at 12 p.m. ET.
Exhibitors permitted to schedule one-on-one meetings on MeetMax.	<b>Wednesday, August 28, 2019</b> 8 a.m. ET