

The NEW at AAPEX 2017

Many new programs are lined up for AAPEX 2017 to keep you and your business ahead of the curve. Watch for an even greater focus on automotive technology this year as the all-new Technology Intersection makes its debut on the show floor. AAPEXedu has new partners to address the opportunities and challenges of technology, while a full schedule of Let's Tech presentations will give you the scoop on new mobile apps and technology-related products. In addition, a new Service Professionals Summit will feature a panel of experts to discuss how emerging technologies will impact the service side of the industry. Stay tuned as there are more new additions with a focus on automotive technology coming in the next few months!



AAPEX Named to Top 25 List

AAPEX has been named one of the Top 25 fastest-growing trade shows in attendance by Trade Show News Network (TSNN). AAPEX made the list for its growth rate between 2014 and 2016 and will be officially honored during a TSNN Awards Program in August in New Orleans.

Service Professionals Summit to Discuss Emerging Technologies

This year's enhanced Service Professionals Program will include an all-new Service Professionals Summit with an expert panel of speakers to discuss emerging technologies. Carm Capriotto, founder and host of Remarkable Results Radio, will moderate the panel discussion on Nov. 2, with a reception to follow.



New Section to Showcase Future Automotive Technology

Don't miss the opportunity to see tomorrow's automotive aftermarket in the all new Technology Intersection at AAPEX 2017. Exhibitors in this area (Upper Level 2, Venetian Ballroom) will use virtual reality, simulators or other interactive interfaces to demonstrate future, innovative automotive technology that is not currently available in the aftermarket.

Mark Your Calendar **AAPEX 2017**

Tuesday, Oct. 31 – Thursday, Nov. 2, Sands Expo, Las Vegas, Nevada, USA

Register at www.aapexshow.com/qj

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Experts Answer:

How Technology Will Impact Auto Repair

Many industry experts will lead new programs and AAPEXedu sessions at AAPEX 2017 to keep you ahead of the curve on automotive technology. To give you an idea of what to expect when you attend AAPEX, we invited two industry experts to weigh in on the biggest challenges and opportunities of automotive technology.

Q. What is the biggest opportunity that automotive technology presents for auto repair shops?

Joe Register, director of emerging technologies, Auto Care Association



Replacement and calibration services for advanced driver-assisted systems (ADAS) devices, e.g., LIDAR, radar, image processing, etc., offer new revenue opportunities for progressive repair shops, provided they have the right equipment and properly trained technicians. A real game changer is the possibility of remote diagnosis enabled by vehicle telematics, which has the potential to move the industry from scheduled routine maintenance services, to predictive maintenance based on information obtained from on-board fault detection and isolation (FDI) systems.

Brian Daugherty, chief technology officer, Motor & Equipment Manufacturers Association (MEMA)



Having more complex, hi-tech vehicle systems translates into more high dollar, on-vehicle equipment that breaks down and requires repair. The complexity of some of the new systems will also lead to the natural

formation of “specialty shops” and mobile shops that focus on radar/camera/lidar alignment and calibration. These shops will have the knowledge, tools, radar and camera targets, etc. to solve repair problems that even medium sized shops may not have the training or experience to solve. Another opportunity on the horizon is vehicle-to-vehicle communications systems – also known as V2V systems. The National Highway Traffic Safety Administration (NHTSA) has proposed that V2V safety warning systems be required on all new light vehicles. If that rulemaking is finalized, V2V will quickly become available in the aftermarket as well. These systems will require wiring, GPS and V2V antennas, Electronic Control Units, and display screens. Installing and maintaining these systems will become a rapidly growing business opportunity for aftermarket shops and repair facilities.

Q: What is the biggest challenge that automotive technology presents for auto repair shops?

Joe: Aside from the equipment and training investment required to stay current with the latest vehicle technologies, is access to the information. Some vehicle manufacturers want exclusive access to all the information generated by their vehicles, including the data related to driving behavior and geolocation, releasing only the information they choose to third party subscribers. Our shops have always had direct access to whatever vehicle data was provid-

ed through the on-board diagnostics (OBD) interface, so this is another game changer but not a good one.

Brian: Along the same lines, the increasing complexity and electronic nature of the new systems (Advanced Driver Assistance Systems (ADAS), V2V, telematics, connectivity, and automated driving) will require very skilled technicians. Finding capable employees that can master the diagnosis and repair of these systems will be difficult – especially employees that can really dig into a difficult-to-solve system failure.

Q. As technology marches on, how does the service and repair segment stay up to speed, and what should they be doing to position their businesses for success?

Joe: There is no question that vehicles will become more complex and connected in the future, where many aspects of a modern vehicle will be more like a computer than mechanical devices of the past. Shops must keep pace by investing in the right service equipment and technician training programs in order to take advantage of the new opportunities afforded in this evolution. They should also participate in programs designed to protect the rights of independent repair shops, ensuring continued direct access to vehicle information through open, secure, standards-based vehicle interfaces.

Brian: Dive into the new technology. Don't try to avoid working on complex systems, since they are only going to get more complex in the future. Hire employees who enjoy solving these types of problems. This will require someone who is willing to dive deeply into the technical details and diagnosis methods on a variety of advanced technology systems.

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Where to Stay

To book your rooms and get the lowest rates at conveniently located hotels in Las Vegas, use only onPeak, the official hotel partner of AAPEX. To get started, visit www.aapexshow.com/rooms.

Online attendee registration is only \$40 (US) from now through Friday, Oct. 13. Your registration includes the trade show with 2,200 exhibiting companies, the 40-plus AAPEXedu sessions and all Let's Tech presentations. Your badge also gets you into the SEMA Show taking place the same week in Las Vegas. To register, go to the AAPEX website, www.aapexshow.com/qj.

Get Social and Win!

When you join us on social media, you'll stay ahead of the curve and have the chance to win one of our many giveaways. Watch for our weekly contests on Instagram, Facebook and Twitter and join in the fun and excitement as we gear up for the best ever #AAPEX17.



Airfare Discounts

Delta and United are offering discounts of up to 10% off on round-trip airfare to Las Vegas. To take advantage of these discounts, visit www.aapexshow.com, and use the Delta promotion code (NMQAX) or the United promotion code (ZY5M408468).



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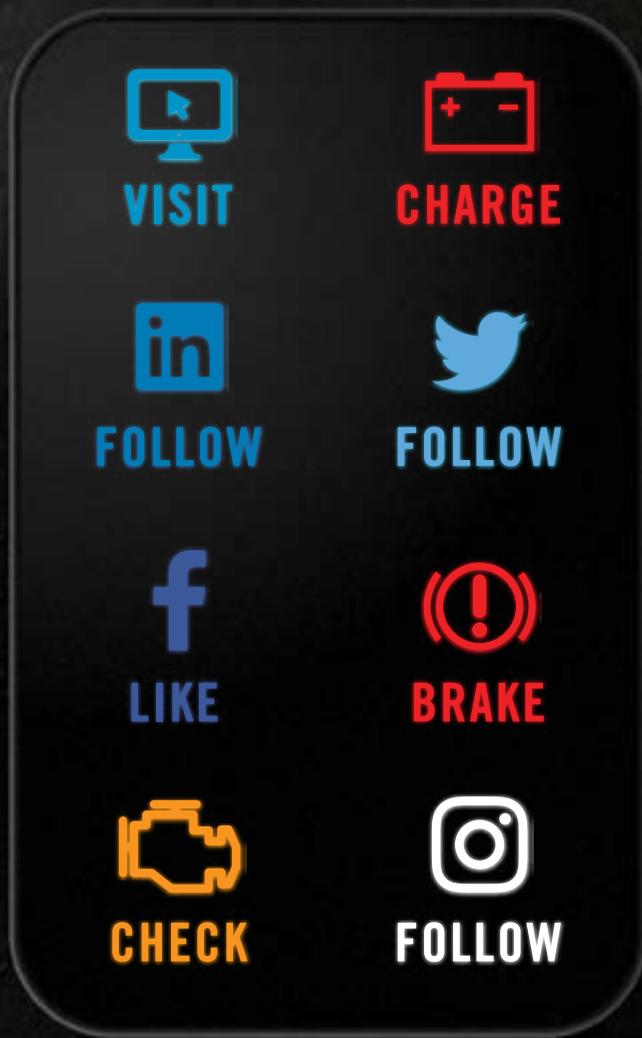
AAPEX at Your Fingertips

Make sure you have the AAPEX 360 mobile app to stay connected year-round with everything AAPEX. The free app can be downloaded at the App Store and Google Play, and will update automatically when the new 2017 app becomes available.



AAPEX represents the \$740 billion global automotive aftermarket industry, and is co-owned by the Auto Care Association and the Automotive Aftermarket Suppliers Association (AASA), the light vehicle aftermarket division of the Motor & Equipment Manufacturers Association (MEMA). For more information, e-mail: info@aapexshow.com.

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AAPEX 2017, October 31 - November 2
Sands Expo in Las Vegas, www.aapexshow.com

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