

AAPEX 2018 FACT SHEET



OCTOBER 30 – NOVEMBER 1, 2018

Las Vegas, NV | Sands Expo
aapexshow.com

Media Contact: Monica Buchholz

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OFFICIAL NAME: Automotive Aftermarket Products Expo (AAPEX)

DESCRIPTION: AAPEX represents the \$740 billion global automotive aftermarket industry. It features more than 2,500 exhibiting companies, 5,500 booths, 50 AAPEXedu sessions and approximately 47,000 targeted buyers. More than 162,000 automotive aftermarket professionals from nearly 135 countries are projected to be in Las Vegas during AAPEX.

AAPEX CO-OWNERS: AAPEX 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).

2018 DATES AND LOCATION: Tuesday, Oct. 30 through Thursday, Nov. 1, at the Sands Expo in Las Vegas, Nev.

ATTENDEES: AAPEX attendees include auto parts retailers, auto parts warehouse distributors, jobbers, automotive service professionals, service chains, automotive dealers, engine builders, fleet buyers, paint and body personnel, and automotive aftermarket industry leaders and innovators.

EXHIBITORS: AAPEX exhibitors offer products and services in the following categories:

3D Printing	Connected Car	Hand Tools	Steering
Accessories: Exterior	Consumer Products & Services	Ignition System	Suspension
Accessories: Interior	Cooling	Lighting (Automotive)	Tape
Air Fresheners	Driveline	Motor Oil	Telematics
Antifreeze/Coolant	Electrical	Paint/Coatings	Tire & Wheel Accessories
Augmented Reality	Electrical: Application	Performance Chemicals	Tool & Shop Storage
Automated Warehouses	Electrical: Rotating	Power Tools	Towing & Hitch
Autonomous Vehicles	Emission Control/ Air Management	Process	Transmission Fluid
Batteries	Engine Parts/Components	Refrigerants & Accessories	Vehicle Computers: Engine Control Computers
Battery Accessories	Exhaust System	Remanufactured Parts & Components	Vehicle Computers: Computers & Vehicles Components – Other
Big Data	Filters	Remote Diagnostics	Vehicle System Tools & Equipment
Body Repair	Fluid Management & Accessories	Robotics	Vehicles
Brakes	Fuel System	Sealants/Adhesives/Compounds	Washer Fluids
Business Products & Services	Gaskets	Shop Equipment	Wiper Components
Car Care Accessories	Greases & Lubes	Shop Equipment: Light Duty	Wipers
Cargo Management	Hand Care	Shop Supplies & Other Products	
Climate Control		Spark Plugs	
Collision Industry Segment			

FUTURE DATES:

AAPEX 2019

Tuesday, Nov. 5 - Thursday, Nov. 7

Sands Expo | Las Vegas, Nevada, USA

AAPEX 2020

Tuesday, Nov. 3 - Thursday, Nov. 5

Sands Expo | Las Vegas, Nevada, USA

Sources: Auto Care Association State of Auto Care Report. Full report available at www.autocare.org. MEMA: The Economic Impact of the Motor Vehicle Parts Manufacturing Industry on the United States (August 2016), more information at www.mema.org. AASA and Auto Care Association 2016 Joint Channel Forecast Model, conducted by IHS Markit, more information at www.aftermarketsuppliers.org and www.autocare.org.

AAPEX EVENT MANAGEMENT | William T. Glasgow, Inc. | 10070 W. 190th Place, Mokena, IL 60448

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AUTOMOTIVE AFTERMARKE T INDUSTRY ANALYSIS



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The **500,000 businesses** in the U.S. automotive aftermarket industry form a coast-to-coast network of independent manufacturers, distributors, repair shops, marketers and retailers, small and large. At its core, this integrated grid of professionals is dedicated to providing the quality parts, products and vehicle service and repair for all 278.6 million cars and trucks on the road today.

GLOBAL STATISTICS

- **\$740 BILLION** global automotive aftermarket industry
- Approximately **1.2 BILLION** vehicles on the road

U.S. STATISTICS

- **\$381 BILLION** U.S. automotive aftermarket industry (includes heavy duty)
- The aftermarket industry grows at an average of **3.6%** annually
- **2.4%** of the U.S. GDP generated by motor vehicle parts manufacturers
- Vehicle parts suppliers manufacture **77%** of the value in today's cars.
- By 2020, experts predict there will be more than **250 MILLION** connected vehicles that will generate **\$14.5 BILLION** in revenue in automotive data assets
- Employs **4.6 MILLION** professionals in a variety of careers
- Represents **3.2%** of total U.S. non-farm employment
- Motor Vehicle Parts Suppliers are the largest sector of manufacturing jobs in the U.S
- **300,000** are jobs available at any time
- Average wages and benefits = **\$60,000**
- Average age of vehicles = **11.7 YEARS**
- Vehicles 16 years or older will increase **30%** by 2021
- **218 MILLION** licensed drivers
- **70%** DIFM (Do It For Me); **30%** DIY (Do It Yourself)
- Of the 70% DIFM, **70%** of consumers prefer independent shops for repair and service as compared to new car dealers.
- **25,550** parts classifications represent more than **13,733** brands in the industry
- **264,981** retail parts outlets
- e-Tailing, or parts sold over the Internet, is experiencing an annual growth of **7-10%** in the DIY and **5-7%** in the DIFM markets
- **879,000** technicians

Sources: Auto Care Association State of Auto Care Report. Full report available at www.autocare.org. MEMA: The Economic Impact of the Motor Vehicle Parts Manufacturing Industry on the United States (August 2016), more information at www.mema.org. AASA and Auto Care Association 2016 Joint Channel Forecast Model, conducted by IHS Markit, more information at www.aftermarketsuppliers.org and www.autocare.org.

AAPEX 2018 GRAND OPENING KEYNOTE SPEAKERS



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John King

CNN Chief National Correspondent and Anchor of *Inside Politics*

Breakfast with John King and Karl Rove: How Trade and the Elections Could Impact the Aftermarket

Tuesday, Oct. 30, 7 a.m. – 8:45 a.m., PDT, Palazzo Ballroom, 5th Floor, The Venetian

(To reserve a table for this ticketed event, contact AAPEX Event Management, Chris Kalousek, CEM, chris.kalousek@aapexshow.com.)

During his keynote address, John King will discuss the upcoming mid-term elections and the impact the various outcomes could have on Washington, D.C. King is CNN's chief national correspondent and anchor of *Inside Politics*, a 30-minute Sunday morning program featuring a panel of the top-tier political correspondents. King also anchors *Inside Politics* segments weekday mornings on CNN's *New Day*.

He is an award-winning journalist who has covered the past eight presidential elections and reported from all 50 states and more than 70 countries.

In his role as chief national correspondent, based in Washington, D.C., King is instrumental in CNN's daily reporting and breaking news coverage. Most recently, King was a prominent part of the network's 2016 Election Night in America coverage offering insight and analysis throughout the evening. As part of CNN's America's Choice 2012 election coverage, King reported from the trail and moderated three presidential primary debates. His analysis and use of the "Magic Wall" to visually bring the results and their impact to viewers was an integral part of the network's Emmy award-winning 2012 election night coverage.

He previously anchored *John King, USA*, and in January 2009, he launched *State of the Union with John King*, the network's Sunday political news program—visiting 50 states in 52 weeks to chronicle the first year of the Obama presidency.

During the 2010 election cycle, King moderated gubernatorial debates in Massachusetts and Florida. He was also a member of CNN's 2008 Peabody Award-winning political team, when he broke news that Barack Obama had chosen Joe Biden as his vice presidential running mate. King pioneered the use of CNN's "Magic Wall" during the 2008 election, and contributed to CNN's Emmy-winning 2006 midterm coverage.

King joined CNN in May 1997 and became chief national correspondent in April 2005. He served as CNN's senior White House correspondent from 1999 to 2005, when his duties included reporting on the Iraq war and the September 11 terrorist attacks.

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King traveled with Vice President Dick Cheney to the Middle East in March 2002 as the Bush administration began to build support for confronting Saddam Hussein. In December 2004, King traveled with Secretary of State Colin Powell to Indonesia, Thailand and other South Asian countries, and then remained in the region to cover the disaster and aftermath of the tsunami that took more than 175,000 lives in the region. In 2005, King was among the CNN crew that covered the aftermath of Hurricanes Katrina and Rita from the U.S. Gulf Coast. In June 2006, he accompanied President Bush on a secret trip to Baghdad.

During the Clinton administration, King conducted an exclusive joint interview with President Bill Clinton and Prime Minister Tony Blair in Birmingham, England in May 1998. He also had the only one-on-one interview with President Clinton during his historic 2000 trip to Vietnam. King also was CNN's lead reporter covering Vice President Al Gore in the closing weeks of the 2000 campaign and during the post-election recount controversy.

In addition to his domestic reporting, King covered a number of major international events, including the first Persian Gulf War, the U.S. military operation to restore the Aristide government to Haiti and the inauguration of Nelson Mandela as president of South Africa.

He was among the first correspondents to report in 1991 from a liberated Kuwait and received the top-reporting prize for his coverage of the 1991 Gulf War from the Associated Press Managing Editors' Association.

Before CNN, King was for 12 years an Associated Press correspondent, working in Rhode Island and Boston before transferring to Washington after the 1988 election. As chief political correspondent, King led The AP's 1992 and 1996 presidential election coverage. During his AP tenure, King broke several major political stories, including Michael Dukakis' selection of Lloyd Bentsen as his running mate in 1988 and Clinton's selection of Al Gore in 1992.

King is a native of Boston and earned a bachelor's degree in journalism from the University of Rhode Island. He also has been awarded honorary doctorate degrees from URI and Hobart and William Smith Colleges.

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Karl Rove

Political Strategist

Breakfast with John King and Karl Rove: How Trade and the Elections Could Impact the Aftermarket

Tuesday, Oct. 30, 7 a.m. – 8:45 a.m., PDT, Palazzo Ballroom, 5th Floor, The Venetian

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During his keynote address, Karl Rove will focus on the global impact of President Donald Trump's imposed and proposed tariffs, as well as how tariffs potentially levied by foreign countries may impact U.S. businesses.

Rove served as senior advisor to President George W. Bush from 2000 - 2007 and deputy chief of staff from 2004 - 2007. At the White House, he oversaw the Offices of Strategic Initiatives, Political Affairs, Public Liaison and Intergovernmental Affairs, and coordinated the White House policy-making process.

Rove has been described by respected author and columnist Michael Barone in *U.S. News & World Report* as "...unique...no Presidential appointee has ever had such a strong influence on politics and policy, and none is likely to do so again anytime soon." *Washington Post* columnist David Broder has called Rove a master political strategist whose "game has always been long term...and he plays it with an intensity and attention to detail that few can match." Fred Barnes, executive editor of *The Weekly Standard*, has called him "the greatest political mind of his generation and probably of any generation... He knows history, understands the moods of the public, and is a visionary on matters of public policy."

Rove writes a weekly op-ed for the *Wall Street Journal* and is a *Fox News* Channel contributor. He is the author of the New York Times best seller, *Courage and Consequence*. His latest book is *The Triumph of William McKinley: Why the Election of 1886 Still Matters*.

A Colorado native, he attended the University of Utah, the University of Maryland-College Park, George Mason University, and the University of Texas at Austin.

AAPEX 2018 LEADERSHIP BIOS



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Bill Harvey

President and CEO
Auto Care Association

William J. "Bill" Harvey is president and CEO of the Auto Care Association, which represents the entire \$381 billion independent automotive aftermarket supply chain.

Since becoming president and CEO on Dec. 1, 2015, Harvey has structured the association under five core pillars, including the advancement of data and technology usage in the auto care industry, and the alignment of his team in order to meet both current and future needs of the Auto Care Association membership. On a daily basis, Harvey utilizes his prior professional experience in the areas of

marketing, sales, product management and pricing to prioritize evaluating the needs of an evolving industry and providing the benefits and legislative representation that members seek.

Most recently, Harvey served as senior vice president of the Automotive Aftermarket Suppliers Association (AASA), a division of the Motor Equipment Manufacturers Association (MEMA), beginning in 2012. At AASA, he managed their headquarters operations while advocating for North American parts manufacturers to the auto care industry, federal and state government agencies, and the business community.

Harvey has spent his entire 30+ year career in the aftermarket. After earning his bachelor's degree in mass communications and public relations at St. Bonaventure University, he began his career as a field sales representative with Tenneco Automotive and progressed through increasingly more responsible positions in product management and marketing within the company. He finished his career at Tenneco as the Ride Control Product Director, where he led the product and marketing teams for North America. Harvey then became the first marketing director for FleetPride®, where he developed and executed a strategic marketing and branding plan integrating 37 separately-owned companies into what is now the nation's largest independent heavy-duty parts distributor.

Harvey went on to become vice president, marketing, Dorman Products, Inc., where he led initiatives to rebrand the company, and developed the OE Solutions® brand which provides the independent aftermarket solutions that were previously only available at the OE dealer. Harvey then became vice president, sales and marketing, Schaeffler Group USA, leading the North American aftermarket team while developing and implementing a new company strategic direction, transitioning its sales and product focus from co-man to direct sales.

Harvey served as chairman of the Auto Care Association Marketing and Communications Committee and was staff liaison for the Brake Manufacturer's and Marketing Executive's councils while at AASA.

Harvey was awarded the Northwood University Educator of the Year Award in 2014, and serves on The University of The Aftermarket Foundation, The Automotive Aftermarket Charitable Foundation (AACF) and The Coalition for Automotive Repair Equality (CARE) boards.

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Bill Long

President and Chief Operating Officer
Automotive Aftermarket Suppliers Association (AASA)

Executive Vice President
MEMA Government Affairs

Bill Long, is president and chief operating officer of the Automotive Aftermarket Suppliers Association (AASA), the light vehicle aftermarket division of the Motor & Equipment Manufacturers Association (MEMA), which exclusively serves and represents North American aftermarket product manufacturers. He also serves as Executive Vice President Government Affairs for MEMA, representing the business interests of all four MEMA divisions (AASA; OESA, HDMA and MERA).

Long is a respected and highly recognized industry leader with more than 30 years of automotive experience in all sectors of the automotive industry.

Prior to joining AASA in 2012, Long served as president of Long Strategies LLC and as managing partner of BC Partners LLC, providing strategic planning, brand relevance and leadership services to the automotive industry.

Long is most recognized for his 25 years at Echlin/DANA leading the company's Engine Management Division and as Executive Vice President, North American Operations for Proliance International, a leading manufacturer of temp control and heat exchange products.

Long is also well-known in motor sports circles where he served as a corporate officer for NASCAR in Daytona Beach and as a top executive for the IndyCar Series and the Indianapolis Motor Speedway.

Long serves on the board of the National Automotive Service Task Force (NASTF) and as member of the Northwood University Automotive Aftermarket Advisory Board and the Automotive Aftermarket Charitable Foundation Board. Long is also a past chairman of the National Car Care Council.

Long was awarded the prestigious MEMA Triangle Award and Northwood University's Automotive Aftermarket Management Education Award, both recognizing his work in educating federal lawmakers and serving as a technical expert on issues concerning the industry's access to vehicle on-board diagnostics and repair information. Long was honored with the Jack Arute Sr. Excellence in Motorsports Award for his contribution and dedication to the motorsports industry.

TECHNOLOGY AT AAPEX 2018



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In addition to exploring all of the exciting technology on the show floor and technology-focused AAPEXedu sessions, aftermarket professionals will find even more current and future technology in three distinctive areas at AAPEX 2018:

AAPEX MOBILITY GARAGE

This year, Mobility Garage (formerly Mobility Park) will be located inside and adjacent to the Venetian Ballroom and the Level 2 Exhibit Hall in the Bellini and Titian Ballrooms. It will feature underhood demonstrations and Shop Equipment and Technology training, presented by AVI, and Electric Car and Alternative Fuel/Energy training and demonstrations, presented by the National Alternative Fuels Training Consortium (NAFTC). Training will run throughout the event, including hands-on demos and one-on-one interactions with exhibitors in this forward-focused area.

AAPEX TECHNOLOGY OF TOMORROW

Technology of Tomorrow will offer an exclusive sneak peek at product innovations not yet available in the aftermarket. Exhibitors will demonstrate innovative automotive technology through an interactive interface, such as virtual reality, simulators, live vehicles, and more. The AAPEX Technology of Tomorrow section will be located in Upper Level 2 in the Venetian Hotel Ballroom.

LET'S TECH

Technology experts will give "TED Talk-style" presentations every hour on the Let's Tech stage. These 20-minute presentations will show how new technology works and how it benefits automotive aftermarket businesses. Whether focusing on new products, new tools or new vehicle technology, all of the presentation content is new and relevant to the future of the industry, but does not pitch specific products.

#AAPEX18 SOCIAL MEDIA AND AAPEX TV



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For the latest news about the many new programs underway for this year's event, follow AAPEX at **#AAPEX18** on social media and watch our monthly videos on **AAPEX TV** (www.aapextv.com).



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For more information and to schedule interviews or media tours, contact:

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