

AAPEX Keeps You Connected to the Aftermarket

Get the Latest Insights

Catch up with the latest automotive aftermarket insights on the AAPEX Blog. With new blog posts every other week, you'll stay up to date with industry experts and groundbreaking technology. Previous blog post topics included technology developments, trade in the automotive aftermarket, developments in automated vehicles, and international trends. In two recent posts, Bill Long, President & CEO, MEMA and President & COO, AASA and Bill Hanvey, President and Chief Executive Officer, Auto Care Association, discuss the direction of the aftermarket, and ways you can prepare to face the changes ahead.

In his post, "The State of the Automotive Aftermarket ... and AAPEX", Long focuses on the transformation of the automotive aftermarket through time and examines the direction in which the industry is headed. As he pays tribute to the fathers of the aftermarket, pointing out that we would not be where we are today if it wasn't for their dedication and hard work, his focus is on the future, and he urges everyone involved in the industry to understand the magnitude of change and innovation. The fact is that the rate of change in the automotive aftermarket is unprecedented, and keeping up with the new technology has never been so

crucial. But with the extensive creation and adoption of new technology, there is also abundant opportunity. In fact, according to a study conducted by AASA along with PwC's Strategy®, about 36% of growth in market size is projected to come from technology that is not yet developed. What does that mean for those involved in the aftermarket? Long mentions that now is the time to prepare, to adjust, and to position themselves for the opportunities ahead. His recommendations to keep up with all this change? For one, come to AAPEX.

"In my opinion, at no time in our history has AAPEX been more important to our industry and our future" Bill Long, President & CEO, MEMA and President & COO, AASA

Hanvey is also focused on the change ahead. He outlines actions anyone in the aftermarket can take to positively impact the industry in his blog post, "The Top Three Transformative Automotive Aftermarket Changes Requiring Your Action at AAPEX 2019". So, what are the top three transformative changes in the aftermarket? The first is about access to telematics and vehicle data. Currently, only vehicle manufacturers have access to this data. According to IHS Markit research, by 2022, 87% of



Bill Long



Bill Hanvey

vehicles will be equipped with telematics in the U.S., so having access to this data will be essential to making informed business decisions. Hanvey suggests educating vehicle owners about this issue and encouraging them to petition at yourcaryourdata.org. The second change is regarding tariffs and trade, and their impact on business. Since a 25% tariff on auto parts could lead to a reduction in 17,800 jobs in the auto parts manufacturing sector alone, Hanvey urges those in the aftermarket to ensure their voice is heard by reaching out to legislators. The third change is the seismic shift in e-commerce. Hanvey recommends coming to AAPEX to learn how to take advantage of this shift. In fact, all three topics will be addressed at AAPEX 2019, and Hanvey invites you to join the rest of the aftermarket to craft the future of the industry.

"Whether it's industry advancements in technology, leading the charge on vehicle data access, or new industry trends and data, you can trust that AAPEX is the place to keep you ahead of the curve, paving the road of our global future ... every day." Bill Hanvey, President and Chief Executive Officer, Auto Care Association.

Read the full blogs now at aapexshow.com/blog.

AAPEX 2019 Tuesday, November 5 – Thursday, November 7
Sands Expo, Las Vegas, Nevada

Registration opens in April! Visit aapexshow.com for more information.

Stay Current With AAPEX TV-360

Another great resource to stay informed on current trends, policies, and issues concerning the automotive aftermarket is AAPEX TV-360. In a recent episode, Aaron Lowe, Senior Vice President of Regulatory and Government Affairs at Auto Care Association, shares his insights on vehicle data and access, a key topic that emerged with developing technology. According to Lowe, while there is a large amount of vehicle data available at this time, it is currently only available for new car manufacturers. This data carries a lot of important information that would benefit everyone in the automotive aftermarket and would serve to improve efficiency of the supply chain. Lowe and others in the industry are working to make this information available to the remaining aftermarket, both from a technical and public policy standpoint. Lowe also shares that Auto Care has filed a petition for an exemption on the recent Digital Millennium Copyright Act, which may prohibit consumers and independent shops from accessing or repairing parts with embedded software. The petition requests an exemption that would allow consumers and third parties to work on parts with embedded software.

Follow AAPEX TV-360 to receive updates on this topic, and check out other interviews of leaders in the aftermarket industry offering insights that will help you get ahead at aapextv.com.

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In the AAPEX Attendee Newsletter, you'll find all the details about AAPEX 2019 — registration information, housing, new products, AAPEXedu, networking events and more. In the AAPEX Exhibitor Newsletter, you will learn about exhibiting at AAPEX, important deadlines, and maximizing your presence at AAPEX 2019. Make sure you're in the know at aapexshow.com.



Book the Hotel You Want Now

When almost 162,000 aftermarket professionals gather in Las Vegas for AAPEX and the SEMA Show, the best hotel deals go fast. Book your room now in the AAPEX room block through onPeak,* AAPEX's official housing partner, to make sure you get the hotel you want at the best rate.

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Connect with the community of individuals who are as passionate about the automotive aftermarket as you are on AAPEX social media. Here you can talk shop, participate in the latest industry conversations, share insights, and get ideas. You can also keep up with all the latest happenings using the hashtag #AAPEX19.

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AAPEX 2018 Stats

Over **\$1 TRILLION** automotive aftermarket global industry



51,000+ Target buyers

21% International target buyers



2,500+ Exhibiting companies



126 Countries represented by international target buyers



AAPEX is a trade-only event and is not open to the general public. AAPEX represents the more than \$1 trillion global automotive aftermarket industry, and is co-owned by the Auto Care Association and the [Automotive Aftermarket Suppliers Association \(AASA\)](http://Automotive Aftermarket Suppliers Association), the light vehicle aftermarket division of the Motor & Equipment Manufacturers Association (MEMA). For more information, visit www.aapexshow.com or e-mail: info@aapexshow.com. On social media, follow AAPEX at #AAPEX19.

Visit our website aapexshow.com

SAVE THE DATE

AAPEX

2019

NOVEMBER 5-7

You put your heart and soul into your work every day. But the automotive aftermarket moves fast, and staying competitive requires keeping up with the industry. At AAPEX, you'll see the new-to-market products, emerging technology, and will get practical training to handle whatever rolls into your shop. Whether you sell or distribute auto parts or are responsible for the maintenance of vehicles, you need AAPEX to stay ahead of the curve. Mark your calendar to make sure you don't miss out on AAPEX 2019!

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