

AAPEX 2019

WHAT DRIVES YOU



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AAPEXSHOW.COM

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SCOTT RICHMOND

Sales Manager

SAE Warehouses, Sioux Falls, South Dakota

What do you and your company do? We are a traditional 3-step distributor with 50 company locations doing business in the upper Midwest. I am the sales manager.

How long have you been in your position, business? I have been in the business 40 years, all with SAE/Sturdevant's Auto Parts. I have been in my current position for the last 16 years.

How many employees are at your business? We currently employ approximately 470 companywide.

What are the main challenges to running your business and doing your job? The main challenge is finding quality people to fill the positions of an aging management team and work force.

How long have you been coming to AAPEX? Every year since 2001, a few times on and off before that.

What do you like about AAPEX? Number one would be new products. A close second would be the opportunity to meet with people face to face to discuss any issues or opportunities. The education classes are also something I believe is important but hard to attend with such a busy schedule.

What are you looking forward to this year at AAPEX? Seeing what's new and getting together with friends in the industry both old and new.

What would you tell someone about AAPEX who has never been? There is nowhere I have ever been that you have this many vendors and buyers in one place. Almost anything of interest in the Auto Care Industry is here on display. I think AAPEX is especially helpful for folks in the service side of the business.

What was your first car? 1962 Ford Fairlane 500.

Favorite car part? Engine, My Dad was a Machinist, that's how I got my start in the business.