

# AAPEX 2019 FACT SHEET



**NOVEMBER 5-7, 2019**  
Las Vegas, NV | Sands Expo  
[AAPEXSHOW.COM](http://AAPEXSHOW.COM)

**MEDIA CONTACT: MONICA BUCHHOLZ**  
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## OFFICIAL NAME: Automotive Aftermarket Products Expo (AAPEX)

**DESCRIPTION:** AAPEX represents the more than \$1 trillion global automotive aftermarket industry and features 2,500 exhibiting companies and 5,500 booths. An extensive AAPEXedu includes Let's Tech presentations, Mobility Garage underhood and alternative fuel training, and interactive sessions on technology, international trade, the outlook for 2020 and more. Approximately 48,000 targeted buyers and more than 162,000 automotive aftermarket professionals from nearly 126 countries are projected to be in Las Vegas during AAPEX and the SEMA Show.

**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).

**2019 DATES & LOCATION:** Tuesday, Nov. 5 through Thursday, Nov. 7, at the Sands Expo in Las Vegas, Nevada, USA.

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

## FUTURE DATES:

### AAPEX 2020

Tuesday, Nov. 3 - Thursday, Nov. 5  
Sands Expo | Las Vegas, Nevada, USA

### AAPEX 2021

Tuesday, Nov. 2 - Thursday, Nov. 4  
Sands Expo | Las Vegas, Nevada, USA

# AUTOMOTIVE AFTERMARKET INDUSTRY ANALYSIS



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The **536,000** 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 280 million cars and trucks on the road today.

## GLOBAL STATISTICS

- More than **\$1 TRILLION** global automotive aftermarket industry
- Approximately **1.3 BILLION** vehicles on the road

## U.S. STATISTICS

- **\$392 BILLION** U.S. automotive aftermarket industry (includes heavy duty)
- The aftermarket industry grows at an average of **3.4%** 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 2022, experts predict there will be more than 87% of connected vehicles that will generate **\$14.5 BILLION** in revenue in automotive data assets
- Represents **2.9%** of total U.S. employment
- Motor vehicle parts suppliers are the largest sector of manufacturing jobs in the U.S.: **871,000 DIRECT JOBS** and total employment impact of **4.26 MILLION JOBS**
- Average wages and benefits = **\$80,000**
- Average age of vehicles = **11.8 YEARS**
- Vehicles 16 years or older will increase **22%** by 2023
- **221 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.
- **27,601** parts classifications represent more than **14,957** brands in the industry
- **264,993** retail parts outlets
- e-Tailing, or parts sold over the Internet, is projected to reach a CAGR of **9%** in the DIY and **10%** in the DIFM markets for the 2017-2020 period.
- **896,500** technicians

Sources: Auto Care Association Factbook 2019. Full report available at [www.autocare.org](http://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](http://www.mema.org). AASA and Auto Care Association 2018 Joint Channel Forecast Model, conducted by IHS Markit, more information at [www.aftermarketsuppliers.org](http://www.aftermarketsuppliers.org) and [www.autocare.org](http://www.autocare.org). Also cited: IHS 5 Trends in 5 Minutes and AASA Aftermarket Size & Forecast Report (2018).

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# LEADERSHIP BIOS



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## **BILL HANVEY**

**President and CEO**

Auto Care Association

William J. "Bill" Hanvey is president and CEO of the Auto Care Association, which represents the entire \$392 billion independent automotive aftermarket supply chain.

Since becoming president and CEO on Dec. 1, 2015, Hanvey 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, Hanvey 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, Hanvey 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.

Hanvey 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. Hanvey 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.

Hanvey 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. Hanvey then became vice president, sales and marketing, Schaeffer 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.

Hanvey 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.

Hanvey 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 Executive Officer**

Motor & Equipment Manufacturers Association (MEMA)

### **President and Chief Operating Officer**

Automotive Aftermarket Suppliers Association (AASA)

Bill Long is president and chief executive officer of the Motor & Equipment Manufacturers Association (MEMA) and president and chief operating officer of the Automotive Aftermarket Suppliers Association (AASA), the light vehicle aftermarket division of MEMA,

which exclusively serves and represents North American aftermarket product manufacturers.

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.

# #AAPEX19

## SOCIAL MEDIA, AAPEX TV AND THE AAPEX BLOG



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For the latest news about the many new programs underway for this year's event, follow AAPEX at #AAPEX19 on social media, watch our monthly videos on **AAPEX TV-360** ([www.aapextv.com](http://www.aapextv.com)) and read our **AAPEX Blog** on the AAPEX website ([www.aapexshow.com/blog](http://www.aapexshow.com/blog)).



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

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