

# FACT SHEET



**NOVEMBER 2-4, 2021**  
LAS VEGAS, NV | SANDS EXPO & CAESARS FORUM  
AAPEXSHOW.COM | #AAPEX21

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

**DESCRIPTION:** AAPEX represents the more than \$2 trillion global automotive aftermarket industry and historically features 2,500 exhibiting companies representing 44 countries. Exhibitors display their latest products, services and technologies that keep the world's 1.4 billion vehicles on the road. The show floor has previously included 6,100 booths and 33 pavilions, occupying 610,000 net square feet of exhibit space. An extensive education program features advanced technical and business management training on a range of topics including alternative fuel vehicles, diagnostics, telematics, advanced driver assistance systems (ADAS), underhood and undercar service, international trade, the outlook and trends for 2021 and more. Historically, approximately 49,000 targeted buyers from 114 countries attend AAPEX, with more than 163,000 automotive aftermarket professionals in Las Vegas during AAPEX and the SEMA Show.

**NEW FOR 2021:** Level One of the Sands Expo is being transformed into Repair Shop HQ, an immersive environment designed to meet the needs of today's service professional. As part of this addition, the expanded Tool and Equipment section and the Mobile Heat Transfer/Heating/Air Conditioning section are relocating to Level One. This area also will feature a new dedicated Tire section; Joe's Garage, a built out shop on the show floor with six bays that simulate a real shop environment; three training theaters; and a Diagnostics/Telematics area. Level Two will feature Automotive Aftermarket Central to showcase the inventory that service and repair professionals, retailers and warehouse distributors need to meet customer demand and to keep cars on the road. This year, AAPEX will expand into the new Caesars Forum Conference Center, which will house some of the many International Pavilions at the event. Just a short walk from the Sands Expo, Caesars Forum Conference Center is easily accessible by crossing a new short footbridge.

**AAPEX FEATURED SECTIONS:** Dedicated areas on the show floor focus on Alternative Fuel, Diagnostics/Telematics, Tires and International. Additional sections include: AAPEX Technology of Tomorrow, Automotive Technology, Aftermarket Warehouse Distributors Association (AWDA), Import Vehicle Community, Mobile Heat Transfer/Heating/Air Conditioning, Paint, Body and Equipment, Remanufacturing, and Tool and Equipment.

**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).

**ATTENDEES:** AAPEX attendees include auto parts retailers, auto parts warehouse distributors, auto parts program groups, jobbers, independent repair shops, national service chains, vehicle dealers, engine builders, fleet buyers, paint and body personnel, and automotive aftermarket industry leaders and innovators.

**EXHIBITORS:** AAPEX exhibitors offer products and services in more than 70 categories, including:

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

## FUTURE DATES:

### AAPEX 2022

**Tuesday, Nov. 1 – Thursday, Nov. 3**

Sands Expo & Caesars Forum Conference Center  
Las Vegas, Nevada, USA

### AAPEX 2023

**Tuesday, Oct. 31 – Thursday, Nov. 2**

Sands Expo & Caesars Forum Conference Center  
Las Vegas, Nevada, USA

# AUTOMOTIVE AFTERMARKET INDUSTRY ANALYSIS - 2021



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While 2020 clearly had significant challenges, the U.S. automotive aftermarket industry was deemed essential in March and has a history of resiliency during economic crises. Already, there are positive indicators that the automotive aftermarket will bounce back from the pandemic and grow 12% in 2021.

More than 539,000 businesses comprise the U.S. automotive aftermarket industry and 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 **290 MILLION vehicles** (including light vehicles, medium and heavy duty) on the road today.

## GLOBAL STATISTICS

- More than **\$2 TRILLION** global automotive aftermarket industry
- Approximately **1.4 BILLION** vehicles on the road

## U.S. STATISTICS

- Projected for 2022, **\$448 BILLION** U.S. automotive aftermarket industry (includes heavy duty)
- The aftermarket industry is forecast to bounce back from the pandemic and grow **12%** in 2021
- **2.5%** of the U.S. GDP generated by motor vehicle parts manufacturers
- Vehicle parts suppliers manufacture **77%** of the value in today's cars
- The value of aftermarket parts sold in the U.S. in 2020 was **\$170 BILLION**.
- By 2030, **95%** of new vehicles sold globally will be connected and are estimated to deliver revenue up to \$400 billion.
- Represents **3.2%** of total U.S. employment
- Motor vehicle parts suppliers are the largest sector of manufacturing jobs in the U.S.: **907,164. DIRECT JOBS** and total employment impact of **4.8 MILLION JOBS**.
- **914,200** technicians
- Average wages and benefits for a direct vehicle supplier manufacturer = **\$80,000**
- Average age of vehicles = **11.9 YEARS** and expected to increase
- Vehicles in aftermarket "sweet spot" 6-11 years of age are projected to increase **13%** by 2026.
- **227 MILLION** licensed drivers
- DIFM (do it for me) professional sales accounts for **79.7%** of total auto care sales while the DIY (do it yourself) segment sales account for 20.3% of the total industry.
- **OVER 32,000** parts classifications represent more than **16,000** brands in the industry
- **266,380** retail channel outlets
- e-Tailing through pure playetailers such as Amazon (not including websites of retailers such as AutoZone) is projected to grow at a compounded annual growth rate of **8.6%** between 2018 and 2023.

*Sources: Auto Care Association Factbook 2021. 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 (February 2021), more information at [www.mema.org](http://www.mema.org). AASA and Auto Care Association 2019 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). AASA Aftermarket Size & Forecast Report (2020). Also cited: IHS 5 Trends in 5 Minutes; IHS Markit Economics.*

# LEADERSHIP BIOS



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## BILL HANVEY

### PRESIDENT AND CEO

Auto Care Association

Bill Hanvey, MAAP, is president and CEO of the Auto Care Association, which represents the entire supply chain of the independent automotive aftermarket. Before becoming president and CEO on Dec. 1, 2015, Hanvey served as senior vice president of the Automotive Aftermarket Suppliers Association (AASA) since 2012. At AASA, he advocated for North American parts manufacturers to the auto care industry, federal and state government agencies and the business community.

Hanvey has spent his entire 35-plus-year career in the aftermarket. After earning his bachelor's in journalism at St. Bonaventure University, Hanvey began his career with extensive field sales experience and increasing management roles at Tenneco Automotive. Hanvey then became marketing director of FleetPride, where he developed and executed a strategic marketing plan integrating 37 separately-owned companies into what is now the largest independent heavy duty parts distributor.

Hanvey went on to become vice president of marketing at Dorman Products, Inc., leading creative and data services, trade marketing and product communications, doubling sales of "OE dealer exclusive" parts, sold under the Dorman brand. Hanvey then became vice president of sales and marketing at 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.

Throughout his career, Hanvey has served the industry in multiple volunteer roles serving as chairman of the Auto Care Association Marketing and Communications Committee from 2009-2012, and as the staff liaison for the Brake Manufacturers Council and the Marketing Executives Council while at AASA. Hanvey worked within the industry to develop a Memorandum of Understanding (MOU) with the Environmental Protection Agency (EPA) that seeks to reduce the content of copper in brake pads.

In his current role, Hanvey has transformed the Auto Care Association by focusing on team development, grassroots advocacy and providing data back to the industry to enable better business decisions.

Hanvey was awarded the AWDA Mort Schwartz outstanding industry leadership award in 2020, is the past recipient of the Northwood University Educator of the Year and serves on the board of directors for the Automotive Aftermarket Charitable Foundation, the University of The Aftermarket Foundation and the St. Bonaventure Alumni board.

Hanvey is a sought-after speaker who provides valuable insight into the auto care industry to both internal and external audiences.

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## PAUL T. McCARTHY

### **PRESIDENT AND CHIEF OPERATING OFFICER**

Automotive Aftermarket Suppliers Association (AASA)

Paul McCarthy assumed the position of president and chief operating officer of Automotive Aftermarket Suppliers Association (AASA), the light vehicle aftermarket division of the Motor & Equipment Manufacturers Association (MEMA), in July 2019. As AASA's top executive, he is focused on its mission – to champion the aftermarket industry and the business interests of its members – and its vision to support a high-growth, profitable, innovative and influential aftermarket supplier industry.

McCarthy comes up through AASA's top leadership. He served nearly three years as second in command and executive vice president to AASA's previous president and COO Bill Long, who in February 2019 was named president and chief executive officer of MEMA, the parent organization of AASA, Heavy Duty Manufacturers Association (HDMA), MERA - the Association for Sustainable Manufacturing and Original Equipment Suppliers Association (OESA). McCarthy also served as senior vice president, strategy, for MEMA. In this role, he reported to MEMA's CEO and his responsibilities included leading strategic and business planning; formulating and executing strategic initiatives; board management; and leading MEMA's industry analysis and thought leadership efforts.

McCarthy has a quarter century's experience in the automotive industry. Prior to joining MEMA, McCarthy led the Automotive and Industrial Products Strategy Practice at PricewaterhouseCoopers (PwC). He consulted at dozens of automotive suppliers, eight of the top ten global automakers, and at private equity firms and financial institutions. He was PwC's leading global automotive industry subject matter expert, and his analysis has been cited in The Financial Times, Wall Street Journal, Bloomberg, Reuters, Handelsblatt, Frankfurter Allgemeine, Les Echos, Automotive News and other publications.

McCarthy's areas of expertise include team and business leadership, strategic and business planning, M&A strategy and strategic due diligence, market forecasting, market entry strategy, competitive assessment, product planning, location selection and technology projections.

His past leadership roles include heading PwC Germany's Automotive Strategy advisory practice and leading global forecasting and analysis for a prominent vehicle forecast service, Autofacts.

McCarthy has an MBA from Duke University's Fuqua School of Business, where he was awarded the Fuqua Scholar designation. He has a B.A. from the University of Delaware.

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For the latest news about the many new programs underway for this year's event, follow AAPEX at #AAPEX21 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/aapex-blog](http://www.aapexshow.com/aapex-blog)).



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# MEDIA CONTACT



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