

## What Drives AAPEX

### Check out highlights from AAPEX 2019

The industry is thriving, and nowhere was that more apparent than at AAPEX 2019 in Las Vegas. Aftermarket professionals explored what's now and what's next in the automotive aftermarket, sharpened their skills, and built partnerships they can rely on in the coming year and beyond.

More than 2,500 exhibitors represented 1,295 product categories on the exhibit floor, and 600+ vendors were exhibiting at AAPEX for the very first time! But new product discovery didn't stop there. Attendees saw the best from the past year in the New Product and Packaging Showcases, and previewed prototypes and products to come in AAPEX Technology of Tomorrow.

AAPEXedu provided up-to-the-minute industry insights to help attendees drive their businesses forward. The hot session topics included "5 Trends in 5 Minutes—Key Trends Impacting the North American Automotive Aftermarket," "Trade, Regulation and Other Policies Impacting Your Business," and "Recruiting and Retaining the Next Generation of Top Talent."

Mobility Garage – Products and Training for Tomorrow drew crowds for hands-on training and relevant education sessions in two categories, and Let's Tech presented 20-minute talks geared toward the future of the industry in sessions like "Com-



municating with Today's Customers," "Nano-Technology and the Future of Lubrication," and "VehicleMRI Technology: Become More Efficient and Profitable!"

The AAPEX Virtual Vehicle Challenge only got better in its second year! Professionals virtually installed parts in a vehicle and competed for the best time. New this year, created cars were chosen to race on the new Virtual Vehicle Track, offering participants even more excitement. Daily winners won complimentary registration and housing for up to four nights for AAPEX 2020.

Throughout the week, automotive aftermarket professionals also had the opportunity to build powerful connections with their global community at various networking events.

## AAPEX 2019 in a Nutshell

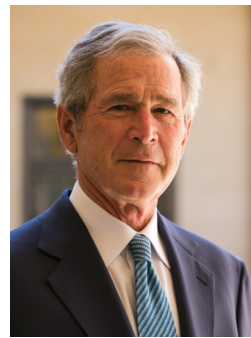


The automotive aftermarket is a more than \$1 trillion industry, and AAPEX brings together every aspect, like no other event. This year there were more than 2,500 exhibiting companies and 5,500 booths displaying the latest products, services and technologies, and more than 48,000 AAPEX targeted buyers were expected to attend. The energy was palpable as professionals explored the latest innovations, connected over similar challenges, and tested their skills in a friendly competition at the AAPEX Virtual Vehicle Challenge. AAPEXedu sessions provided insights into trending topics in the industry. More than 235 new products and 40 packaging entries were displayed at the New Product and Packaging Showcases, and other new highly anticipated products launched throughout the event. All of these are available in the Product Plus magazine at [aapexshow.com](http://aapexshow.com). Approximately 162,000 automotive aftermarket professionals from 126 countries were projected to be in Las Vegas during AAPEX and the SEMA Show, creating the perfect environment for networking and talking shop.

# AAPEX 2020

Tuesday, November 3 –  
Thursday, November 5  
Sands Expo, Las Vegas, Nevada

# An Executive Conversation



President George W. Bush

At the Grand Opening Keynote Breakfast, Bill Harvey and Paul McCarthy discussed the state of the aftermarket industry. Harvey, president and CEO of the Auto Care Association, and McCarthy, president and COO of the Automotive Aftermarket Suppliers Association (AASA), shared highlights from the Your Car. Your Data. Your Choice. campaign, that both associations jointly support; efforts that the aftermarket communities across the country took in the last year to advocate for the industry; and unveiled exciting evolutions to come for AAPEX 2020. A very Special Guest then took the stage for “An Exclusive Conversation with President George W. Bush: The Challenges Facing Our Nation in the 21st Century and the Power of Freedom.” Bill Rhodes, chairman, president and chief executive officer of Customer Satisfaction for AutoZone had the honor of joining President Bush for a fireside chat. President Bush discussed his eight years in the Oval Office, the challenges facing the nation in the 21st century, and the power of freedom.

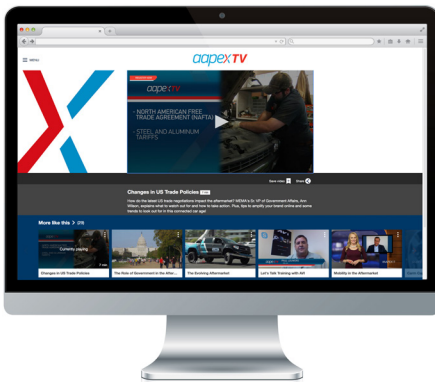


## AAPEX Blog & AAPEX TV-360

AAPEX offers rich resources to drive your business forward. Keep up to date on the latest automotive aftermarket insights from industry experts in the AAPEX blog. Catch up in posts like “Insights from an Industry Outsider Turned Shop Owner,”

“Alternative Fuel Vehicles and the Automotive Aftermarket,” and “Automotive Aftermarket Industry Hiring and Retention Insights” at [aapexshow.com/blog](http://aapexshow.com/blog).

You can also stay informed on the current trends, policies, and issues concerning your industry on AAPEX TV-360 at [aapextv.com](http://aapextv.com). The most recent episode presents highlights from AAPEX 2019. Other topics include solutions for the technician shortage, access to telematics data, and the latest on trade, government regulations, and regulatory challenges.



## Service Professionals Day

Thursday at AAPEX was dedicated to service professionals in the automotive aftermarket. Service pros participated in hands-on training and learned to use new technology to grow their shops. In sessions such as “Service Professionals Summit – Aftermarket 2030: Consolidation Trends, Opportunities, and Challenges for the Independent Service Professional” and the ADAS Forum, pros picked up critical insights into legal considerations, vehicle security and the impact to vehicle diagnostics for the aftermarket, the importance of training and how to talk to customers about ADAS. As one ADAS presenter said, “I see an opportunity for the shops to conduct consumer training events and more. Most [customers] don’t even know these are part of the vehicle.”

## 2020 Aftermarket Outlook

Attendees glimpsed at the future with Nathan Shipley, Executive Director and Industry Analyst for The NPD Group’s Automotive Aftermarket division. This forward-looking AAPEXedu session covered what’s trending now in the e-commerce channel and the consumer attitudes that represent opportunities for growth. One of the key takeaways is that customers expect Amazon-like efficiency. Whether it’s simplifying your website to reduce clicks for customers to reach their end goal, or the process in your shop for a customer to get their vehicle repaired, Shipley stresses the importance of “removing friction from the transaction between you and your consumer”. Other insights included that while people are driving less on a day-to-day basis with services like Netflix and Door Dash, they’re driving more on vacations, choosing to spend disposable income on travel. Shipley remains positive about the aftermarket performance in the next few years, stating that all the big-picture economic factors are all strong and moving in the right direction.

## New Product and Packaging Showcases

AAPEX 2019 debuted hundreds of groundbreaking new products and packaging all released within the past year in a variety of categories. Check out the winners recognized at the showcase awards:

### New Product Showcase Winners:

- *Accessories & General Merchandise:* Erickson Mfg. Ltd. - ERICKSON BOX BUDDY
- *Appearance Chemicals & Car Care:* Niteo Products - OZIUM® Odor Eliminating Fogger
- *Automotive Lighting:* Tungsram (U.S.) LLC, formerly GE Lighting - Nighthawk LED Sealed Beams
- *Business Tools & Services:* Automotive Data Media - AutomotiveTechInfo.com
- *Chemicals, Lubricants & Filters:* ITW Global Brands - The Right Stuff® 90 Minute Grey Gasket Maker
- *Hard Parts:* Cloyes Gear & Products, Inc.- Cloyes Variable Valve Timing Chain Kits
- *Safety:* Continental Corporation - REDI-Sensor SE10005 TPMS Sensor
- *Technology:* Car Keys Express - Car Keys Express - Key App
- *Tools & Equipment:* Master Magnetics - Magnetic Tool Mats

### New Packaging Showcase Winners:

- *Environmental Impact:* Lucas Oil Products, Inc. - Lucas Oil Bag In A Box
- *Innovation:* Plews & Edelmann - K6 High Pressure Air Hose by Amflo
- *Marketing:* American Manufacturing Co - BUG OFF Windshield Washer Fluid MINI BOTTLE 6 PACK
- *Performance:* Berryman Products, Inc. - Berryman Air Intake & Throttle Body Cleaner
- *Protection:* Car Keys Express - Replacement Car Remote Carton



## Mobility Garage – Products and Training for Tomorrow

Technicians, shop owners, and other buyers sharpened their skills in this hands-on, technology-driven learning experience. Mobility Garage – Products and Training for Tomorrow featured training programmed by AVI, NAFTC, RLO Training, and NASTF, and introduced new products and tools in two dedicated categories: Electric Car & Alternative Fuel/Energy and Shop Equipment & Technology. Exhibitors also showcased their newest products and previewed soon-to-be-released products. Training topics included “Battery Technology and Future Powered Systems,” “How to Stand Out Above the Crowd – Know What Sets You Apart,” and “Steering & Chassis Technology.”

## Stay in Touch on Social Media

Stay in touch with the automotive aftermarket community year-round through social media. Use #AAPEX20 to join the latest conversations!

- Facebook: @AAPEXShow
- Twitter: @AAPEXShow
- Instagram: @aapexshow
- LinkedIn: AAPEX

## Book the Best Room for AAPEX 2020

**ONPEAK** In hotels located near the event, you can strengthen relationships with peers and vendors in the growing automotive aftermarket community. When you book through onPeak,\* the official housing partner of AAPEX, you’ll enjoy not only discounted rates, but also greater access to exhibitors and colleagues off the exhibition floor. Book your room today at <http://bit.ly/378J8iq>.

\*onPeak is the only official housing partner of AAPEX. No other hotel reseller is endorsed by or affiliated with AAPEX, so although others may offer housing for AAPEX, entering into financial agreements with such companies can have costly consequences.

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](http://www.auto-care.org) and the [Automotive Aftermarket Suppliers Association \(AASA\)](http://www.aasa.com), the light vehicle aftermarket division of the [Motor & Equipment Manufacturers Association \(MEMA\)](http://www.motor.com). For more information, visit [www.aapexshow.com](http://www.aapexshow.com) or e-mail: [info@aapexshow.com](mailto:info@aapexshow.com). On social media, follow AAPEX at #AAPEX20.

Visit our website [aapexshow.com](http://aapexshow.com)

# SAVE THE DATE

**AAPEX 2020**

**NOV 3-5**

**LAS VEGAS, NV | SANDS EXPO**

**#AAPEX20**

The automotive aftermarket never takes a year off—neither should you. Only AAPEX provides the new-to-market products, emerging technology, and hands-on training you need to stay ahead of the curve. Whether you service vehicles or sell parts to those who do, mark your calendar to keep moving forward at AAPEX 2020!

**GET NOTIFIED WHEN REGISTRATION OPENS.  
[AAPEXSHOW.COM/ATTENDEE](https://aapecshow.com/attendeer)**