

WE CAN'T WAIT FOR NOVEMBER!

Just as the world has gone through significant changes in the past couple years, the automotive aftermarket has experienced rapid shifts. You've got a lot to manage when it comes to keeping up with things like new technology, a competitive workforce, and a rise in e-commerce. AAPEX gives you a close-up look at all of it. We look forward to coming back together this November, not only to learn and exchange ideas, but to reconnect as a community. It's important to get away from your business to build trust and relationships in person, and this is the perfect place to do that.

We have quite an event planned with new features to make your time in Las Vegas even more valuable. The popular Joe's Garage will now be part of a permanent structure to serve as a working



shop within Repair Shop HQ—and more bays will allow for additional demos. We're bringing back the alternative fuel section, which is critical for the industry and truly an important part of our event. In addition, we're launching a dedicated transmission section and expanding the diagnostic section with a business coaching element to help you get the best ROI. And, of course, we'll have plenty of hands-on training from the pros.



Karyn Schoenbart, Corey Bartlett, Sue Godschalk, Tom Greco, Kevin Herron, Greg Johnson, Bill Rhodes

In the meantime, we're offering a lot of free training leading up to the event at our online training series, with content focused specifically on service and repair needs. [See them all here.](#)

● **Wednesday, June 15 - No Code Drivability Diagnostic Strategies For BMW, Mercedes and VW/Audi**

- A customer complaint might be for stumble, misfire or intermittent lack of power. If there are no codes, it can be challenging to diagnose. For European nameplate vehicles, you need a strategy so you don't waste valuable diagnostic time. We will explore what data PIDs, monitors and tests can help you focus your investigations on BMW, Mercedes and VW/Audi drivability problems.

● **Tuesday, June 28 - Service Advisors: Customer Satisfaction Starts With Communication**

- Your first encounter with a customer is a lasting one – are your service advisors' communication skills up to the task? We'll outline the top tips to ensure that every conversation on the phone,

in person and via text helps set the appointment, confirm the service request, complete the payment, and confirm any follow-up service requirements.

● **Wednesday, September 7 - Navigating the Rapids Ahead**

- The typical repair shop is busier than ever – but what happens when the going gets rough? Many of today's shop owners have never experienced a significant economic downturn. Has your shop prepared to weather any storms that are on the horizon, or have you just been keeping up with current demands? During this webinar you'll hear real shops share a "just in case" safety briefing.

Last year's event was a huge success with the industry coming back together. The Alliance and CARQUEST are bringing thousands of shops and technicians to AAPEX this year. Let's continue that conversation! Are you ready to meet your peers, see what's new, and show your support for the industry? Register now and join us for AAPEX 2022, November 1-3 in Las Vegas.

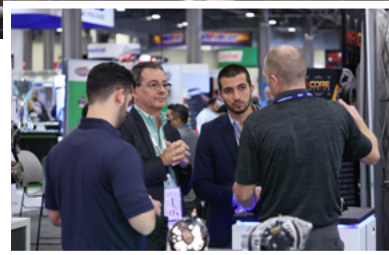
AAPEX 2022 NOVEMBER 1-3, 2022

THE VENETIAN EXPO, LAS VEGAS



REGISTRATION IS NOW OPEN Visit aapexshow.com to learn more.

COME TO WORK, STAY TO PLAY



INFLUENTIAL KEYNOTES TO TAKE THE STAGE

Another reason to join us at AAPEX 2022? The powerful keynote speakers. Join us Tuesday, November 1, 6:30am - 8:45am in the Venetian, Palazzo Ballroom to get perspectives on *Differing Opinions Discussing the 2022 Midterms and Beyond* through a political lens from America's best-known political consultant James Carville and iconic political strategist Karl Rove, this is one event you don't want to miss.

RESERVE YOUR ROOMS NOW

Convenience is key when it comes to a productive event experience. However, you're not alone in making the trip to Las Vegas this November! There will be nearly 162,000 people there for automotive aftermarket industry week. That means it's time to book your rooms now to get your preferred location and the best rates. Book through AAPEX partner OnPeak to get the best selection, best deals, and guarantee on your room that includes no-fee cancellations. Rooms are going fast.



**onPeak is the only official housing partner of AAPEX. Reserve your room through onPeak for the best selection and discounted rates at conveniently located hotels, as well as exclusive hotel perks—all with no booking or service fees. While other hotel resellers may offer housing for AAPEX, they are not endorsed or affiliated with AAPEX, and entering into financial agreements with such companies can have costly consequences.*



Attendee Spotlight

"There's no way to get a grasp on the automotive industry, the size and the vastness of it without coming to AAPEX. There's no other way to get an expanded horizon, if you will, of what's going on in the industry." - Lane Farka, Transport Refrigeration & Diesel

Exhibitor Spotlight


"It's great to be able to have face-to-face meetings with our customers, interact, see where they are, listen to their concerns on the industry and where we are right now." - Rocky Mulet, CARDONE Industries


**STAY IN THE
KNOW**


AN EASY WAY TO STAY IN-THE-KNOW

People are talking year-round—about the automotive industry, business in general, and AAPEX. Hear what they're saying simply by following our social media channels. You'll get important insights and show news at a glance—and can join in the conversation too! Follow us here:

#AAPEX22

 Facebook: @AAPEXShow

 Twitter: @AAPEXShow

 Instagram: @aapexshow

 LinkedIn: AAPEX

PLUS! We're hosting more videos on our YouTube Channel. [Tune in here to see the latest highlights from CNTV about the automotive aftermarket.](#)

YOU HEARD IT HERE FIRST



The theme of the moment is change—and staying ahead of changes happening in the industry is critical to your business. Look to the AAPEX blog for support. It's where you can catch up on the latest insights from industry experts and learn how issues can impact your business from leaders who share the same goals and concerns. Posted weekly, you'll find information on topics like ADAS Opportunities for the Aftermarket and Standing Out From the Competition. Read the latest [blog here](#).

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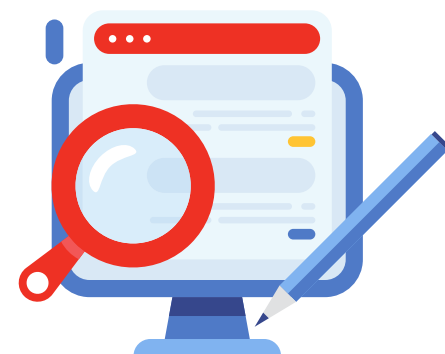
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YOUR LINK TO PRODUCTS YEAR-ROUND

There's a lot of business to be done and a lot of ground to cover at AAPEX. Did you see everything at the last event? Do you need to source new products in-between shows? Find it all in Product Plus Magazine. As the digital resource for everything new in the automotive aftermarket, you'll find entries from the New Product Showcase and New Packaging Showcase, photos from AAPEX receptions and events, and a recap of all the industry award winners. [Take a look!](#)



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