

AAPEX 2024

FACT SHEET



NOVEMBER 5–7, 2024
LAS VEGAS, NEVADA
THE VENETIAN EXPO & CAESARS FORUM
AAPEXSHOW.COM | #AAPEX24

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OFFICIAL NAME: AUTOMOTIVE AFTERMARKET PRODUCTS EXPO (AAPEX)

ABOUT AAPEX:

- AAPEX annually unites the more than **\$2.3 trillion** global automotive aftermarket industry in Las Vegas to conduct business, preview new products and technologies, network with all segments of the supply chain and learn essential technical and business management skills. By spotlighting the latest innovations and trends, AAPEX helps ensure attendees and their businesses thrive in an ever changing industry.
- AAPEX is co-owned by the Auto Care Association and MEMA Aftermarket Suppliers.
- AAPEX features more than **2,500** exhibiting manufacturer and supplier companies representing **40+ countries**.
- The AAPEX 2024 show floor, as of July, already has more than **5,600 booths** and **36 pavilions**, occupying **560,000 net square feet** of exhibit space.
- The latest products, services and technologies that keep the world's **1.5 billion vehicles** on the road are displayed at AAPEX in more than **1,400** product categories.
- AAPEX draws approximately **47,000** targeted buyers from **130** countries. Targeted buyers represent independent repair shops, national/small service chains, vehicle dealer/service departments and fleet management, as well as auto parts retailers, independent warehouse distributors and auto parts program groups.
- An extensive onsite education program includes **100+** technical and business management training sessions (combined AAPEX-programmed and exhibitor-supplied), as well as online training and webinars throughout the year.
- More than **140,000+** automotive aftermarket professionals will be in Las Vegas during AAPEX and the SEMA Show.
- AAPEX continues to adopt **environmentally friendly practices** through all aspects of the event. The **Exhibitor Sustainability Pledge** encourages companies to adopt environmentally responsible practices when exhibiting at the show.

NEW FOR 2024:

- AAPEX will expand into **Caesars Forum**, adding extra space for more exhibitors and products. The new space is easily accessible via a short footbridge from The Venetian Expo.
- Live training will be offered in **Bay 6 of Joe's Garage**, Level 1, The Venetian Expo. Topics will include Tesla drivetrain problem solving, everything EV, servicing the Mach-E and advanced application of electrical theory.
- **The Automotive Parts Services Group (The Group)** will host its 2024 conference alongside AAPEX, enabling members to attend AAPEX and strengthen support for the Right to Repair initiative. This partnership establishes AAPEX as the premier gathering place for major industry program distribution groups.
- For the first time, **The Automatic Transmission Rebuilders Association (ATRA) Powertrain Expo** – the largest gathering of transmission repair specialists in the world – will take place at AAPEX in Joe's Garage, Level 1, The Venetian Expo.
- Two new stages on the AAPEX show floor: **Sustainability** and **Advanced Driver Assistance Systems (ADAS)**, will spotlight products, training, trends and insights on these important industry topics. An **expanded EV Experience** will highlight products and services on the show floor, while presentations and training on electric vehicles will take place on the **EV Stage**.
- New training partners, the **Automatic Transmission Rebuilders Association (ATRA) and WorldPac/WTI**, will offer approximately 20 sessions. Additionally, **ASE** has identified sessions on the AAPEX training schedule that will help attendees prepare for ASE certifications.
- **AAPEX Scan**, an innovative program to streamline the exchange of information at AAPEX, will allow attendees to easily access detailed product and business information from exhibitors with a quick QR code scan.

FUTURE DATES:

AAPEX 2025
NOV. 4 – NOV. 6
THE VENETIAN EXPO & CAESARS FORUM

AAPEX 2026
NOV. 3 – NOV. 5
THE VENETIAN EXPO & CAESARS FORUM

AUTOMOTIVE AFTERMARKET INDUSTRY ANALYSIS-2024



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The U.S. light vehicle automotive aftermarket grew 8.6% in 2023, outperforming expectations (previously forecast at 8.5%). With high inflation persisting, the industry is expected to grow an additional 5.9% in 2024. The auto care industry continues to show its reliability and ability to adapt across the service and retail sectors, continually adjusting to meet demand in an ever-dynamic market. While new vehicle inventory is being replenished as the supply chain pressures have eased somewhat across the industry, the vehicle parc continues to age and increasing costs of both new and used vehicles continue to encourage owners to keep their vehicles longer. These factors have provided tailwinds to the automotive aftermarket as vehicle miles traveled have returned to pre-pandemic levels.¹

More than 557,000 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 293 MILLION vehicles (including light vehicles, medium and heavy duty) on the road today.

GLOBAL STATISTICS²

- More than **\$2.3 TRILLION** global automotive aftermarket industry
- Approximately **1.6 BILLION** vehicles on the road

U.S. STATISTICS²

- Projected for 2025, **\$570 BILLION** U.S. automotive aftermarket industry (light, medium and heavy duty aftermarket)
- The light vehicle aftermarket built on 2022's strong rebound with an additional **8.6%** gain in 2023 and will continue with a gain this year of **5.9%**. After 2023, continued consumer demand and economic conditions will provide gains in the **4.5%** range through 2027.
- **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 2023 was **\$218.8 BILLION** and is forecast to reach **\$232 BILLION** in 2024.
- By 2030, **95%** of new vehicles sold globally will be connected and are estimated to deliver revenue up to **\$400 BILLION**.
- Motor vehicle parts suppliers are the largest sector of manufacturing jobs in the U.S.: **907,164**.
- DIRECT JOBS and total industry employment impact of **4.97 MILLION** jobs in 2023.
- Average wages and benefits for a direct vehicle supplier manufacturer = **\$80,000**
- **948,000+** technicians
- Average age of vehicles = **12.6 YEARS** and expected to increase in number and in value as households choose to invest in the vehicles they own instead of buying new. **102 MILLION** vehicles are entering into the prime age, between 6 and 11 of age, for aftermarket repairs.
- The aftermarket repair share holds strong at **71.7%** in 2023 as the most economical and convenient solution for drivers to keep their vehicles on the road safer and longer.
- **236 MILLION** licensed drivers as of 2023.
- DIFM (do it for me) professional sales accounts for **80.5%** of total auto care sales while the DIY (do it yourself) segment sales account for **19.5%** of the total industry.
- **252,000+** retail channel outlets
- Online sales of automotive parts and accessories are forecast to grow by **50%** between 2020 and 2025 to **\$47 billion**, representing a 5 year CAGR of **8.6%**

Sources: ¹2024 Joint Channel Forecast. ²MEMA Aftermarket Size & Forecast Report (2024) and Auto Care Association 2024 Factbook. Full report available at <https://www.autocare.org/factbook> and <https://www.mema.org/research-and-insights?market-segment=19>. 2022 Joint E-Commerce Trends and Outlook Forecast. Full report available at [autocare.org/ecommerce](https://www.autocare.org/ecommerce) and <https://www.mema.org/research-and-insights?market-segment=19>. MEMA: The Economic Impact of the Motor Vehicle Parts Manufacturing Industry on the United States (February 2021), more information at www.mema.org. MEMA Aftermarket Suppliers and Auto Care Association 2024 Joint Channel Forecast Model conducted by S&P Global Market Intelligence, more information at www.mema.org and www.autocare.org.

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AAPEX 2024

KEYNOTE SPEAKER



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TUESDAY MORNING HUDDLE: THE NEW INDUSTRY TITANS

The **AAPEX 2024 Keynote Session**, sponsored by Clarios, is a ticketed event and will take place on Nov. 5 from 6:30 a.m. - 8:45 a.m., at The Venetian Hotel, Palazzo Ballroom. For ticket information, contact AAPEX Event Management, **Chris Kalousek**, chris.kalousek@aapexshow.com.



ERIN ANDREWS
FOX NFL SPORTS BROADCASTER

Erin Andrews, an award-winning sports broadcaster, host, entrepreneur and television personality, will take center stage at the AAPEX 2024 Keynote Session.

Andrews is one of the most prominent voices of FOX NFL and will share her inspiring story of success as both a trailblazer in the sports world and a savvy businessperson with visionary leadership. She will be joined on stage by automotive aftermarket industry leader Kathleen Callahan, owner of Xpertech Auto Repair, who testified in 2023 on the REPAIR Act (H.R. 906).

Following her fireside chat, Andrews will moderate a panel discussion during which automotive aftermarket leaders, new in their roles, will share keen observations and fresh perspectives. The industry titans participating in the discussion are:



Ashlee Arnold, Vice President,
Arnold Oil Company



Brad Beckham, CEO,
O'Reilly Auto Parts



Randy Breaux, Group President,
GPC North America



Philip Daniele, President and CEO,
AutoZone



Shane O'Kelly, President and CEO,
Advance Auto Parts

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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.

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. Prior to joining Auto Care Association, Hanvey served as senior vice president of MEMA Aftermarket Suppliers (previously AASA), where he advocated for North American parts manufacturers to the auto care industry, federal and state government agencies and the business community.

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 at AASA. Hanvey also 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

MEMA Aftermarket Suppliers

Paul McCarthy is the president of MEMA's Aftermarket Suppliers group.

McCarthy leads the organization that champions the aftermarket industry and advances the business interests of MEMA's members, working to support a growing, profitable, innovative, and influential aftermarket supplier industry. MEMA Aftermarket represents automotive, commercial vehicle, and remanufacturing suppliers that provide the parts, tools, chemicals, diagnostics, and technologies that keep vehicles running safely and affordably throughout their lifecycle.

McCarthy has served in other leadership roles with MEMA, including president and chief executive officer of the Automotive Aftermarket Suppliers Association (AASA), MEMA's former light vehicle aftermarket division; and senior vice president of strategy for all of MEMA, overseeing board management and strategic initiatives.

McCarthy has more than a quarter century of experience in the automotive industry. Before joining MEMA, McCarthy led the Automotive and Industrial Products Strategy Practice at PricewaterhouseCoopers (PwC). In this role, he led projects supporting major business decisions at dozens of automotive suppliers, eight of the top ten global automakers, and financial institutions. His past leadership roles include heading PwC Germany's Automotive Strategy advisory practice and leading global forecasting and analysis for a prominent vehicle forecast organization. He has conducted business in 18 countries and traveled to over 60 countries.

He has an MBA from Duke University, where he was awarded the Fuqua Scholar designation. He has been presented with the Northwood Education Award and the AWDA Outstanding Leadership Award.

MEMA, the Vehicle Suppliers Association, is the voice of the automotive and commercial vehicle supplier industry—the largest sector of manufacturing jobs in the United States. MEMA advances the industry and champions the business interests of its members through its Washington, D.C. office and two groups: MEMA Aftermarket Suppliers group and MEMA Original Equipment Suppliers group.

SOCIAL MEDIA AND AAPEX TV #AAPEX24



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For the latest news about the many new programs underway for this year's event, follow AAPEX at #AAPEX24 on social media and watch our monthly videos on YouTube.



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AAPEX 2024

MEDIA RESOURCES & CONTACT



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For more information
and to schedule
interviews or
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