

AASA OES Special Summit Agenda

Advancing the Interests of the OES Aftermarket

August 23, 2018 | Ford Conference Center | Dearborn, Mich.



- 9:30 a.m. **Welcome**
Paul McCarthy, Executive Vice President, Automotive Aftermarket Suppliers Association
Defining the OES Channel and its importance
- 9:45 a.m. **Unique Needs, Current Challenges and Future Requirements of OES Channel**
Moderator: [David Williams](#), Director, OES Group, DENSO Products and Services Americas
Panelists: [Jon Palazzo](#), Vice President & General Manager, Mechanical, OE Connection; [Kaleb Silver](#), Senior Product Manager, Hunter Engineering; Matthew Kern, Director of Sales, OE/HD, Prestone Products Corp.

A 360-degree perspective by suppliers of several categories will look at the nuances in working with channel partners on data requirements, contracts, quality, barriers to entry, limited brand exposure.
- 10:30 a.m. **Servicing Tomorrow's Technology-Enabled Vehicles**
[Jeff Flood](#), Manager, Diagnostic Strategy & Methods, General Motors
How do the OES channel and suppliers profitably diagnose and service ADAS, automated and electrified vehicles
- 11:00 a.m. **Networking Break**
- 11:15 a.m. **Automaker OES Channel Strategies**
[John Hanighen](#), Global Aftermarket Director, Ford Motor Co.
Growing Parts, Sales & Service in the Aftermarket
- 12:00 p.m. **Collision: Critical and Growing Element of OES Channels**
[George Irving](#), Senior Manager – Wholesale & Collision Centers, Toyota North America
An increase in the number of OE collision centers and certified body shops reflects the importance of this segment. Learn about the Toyota Certified Collision Center program.
- 12:30 p.m. **Lunch**
- 1:15 p.m. **Emerging OE Dealer Parts & Service Growth Strategies**
[Scott Smith](#), Director Parts Operations, AutoNation
One of the largest dealer networks has strong growth strategies based on parts and service for replacement, accessory and collision segments.

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2:00 p.m.

OE Dealer Trends & Outlook

Moderator: **Paul McCarthy**

[Mitch Phillips](#), Global Director of Data, Urban Science

Franchise Activity Report (current state of dealers), sales status YTD and network disruptors, like pop-up stores and subscription services

[Lisa Whalen](#), Global Vice President, Automotive & Transportation, MarketsandMarkets

Market share, growth strategies and trends OE Dealers are planning for their Parts & Services businesses

2:45 p.m.

Wrap-up

Bill Long, President & COO, Automotive Aftermarket Suppliers Association

Key takeaways, what's next, AASA's role in new OES Council

3:00 p.m.

Adjourn, Coffee & Snacks

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