



Additional Activities April 2 & 4

The Henry | Dearborn, Mich.

Tuesday, April 2

Pre-Vision Meetings & Welcome Reception

8:00 a.m. – 1:00 p.m.	Intellectual Property Council (IPC) Meeting
9:00 a.m. – 2:00 p.m.	AASA Board of Governors Meeting
11:00 a.m. – 4:00 p.m.	Marketing Executives Council (MEC) Meeting
1:00 p.m. – 5:00 p.m.	Vision Registration
2:00 p.m. – 5:00 p.m.	Joint AASA/AWDA Board Meeting
3:00 p.m. – 5:00 p.m.	AASA AAPEX Event Committee (AAEC) From 3:00-4:00pm AASA Event Committee Members will join the Marketing Executives Council meeting. The remaining time will be used to discuss AAPEX 2019.
6:00 p.m. – 8:00 p.m.	Welcome Reception A unique networking experience and cocktail reception at The Henry Ford Museum

Wednesday, April 3

Vision Conference

7:00 a.m. – 12:00 p.m.	Vision Registration
7:30 a.m.	Continental Breakfast <i>Sponsored by Gold Eagle</i>
8:00 a.m.	Welcome Bill Long , President and CEO, MEMA and President and CEO, AASA

Building New Roads to Opportunity

8:15 a.m.	The Road to Achieving Freedom of Choice for the Aftermarket No issue is more important for the future of the aftermarket than achieving freedom of choice and access to data. Attendees will learn what the two associations are doing, where we stand, and where we need to go as an industry to achieve our vision: “Our goal is to preserve the motorists freedom of choice for vehicle maintenance and repairs and with what components he or she chooses.” All industry stakeholders must have a clear picture of the issues and where we’re headed if we are to be successful. Bill Long , President and CEO, MEMA and President and CEO, AASA; Bill Harvey, President & CEO, Auto Care Association; Arent Fox, MEMA Legal Counsel
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9:00 a.m.

The Great Tariff Debate

Your view of tariffs often depends on where you sit. Following an update of the different tariffs aimed at our industry, the great tariff debate will showcase an exchange of the different perspectives on these critical political/business issues, providing insights from suppliers on different sides of the debate. Regardless where you sit, your engagement can make a difference. This session will show you how.

Ann Wilson, Senior Vice President, Government Affairs, MEMA

9:30 a.m.

Networking Break

Sponsored by Tasco

10:00 a.m.



The Return of The Three Dragons: Three Competing Views of How the Aftermarket Will Unfold in 2019-2020

Moderated by Plante Moran

This unique panel discussion explores disparate viewpoints from an economist, a Wall Street analyst, and an aftermarket analyst and explore competing views of where our market is headed and what challenges and opportunities lie ahead.

Moderator: [Daron Gifford](#), Partner, Plante Moran

Dragons: [Bret Jordan](#), Managing Director, Jefferies LLC; [Natalie Soroka](#), Senior International Economist, U.S. Department of Commerce; [Nathan Shipley](#), Executive Director, Industry Analyst, The NPD Group

11:00 a.m.

The “New Retail” Future of the Aftermarket (And How to Win)

E-tailing, connectivity, O2O, telematics, digitalization, and other mega-trends seek to transform B2B as well as B2C distribution. A “new retail” has emerged. Roland Berger analyzes how this will impact our industry – and what companies need to do now to win. This preview of findings from a pending AASA/Roland Berger member-only study will be available to Vision attendees only.

[Barry Neal](#), Partner, Roland Berger

11:45 a.m.

Channel Excellence Award Ceremony

Sponsored by Epicor

Suppliers are innovators and the drivers of new technologies, but greater achievements are possible when suppliers and channel partners develop new products and new ways of getting the right parts to the right places at the right times. The new AASA Channel Excellence Award Presented by Epicor is unique in that it requires suppliers and channel partners to work in concert. It is a true collaborative initiative.

Building New Roads to Market: Opportunity, Networking & Discovery

12:00 p.m.

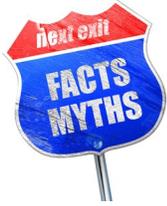
Networking Luncheon

12:45 p.m.

Exit Ramp: Opportunity, Networking & Discovery

The Vision Exit Ramp is your opportunity to advance your business through interactive displays and valuable thought leadership discussions. Interactive displays will include dongles, “[intelligent driving](#)” technology, a mobile service center and much more. The Data Center will have key industry data graphically displayed and subject matter experts available to answer questions. Spin the Ford Prize Wheel and explore with Bosch, Delphi, Icahn Automotive, Standard Motor Products and others!

1:30 p.m.



Mythbusters: Can the Aftermarket Repair High-Tech Vehicles?

There is a justifiable concern about the ability of the independent repair community’s ability to service technology-enabled vehicles. However, expert panelists will discuss how resilient, resourceful and forward thinking many repair shops are.

Moderator: Donny Seyfer, Executive Officer, National Automotive Service Task Force
Panelists: [Dirk Fuchs](#), Technical Training Manager, ZF Services, LLC; General Motors

2:15 p.m.

The Service Revolution: Icahn Automotive

Icahn Automotive is disrupting the aftermarket with an aggressive acquisition strategy, the introduction of a mobile service format, installation partnerships with online retailers and investments to bring more professionals to the skilled trades for viable, life-long careers – all to meet the increased demand for service from both the individual and fleet customer. Get a glimpse of the new thinking evolving in our industry.

Brian Kaner, President - Service & SVP, Icahn Automotive Group

3:00 p.m.

Networking Break

New Roads: Building New Channels for Collaboration – AASA MEMBER ONLY

3:30 p.m.

The Evolving Channel Model: Amazon

Buying habits for automotive parts are creating new business models and the emergence of online e-tailers. Amazon will be sharing its point of view on the aftermarket and their place in it. Adam Goetsch has invited suppliers to engage in conversation about e-tailing’s place in the evolving channel model.

[Adam Goetsch](#), Director, Automotive, Amazon

4:15 p.m.

Customer Spotlight: Auto Zone

Continuing as one of the most popular Vision Conference segments, the 2019 Customer Spotlight will feature Mark Finestone with AutoZone. Mark’s insights will be particularly valuable at this time of transformation in the aftermarket industry. He will present his viewpoint about the current state of the aftermarket and AutoZone’s strategies in the face of our industry’s challenges and opportunities.



[Mark Finestone](#), Executive Vice President of Merchandising, Auto Zone Inc.

5:00 p.m.

Conference Wrap-Up: Supplier Insights

5:15 p.m. – 6:30 p.m.

Closing Networking Reception

Thursday, April 4

Post-Vision Council Meetings

8:00 a.m. – 2:30 p.m.

AASA Technology Council (ATC) Spring Meeting

8:30 a.m. – 12:00 p.m.

Modern Industry eXpertise (MiX) Meeting

3:00 p.m. – 5:30 p.m.

Mobility Technology Council (MTC) Meeting

Access More AASA Vision Details on Your Mobile Device: www.aasavision.com