

# awda

WAREHOUSE DISTRIBUTORS

72<sup>ND</sup>  
ANNUAL

conference

november 2-4, 2019

THE VENETIAN, LAS VEGAS, NEVADA

autocare<sup>™</sup>  
ASSOCIATION  
Independence drives us.

IN COOPERATION WITH  
aapecx  
ahead of the curve

---

## WHO WE ARE

The Automotive Warehouse Distributors Association (AWDA) was founded in 1947 and is the oldest organized group of warehouse distributors and their respective suppliers of parts, accessories and other supplies for the motor vehicle aftermarket. AWDA's 600+ members represent thousands of locations.

---

## WHAT WE DO

AWDA represents the interests of traditional distribution within the Auto Care Association. Through networking, leadership opportunities and cross-channel communication, AWDA members provide policy advice, input and support to the Auto Care Association and the aftermarket industry at-large.

---

## ABOUT THE CONFERENCE

The AWDA Conference is a two-day event that is built around a series of unique one-on-one business meetings between distributors and their vendor partners. Participants are top decision-makers with member companies: both distributors and vendors. AWDA's One-on-Ones are simply the most efficient way to conduct serious business during Industry Week.

One-on-Ones will be held on Sunday, Nov. 3 and Monday, Nov. 4 in suites located on adjacent floors of The Venetian Hotel. This venue ensures confidentiality and ease of movement between sessions, and provides an environment that is conducive to the serious nature of discussions held at these meetings.

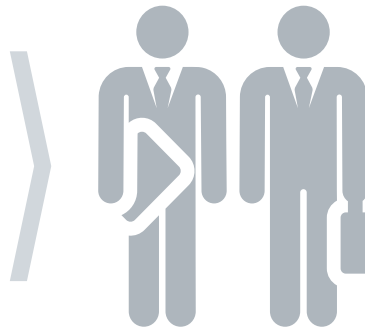
**PLEASE NOTE:** In order to conform to a long-standing "Industry Week" policy, AWDA vendor manufacturers and business service companies are required to reserve at least one (1) exhibit booth at AAPEX in order to participate in the AWDA One-on-One meetings.

# why attend?

**76%** of the **DISTRIBUTOR** companies from 2017 returned for the 2018 conference, with **all 4 of the 4 major program distribution groups** in attendance!

**2,114**

business meetings  
scheduled in 2018

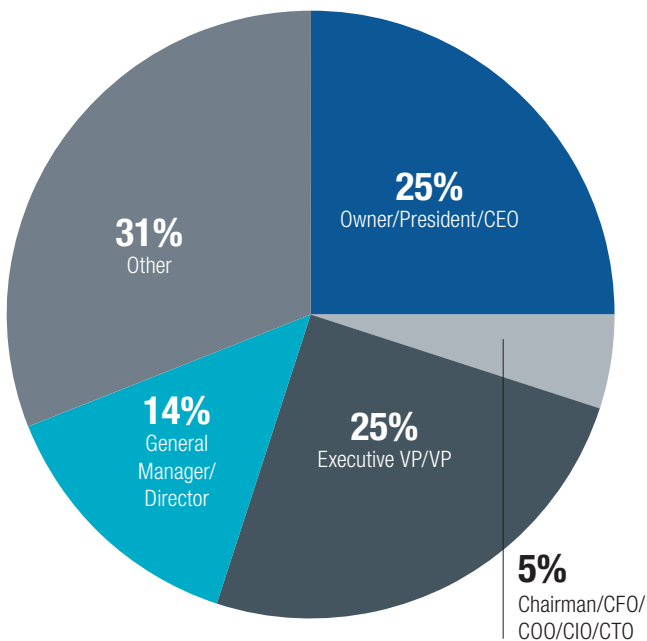


**1,412 hrs**

of private  
and high-level  
contact between  
business partners

## WD Attendee Titles

(OF THE JOB TITLES PROVIDED)



## In a survey of attendees...

**100%**

of the **distributors** would recommend this conference to **other distributors.**

## WHO ATTENDS THE AWDA CONFERENCE?

The strength of the AWDA Business and Education Conference rests with the high level of participants. All Conference attendees should hold ownership, senior executive or top-level decision-making positions with their respective companies. Attendees must be empowered to deal with key business partners and make decisions on behalf of their companies.

### REGISTRATION FEES AND REQUIREMENTS

All registered WDs, Vendors and Reps are entitled to attend all conference social/meal functions as well as one-on-one meetings for which their companies are scheduled.

### WAREHOUSE DISTRIBUTORS DELEGATE FEE: \$385

#### Includes:

- One-on-one meeting scheduling services
- Admission to all Conference meals and social events
- Admission to AAPEX and SEMA shows.

#### Requirements for WD participation:

- Must purchase, warehouse and distribute (re-sell) motor vehicle parts and supplies primarily to repair shops.
- Must be current, dues-paying member of AWDA Community of the Auto Care Association or a shareholder of a major program group (Alliance, Pronto, Federated, Network) with a special invitation to attend.

### VENDORS (MANUFACTURERS/BUSINESS SERVICES) COMPANY FEE: \$1,155

#### Includes:

- One-on-one meeting scheduling services.
- One (1) delegate registration.
- First four (4) scheduled one-on-one meetings.

#### Requirements for Vendor participation:

- Must sell to or through traditional distribution channels.
- Must be current, dues-paying member of AWDA Community of the Auto Care Association.
- Must reserve at least one (1) 10'x10' exhibit booth at AAPEX.
- Must sell direct to at least seven (7) AWDA distributor members or be approved by at least one (1) major program group (Alliance, Pronto, Federated, Network).
- Must be selected by eight (8) or more registered WDs in order to participate in the one-on-ones. Fees for vendors who fail to meet this minimum will be fully refunded.

### VENDOR ADDITIONAL DELEGATE FEE: \$475

#### Includes:

- Attendance at all company one-on-one meetings.
- Admission to all Conference meals and social events.

#### Requirements for Vendor Additional Delegate:

Must be employed by registered Vendor company.

### MANUFACTURER REP DELEGATE FEE: \$475

#### Includes:

- Attendance at one-on-one meetings (when invited by manufacturers)
- Admission to all Conference meals and social events

#### Requirements for Manufacturer Reps:

Must be employed by current, dues-paying member of AWDA Community of the Auto Care Association.

### MANUFACTURER REP DELEGATE GROUP RATE: \$725

#### Includes:

- Registration for up to three (3) agents from a single firm.
- Attendance at one-on-one meetings (when invited by manufacturers)
- Admission to all Conference meals and social events

#### Requirements for Manufacturer Reps:

Must be employed by current, dues-paying member of AWDA Community of the Auto Care Association.

### ONE-ON-ONE PER-MEETING FEE: \$105

Assessed per scheduled meeting in excess of the first four (4) meetings, which are covered by the company registration.

### SOCIAL GUEST: NO CHARGE

#### Includes:

Admission to all Conference meals and social events

**REGISTER ONLINE AT [AUTOCARE.ORG/AWDACONFERENCE](http://AUTOCARE.ORG/AWDACONFERENCE)**

**DEADLINE**

<p><b>1 REGISTER YOUR COMPANY.</b> Includes one free conference registration.</p>	<p><b>JUNE 28, 2019</b></p>
<p><b>2 VENDORS - CONTACT WDS TO SECURE REQUESTS.</b> Vendors must receive at least 8 WD requests or participation is canceled.</p>	<p><b>BY JULY 19, 2019</b></p>
<p><b>3 WDS TO RECEIVE LINK TO MAKE ONLINE ONE-ON-ONE REQUESTS.</b> Online requests made through MeetMax scheduling site.</p>	<p><b>SENT ON JULY 8, 2019</b></p>
<p><b>4 DEADLINE FOR WDS TO MAKE ONLINE ONE-ON-ONE REQUESTS.</b></p>	<p><b>BY JULY 19, 2019</b></p>
<p><b>5 VENDORS TO RECEIVE LINK TO MAKE ONLINE ONE-ON-ONE REQUESTS.</b> Online requests made through MeetMax scheduling site. List of WDs requesting to meet with your company will be displayed in MeetMax.</p>	<p><b>SENT ON JULY 29, 2019</b></p>
<p><b>6 DEADLINE FOR VENDORS TO MAKE ONLINE ONE-ON-ONE REQUESTS.</b></p>	<p><b>BY AUG. 9, 2019</b></p>
<p><b>7 RESERVE YOUR HOTEL ROOM ONLINE.</b> Reserve at <a href="http://www.autocare.org/awdaconference">www.autocare.org/awdaconference</a>. Rooms are only available for AWDA Conference attendees. Vendors to receive link to reserve meeting suite in company registration confirmation email. Meeting suite may also be used as a guestroom.</p>	<p><b>*JULY 31, 2019</b> <small>(Rooms available at a first-come first-served basis)</small></p>
<p><b>8 FINAL ONE-ON-ONE SCHEDULES WILL BE SENT.</b></p>	<p><b>BY SEPT. 6, 2019</b></p>
<p><b>9 REGISTRATION FEES INCREASE BY \$100.</b></p>	<p><b>BEGINS OCT. 1, 2019</b></p>
<p><b>10 VENDORS RECEIVE THEIR VENETIAN SUITE ASSIGNMENT.</b></p>	<p><b>BY OCT. 30, 2019</b></p>

**SATURDAY, NOVEMBER 2, 2019**

12 p.m. - 6 p.m. AWDA Conference Registration and Information Center

**SUNDAY, NOVEMBER 3, 2019**

6 a.m. - 7:30 a.m. AWDA Breakfast SPONSORED BY **EPICOR** **PLEWS & EDELMANN**

6 a.m. - 6 p.m. AWDA Conference Registration and Information Center


7:15 a.m. - 7:45 a.m. AWDA Optional Self-Scheduled One-on-One Time Slots

8 a.m. - 12:25 p.m. AWDA Scheduled One-on-One Meetings in Venetian Suites

12:45 p.m. - 1:45 p.m. AWDA Luncheon SPONSORED BY **EPICOR**

2 p.m. - 4:55 p.m. AWDA Scheduled One-on-One Meetings in Venetian Suites

6 p.m. - 7 p.m. AWDA Opening General Session with Presentation of Awards

7 p.m. - 8:15 p.m. AWDA Manufacturers' Reception SPONSORED BY  **IHS Markit**

**MONDAY, NOVEMBER 4, 2019**

6 a.m. - 7:30 a.m. AWDA Breakfast SPONSORED BY **EPICOR** **PLEWS & EDELMANN**

7:15 a.m. - 7:45 a.m. AWDA Optional Self-Scheduled One-on-One Time Slot

8 a.m. - 12:25 p.m. AWDA Scheduled One-on-One Meetings in Venetian Suites

12:45 p.m. - 1:45 p.m. AWDA Recognition Luncheon SPONSORED BY **EPICOR**

2 p.m. - 5:40 p.m. AWDA Scheduled One-on-One Meetings in Venetian Suites

6 p.m. - 7:30 p.m. AAPEX Reception

**AWDA OPENING GENERAL SESSION**

The AWDA Opening General Session on Sunday night, Nov. 3, will highlight the year's accomplishments and provide a look to the future. An awards ceremony will recognize the contributions of key industry executives, including the recipient of the prestigious 2019 Automotive Leader of the Year Award.

**AWDA'S MANUFACTURERS' RECEPTION**

AWDA's Manufacturers' Reception immediately follows the General Session on Sunday night, Nov. 3 and is THE kick-off event for Automotive Aftermarket Industry Week (AAIW). The attendee list for this event is a "who's who" of distribution and manufacturing.

**AWDA BREAKFAST AND LUNCH**

The AWDA Breakfast and Lunch on Sunday, Nov. 3 and Monday, Nov. 4, provide additional opportunities to visit with fellow AWDA members and to plan for the coming week. Monday's lunch will feature a presentation by Babcox Media, Inc. honoring the Counter Professional of the Year, as well as an update by the University of the Aftermarket Foundation.

**AAPEX RECEPTION**

The AAPEX Reception will be held on Monday night, Nov. 4. All AWDA members are invited to attend this official start to AAPEX at no cost.



**QUESTIONS & MORE INFORMATION**

Visit [www.autocare.org/awdaconference](http://www.autocare.org/awdaconference) for registration information.

Refer to the following contact list for information concerning specific features of the 72nd Annual AWDA Business & Education Conference.

Tel: 301-654-6664  
Fax: 301-654-3299  
[www.autocare.org/awdaconference](http://www.autocare.org/awdaconference)

**AWDA CONFERENCE REGISTRATION AND ONE-ON-ONE MEETINGS**

**Leah Jones**

Auto Care Association  
Meetings Department  
[leah.jones@autocare.org](mailto:leah.jones@autocare.org)

**Heather DellaPenna**

Auto Care Association  
Meetings Department  
[heather.dellapenna@autocare.org](mailto:heather.dellapenna@autocare.org)

**AWDA HOTEL ACCOMMODATIONS**

**Leah Jones**

Auto Care Association  
Meetings Department  
[leah.jones@autocare.org](mailto:leah.jones@autocare.org)

**AAPEX SHOW**

**Jessica Finnerty**

Auto Care Association  
Trade Show/Events Department  
[jessica.finnerty@autocare.org](mailto:jessica.finnerty@autocare.org)

**AWDA PROGRAMS/GENERAL CONFERENCE INFORMATION**

**Larry Northup**

Auto Care Association/AWDA  
[larry.northup@autocare.org](mailto:larry.northup@autocare.org)