



News Release
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The Network, APA Group and VIPAR Heavy Duty Announce Formation of NEXUS North America

Germantown, Tenn., Kansas City, Mo., and Crystal Lake, Ill. – The Automotive Distribution Network (The Network), Automotive Parts Associates (APA Group) and VIPAR Heavy Duty have announced the formation of NEXUS North America, LLC.

In March 2016 the three organizations announced that they joined NEXUS Automotive International SA (N!), a leading global aftermarket trade group. The new NEXUS North America entity serves as the exclusive partner for N! in North America. The organization has offices located in Germantown, Tenn., Kansas City., Mo., and Crystal Lake., Ill. Officers of the organization are David Prater (The Network), president; Chris Baer (VIPAR Heavy Duty), vice president; Gary Martin (APA Group), secretary; and Beth San Filippo (VIPAR Heavy Duty), treasurer.

The formation of NEXUS North America further strengthens the resolve of its founding partners, putting more “skin in the game” to execute on combined strategies and work in close alignment on key marketplace initiatives that can positively affect each partner. Leaders within NEXUS North America actively serve on multiple N! committees and boards, including the auto and truck global sourcing committees.

“This agreement is exciting for all of us,” said David Prater, president of The Network. “The ability to look at data efficiencies alone, in addition to discussing common solutions to everyday issues, makes our members anticipate great opportunities.”

NEXUS North America provides a forum for the three groups to share ideas, knowledge and strategies to best meet the needs of customers ranging from light passenger through heavy duty commercial vehicles. The partnership also enables each group to collaborate on a deeper level to address mutual opportunities and challenges while serving their respective market segments. Areas of concentration for the group include PDC opportunities, technology sharing and solutions, national fleets and global supplier relationships.

“The formation of NEXUS North America has already enabled us to work together on a number of projects to benefit our members and help grow their business,” said APA Group president and CEO Gary Martin.

Most recently the group met at AAPEX 2016 in Las Vegas and hosted 12 joint meetings with key suppliers.

“NEXUS North America provides new opportunities to collaborate with other industry leading companies and tap into a global community to better serve customers,” said Chris Baer, president, VIPAR Heavy Duty. “The work we’ve already accomplished in a short amount of time is just the beginning of even more meaningful and productive initiatives to come, including NEXUS North America Connecting Days to be held this coming spring.”

NEXUS North America will hold “Connecting Days” from May 21-24, 2017 in Atlanta, Georgia. The event will allow the group to meet with global supplier partners and prospective partners to further strengthen relationships. Plans are being finalized and more information will be forthcoming.

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