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***For Immediate Release***

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## **ADESA Announces Management Changes at Four Auctions**

*CARMEL, Ind.* — ADESA today announced changes to auction management at four of the company's locations, effective immediately.

"All of these individuals are proven leaders who know what it takes to run a successful auction," said ADESA CEO and President Stéphane St-Hilaire. "I am excited to share their expertise with each of these locations and their customers."

Jay Hinchman, previously general manager at ADESA New Jersey, will now serve as general manager of ADESA Las Vegas.

Hinchman's career in the remarketing industry spans more than 18 years. He joined ADESA in 2008 and was general manager at the New Jersey auction since 2009. Throughout his remarketing career, he has held various management and executive positions at Bank of America/ Oxford Resources Corp. as well as JM Family Enterprises (World Omni/Southeast Toyota Finance.)

Theo Jelks will return to ADESA Los Angeles, where he served as general manager from 2009-2011. In late 2011, he joined the company's newest greenfield auction, ADESA Las Vegas, where he most recently served as the auction's general manager.

Jelks joined ADESA in 2001 as executive sales director and became general manager of ADESA Tampa in December 2005. Prior to that, he was new business manager of Car Brite, a leading manufacturer of auto reconditioning products. Jelks' background also includes five years of military service in the United States Air Force and nearly a decade of experience in criminal justice and security.

Craig Estep has been named general manager at ADESA New Jersey. He most recently served as general manager for Upstate Auto Auction.

Estep began his career in the auction industry in 1991 at Statesville Auto Auction. He joined ADESA Indianapolis in 1994 as fleet/lease manager, where he also served as the auction's operations/reconditioning manager. He was also general manager at Western Carolina Auto Auction.

Zachary Jones, previously operations/transportation manager at ADESA Great Lakes, will now oversee operations as the auction's general manager.

Jones began his career with ADESA in 2006. Prior to joining the company, he worked as a fleet manager, dispatcher and driver for ASR Services/Daltons Towing/Auto Site. There he became familiar with various aspects of the automotive industry, including maintenance, fleet services and operations.

### **About ADESA**

ADESA offers a full range of auction, reconditioning, logistical and other vehicle-related services to meet the remarketing needs of both its institutional and dealer customers. The company handles virtually every stage of the used-vehicle lifecycle through its related subsidiaries of PAR North America, RDN, AutoVIN and CarsArrive. Remarketing services include a variety of activities designed to transfer used vehicles between professional sellers and buyers.

ADESA hosts weekly sales at its 65 auction locations across the United States, Canada and Mexico. The company also builds and manages online sale platforms for many major vehicle manufacturers. The company's online auction venues include ADESA LiveBlock, which simulcasts vehicles worldwide; and ADESA DealerBlock, which offers two ways to buy: bid-now sales events or buy-now pricing 24/7. ADESA is part of the KAR Auction Services family of companies. Visit [ADESA.com](https://www.adesa.com) for details.