

## PRESS RELEASE



**FOR IMMEDIATE RELEASE**

### **ADESA Names Two New Executive Sales Directors**

**CARMEL, Ind.** – August 15, 2017 – ADESA, a business unit of KAR Auction Services, Inc. (NYSE: KAR), announced today that it has added two new members to its sales team.

Angela Williams has joined the company as executive sales director.

“Angela brings more than 20 years of auto auction industry experience to the commercial sales team,” said John Combs, vice president of commercial sales for ADESA. “Angela brings a wealth of industry knowledge, auction management experience, and previous work alongside intuitional clients to the position. She’ll hit the ground running to help our commercial customers navigate the changes and challenges of our marketplace.”

Williams had been the business development and marketing manager for Rawls Auto Auction in Leesville, South Carolina, since 2010. Williams started her career at Rawls AA in 1990 as a part-time block clerk, joining the auction full time in 1996 in the fleet/lease department. Later she was promoted to fleet/lease manager and then assistant general manager, serving in that position from 2005 to 2010. She holds an associate’s degree from Midlands Technical College in West Columbia, South Carolina.

Additionally, Kirk Archer, formerly with KAR’s Insurance Auto Auctions business unit, has been named executive sales director at ADESA.

“Kirk’s wide-ranging experience at IAA and the relationships he’s developed over the past decade will be valuable assets to our company and our customers,” said Combs. “He brings a unique view of the remarketing landscape across both the whole car and salvage car marketplaces. We’re extremely pleased to have Kirk join our national sales team and look forward to his many contributions.”

Archer was previously director of commercial sales at IAA. He joined IAA in 2007 as an auction coordinator and was later promoted to divisional sales manager. Archer began his career at

Enterprise Rent-A-Car in Tampa, Florida. He holds a bachelor's degree from the University of South Florida.

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## **About KAR Auction Services**

KAR Auction Services (NYSE: KAR) provides sellers and buyers across the global wholesale used-vehicle industry with innovative, technology-driven remarketing solutions. KAR's unique end-to-end platform supports whole car, salvage, financing, logistics and other ancillary and related services, including the sale of 5.1 million units valued at over \$40 billion through our auctions. Our integrated physical, online and mobile marketplaces reduce risk, improve transparency and streamline transactions for customers in 110 countries. Headquartered in Carmel, Indiana, KAR has approximately 17,400 employees across the United States, Canada, Mexico and the United Kingdom. [karauctionservices.com](http://karauctionservices.com).