



**FOR IMMEDIATE RELEASE**

## **ADESA Canada Announces Sales and Operations Leadership Changes**

**CARMEL, Ind. – Oct. 23, 2017** – ADESA, a business unit of a global vehicle remarketing and technology solutions provider, KAR Auction Services, Inc. (NYSE: KAR), today announced leadership changes. Eddy Cusan has been promoted to vice president of commercial sales for ADESA Canada, and Wesley Kent has been promoted to the newly created position of vice president of programs and operations for ADESA Canada.

In his new role, Cusan will be responsible for leading the executive sales team that manages ADESA Canada commercial client relationships and sales efforts for both physical auction and upstream remarketing services. He started at OPENLANE in January 2007 as a program director overseeing several North American private label programs. When KAR acquired OPENLANE, a leading internet-based, business-to-business automotive remarketing company in 2011, Cusan transitioned into an executive sales role for ADESA. Since 2015, Cusan has taken on additional responsibilities, including contributions to sales team leadership and the comprehensive sales strategy for all KAR entities in Canada.

In his newly created role, Kent will enhance the customer experience across the entire ADESA Canada platform with technology and service improvements. He started at ADESA Halifax as an online coordinator in 1999, and in 2001, he moved to the ADESA Canada corporate office to join the new e-business team. Since 2004, Kent has overseen product development and online operations and has taken his product expertise into the ADESA IT organization. In 2012, he was promoted to senior director of online operations to oversee ADESA Canada's internet remarketing initiatives, including the integration of OPENLANE.

“As the automotive industry evolves, we are focused on delivering broader benefits to our client base,” said Trevor Henderson, chief operating officer of ADESA Canada. “Eddy has a proven track record of working with our clients to identify and implement end-to-end remarketing solutions using our entire suite of advanced products and offerings while elevating the customer experience with superior analytics and service. Wesley led the team responsible for launching DealerBlock and LiveBlock and for bringing upstream private label platforms to market for

ADESA commercial clients. Eddy's and Wesley's leadership will be invaluable as ADESA Canada continues to improve the customer experience.”

ADESA is a leading provider of vehicle auction and remarketing services with 14 auction locations across Canada and 75 vehicle auctions throughout North America.

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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 more than 5 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, Ind., KAR has approximately 17,600 employees across the United States, Canada, Mexico and the United Kingdom. [www.karauctionservices.com](http://www.karauctionservices.com)