



March 2, 2016

***For Immediate Release***

Darci Valentine

[darci.valentine@adesa.com](mailto:darci.valentine@adesa.com)

317-249-4144

## **Lisa Scott Named Chief Client Officer for ADESA Canada**

*Carmel, Ind.*—ADESA, a business unit of KAR Auction Services (NYSE: KAR), today announced that Lisa Scott has been promoted to chief client officer for ADESA Canada.

In this role, Scott will be responsible for all efforts to design and enhance the client experience across ADESA business units and locations throughout Canada. In addition, she will develop solutions and implement innovative customer-centric strategies to serve the diverse needs of the company's client base.

Scott will continue to report to ADESA Canada Chief Operating Officer Trevor Henderson. "Lisa is a proven leader with a passion for serving our customers and our industry," said Henderson. "I am excited to expand her role with an increased focus on collaboration and integration between business units, including ADESA, OPENLANE and TradeRev. Her prior experience integrating the ADESA and OPENLANE sales teams positions her well to lead our client strategies in a cohesive way as we expand our offerings and services."

Scott joined ADESA in 1999 and has more than 25 years of experience in the auction and remarketing industry. In her most recent role as senior vice president of sales, marketing and operations, Scott was responsible for driving sales, identifying and implementing sales efficiencies, as well as directing profitability and brand awareness.

She has served as chair of the Canadian committee of the National Auto Auction Association and co-chair of the Canadian chapter of the International Automotive Remarketers Alliance (IARA). In 2013, she was recognized as a leading woman of the industry by *Auto Remarketing's* annual Women in Remarketing honor. She was also granted the IARA Builders Award for her part in bringing the IARA to Canada, and received an award for Outstanding Contribution to the Canadian Automotive Industry.

"I am very excited to take on this new role and look forward to continuing to provide our customers with an outstanding experience throughout all of our business units," said Scott. "Our business is continually evolving, and it's wonderful to be at the forefront of a company that is so committed to bringing innovative and compelling solutions to our clients."

**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 group of companies. Visit [ADESA.com](http://ADESA.com) for details.

# # #