

PRESS RELEASE



FOR IMMEDIATE RELEASE

ADESA Announces New General Manager at ADESA Buffalo

CARMEL, Ind. – December 10, 2018 – ADESA, a business unit of global vehicle remarketing and technology solutions provider KAR Auction Services, Inc. (NYSE: KAR), announces David Fountaine has been named general manager of its ADESA Buffalo auction.

“Dave has strong experience in training, development and sales — holding various management positions throughout his extensive career,” said Geoff Parker, Midwest regional vice president at ADESA. “His success at every level in process and performance improvement, business development, and customer relationship building will be a great asset in fostering our customer-experience focused culture.”

Fountaine brings more than two decades of experience in the corporate, educational, non-profit and government sectors. He spent nearly 14 years at Maritz, an international provider of market research, sales incentives and training and development. During his time there, Fountaine was regional business partner for more than 400 dealerships for one of the nation’s leading OEMs. He also served as field force general manager for another leading OEM project — directing North American operations and managing sales and marketing activities for more than 700 subscriber dealerships.

Fountaine earned a Ph.D. in training and performance improvement as well as professional certifications in human resources. He has served as adjunct or assistant professor for multiple colleges and universities since 2005. As a member of the board of examiners for the Malcolm Baldrige National Quality Award, Fountaine has assisted in the development of the applicant assessment report that serves as criteria for recognition by the U.S. Department of Commerce for performance excellence.

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

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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 5.5 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 120 countries. Headquartered in Carmel, Ind., KAR has approximately 17,500 employees across the United States, Canada, Mexico and the United Kingdom. For more information go to www.karauctionservices.com. For the latest KAR news follow us on Twitter [@KARspeaks](https://twitter.com/KARspeaks).