

# FAQ: Standardizing sale lights

## Why are we changing the sale light system?

To standardize the sale lights at all 61 auction locations in the U.S. All auctions will use the same sale light system to describe the condition and/or disclosures related to vehicles being sold.

## What is the benefit?

A uniform sale light system will increase confidence for those buying both online and in-lane.

## When does the policy go into effect?

All ADESA U.S. auctions will move to the new light system by June 5, 2017.

## What's the biggest change?

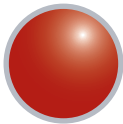
The elimination of red/yellow light combination disclosing As-Is No Arbitration. The elimination of a white light signaling a Seller Guarantee, and the elimination of any other lights that might have been used to define other vehicle conditions not listed below.

## How will the new sale light system work?

The new system will include:



**Green Light – Ride and Drive:** A green light signals the vehicle is guaranteed under the green light conditions outlined in the NAAA policy by the seller. A green light by itself is a statement by the seller that the vehicle is being sold free of any known major defects to components such as the drive train, engine, transmission and rear end.



**Red Light – As-Is:** A red light signals the vehicle will only qualify for arbitration under the very limited red light conditions outlined in the NAAA policy.



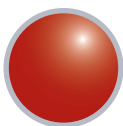
**Yellow Light – Limited Guarantee:** A yellow light is an announcement to the buyer that the vehicle is guaranteed under yellow light limited guarantee conditions outlined in the NAAA policy by the seller. A yellow light limits arbitration on the vehicle when “limited guarantee” is announced.



**Blue Light – Title Unavailable/Title Absent:** The blue light appears in conjunction with another light. This light is used to announce the title is not present at the time of the sale. For auction rules regarding titles, please refer to the title arbitration policy section. If “title absent” is not announced, a vehicle could be arbitrated for no title in the absence of auction company



**Green/Yellow Light – Ride and Drive with Caution(s):** A green and yellow light indicates the vehicle is Ride and Drive, with conditions. Buyers will not be able to arbitrate a defect that has been disclosed in conjunction with the green/yellow light policy.



**Red/Yellow Light – As-Is with Caution(s):** A red and yellow light signals the vehicle has additional condition(s). Buyers will not be able to arbitrate a defect that has been disclosed.