



On June 30th, 2017 PRA Location Services, a division of Portfolio Recovery Associates, was acquired by Delaware Street Capital (“DSC”) and renamed Pathfinder Services (“Pathfinder”). Pathfinder offers a complete, synergistic suite of services including Repossession Management (Forwarding), Skip Tracing, Transportation, Vehicle Logistics (Keys) and License Plate Recognition (LPR).

On July 31st, 2017, FindJohnDoe (“FJD”), a nationally recognized leader in Skip Tracing , was also acquired by Delaware Street Capital. FJD has operated for the past eight years as the beta test company of masterQueue (mQ), the auto finance industry’s only enterprise level Skip Tracing platform that manages Skip, Forwarding, Repossession and Compliance needs.

Delaware Street Capital is an investment entity owned and controlled by Andy Bluhm. DSC invests hundreds of millions of dollars for the Bluhm family of Chicago. The Bluhm family and their entities have been involved with over \$60 billion in real estate developments and acquisitions, and with the PRA/FJD acquisitions, they are excited to enter the auto finance industry as **Location Services**.

On October 9th, 2017, **Location Services** came to terms with Lee G. McCarty, to oversee the operation as Chief Executive Officer. Lee is a former executive at GMAC, which subsequently became Ally Financial, where he served as an EVP at Ally Servicing. Lee’s exemplary thirty-two year career at GMAC/Ally and in private consulting includes several internal and auto finance industry changing accomplishments. **Location Services** believes Lee’s auto finance industry knowledge, experience and innovative insights are a game changer which will drive them to become the industry’s best third-party auto finance service provider.

During Lee’s career at GMAC/Ally, he:

- was a key member of the executive team who created Ally Servicing, which serviced and supported GMAC/Ally’s automotive portfolio
- conceived and built GMAC/Ally’s global consumer call center operation in the U.S., Philippines and Canada in the mid 90’s
- held various EVP positions including EVP of Ally’s on/offshore Collection Teams,

- servicing GMAC/Ally's \$75B portfolio during the great recession
- was EVP of Loss Mitigation and Recovery, leading GMAC's/Ally's on/offshore recovery teams, managing over a thousand employees, in addition to all 3rd party vendors, attorney firms, and repossession and skip service providers specializing in collateral and deficiency recovery
- championed the redesign of Ally's collections platform, strategies and systems, with a focus on enhanced collection compliance, efficiency and effectiveness.

During his career at GMAC/Ally, Lee also attended the University of Notre Dame and received his Executive Masters of Business Administration degree. Lee is also very active in the community as a mentor and coach. From 2000-2010 Lee coached USA Tier II U-18 and U-16 hockey teams. From 2010-2016 he coached the University of Michigan, ACHA Division II club hockey team, resulting in two separate National playoff runs.

Lee started his career in 1985 as a Field Representative, repossessing cars for GMAC. He has enjoyed a lifetime of learning in the Auto Finance industry and is anxiously looking forward to return to his roots. "I'm extremely excited about this opportunity and to be part of such a great family of companies", says McCarty. "I see this as a great opportunity to serve the auto finance community that has been so good to me over the years and I'm anxious to help our auto finance lenders and 3rd party vendors operate in the most compliant, efficient and effective manner possible."

Today, we are sharing this announcement exclusively with our valued clients. Beginning with the significant investment from the Bluhm family, we are taking bold steps to bring the very best leadership, processes, capabilities and technology through the creation of "**Location Services**", the industry's future leader in Vendor Servicing.

Location Services, powered by FJD and Pathfinder divisions, will operate the skip, forwarding, transport and LPR divisions under the FJD and Pathfinder brands. Our presence in the industry will become much more pronounced beginning in Las Vegas at Auto Finance Summit 2017 in late October, continuing at Used Car Week in Palm Springs, CA in November and then at the AFSA conference in the Spring of 2018 in Las Vegas, NV.

Unlike many of the investment companies that have recently entered the Skip Tracing and Forwarding space in auto finance, DSC is not a private equity group. DSC does not buy and flip companies like a private equity group typically does; they build and hold companies. They operate their family business with values which transcend into the entities they acquire, and as a result, those companies thrive. By transforming the executive management team from its prior owners and leaders to a team led by Lee, **Location Services** is very excited about the future.

Our actions speak to our unwavering commitment to you! The goal is to continue investing in our people, process and technologies to become the nation's number one service provider in this industry. The Bluhm family track record provides unparalleled examples of how they've accomplished the same in other industry verticals, and the plan is to do the same in auto finance. **We will be #1**

Questions, comments, or if you'd like to set up a call or visit and learn more about this exciting opportunity, please contact Lee McCarty.