

## **Cox Enterprises Names Sanford Schwartz President of Manheim & AutoTrader Group**

### **Chip Perry to Leave AutoTrader After Impressive, 15-year Career**

Atlanta

Cox Enterprises, Inc. announced today that Sanford (Sandy) Schwartz, president of Manheim, also will assume the role of president of AutoTrader Group, the nation's largest digital automotive marketplace and provider of marketing and software solutions to automotive dealers throughout the U.S. Schwartz will continue reporting to Jimmy W. Hayes, president & CEO of Cox Enterprises.

"Sandy is a proven Cox leader, and uniquely qualified to lead both of our automotive subsidiaries," said Hayes. "I look forward to working with him as he and his teams identify opportunities to grow our business in the automotive industry space."

Schwartz serves as president of Manheim, the world's leading provider of vehicle remarketing services – a position he's held since 2011. Prior to Manheim, Schwartz served as president of Cox Media Group where he was instrumental in bringing together newspaper, television, radio, direct mail and internet operations to create a more effective organization focused on growth.

Schwartz joined Cox in 1985 and served in various roles of increasing responsibility including president of Cox Arizona Publishing, executive vice president of the *Austin American-Statesman*, vice president and general manager of *The Atlanta Journal-Constitution*, executive vice president of Cox Newspapers and vice president of business development for Cox Enterprises.

Schwartz's automotive experience includes serving as president of Cox AutoTrader, comprised of both AutoTrader.com and AutoTrader Publishing. He also has served on the board of AutoTrader.com for many years.

After an impressive, 15-year career with Cox, Perry will leave AutoTrader, effective May 1.

"Chip has been a primary, strategic architect of AutoTrader's growth and I thank him for his vision, leadership and his years of service to the company," added Hayes. "I wish him the very best."

Perry, who served as president & CEO of AutoTrader Group, was the company's first employee in 1997 when asked by Manheim to launch the company. Since then, AutoTrader.com has grown to become the world's largest automotive marketplace and Perry has become widely recognized as a pioneer of the online automotive industry. During his tenure with AutoTrader.com, Perry has overseen the evolution of the sales, marketing, product development, information technology and customer service efforts of the company.

"I've had the privilege of being a part of the Cox organization for nearly three decades," said Schwartz. "I'm excited to work alongside the talented teams at AutoTrader and Manheim, as we work together to more effectively collaborate on strategy, share industry knowledge and better serve our customers in the automotive sector."

#### **[About Cox Enterprises](#)**

Cox Enterprises is a leading communications, media and automotive services company. With revenues of nearly \$15 billion and more than 50,000 employees, the company's major operating subsidiaries include Cox Communications, Inc. (cable television distribution, telephone, high-speed Internet access, commercial telecommunications and advertising solutions); Manheim, Inc. (vehicle auctions, repair and certification services and web-based technology products); AutoTrader.com (online

automotive advertising and Kelley Blue Book, vAuto, HomeNet Automotive and Vin Solutions subsidiaries); and Cox Media Group, Inc. (television and radio stations, digital media, newspapers, advertising sales rep firms, Valpak and Cox Digital Solutions). Additionally, Cox operates Kudzu.com.

#### **[About Manheim](#)**

Manheim is the world's leading provider of vehicle remarketing services and data intelligence. With more than 100 locations around the globe, Manheim provides consulting services, industry reports, financial services, customer support and educational offerings, helping customers compete efficiently and effectively in today's used-vehicle marketplace. In 2012, Manheim handled nearly 8 million used vehicles, facilitating transactions worth more than \$50 billion in value. Headquartered in Atlanta, Manheim is a subsidiary of Cox Enterprises, a leading communications, media and automotive services company.

#### **[About AutoTrader Group](#)**

AutoTrader Group operates the largest digital automotive marketplace in the U.S. and is a leading provider of software solutions to automotive dealers throughout the nation. AutoTrader Group's mission is to dramatically improve the way people buy and sell new and used cars. Through its AutoTrader.com® and Kelley Blue Book® websites, AutoTrader Group offers consumers empowering tools, content and information that increase their confidence in the car buying process. In addition, through its software solutions business, AutoTrader Group helps dealers source, appraise, manage, price and market their inventory, and helps them manage their consumer relationships. AutoTrader Group is headquartered in Atlanta, Georgia.

#### **[About AutoTrader.com](#)**

Created in 1997, Atlanta-based AutoTrader.com is the Internet's ultimate automotive marketplace. As a leading resource for car shoppers and sellers, AutoTrader.com aggregates millions of new, used and certified pre-owned cars from thousands of dealers and private sellers and provides expert articles and reviews. AutoTrader.com, which also operates the AutoTraderClassics.com auto marketing brand, is wholly owned by AutoTrader Group. Additionally, AutoTrader Group owns Kelley Blue Book (KBB.com®) as well as three other companies that provide a full suite of software tools that help dealers and manufacturers manage their inventory and advertising online: vAuto®, HomeNet Automotive® and VinSolutions®. AutoTrader Group is a majority-owned subsidiary of Cox Enterprises. Providence Equity Partners is a 25 percent owner of the company and Kleiner Perkins Caufield & Byers is also an investor.

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For further information: Ed Patterson; ed.patterson@coxinc.com; 678-645-4518