

Wind Point Merges St. George Logistics and AZ Corp.

Chicago based Wind Point Partners recently announced that the holding company for its portfolio company St. George Logistics (“STG”), North America’s largest provider of outsourced container freight station (“CFS”) services and a leading provider of value-added warehousing and distribution solutions, has expanded its leading position in outsourced import/export services through the acquisition of AZ Corporation (“AZ”). Wind Point will merge STG and AZ.

Based in Linden, NJ, and founded by Richard Lombardi and James Napolitano in 1992, AZ is North America’s second largest provider of CFS services with a leading share in export-oriented CFS. AZ also provides related services including value-added warehousing, distribution and transportation. Similar to STG, AZ’s core customer base includes the world’s top freight forwarders, neutral NVOCCs, retailers, consumer packaged goods companies and related businesses. AZ services its diverse client base out of nine port and inland facilities, with multiple locations at the ports of New York/New Jersey and Los Angeles/Long Beach as well as Chicago, Miami, Atlanta and Charleston.

Wind Point acquired STG in July 2016 in partnership with CEO Chris Jamroz and President and Chief Operating Officer Hessel Verhage. “The acquisition of AZ fits perfectly with our vision of building North America’s premier provider of outsourced import/export and value-added warehouse and distribution supply chain services,” said Jamroz. “This combination will allow us to provide our customers with a comprehensive menu of import and export solutions, best-in-class service, access to the industry’s fastest and most efficient intermodal transportation network, and robust information technology. This is a significant transaction not only for STG and AZ but also for our customer base.”

Konrad Salaber, Principal with Wind Point, commented, “We are very excited to merge STG, North America’s largest import-oriented CFS provider, with AZ, the continent’s largest export-oriented CFS business. With 24 port and inland facilities totaling approximately four million square feet, a talented staff of more than 1,100 logistics professionals and a national network of more than 80 partner facilities, the combined business has unmatched scale and capabilities in outsourced CFS and a leading position in value added warehousing and related services.”

“Acquisitions will continue to be a key growth initiative as we enhance and expand the scope of services we provide to our core customer base,” added Verhage. “Our acquisition program will continue to focus on opportunities in ocean and air CFS, value-added warehousing and distribution, e-commerce fulfillment and related services in the large and growing import/export supply chain.”

Rich Lombardi, AZ President, stated, “My team and I are thrilled to partner with Chris, Hessel and the STG team. AZ has been active in the industry for almost 25 years and we prioritized working with a group who would continue our legacy of providing excellent service to our customers and a wonderful home for our employees. STG and Wind Point could not have made this merger easier, and we’re proud to call them partners as we embark on a new chapter in our company’s history.”

Silvergrove Advisors LLC acted as exclusive financial advisor to AZ and its shareholders in this transaction. Brian Moloney, CEO of Silvergrove, commented: “Under the leadership of Rich Lombardi and James Napolitano, AZ has achieved a national footprint and leadership position in the CFS industry. The merger of STG and AZ with the backing of Wind Point creates a compelling platform for pursuing a major revenue opportunity in import and export CFS services.”

Financing for the transaction was provided by NewStar Financial, Sun Life Assurance Company

of Canada, Webster Financial, and Oaktree Capital Management. Kirkland & Ellis represented Wind Point as legal counsel, and Einbinder Dunn & Gonica represented AZ as legal counsel.

About Wind Point Partners

Wind Point Partners is a private equity investment firm that has raised over \$3 billion in commitments since 1984. Wind Point focuses on partnering with top caliber management teams to acquire middle market businesses where it can establish a clear path to value creation. For more information on Wind Point, please visit www.windpointpartners.com.

About St. George Logistics

St. George Logistics offers a wide range of value-added logistics services including ocean and air CFS, contract warehousing, distribution, e-commerce fulfillment and transportation services. St. George operates the largest network of independent CFS facilities in North America with very close proximity to all major ports and metropolitan areas for ocean or air cargo. St. George is also a leading provider of a wide range of additional logistics services including distribution, warehousing and reliable transportation within the US. For more information on St. George, please visit www.stgusa.com.

About AZ Corporation

Founded in 1992 by Rich Lombardi and James Napolitano, AZ is North America's largest provider of CFS for exports. AZ is also a leading provider of import CFS, value-added warehousing, distribution and transportation services. AZ primarily serves the international forwarding and retail industries where it maintains relationships with some of the world's leading importers and exporters. For more information on AZ, please visit www.azcfs.com.

About Silvergrove Advisors LLC

Silvergrove is a boutique merger and acquisition advisory firm based in NYC which represents family, founder and entrepreneur owned companies in the middle market on recapitalizations, strategic sales, mergers and acquisitions. For more information on Silvergrove, please visit www.silvergroveadvisors.com.