

Seacoast Capital Completes Recapitalization of FAPS, Inc.

Seacoast Capital, a leading financial sponsor to middle market companies based in Danvers, MA, has completed the recapitalization of FAPS, Inc., a third generation family owned company based in Port Newark, NJ. FAPS, founded by John LoBue in 1956 as “Foreign Automotive Preparation Service”, is the only full-service third party finished vehicle logistics provider serving the global automotive industry at the Port of NY and NJ, the largest automotive port in the U.S.

FAPS provides port of entry (POE), accessorization, upfitting, pre-delivery inspection (PDI) and other value added services for the import, export and regional redistribution of vehicles for the world’s leading foreign and domestic OEMs. The company’s premier 120 waterfront acres and 600,000 square feet of ISO and LEAN compliant facilities have the capacity to process up to 500 marine vessels and 400,000 vehicles annually. Through its berthside marine, rail and truck capabilities, the company provides its OEM customers unparalleled intermodal access to the highest concentration of dealers, largest population centers and highest income regions in North America, and to high growth export destinations throughout the world including China, South Korea, Eastern Europe and the Middle East. FAPS remains a major economic contributor to the NJ region and currently employs a diverse workforce of approximately 250 men and women in partnership with the International Longshoremen’s Association (ILA).

“We are enthusiastic to partner with the deep and experienced management team at FAPS to capitalize on the long-term momentum and positive trends in the automotive industry”, commented Eben Moulton, a founding partner at Seacoast. Gary LoBue, co-owner of FAPS, commented: “Seacoast’s resources provide us the opportunity to accelerate growth and create extraordinary value for FAPS’ automotive customers, logistical partners, suppliers, employees and shareholders.” August LoBue, co-owner of FAPS, commented: “I am proud to partner with Seacoast to build on FAPS’ legacy as a global benchmark in production and quality for the automotive trade.”

As part of the recapitalization, the Port Authority of NY and NJ (PA) and FAPS agreed to an amended lease which extends their longstanding relationship to 2025. Rick Larrabee, Port Commerce Director for the PA, commented: “The auto processing business has been and remains an important employer in our Port and we are pleased that FAPS has received a significant investment from Seacoast with a goal of assuring stability for years to come.”

Silvergrov Advisors LLC acted as financial advisor to FAPS in this transaction. Brian Moloney, CEO of Silvergrove, commented: “The recapitalization with Seacoast extends and reinforces a decades old public-private partnership between the PA and FAPS, and secures the future of the Port of NY and NJ as the largest automotive port in the U.S. The transaction also builds on Silvergrove’s track record of partnering quality family and entrepreneur owned companies with leading financial sponsors in the middle market.” DeCotiis, FitzPatrick & Cole, LLP and Connell Foley, LLP served as legal counsel for FAPS; Patton Boggs, LLP served as legal counsel for Seacoast.

About Seacoast Capital

Seacoast Capital is a financial sponsor based in Danvers, MA, making non-controlling debt and equity investments in privately-held middle market companies for acquisitions, growth, shareholder buyouts, management buyouts, and leveraged recapitalizations. For more information on Seacoast, please visit www.seacoastcapital.com

About FAPS, Inc.

FAPS is a leading third party finished vehicle logistics provider serving the import, export and regional redistribution requirements of the global automotive industry, founded in 1956 and based in Port Newark, NJ. For more information on FAPS, please visit www.fapsinc.com

About Silvergrove Advisors LLC

Silvergrove is a boutique merger and acquisition advisory firm based in NYC which represents family owned 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