



Alba Wheels Up International, a Southfield Capital portfolio company, has successfully acquired John A. Steer

CLIENT

Alba Wheels Up International (“Alba” or the “Company”) is a leader in customs brokerage, freight forwarding, trade compliance, and other logistics services across key end markets, including apparel and accessories, pharmaceuticals, industrial, and food and drugs.

Alba facilitates seamless import and export operations for clients, leveraging regulatory expertise and a robust logistics network to ensure swift and accurate movement of goods in and out of the United States. Founded in 1949 and headquartered in Valley Stream, New York.

SITUATION

Over seven decades, Alba’s growth strategy has been driven by acquiring leading customs house brokers and freight forwarders. The Company pursues a limited number of acquisitions each year and is experienced at tailoring agreements to suit the various objectives of business owners and facilitating a seamless onboarding process.

ENGAGEMENT

Alba and Southfield engaged G2 Capital Advisors, LLC (“G2”) as the exclusive buy-side advisor to identify and originate acquisition targets that met the Company’s criteria and expansion goals. G2 works as a trusted advisor and long-term strategic partner in growing our clients’ businesses. In this engagement, G2’s role extended beyond buy-side advisor to capital markets advisor, successfully identifying a credit partner to support Alba’s long-term M&A growth strategy.

OUTCOME

Alba acquired Philadelphia, PA-based John A. Steer Co. (“Steer”) in December 2023.

Steer offers customs brokerage, freight forwarding, domestic transportation, cargo insurance, and supply chain management services in the United States, with a focus on food & beverage end markets and wine consolidation and logistics. The acquisition bolsters Alba’s customs brokerage business with an expansion into temperature-controlled freight while growing its domestic transportation capabilities.

“Welcoming Steer to the Alba family marks a milestone in our journey by reinforcing our commitment to custom brokerage excellence and fortifying our position in the perishables market. Together, we elevate our standing as a leading global logistics services provider,” says Alba’s Chief Executive Officer, Damien Stile.

“It is exciting to see two legacy logistics organizations with hundreds of years of combined history come together in the spirit of industry innovation,” said Chris Casteleyn, Managing Director within the Transportation & Logistics practice at G2 Capital Advisors. “We are pleased to support this partnership and are energized to realize more successes together.”

About Alba Wheels Up International

Alba is a fully integrated logistics provider offering customs brokerage, logistics, trade intelligence, and industry-leading supply chain solutions to middle market and larger companies. Alba is headquartered in Valley Stream, NY, with branch offices in Jersey City, NJ; Houston, TX; Los Angeles, CA; and San Francisco, CA.

About Southfield Capital

Southfield Capital is a private equity firm that invests in high-growth, lower-middle market companies in the outsourced business services sector. The firm targets companies with \$4 - 15 million in EBITDA and partners with management to scale the business through organic and acquisition growth strategies.

About John A. Steer Co.

Founded in 1905, John A. Steer Co. offers global freight and logistics management, customs clearance and import services, and sea, land, and air transportation.

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“We are thrilled to partner with Steer and leverage combined expertise and resources to pursue ongoing growth. Many thanks to G2 who were great, trusted partners throughout the entire M&A process.”

Heb James

Partner
Southfield Capital

G2 Capital Advisors provides M&A, capital markets, and restructuring advisory services to the middle market. We offer integrated, multi-product, and sector-focused services by pairing industry experts with investment banking specialists. We aspire to be our clients' trusted advisors of choice, including corporations and institutional investors.

To learn more about this transaction, contact the deal team directly.

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