



# ***The Nation's Leader in Automotive Import & Export Trade***

## ***FAPS, Inc. 66<sup>st</sup>. Year History 2022***

FAPS Incorporated, originally known as **Foreign Auto Preparation Service Inc.**, is a third generation company established in Port Newark in 1956. Pioneered by **John A. LoBue**, this first of its kind berth side pre-delivery company has been providing the automotive industry Import / Export preparation services for 66 years within the Port of New York & New Jersey. **FAPS, Inc.** is also a Foreign Trade Zone (FTZ) approved throughout its entire highly secured facility and employs over 365 skilled personnel. Manufacturing clients include global shippers and allied companies such as Ford Motor, General Motors, Nissan, Infiniti, Volvo, Polestar, Tesla, Toyota, Stellantis, Alfa Romeo, Ferrari and Maserati. These Import and Export accounts combined with a vibrant RoRo & POV trade arrive at and depart from the over 180 acre terminal complex by way of the world's leading marine car carriers (PCC/PCTC) such as Atlantic Container Lines / Grimaldi, EUKOR, Höegh, K-Line, Liberty Lines, Mitsui, NYK & Wallenius-Wilhelmsen Lines. Terminal activities include over 293 vessel and 25 heavy lift Project Cargo arriving annually.

### ***Scope of Services***

Services for new finished Import & Export vehicles include pre-delivery inspections, accessorization, body-repair, paint re-finishing, Export homologation, modification, global certification standards, undercoating / cavity wax and fleet reconditioning. Vehicle processing is performed in over 750,000 square feet of pre-delivery centers. **FAPS, Inc.** coordinates the inland distribution with many major car hauling truck transportation companies via EDI and operates a 48 rail car spot capacity auto rail facility (MODART) within the Conrail shared asset area for both CSX and Norfolk Southern Railroad Companies. **FAPS, Inc.** operation is regarded as the "industries benchmark auto-processing facility in North America" and handle over 600 thousand (600,000) vehicles annually. **FAPS, Inc.** utilizes the latest IS technology operating in a real time RF environment which effectively manages inventory, cargo releases, services and electronic invoicing. **FAPS, Inc.** also specializes in vehicle containerization.

### ***Foreign Trade Zone (FTZ)***

**FAPS, Inc.** entire facility is a fully activated FTZ. OEMS enjoy significant cost saving using our "Canadian Corridor" servicing Montreal, Toronto, Winnipeg, Manitoba, Regina, Saskatchewan, Saskatoon, Calgary, Alberta, Edmonton and Vancouver, BC.

**FAPS, Inc.** activities to Canada includes; Volvo, Ferrari, G.M. = 13,000 vehicles.

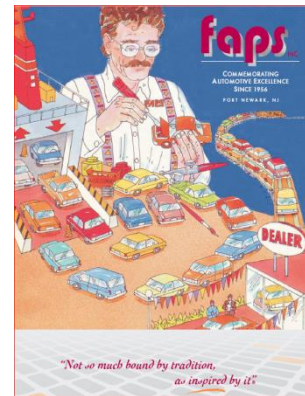
[www.fapsinc.com](http://www.fapsinc.com)

### ***FAPS, Inc. 2022 Trade Statistics***

<b>Imports</b>	. . . . .	<b>170,000</b>
<b>Exports</b>	. . . . .	<b>38,000</b>
<b>Rail / MODART</b>	. . . . .	<b>60,000</b>
<b>Regional Product</b>	. . . . .	<b>20,000</b>
<b>Canadian Corridor / FTZ</b>	. . . . .	<b>13,000</b>
<b>Total Vehicles Processed</b>	. . . . .	<b>301,000</b>
<b>Cargo – BRK / BULK</b>	. . . . .	<b>87,000</b>
<b>Marine Vessels / Project Cargo</b>	. . . . .	<b>293</b>

### ***Logistical Advantages***

Port Newark is located in the midst of the largest and most affluent consumer marketplace in North America, and provides automotive Importers with immediate access to more than 23 million consumers in the Tri-State. With its excellent highway network and inter-modal connections to inland markets, the port provides one-day access to over 73 million consumers from Virginia to Maine, as well as Eastern Canada. Within two days transport from the port, we can reach markets as far west as Chicago.



The ability of Automotive Importers to reach their major markets more quickly and cost effectively than any other port of entry in the nation is also why the port is the home to manufacturer pre-delivery subsidiaries for Toyota, Lexus, and BMW. The Port is not only cost competitive as measured by significant inland freight cost savings to the market, but also offers cost competitive port processing services and the highest quality of deep-sea auto stevedores and warehousing labor provided by the International Longshoreman's Association.

Over the years, **FAPS, Inc.** Customers have relied on our volume production, capacity, capability and high quality standards derived from our varied depth of highly-skilled, cross trained workforce.