

OUR APPROACH:

# Case Study: Wood Products Distributor



## Rethink

Company, with \$155 million in sales, manufactured and imported wood products for retail distribution through four warehouse facilities. Keen competition for retail space in big box retailers led to declining prices affecting profitability and liquidity, ultimately resulting in covenant violations with senior lender.

## React

Aurora was engaged as Chief Restructuring Officer and directed Company staff in revised projections and cash management, vendor and customer relations. Concessions from major customers and vendors allowed an increase in liquidity to service the senior debt and trade payables.

## Results

The Company was able to ramp down operations without a bankruptcy filing. Conducted a sale of various geographical operations and lines of business. Secured lender was paid in full. All personnel found employment or were paid a combination of severance and/or stay bonuses during the wind down.