

BlueWater Partners helps businesses identify and navigate a range of strategic alternatives. We specialize in senior-level advice on mergers, acquisitions, capital sourcing, performance improvement, turnarounds and merchant banking.

Distressed Sale

An Injection Molded Plastics Manufacturer to Tier I automotive and furniture OEM customers had experienced losses for multiple years.

Situation

- Defaulted on senior debt; lender informed debtor of intention to foreclose
- The lender's collateral value was substantially less than liquidation value
- The owner was tired and combative

Solution

- Engaged BlueWater Partners under pressure as Financial Advisor
- Completed 13-week cash flow and negotiated Forbearance Agreement to create time
- BlueWater Partners' operations team restructured the manufacturing operations and reporting, resulting in marginally profitable monthly performance
- Once profitable, a sale was only option to satisfy senior debt in full

Results

- Closed on sale to strategic buyer
- Saved all jobs
- Paid off senior debt in full; senior lender became the lender to the buyer
- The buyer assumed all trade debt

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