

## Insights for Driving Success

In episode 21 of Insights for Driving Success, Partner Warren Feder revisits the Article 9 Foreclosure of Sun & Skin Care Research, an industry leading manufacturer and distributor of sun care products.

### Creative Use of UCC Article 9 to Sell Assets in a Foreclosure



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In this video, Warren discusses how the culmination of a change in management, a failed product launch and a sizeable strategic acquisition left Sun & Skin Care with substantial operating losses. As exclusive financial advisor and investment banker, Carl Marks Advisors solved crucial manufacturing inefficiencies before running a rapid foreclosure and ten-week sale process that quickly positioned the company to capitalize on sales of an extremely seasonal product.

#### You may also be interested in:

- For more information on the Sun & Skin Care engagement, [read the full case study](#)
- [Complex International Out-of-Court Debt for Equity Exchange](#)

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