

# THE GORDON COMPANY

*presents*

## Case Study: Drug Store Liquidation



## > CASE STUDY: Drug Store Liquidation

**DRUG EMPORIUM**  
Discover the Value.



- Drug Emporium, reorganizing under Chapter 11 and closing 80 locations across the United States in the process, was wise enough to recognize the value of getting separate bids on the inventory and the furniture, fixtures, and equipment (FF&E) in the closing stores.
- A branch of the United States Bankruptcy Court conducted an auction of the chain's assets in an effort to select a liquidating agent and run "going out of business" sales at all locations. The goal was to maximize the value to the Estate and Creditors Group.
- An initial bid was presented by a firm that grouped both the store inventory and the FF&E in a single offer. The Gordon Company, originally not invited as a qualified bidder given their interest in only the FF&E portion of the assets, still appeared at the court hearing. The Creditor's Committee quickly realized that splitting the FF&E into a separate bid was in the best interest of all parties, and The Gordon Company was ultimately the winning bidder, adding \$500,000 to the overall recovery.



## > CASE STUDY: Drug Store Liquidation *(continued)*

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- The team successfully executed the liquidation sale of the FF&E in over 80 stores, located across 8 states.

- The Gordon Company also worked with the debtor to streamline the process in order to help bring additional value to the real estate obligations, allowing a quick exit and saving millions in real estate leasing costs.
- Our managed liquidation process put a team of knowledgeable and experienced FF&E liquidators in the field, further helping to maximize results.
- Our in-house sales team allowed us to leverage a nationwide customer base vs. a local auction approach, and combined with a proprietary *database of over 150,000 customers* and innovative marketing techniques, we realized industry leading recovery values for this sale.
- Avoiding the pitfalls of “package deals,” and conducting a separate bidding process for the FF&E, created an incremental multi-million dollar return to the Estate. Combined with specific drug store disposition expertise, the client made the smart choice by selecting The Gordon Company, allowing for an efficient and positive exit at all store locations.



## > Make The Gordon Company Your Strategic Partner!

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A call to **The Gordon Company** brings the highest cash returns from an experienced, creative, and responsive specialist!

Can you or your professional advisor afford not to contact us when seeking disposition services?



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