

# Green Landers Limited

Management Consultants  
Insolvency Consultants

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## ROSS D. LANDERS CPA, CA, CIRP, TIB PRESIDENT & CEO

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### Professional Qualifications

Licensed Trustee in Bankruptcy – 1986

Chartered Insolvency and Restructuring Professional (CIRP) – 1984

Chartered Accountant – 1976

BBA – 1973, Acadia University

### Professional Memberships

NS Association of Insolvency and Restructuring Professionals

Chartered Professional Accountants of Canada

Canadian Association of Insolvency and Restructuring Professionals

Chartered Professional Accountants of NS

### Market Coverage

All Four Atlantic Provinces

### Community Involvement

Past –Treasurer

Canadian Breast Cancer Foundation  
Atlantic Chapter

Past-President

NS Association of Insolvency and Restructuring Professionals

### Professional Skills / Experience

Corporate restructuring and insolvency services

- Operating receiverships / liquidations
- Debtor workout plans / Creditor look sees
- Corporate proposals under BIA & CCAA
- Divestitures

Expert insolvency / forensic accounting court testimony

- Supreme Court of Nova Scotia
- New Brunswick Court of Queens Bench

Turnaround / Crisis management

- Chief Restructuring Officer (CRO)
- Interim CEO / CFO roles

Business Advisory / Accounting

- Proven / effective consulting advice
- Skilled in valuations, mergers & acquisitions

Diverse industry exposure

- Forestry - pulp mills / lumber
- Seafood - traditional / aquaculture
- Manufacturing
- Transportation
- Distribution
- Construction / Services

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## **ROSS D. LANDERS, CPA, CA, CIRP, TIB**

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### **EDUCATION**

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- Licensed Trustee in Bankruptcy (TIB) -- March 1986
  - Chartered Insolvency and Restructuring Professional (CIRP) -- September 1984
  - Chartered Accountant (CA) -- December 1976
  - Bachelor of Business Administration, Acadia University -- May 1973
  - University Medal for highest marks in Business Administration
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### **EXPERIENCE / ACHIEVEMENTS**

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#### **GREEN LANDERS LIMITED, Halifax NS** **Oct 2012- Present**

- Consulting and Insolvency Firm

- Consulting and Insolvency services affiliate of Green Landers C. A. Inc.

#### *President*

- Independent and locally owned professional services firm founded in October 2012. We have sourced and completed numerous files, such as:
  - NovaScotian Crystal – financial restructuring and divestiture of the business assets to a new owner resulting in continuation of this unique business with on-going employment for over 30 staff.

#### **LANDERS LIMITED, Halifax NS** **2000-Oct. 2012**

- Public Accounting and Insolvency Consulting Firm

- affiliated with an Atlantic Canada midmarket insolvency / restructuring firm (2000 to 2011)

#### *President*

- Successfully sourced, managed and completed on time many of the largest East Coast insolvency and corporate restructurings files in the last 10 years such as:
  - St. Anne Nackawic Pulp Company – a \$150M international company. Significant bankruptcy / receivership with total creditor debt of \$110M / secured debt \$38M
  - Rocan Forestry - operating receivership with Canada wide / international scope in the recovery of \$30M in bank debt - 300+ pieces of equipment sold vs. auction
  - E.S.D. Fisheries - \$40M company with \$10M in secured creditor debt. Recovery included asset liquidation and collection of receivables in the USA, Europe, Japan
- Chief Restructuring Officer / Executive VP of Atcon Group - a \$250M complex construction, mine / oilfield services, environmental and fabrication company with operations in Atlantic Canada, Alberta and Sweden. Secured creditor debt \$160M.

**GRANT THORNTON**, Halifax, NS

**1997-2000**

- International Public Accounting Firm

**Partner, Financial Services**

- Successfully managed and completed many large insolvency assignments such as:
  - Mentor Networks – Operated this software company in receivership and sold as a going concern to a venture capitalist from Washington DC. Employment levels maintained consistent with the secured creditor’s (Province of NS) mandate.
  - Brookville Transport - a \$100M company acted as advisor and agent to the secured lender in the sale of the assets on a “going concern” basis to a new buyer
- Improved the insolvency department procedures eliminating unnecessary overhead
- Streamlined client reporting processes via computerized trust accounting records

**ERNST & YOUNG**, Halifax NS

**1974-1996**

- International public accounting firm

**Partner, Insolvency Services**  
**Senior Vice President and**  
**Practice Director, Atlantic Canada**

*1986-1996*

- Successfully lead a 3 office insolvency practice in Atlantic Canada in a growth period
- Spearheaded new regional business development whereby practice revenues increased steadily from a base of \$400,000 in 1986 to \$2,500,000 in 1992, a 500 % increase
- Developed an effective staff whereby multiple large files were in progress at anytime
- Lead teams in the receivership of several high profile assignments with tight timelines

**Insolvency Manager**

*1974-1986*

- Managed large files directing support staff overseeing bankruptcy / receivership files pertaining to diverse companies in the \$10M to \$300M sales range such as:
  - Green Gables - \$50M convenience store chain with 66 locations. Managed the overall operation, closing unprofitable stores and assets liquidated by auction
  - Fishery Products Ltd. - a \$325M Newfoundland based international seafood company with 20 processing plants, 10,000 employees and a \$200M credit line.
- Promoted to Partner / Senior Vice President and Practice Director Atlantic Canada

**MAJOR FOODS LIMITED**, Dartmouth NS

**1980-1981**

- a \$20M vending / food services company with operations throughout Nova Scotia

**Chief Financial Officer**

- Reported to the President / Owner during an operations / financial restructuring period
- Restructured the accounting and administrative functions leading overhead reductions
- Improved financial reporting timelines / quality regaining respect with secured lenders
- Negotiated compromise and extended payment terms with secured and trade creditors
- Facilitated a sale to a large public food service company based in Toronto.