

CANADA  
PROVINCE OF QUEBEC  
DISTRICT OF MONTREAL  
NO.: 500-11-051309-165  
ESTATE NO.: 41-2167490

SUPERIOR COURT  
(Commercial Division)

*(Bankruptcy and Insolvency Act,*  
R.S.C. 1985, c. B-3)

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IN THE MATTER OF THE BANKRUPTCY OF:

LE BARON OUTDOOR PRODUCTS  
(MISSISSAUGA) LTD./LE BARON PRODUITS DE  
PLEIN AIR (MISSISSAUGA) LTÉE, a corporation  
having its registered office at 8601 Boulevard St.  
Laurent, Montreal, Québec H2P 2M9;

**Bankrupt**

-and-

RICHTER ADVISORY GROUP INC./RICHTER  
GROUPE CONSEIL INC., in its capacity as trustee to  
the Notices of Intention, having a place of business at  
1981 McGill College, Montreal, Québec H3A 0G6;

**Trustee**

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**TRUSTEE'S REPORT TO THE FIRST MEETING OF CREDITORS**

On September 19, 2016, Le Baron Outdoor Products (Mississauga) Ltd. (the "Bankrupt"), filed a Notice of Intention to make a Proposal ("NOI") in accordance with the *Bankruptcy and Insolvency Act* ("BIA") of Canada. Two extensions of the delay to make a proposal were granted by the Court. The first, dated October 19, 2016, extended the delay to December 2, 2016. The second, dated December 1, 2016, extended the delay to January 16, 2017. The Bankrupt failed to file a proposal within the statutory period following the filing of the NOI or within any of the two Court-granted extensions and was therefore deemed to have made an assignment of its assets pursuant to the provisions of the BIA.

Consequently, on January 17, 2017, Richter Advisory Group Inc. was named trustee of the estate of the Bankrupt by the Official Receiver, subject to confirmation by the creditors at the first meeting of creditors.

The purpose of this report is to inform all interested parties about our preliminary administration and our findings.

The information contained in this report has been prepared from the available books and records of the Bankrupt. The books and records have not been audited or verified by the Trustee. Consequently, the Trustee expresses no opinion whatsoever with respect to the validity, the accuracy or the reliability of the information contained in this report.

**I. INTRODUCTION**

The Bankrupt's sole activity was to act as the tenant pursuant to the lease for a camping, hunting, fishing and outdoor equipment store located at 1512 Merivale Road in Ottawa. As such, the Bankrupt's assets were negligible. The store was operated and the rent was funded by Le Baron Outdoor Products Ltd. (the "Store Operator"), a related company.

As a result of the increasing competition from large national and international retailers, the Store Operator's sales decreased by approximately \$3.9 million, from \$23.6 million in fiscal 2014 to \$19.7 million in fiscal 2015. The Store Operator reported net losses before income taxes totaling approximately \$1.1 million in the last two fiscal periods ended November 30, 2015 and defaulted on its lending facilities. The Store Operator's financial difficulties resulted in the Bankrupt's ultimate bankruptcy.

## **II. EVENTS POST-FILING OF THE NOTICE OF INTENTION**

On September 19, 2016, the Store Operator filed a Notice of Intention to make a Proposal in accordance with the BIA of Canada and immediately developed a plan to monetize its inventory and other assets to pay for ongoing operating expenses.

The cash generated from the sale of inventory in the stores was used to pay operating/liquidating expenses, fully repay the Store Operator's first ranking secured debt and then reduce the debt owing to R.S. Baron Investments Inc., which held second ranking security on all the assets of the Store Operator. R.S. Baron Investments Inc. also held rights over the Bankrupt's assets as security for its loan to the Store Operator.

Concurrently with the monetization efforts, the Store Operator, the Bankrupt, Le Baron Outdoor Products (Dundas) Inc. and Le Baron Outdoor Products (Toronto) Inc. mandated the Trustee to administer and oversee a comprehensive solicitation processes to seek potential purchasers to acquire all or part of the business assets. Over 100 potential purchasers, which included competitors and liquidators, were contacted. Seven (7) parties were given access to a virtual data room containing historical financial data and other relevant documents, following the execution of a confidentiality and non-disclosure agreement. Only one (1) offer was received from this process, which was deemed unacceptable and not commercially viable. The offer was therefore rejected.

On November 2, 2016, the Bankrupt disclaimed the lease for the property located at 1512 Merivale Road in Ottawa, with an effective date of December 5, 2016.

## **III. STATEMENT OF AFFAIRS**

In accordance with the BIA, a Statement of Affairs showing the Bankrupt's assets and liabilities as at the date of bankruptcy was prepared from the information supplied and pursuant to the sworn declaration of Steven Baron, president of the Bankrupt.

### **a) Assets**

As per the Statement of Affairs, there are no assets.

### **b) Liabilities**

It is important to note that the exact amount of the Bankrupt's liabilities as at January 17, 2017, will only be determined once all proofs of claim have been submitted by the creditors and have been compiled and analyzed by the Trustee. Nonetheless, the following is a summary of the Bankrupt's liabilities based upon preliminary information:

Le Baron Outdoor Products (Mississauga) Ltd. Liabilities based upon preliminary information As at January 17, 2017 (In thousands)	
Secured creditor	\$ 2,267
Preferred creditors	-
Unsecured creditors	71
<b>Total</b>	<b>\$ 2,339</b>

### **Secured Creditors**

The Trustee retained independent counsel, in Montreal (Stein & Stein Inc.) and in Toronto (Aird & Berlis LLP), to provide an opinion as to the validity of the hypothecs and security interests held by the secured creditor. The Trustee received legal opinions from each of these firms confirming the validity and enforceability of the security held by R.S. Baron Investments Inc. over all assets of the Bankrupt.

As at January 17, 2017, an amount of 2.3M\$ still remains due to the sole secured lender.

### **Preferred Creditors**

According to the Statement of Affairs, there are no known preferred creditors. The Trustee is not aware of any amounts owing to any government authorities which would be considered a priority. Notice has been sent to all employees and other possible preferred creditors and the ultimate amount of this category of claims will only be subsequently determined once any proofs of claims are received.

### **Unsecured Creditors**

According to the Statement of Affairs, unsecured ordinary creditors total approximately \$71K. However, as of the date of this Report, the Trustee has not received sufficient proofs of claim to assess the actual amount owed to the ordinary unsecured creditors.

## **IV. SUMMARY OF THE PRELIMINARY ADMINISTRATION OF THE TRUSTEE**

### **a) Books and Records, Security and Protective Measures**

As at January 17, 2017, the Trustee took possession of the Bankrupt's books and records. The activities of the Trustee since its appointment have primarily consisted of statutory work in accordance with the provisions of the BIA.

### **b) Reviewable Transactions and Preferential Payments**

The Trustee will perform a review of the payments to creditors preceding the date of the bankruptcy which may be reviewable, preferential or undervalued, as defined within the meaning of the BIA. The Trustee, upon completion of the review, will discuss any relevant findings with the Inspectors to be appointed at the first meeting of the creditors.

**V. ANTICIPATED REALIZATION AND PROJECTED DISTRIBUTION**

As previously mentioned, there are no assets. Accordingly, it is anticipated that no dividends will be available to the preferred (if any) and/or unsecured creditors.

DATED AT MONTRÉAL, this 3<sup>rd</sup> day of February 2017.

**Richter Advisory Group Inc.**

**Trustee**



**Raymond Massi, CPA, CA, CIRP, LIT  
Administrator of the Bankruptcy**