

## John L. Davidson

managing partner

### Selected Client Engagements

#### **Comet Trailer Corporation** 1994-1995

(Yakima, WA)

Manufacturer of transportation equipment and peripherals

- Role: Appointed Receiver under stipulation among Debtor and primary lender (US Bank)
- Directed restart of manufacturing operations and orderly build-out / wind down of materials inventories and selected contracts
- Negotiated Jobs Development and Continuation Programs with Washington State Agencies to Support Outplacement
- Directed managed liquidation of fixed assets (post-build out)
- Sourced and negotiated sale of trademarks and other intellectual property

#### **The Lancair Company** 2002

(Bend, OR)

FAA-Certified Private Airplane (Composite) manufacturer

- Role: Advisor to the Company in its successful out of court reorganization and recapitalization
- Negotiated secured and unsecured creditor composition, including state IRB financings
- Advisor to management and the Board in the interim wind down and restart of 350-employee operation

#### **Granite Furniture Company** 1998

(Salt Lake City, UT)

Leading regional furniture, accessories and appliance / electronics retailer operating 5 locations (up to 100,000 sq. ft each) in the InterMountain area

- Role: Appointed Executive VP & Chief Operating Officer
- Directed 1998 Reorganization; Responsible to the Board of Directors
- Positioned the Company for its planned recapitalization program in 1999-2000

#### **International Aero, Inc** 2001

(Burlington, WA)

FAA-Authorized and Boeing-Certified Aircraft Component Manufacture and Repair Station

- Role: Interim Restructuring Officer and Director during the Company's pre- and post- September 11 reorganization
- Directed restructuring of core operating units to position the Company for return to profitability and strategic sale
- Directed customer (major and regional airlines), strategic partner and Boeing negotiations to reposition Company and insure market gains during the industry's stabilization post-9/11

#### **Cumetrix Data Systems, Inc.** 1999

(Los Angeles, CA)

Publicly-traded (NASDAQ) Manufacturer of computer systems and business to business web-based applications

- Role: President & CEO
- Directed return to compliance with SEC-reporting guidelines and directed senior management team in restructuring steps
- Developed turnaround plan and early implementation of investment and operating restructuring at the Board's request

#### **Coast to Coast Seafood, Inc.** 2001

(Seattle, WA)

\$200mm processor and distributor of frozen and fresh seafood

- Role: Advisor to the pre- and post-filing Chapter 11 Debtor
- Assisted management in the disposition of non-core inventories and in the realignment of product marketing
- Negotiation of business segment sales prior to and during the Ch 11 process
- Negotiation of interim forbearance arrangements (pre-Petition) among secured and unsecured creditors

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**Seattle Lighting Corporation** 1996 (Seattle, WA)  
Major Regional Builders' Lighting and Supply  
Retailer / Wholesaler – 11 locations

- Represented Debtor in Chapter 11 Reorganization (Perkins Coie – Debtor Counsel)
- Developed, with Management and the Board, Debtor's Plan of Reorganization
- Plan Confirmation, resulting in Sale to Strategic Buyer

**Mirror Software Corporation** 1999  
(Kirkland, WA)

Imaging software and peripherals developer for applications in plastic and reconstructive surgery and cosmetics markets

- Role: Appointed Court Receiver under stipulation between Debtor and primary secured lender (Silicon Valley Bank)
- Sourced, Negotiated, and Secured Court-Approved sale (in competitive bid process) of Technology and other Intellectual Properties to strategic industry Buyer for restart of primary development and sale activities

**Gateway Forest Products, Inc.** 2000-01  
(Ketchikan, Alaska)

Former Louisiana Pacific Mill, Logging, Pulp and Veneer operations.

- Role: Advisor to the Debtor in its development of the Chapter 11 interim operating plan
- Negotiation of asset dispositions prior to and during the Ch 11 process
- Development of interim forbearance arrangements among secured, unsecured (Committee) and log lien creditors

**Schweitzer, Inc.** 1996 (Idaho / Montana)  
Major Regional Ski, Resort and Hospitality Owner-Operator and Developer. Logging and Timberlands Development

- Role: Appointment as EVP & Chief Operating Officer following Advisory Assignment in Out of Court Restructuring Program
- Directed Management of Hospitality and Property development Activities within Plan and Forbearance Program Negotiated among the Board and Secured Creditors
- Developed Creditor Moratorium to Support Restructuring Steps without Disruption of Seasonal and Development Activities
- Directed Timber Sales and Cutting Program

**Tri Valley Growers, Inc.** 2000  
(San Ramon, CA)

Leading (\$1 billion annual sales) national processor of food products under the S&W, Libby's, and other brand names)

- Role: Advisor to the Secured Bank Group (17 lenders) in the pre- and post-petition Chapter 11 process resulting in the reorganization of the business and Plan confirmation
- Interface among the secured lenders (BofA as Agent) and TriValley management and Board
- Negotiation of asset dispositions prior to the reorganization of core business segments during the Ch 11 process
- Development of DIP financing and interim forbearance arrangements

**Cascade Pacific Industries, Inc.** 2001  
(Eugene, OR)

Diversified mill and wood products processing company.

- Role: President and CEO during Chapter 11 reorganization and non-operating asset dispositions process
- Direction of operating division restart and sale process, including management of strategic customers through interim processing agreements
- Sale of operating divisions within the Chapter 11 process (Eugene)
- Final dispositions of non-operating assets and distributions to creditors

**The Governor Hotel** 2003  
(Portland, OR)

Landmark downtown hotel in Portland, Oregon

- Role: Court-appointed Receiver responsible for all stabilizing operations and directing management in the operations, marketing and creditor negotiations pending sale of the business
- Completed the sale to a local investment group and national hotel operator in mid-2003

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## **Premium Timberland Sales, Inc.** 2003-05

(Eugene, OR)

Wachovia REO managing timber and ranch properties aggregating 150,000 acres in Oregon / Washington

- Role: Court-appointed Receiver – Direction of all timber deed / fee and other real estate property dispositions
- Reconciliation of timber accounts and scheduled tracking / management of timber properties on behalf of 3 bank group

## **California Steel Pressure Pipe, Inc.** 1991-92

(Los Angeles, CA)

Leading Engineered Pipe Manufacturer with Multi-State Plant Production; former Jim Walter Corp. / KK&R Subsidiary

- Role: Appointed EVP & Chief Operating Officer to Assist Board in Successful Turnaround
- Developed Creditor Moratorium and Support for Out of Court Composition
- Directed Insolvency negotiation with regulatory Agencies and Other Parties in Interest

## **Emporium Department Stores**

**(Troutman Investment Co.)** 2002-03 (Eugene, OR)

Major regional (34 locations in WA, OR, CA, NV, ID) department store chain.

- Role: Financial Advisor to the Debtor in Possession (employed in the Ch 11 case)
- Interim Chief Financial Officer role, in addition to planning and management support in the managed wind down process and asset dispositions
- Management of sale / creditor processes, and direction of Plan distributions

## **Boston Markets** (BC Northwest, L.P.) 1998-1999

(Seattle, WA)

Specialty restaurants chain – 61 locations in Washington, Idaho and Oregon

- Role: Appointed Managing Agent of the Debtor in Chapter 11 bankruptcy case
- Negotiated leased location exits / settlements
- Directed orderly sales of locations and fixed assets

## **Babler Brothers, Inc. (PIPE, Inc.)** 2000

(Portland, OR)

Leading manufacturer of concrete pipe and products; Market leader in Oregon and Washington markets.

- Role: Advisor to the Board and Management in the 2000 out-of-court reorganization and going concern sale process
- Directed the planning and implementation of creditor forbearance (including out-of-court unsecured creditors' committee) and interim financing and restart of core operations.
- Directed competitive sale process, resulting in sale to Hanson PLC, a major UK manufacturer.
- Consensual process resulted in full payment to all secured and unsecured creditors, as well as low 8 figure return to equity

## **Microware, Inc.** 1994 (Portland, OR)

\$350mm Manufacturer / Distributor of Computers and Peripherals

- Role: Court-Appointed Examiner in Chapter 11 case
- Developed Examiner's Review and Forensic Accounting within Debtor's Administration of Chapter 11 Case.
- Testimony and Presentation of Findings to the Court

## **Maxim Energy, Inc.** 1982-84 (Bakersfield, CA)

Energy Resources Management and Production Company (start-up and contract management)

- Role: Co-Principal, SVP and Chief Financial Officer - Directed Reorganization Advisory Services on behalf of Clients and Acquisition Targets
- Early Involvement in Successful Acquisitions of Resource Properties and Operations out of the Penn Square Bank Insolvency
- Due Diligence Support for Client Acquisitions of Distressed Oilfield and Refining Companies in California and Texas

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