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IN THE UNITED STATES BANKRUPTCY COURT
FOR THE DISTRICT OF ARIZONA

PRODUCTS INTERNATIONAL
COMPANY,

Debtor.

Chapter 11

Case No. 08-1454

MEMORANDUM DECISION ON
DEBTOR'S MOTION TO DISMISS AND
CREDITOR'S REQUEST FOR
APPOINTMENT OF A TRUSTEE

I. INTRODUCTION

This matter comes before the Court on a Motion to Dismiss ("Motion") filed with the Court on July 11, 2008 by Products International Company (the "Debtor"). A Response to the Motion to Dismiss and Motion for Appointment of Chapter 11 Trustee ("Cross Motion") was filed on August 12, 2008 by Michael Ferring ("Ferring"), a creditor herein. The Debtor filed a Reply on August 15, 2008.

After conducting a hearing on the matter on August 19, 2008,¹ taking into consideration the arguments of each of the parties, the documents filed, and the entire record before the Court, the Court has set forth in this decision its findings of fact and conclusions of law pursuant to Fed.R.Civ.P. 52, Bankruptcy Rule 7052. The Court has jurisdiction over this matter, and this is a core proceeding. 28 U.S.C. §§ 1334 and 157 (West 2008).

1. Pursuant to 11 U.S.C. § 1112(b)(3) the Court must render a decision on the matter no later than 15 days after the August 19, 2008 hearing date.

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2 II. FACTUAL BACKGROUND

3 The Debtor filed its voluntary petition for relief under Chapter 11 of the United
4 States Bankruptcy Code on February 15, 2008.² The Debtor is in the business of manufacturing
5 and selling identification bands used in the medical field. The Debtor has 10 employees. The
6 Debtor has been owned, and family-operated, by the Twentier family since 1962. Carl and
7 Patricia Twentier own two thirds of the shares of the Debtor, and Mr. Ferring owns the
8 remaining one-third interest. Mr. Carl Twentier is the president of the Debtor, and since 1993,
9 his duties have included managing all aspects of business, including its daily operations.

10 Mr. Twentier and his wife also own another company, MaxArt Animal Health
11 Inc. (“MaxArt”). MaxArt is a related company to the Debtor, given the common ownership, but
12 it is neither a parent nor a subsidiary of the Debtor. Mr. Twentier is the president and chief
13 executive officer of MaxArt. Mr. Twentier admitted he transferred nearly \$700,000 of Debtor
14 funds to MaxArt over a period of time. Mr. Twentier also admitted improperly transferring
15 \$120,000 of Debtor funds to himself and his wife.³

16 The Internal Revenue Service (“IRS”) is the Debtor’s largest creditor. The Debtor
17 failed to pay employee withholding taxes, as well as corporate taxes, and as a result the IRS
18 instituted a pre-petition levy against the Debtor’s accounts receivables and bank accounts. The
19 IRS has asserted a claim against the Debtor in the amount of \$508,212.40, of which \$420,777.61
20 is asserted as a secured claim. The Debtor asserted, in its Motion to Dismiss, that it had entered
21 into discussions with the IRS as to how to repay the obligation outside of the bankruptcy
22 proceedings.

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24 **2.** Given the filing date of the Debtor’s petition, the Bankruptcy Abuse Prevention and
25 Consumer Protection Act of 2005, Pub.L. 109-8, 119 Stat 23 (2005) (“BAPCPA”) is applicable to
26 this case.

27 **3.** At the hearing on the Motions, counsel for the Debtor believed that the \$120,000 was
28 some type of salary or compensation to the Twentiers.

1 and how it should be operated. Ferring had not been associated with the Debtor's business for
2 over a year and did not persuade the Court of his business acumen. Ultimately the hearing had
3 to be continued, but the Debtor was allowed to store its materials at the temporary location
4 pending the outcome of a further hearing on the matter. The Debtor's request to purchase
5 manufacturing equipment was also continued to another day.

6 At the August 19, 2008 hearing on the Debtor's Motion to Dismiss and Ferring's
7 Cross Motion, no witnesses were called. The Debtor's owner, Mr. Twentier filed a Declaration
8 with the Court.⁵ Ferring presented a number of exhibits attached to its Cross Motion. As noted
9 previously, the Court also conducted a separate evidentiary hearing on the Debtor's request to
10 enter into a lease agreement and its request to purchase new equipment.

11 The Debtor argued that it was a profitable business, as shown by its recent
12 financial results, that it could pay its creditors outside of the bankruptcy proceedings, and that
13 remaining in a Chapter 11 proceeding was very expensive, since the Debtor was incurring
14 substantial attorneys' fees and costs as an additional administrative expense. For instance, the
15 Debtor's counsel noted that Ferring had filed any number of pleadings opposing the Debtor's
16 requested relief, which actions were increasing exponentially the Debtor's attorneys' fees and
17 costs. However, the Debtor's counsel admitted that Mr. Twentier had engaged in the improper
18 transfer of \$700,000 from the Debtor to MaxArt, and that Mr. Twentier and his wife had also
19 improperly removed \$120,000 from the Debtor. The Debtor's counsel suggested that these funds
20 could be recovered by a fraudulent conveyance action in state court.

21 Conversely, Ferring's counsel argued, at the August 19 hearing, that the Debtor
22 should remain in a Chapter 11 and that a trustee should be appointed. Ferring wanted to obtain
23 control of the Debtor, by proposing his own plan of reorganization, which would extinguish the
24 Twentiers' ownership interests. Apparently Ferring would then be in a position to operate the
25 Debtor as he saw fit.

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27 **5.** See Carl Twentier Declaration, Docket Entry No. 82.

1 exists to take some action under Section 1112(b). Cause is a flexible standard, subject to the
2 Court's discretion, and does not necessarily involve one or all of the those factors set forth in
3 Section 1112(b)(4). Once cause has been established, the Court must then determine whether
4 dismissal or conversion of the case, or the appointment of a Chapter 11 Trustee, is in the best
5 interests of the creditors and the estate.

6 A. DISMISSAL UNDER § 1112(b)

7 11 U.S.C. § 1112(b) was amended as part of the Bankruptcy Abuse Prevention and
8 Consumer Protection Act of 2005 ("BAPCPA"). Section 1112(b)(1) now provides:

9 Except as provided in paragraph (2) of this subsection, subsection © of this
10 section, and section 1104(a)(3), on request of a party in interest, and after notice
11 and a hearing, absent unusual circumstances specifically identified by the court
12 that establish that the requested conversion or dismissal is not in the best interests
13 of creditors and the estate, the court *shall* convert a case under this chapter to a
14 case under chapter 7 or dismiss a case under this chapter, whichever is in the best
15 interests of creditors and the estate, if the movant establishes cause." (Emphasis
16 added). § 1112(b)(1).

17 Prior to the 2005 amendments, the statute provided, in part, that

18 ...after notice and a hearing, the court *may* convert a case under this chapter to a
19 case under chapter 7 of this title or may dismiss a case under this chapter,
20 whichever is in the best interest of creditors and the estate for cause,
21 including...(Emphasis added). § 1112(b)(1) (prior to BAPCPA).

22 Although the parties do not challenge the Debtor's ability to so move, the Court
23 preliminarily notes that the Debtor does have the standing to bring a motion to dismiss, since it is
24 a "party in interest." 11 U.S.C. § 1109(b). What is unusual is that the Debtor is bringing the
25 Motion to Dismiss so shortly after it filed its Chapter 11 proceedings.

26 Next, the amendments incorporated into Section 1112(b), as a result of BAPCPA,
27 also add an introductory qualifying phrase which carves out certain exceptions. If the language
28 of the statute is clear on its face, the Court must enforce it as written. United States v. Ron Pair
Enter., Inc., 489 U.S. 235, 243, 109 S.Ct. 1026, 103 L.Ed. 2d 290 (1989); Lamie v. United States
Trustee, 540 U.S. 526 (2004). However, if there is an ambiguity, the Court may consult
legislative history or engage in an appropriate analysis to provide meaning to the provision that

1 is consistent with the overall purpose of the statute. Turner v. McMahon, 830 F.2d 1003 (9th Cir.
2 1987). Although somewhat confusing in syntax, the case law and a commentator have
3 concluded that the language “[e]xcept as provided in section 1104(a)(3)⁶” now requires the Court
4 to consider three alternatives in its analysis under Section 1112(b)(1), as amended. If cause has
5 been shown by the moving party, the Court must consider whether to dismiss the case, convert
6 the case to one under Chapter 7, or appoint a Chapter 11 trustee, whichever result is in the best
7 interest of creditors. In re Gladys Marie Jayo, 2006 WL 2433451, at 6 (Bankr. D.Idaho 2006); In
8 re Incredible Auto Sales LLC, 2007 WL 1100276 (Bankr. D. Montana 2007), *citing* 7 COLLIER
9 ON BANKRUPTCY, ¶ 1112.04[3] (15th ed. rev.). Unfortunately, a party in interest opposing
10 such relief is only allowed to show “unusual circumstances” specifically identified by the Court
11 in its decision, or as outlined in Section 1112(b)(2), to prevent a dismissal or conversion of the
12 case.⁷ The Section is silent as to how a party in interest opposes the request that a Chapter 11
13 trustee be appointed. However, a review of Section 1104(a)(3), inserted as a result of BAPCPA,
14 states that “if grounds exist to convert or dismiss the case under section 1112, but the court
15 determines that the appointment of a trustee or an examiner is in the best interests of creditors
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18 **6. Section 1104(a)(3) provides, as follows:**

19 (a) At any time after the commencement of the case but before confirmation of a plan, on
20 request of a party in interest or the United States trustee, and after notice and a hearing,
21 the court shall order the appointment of a trustee—

22 (3) if grounds exist to convert or dismiss the case under section 1112, but the
23 court determines that the appointment of a trustee or an examiner is in the best
24 interests of creditors and the estate.

25 **7. Section 1112(b)(2) provides another basis for “unusual circumstances” to be shown.**
26 The debtor, or another party in interest, must object and show that a plan of reorganization will
27 be confirmed within the time constraints set forth for a small business, or otherwise within a
28 reasonable period of time, and that if there has generally been an act or omission by the debtor,
there exists reasonable justification for same and it shall be cured within a reasonable period of
time. However, “if there is a substantial or continuing loss or diminution of the estate and the
absence of a reasonable likelihood of rehabilitation,” then the debtor or party in interest does not
have access to the exception under Section 1112(b)(2).

1 and the estate,” “the court shall order the appointment of a trustee.” Thus, it appears that once
2 cause has been shown, the Court, through a balancing test, determines which result is appropriate
3 based upon the record.

4 As a part of its preliminary analysis, this Court also observes that prior to the
5 enactment of BAPCPA, it had discretion in determining whether to dismiss or convert a case if
6 cause had been shown. Now Section 1112(b), as amended, provides that once cause has been
7 shown, the Court’s discretion is limited. *See In re AmeriCERT, Inc.*, 360 B.R. 398, 401
8 (Bankr.D.N.H.2007); *In re Gateway Access Solutions, Inc.*, 374 B.R. 556 (Bankr. M.D. Pa.
9 2007).⁸

10 Other than Section 1112(b)(2), inserted by BAPCPA, Section 1112(b) does not
11 define “unusual circumstances.” However, the phrase contemplates conditions that are not
12 common in chapter 11 cases. *In re Fisher*, 2008 WL 1775123 (Bankr.D.Mont. 2008). As
13 explained in 7 Collier on Bankruptcy, ¶ 1112.04[3], p. 1112-26, 1112-27 (15thed.rev.):

14 Although section 1112(b) does not define the phrase “unusual circumstances,” it
15 clearly contemplates conditions that are not common in most chapter 11 cases.
16 Although each chapter 11 case is to some extent unique, and unusual
17 circumstances may exist in any particular case regardless of its size or
18 complexity, the import of section 1112(b) is that, if cause exists, the case should
19 be converted or dismissed unless unusual facts or circumstances demonstrate that
20 the purposes of chapter 11 would be better served by maintaining the case as a
21 chapter 11 proceeding.

18 The Courts do have significant discretion in determining whether there are unusual
19 circumstances that weigh against conversion or dismissal. *In re The 1031 Tax Group, LLC*, 374
20 B.R. 78, 93 (Bankr.S.D.N.Y.2007) (stating that “[t]he statute explicitly provides for this
21 discretion where a court is able to identify ‘unusual circumstances ... that establish that the
22 requested conversion is not or dismissal is not [sic] in the best interests of creditors and the
23 estate’ ”).

24 Although the question of whether unusual circumstances have been shown is

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27 **8.** Each case only focuses on whether the case should be dismissed or converted.

1 relevant as to whether the Court should dismiss or convert the case, the Court concludes that said
2 exception does not apply to whether a Chapter 11 trustee should be appointed. The language
3 “unusual circumstances” only modifies whether the case should be dismissed or converted.⁹
4 Thus, the effect of Section 1112(b) is to permit the Court to appoint a Chapter 11 trustee perhaps
5 more readily than to dismiss or convert the case.

6 **1. CAUSE EXISTS PURSUANT TO § 1112(b)**

7 Pursuant to § 1112(b)(1), the initial burden lies with the Movant to establish
8 “cause” for conversion. *See* 11 U.S.C. § 1112(b)(1). A list of what constitutes “cause” is found
9 in § 1112(b)(4). Generally, such lists are viewed as illustrative rather than exhaustive, and the
10 Court should “consider other factors as they arise, and use its equitable powers to reach the
11 appropriate result in individual cases. In re Consolidated Pioneer Mortg. Entities, 248 B.R. 368
12 (9th Cir. BAP 2000); In re Gateway Access Solutions, Inc. 347 BR 556 (Bankr. M.D. Pa 2007);
13 In re 3 Ram, Inc., 343 B.R. 113 (Bankr. E.D. Pa. 2006). Moreover, courts have wide discretion
14 in determining what constitutes such cause. *See* In re Johnston, 149 B.R. 158, 160 (9th Cir. BAP
15 1992); Matter of Nugelt, Inc., 142 B.R. 661, 665 (Bankr.D.Del. 1992).

16 However, BAPCPA has created an additional level of uncertainty by inserting the
17 word “and,” for the word “or,” in the list of items that may constitute “cause.”¹⁰ It is impossible
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19 **9.** Perhaps the language of unintended consequences, but the Section states “on request
20 of a party in interest, and after notice and hearing, absent unusual circumstances specifically
21 identified by the court that establish that the requested conversion or dismissal is not in the best
22 interests of creditors and the estate, the court shall convert . . . or dismiss . . . , whichever is in the
best interests of creditors and the estate. . . .” 11 U.S.C. § 1112(b)(1).

23 **10.** Compare Section 1112(b), which stated that “. . .on request of a party in interest. .
24 .and after notice and a hearing, the court may convert . . .or may dismiss a case, whichever is in
25 the best interest of creditors and the estate, for cause, including ---(1) continuing loss to or
26 diminution of the estate and absence of a reasonable likelihood of rehabilitation; . . .or (10)
27 nonpayment of any fees or charges required under chapter 123 of title 28 [28 U.S.C.§§ 1911 et
seq.], with the current Section 1112(b)(4), which states that “the term “cause” includes—(A)
substantial or continuing loss to or diminution of the estate and the absence of a reasonable
likelihood of rehabilitation; . . .and (P) failure of the debtor to pay any domestic support

1 According to the Debtor, its revenue for the ten months ending July 31, 2008 was
2 approximately \$1,390,000, with gross profit of approximately \$818,000, and net income of
3 approximately \$320,000. For the ten months ending July 31, 2008, the Debtor generated
4 approximately \$205,000 in cash flow from its operating activities. Since filing its bankruptcy
5 petition, the Debtor has generated approximately \$59,000 in cash flow from its operating
6 activities. The Debtor's accounts payable on August 7, 2008 was approximately \$180,000.¹²
7 These figures present a viable company, operating at a profit, with a reasonable likelihood of
8 rehabilitation.

9 The Court, however, does have concerns with the Debtor's management. Section
10 1112 (b)(4)(B) provides that gross mismanagement of the estate is cause for dismissal,
11 conversion, or other action by the Court. Failure to maintain an effective corporate management
12 team has been held to constitute gross mismanagement. In re Gateway Access Solutions, Inc.
13 347 BR 556 (Bankr. M.D. Pa 2007); In re Broad Creek Edgewater L.P., 371 B.R. 752 (Bankr.
14 D.S.C.2007). The evidence presented in this case demonstrate that the Debtor lacks a focused
15 reorganization management team. Mr. Twentier and his wife own two thirds of the company,
16 while Mr. Ferring owns the remaining one- third interest. It is clear from the evidence presented
17 that the owners have an acrimonious relationship, and have differing opinions on how the Debtor
18 should operate.

19 No doubt the sources of the tension are, in part, the various inappropriate pre-
20 petition transactions in which Mr. Twentier engaged and the Debtor's failure to pay the accruing
21 tax liabilities. For instance, Mr. Twentier improperly transferred nearly \$700,000 to one of his
22 companies, MaxArt. In addition, Mr. Twentier utilized the Debtor's funds to transfer,
23 admittedly improperly by him, the sum of \$120,000 to Mr. Twentier and his wife. These
24 transfers are a clear example of the gross mismanagement of the Debtor. Under Mr. Twentier's
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27 **12.** See Carl Twentier Declaration, Docket Entry No. 82.

1 leadership, the Debtor also has failed to pay employee and corporate taxes, resulting in an IRS
2 claim in the amount of \$508,212.40. A debtor-in-possession owes a fiduciary duty to its
3 creditors. In this case, however, the evidence indicates that current management has been more
4 interested in engaging in self-dealing transactions, to the detriment of the Debtor. Therefore, the
5 Court concludes that based upon the evidence presented, cause does exist for dismissal,
6 conversion, or the appointment of a trustee under Section 1112 (b).

7 2. THE COURT MUST DETERMINE WHAT IS IN THE BEST INTERESTS
8 OF CREDITORS

9 Once “cause” has been established by the moving party, in this case the Debtor,
10 the Court must then determine whether a Chapter 11 trustee should be appointed or the case
11 should be dismissed or converted to one under Chapter 7. The Debtor here is a viable,
12 financially successful business operation. Unlike many other chapter 11 debtors, this Debtor is
13 not operating at a loss. None of the parties dispute these facts. However, the Debtor’s owners,
14 the Twentiers and Ferring, are engaged in a struggle for control of the Debtor. The parties are
15 unable to come to a consensus on basic operational issues. For example, the parties are at odds
16 on whether the Debtor should purchase new manufacturing equipment and enter into a new real
17 estate lease. Ferring desires control of the Debtor, yet he has not shown the Court the requisite
18 business experience and knowledge to manage this Debtor appropriately. The Twentiers and
19 Ferring shall continue to battle for control of this Debtor for as long as the Court permits such
20 action. As a result of this internecine warfare, the Court concludes that there is no one at the
21 helm of the Debtor to navigate the Debtor successfully through its daily operations, the
22 reorganization process, or the long-term decisions that must be made for the Debtor to remain
23 financially viable in the future.


24 Mr. Twentier has engaged in improper pre-petition transfers to the detriment of
25 the Debtor and this estate. Mr. Twentier has been unable to provide a reasonable explanation, or
26 legitimate business reason, for the transfer of nearly \$700,000 in the Debtor’s funds to MaxArt.
27

1 the IRS, the Court is presented with an unusual situation wherein the Debtor should be allowed
2 to operate to maximize the payment to all creditors, but the Debtor needs to be under the control
3 of the Court to make certain that the improper transfers are returned to the estate, in an orderly
4 manner, to be redistributed to all creditors, and the dispute between the owners is minimized to
5 the greatest extent possible to ensure that a confirmable plan may be proposed within a
6 reasonable period of time. If the case is dismissed, there is no guarantee that the Twentiers'
7 abuses will be resolved in favor of the creditors, and the owners will continue to fight,
8 dissipating the assets of the Debtor. If the case is converted, the Debtor's viable operations will
9 be destroyed, with the Debtor's assets to be liquidated. Thus, even though unusual
10 circumstances may, in fact, be present in this case, which would dictate that the case be neither
11 dismissed nor converted, the preservation of the status quo, allowing Ferring to somehow
12 propose a plan at a later date, but with the owners continuing in their incessant fighting, is
13 untenable. Ultimately what is in the best interests of creditors and the estate is to appoint a
14 Chapter 11 trustee.

15 16 IV. CONCLUSION

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18 Based upon the foregoing, the Court concludes that the Debtor's Motion to
19 Dismiss is DENIED. The Ferring Cross Motion requesting the appointment of a Chapter 11
20 trustee is GRANTED.

21 DATED this 2nd day of September, 2008.

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23 
24 Honorable Sarah Sharer Curley
25 U. S. Bankruptcy Judge
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