

JAMES RICHARDSON & SONS LIMITED



COMPANY PROFILE

James Richardson & Sons, Limited is a privately-held Winnipeg-based company established in 1857. The firm manages successful operations in agriculture and food processing through Richardson International Limited; financial services through Richardson Financial Group; property management through Lombard Place Limited, as well as oil and gas exploration through Tundra Oil & Gas Partnership.

COMPANY STATISTICS

Number of Employees

Over 3,000 (2011)

2010 Gross Revenues

Not available

Market

Global

Headquarters

Winnipeg, Manitoba

Year Founded

1857

Ownership

Privately held

AGRICULTURE

Richardson International has expertise in grain handling, merchandising, logistics, crop inputs sales, oilseed processing and food service packaging. Richardson has one of Western Canada's largest networks of modern, strategically-located grain handling facilities. The Richardson Pioneer Ag Business Centres offer crop production products and specially blended fertilizers. Agronomists and merchants provide growers with expert advice, quality product and time-sensitive market information.

Richardson Oilseed Processing is a major western processor of value-added oils and oil-based products including seed crushing, extraction, refinement, processing and packaging.

Richardson Nutrition, formerly Canbra Foods Ltd., is headquartered in Winnipeg, Manitoba. The company produces low-trans fat, zero-trans fat and specialty canola-based products for major retailers, food service operators and customers across North America and around the world including their own Canola Harvest® brand.

FINANCIAL

James Richardson & Sons, Limited has substantial experience in managing wealth and capital dating back to 1926 with the incorporation of Richardson Securities of Canada. In 1982, Richardson Securities merged with the investment firm Greenshields Inc., forming Richardson Greenshields of Canada Limited. It became the largest, privately-owned, independent investment and commodity contracts dealer in the country. Fourteen years later the decision was made to sell this asset to a major Canadian bank.

James Richardson & Sons, Limited celebrated its return to Canadian financial services with the successful launch of Richardson Financial Group in 2003. At that time, Richardson Financial Group consisted of two distinct operative companies: Richardson Partners Financial Limited served the comprehensive wealth management needs of Canadian entrepreneurs and their families; and Richardson Capital Limited, a private equity firm, partnered with Canadian companies to transition and develop growing businesses.

CONTACT INFORMATION

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In 2009, Richardson Partners Financial merged with GMP Private Client to form Richardson GMP.

OIL & GAS EXPLORATION

Tundra Oil and Gas is a wholly-owned business of Winnipeg-based James Richardson & Sons, Limited. Tundra commenced operations in January 1980 and has been on a growth trajectory developing new assets and integrating strategic acquisitions. Tundra operates over 95% of its production, which currently exceeds 16,000 barrels of light, sweet oil per day. Tundra currently employs 186 full-time staff located in three offices: Virden, Manitoba; Calgary, Alberta; and Winnipeg, Manitoba. Its corporate head office in Winnipeg provides accounting, mineral leasing, well licensing and HR support for all offices.

PROPERTY MANAGEMENT

James Richardson & Sons' involvement in commercial and industrial real estate encompasses a full spectrum of ventures including retail, commercial, industrial, hotel and resort holdings. The firm's property management and real estate services operate as Richardson Centre Limited, located in Winnipeg, Manitoba.

James Richardson & Sons, Limited has been involved in property management and real estate since the mid 1800s when company founder, James Richardson, bought and reconditioned a wharf, warehouse and elevator along the Kingston, ON waterfront, home to his expanding grain business ventures.

FAST FACTS

James A. Richardson is known as the "father of Canadian Aviation" having established an airline in 1926 focused on the exploration of Canada's north. The airline, Canadian Airways, became part of CP Airlines, which, in turn, was folded into Air Canada. Winnipeg's James Armstrong Richardson International Airport was named in recognition of the family's contribution to Canadian aviation.

The Richardson Century Fund was established in 1957 to celebrate the firm's 100th anniversary. The primary focus of the fund was to purchase and donate books to school and university libraries across Canada. It was renamed the Richardson Foundation in 2000.

At the time of completion (1969) the 34 storey Richardson Building was the tallest building in western Canada and the catalyst for Winnipeg downtown re-development.

In the early 1900s, James Richardson & Sons, Limited was the largest grain and transportation operation in Canada.

Hartley Richardson (President and CEO) serves as a Director of GMP Capital Limited, Canadian Pacific Railway, and Zalicus Inc. He is Chairman of the Canadian Council of Chief Executives and Past-Chairman of the Business Council of Manitoba. In addition, Mr. Richardson is Chairman of Assiniboine Park Conservancy, Co-Chairman of TransCanada Trail Foundation, and Chairman of the Board of Governors for The Duke of Edinburgh's Award Charter for Business. Other affiliations include the World Economic Forum Global Leaders of Tomorrow and the Intercontinental Chapter of Young Presidents Organization.

The University of Manitoba conferred the honorary degree of Doctor of Laws upon Mr. Richardson in 2004.

Hartley Richardson was appointed to the Order of Canada in 2007 and the Order of Manitoba in 2008.

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INNOVATION

“Richardson No. 1” located on the Kingston Ontario waterfront was the first major elevator to handle Western Canadian grain in the 1880s.

In 1928, Richardson Securities of Canada Limited became the first company to use teletype machines for the transmission of orders and information between their offices and world markets.

Canadian Airways helped open the nearly inaccessible Canadian North with a transport, freight and mail service operation.

The Richardson port terminal in Port Arthur was recognized as one of the most modern and technologically advanced facilities of its kind.

In 1939, Muriel Sprague Richardson, the fifth president of the firm, was the first woman to lead a major Canadian company. She would become known as the First Lady of Canadian Business.

Marine Pipeline of Canada Limited built the first commercial natural gas pipeline north of the 60th parallel.

Canbra Foods was the first company in the world to market refined canola oil and is one of Canada’s largest fully-integrated oilseed crushing, refining, processing and packaging operations.

Richardson International has major involvement and investment with the Richardson Centre for Functional Foods and Nutraceuticals. The centre is dedicated to the discussion, discovery, and development of functional foods and nutraceuticals, with a focus on the crops of the Canadian Prairies.

COMPANY HISTORY

James Richardson & Sons, Limited was established in 1857 as a family-owned company whose very existence predates that of Canada itself. From a one-person grain merchandising operation founded in the mid 1800s, the firm has expanded and developed into an international, multi-enterprise corporation. James Richardson launched an organization that has contributed to Canada’s growth for over 150 years. It has survived two World Wars and the Great Depression to become one of the most enduring and significant businesses in Canada.

CORPORATE LEADERSHIP

Hartley Richardson, President and Chief Executive Officer

Hartley Richardson was appointed as President and Chief Executive Officer of James Richardson and Sons, Limited in 1993.

