

**IAN R. CAMPBELL**  
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**Education**

1965 Honour Graduate, University of Western Ontario,  
School of Business Administration

1968 Qualified as a Chartered Accountant in Ontario

**Memberships**

Institute of Chartered Accountants of Ontario (Fellow - 1988)

Canadian Institute of Chartered Business Valuators (Fellow - 1990)

## Work Experience

### *Consulting and Consulting Related Work Experience*

1965 - 1969	<i>Articling student, and latterly practicing Chartered Accountant in the Hamilton and Toronto offices of Deloitte, Plender, Haskins and Sells (now Deloitte, Touche)</i>
1969 - 1972	<i>Valuation Consultant, Elder, Donaldson &amp; Crofts, a Toronto based Life Insurance consulting firm</i>
1972 - 1976	<i>Partner and National Director, Business Valuations and Business Sales and Acquisitions, Thorne Riddell &amp; Co. (now Peat, Marwick, Thorne)</i>
1976 - <b>continuing</b>	<b><i>President, Campbell Valuation Partners Limited</i></b> , a Toronto, Ontario based Business Valuation firm
1981 - 1986	<i>Director, Campbell Morassutti Limited</i> , a Toronto based Real Estate Valuation firm
1981 - 2001	<i>Director, Moss Equipment Limited</i> , a Toronto, Ontario based Equipment Valuation firm
1986 - 2000	<i>Principal, Calcap Corporate Finance Limited</i> , a Toronto, Ontario based financial advisory firm which acts as an intermediary in acquisitions and sales of privately owned businesses

### *Business Operations Related Work Experience*

1979 - 1982	<i>Director, Volker-Craig Limited</i> (a private company), a Waterloo, Ontario based manufacturer of computer terminals
1980 - continuing	<i>Director, Chairman and C.E.O., Control and Metering Limited</i> (a private company), a Toronto, Ontario based manufacturer of industrial process control equipment
1980 - 1985	<i>Director, Barbecon Inc.</i> (a public company traded on the Toronto Stock Exchange), a Toronto, Ontario based National envelope manufacturer and fine paper distributor

- 1983 - continuing *Director and President, St. Patrick Street Investments Inc. (a private company), a Toronto, Ontario based real estate holding company*
- 1983 - 1985 *Director, Nabu Manufacturing Limited (a public company traded on the Toronto Stock Exchange), an Ottawa, Ontario based manufacturer of computer interface and related devices*
- 1984 - 1987 *Director, Bransco Coffee Limited (a private company), a Burlington, Ontario based roaster and packager of branded and private label coffee*
- 1985 - 1987 *Director, Computer Innovations Inc. (a public company traded on the Toronto Stock Exchange), a Toronto, Ontario based National retailer of personal computers and related devices*
- May, 1994 - December, 1994 *Interim President, Ainsworth Electric Co. Limited (a private company), a Toronto, Ontario based National electrical contracting company*
- 1994 - 2001 *Director, Ainsworth Electric Co. Limited*

## **Publications**

- 1969 - continuing Published Business Valuation articles in publications such as:  
**The Canadian Tax Journal**  
**The Journal of Business Valuation (a publication of the Canadian Institute of Chartered Business Valuators)**  
**The CA Magazine (a publication of the Canadian Institute of Chartered Accountants)**
- 1975 Principal author of the business valuation text, ***The Principles and Practice of Business Valuation***, published by Richard DeBoo Limited (now Carswell Publications), Toronto, Ontario
- 1977 - continuing Editor-in-Chief, ***The Canada Valuation Service***, published by Carswell Publications, Toronto, Ontario
- 1981 Author of the business valuation book, ***Business Valuation for Business People***, published by Richmond House Publishing Limited, Toronto, Ontario

- 1984 Author of the business valuation book, ***Business Valuation, a Non-Technical Guide for Business People***, published by The Canadian Institute of Chartered Accountants, Toronto, Ontario
- 1987 - 1990 Editor-in-Chief, ***Financial Litigation Review***, published by The Canadian Institute of Chartered Accountants, Toronto, Ontario
- 1990 Principal author of the business valuation text, ***The Valuation and Pricing of Privately-Held Business Interests***, published by The Canadian Institute of Chartered Accountants, Toronto, Ontario
- 2001 Co-author of the business valuation text, ***The Valuation Business Interests***, published by The Canadian Institute of Chartered Accountants, Toronto, Ontario

### Teaching

- 1970 - continuing Seminar leader on business valuation at various times at (among others):
- The Canadian Association of Venture Capitalists
  - The Canadian and Ontario Bar Associations
  - The Canadian Institute of Chartered Accountants Annual Conferences
  - The Canadian Institute of Chartered Business Valuators Annual Conferences
  - The Canadian Tax Foundation Annual Conferences
  - Provincial Institutes of Chartered Accountants - Professional Development Program on Business Valuation - Lecturer in all Provinces
- 1970 - 1992 University of Toronto Law School  
annual guest lecturer on Business Valuation

## **Experience in Giving `Business Valuation Related' Expert Evidence**

Has given expert evidence in Business Valuation and related matters in excess of thirty times before the following Courts and tribunals:

- the Supreme Courts of all Provinces except Newfoundland and Saskatchewan
- the Federal Court of Canada
- the Tax Court of Canada
- the Ontario Securities Commission
- the Ontario Municipal Board
- the Alberta Land Compensation Board
- Private Arbitration Panels

## **Citations for Cases in which Expert Evidence has been tendered - by topic**

### *Amalgamation - Relative Values*

In the Matter of Sklar Manufacturing Ltd. and PCL Industries Limited, (1982) 3 OSCB 120C

### *Appraisal and Oppression Remedies*

LoCicero and Ravin v BACM Industries Ltd. (1984) 31 Man R (2d) 208; (1986) 25 DLR (4th) 269, 38 Man R (2d) 134 (Man CA); (1988) 1 SCR 399, (1988) 4 WWR 671, 49 DLR (4th) 159

Re Brant Investments et al and KeepRite Inc. et al (1987), 60 OR (2d) 737

Fraser Inc. and Sarah J. Aitken et al (1988), 41 BLR 87

Ford Motor Co. of Canada v. Ontario (Municipal Employees Board) (2004), 41 B.L.R. (3d) 74 (Sup. Ct.); Ford Motor Co. of Canada v. OMERS (2006) 263 D.L.R. (4<sup>th</sup>) 450 C.A.).

*Expropriation Matters*

Norwest Automotive Services Ltd. v City of Edmonton, (1981), 22 LCR 340

The Muskoka & Parry Sound Telephone Company Limited and Harold Schmidt and The Ontario Telephone Development Corporation, Ontario Municipal Board Arbitration, February 4, 1985, LCVA 78064

*Fiduciary Responsibility*

Ervin L. Dusik v John F. Newton et al, 50 BCLR 321

*Going Private Transactions*

In the Matter of the Securities Act and in the Matter of Canada Cement LaFarge Limited and in the matter of Standard Industries Limited, Ontario Securities Commission, May 20 and 21, 1980, OSC Bulletin 1980, p. 400 to 411

*Income Tax Related Valuations*

Hugh Waddell Limited v The Queen (1982) CTC 24, 82 DTC 6050

Andre Varga v Minister of National Revenue, (1984) CTC 2295, 84 DTC 1278

*Information Access*

Reasons of Austin, J. in the Matter of Xerox Canada Inc. v Ontario Municipal Employees Retirement Board on a motion for Orders directing Xerox to make available certain information (July 5, 1991)

*Matrimonial Disputes*

Rodd v Rodd, Supreme Court of P.E.I. (unreported)

*Options*

Trimac Limited and CIL Inc., Court of Queen's Bench of Alberta, Action No. 8701 01662