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FOR IMMEDIATE RELEASE

R.J. O'Brien Hires Staniford to Lead Institutional Business Development in New York, London

NEW YORK / LONDON, October 17, 2016 – Chicago-based R.J. O'Brien & Associates (RJO), the oldest and largest independent futures brokerage and clearing firm in the United States, announced today the appointment of industry veteran Daniel Staniford as Executive Director, responsible for the firm's institutional business development in New York and London.

Staniford has more than two decades of experience in sales and management at some of the world's leading banks and financial services institutions. Beginning today, he will operate out of RJO's New York office and travel regularly to the UK to further expand the firm's sales capabilities in the two key financial centers.

Gerald Corcoran, RJO Chairman and Chief Executive Officer, said: "Dan is highly respected in the industry, and he has a great track record of building enduring client relationships and recruiting talented, experienced salespeople. I'm confident he will be a great asset to us as we further build out on our institutional sales teams and onboard clients throughout New York and London as well as across the globe."

Staniford, who will report to Corcoran, said: "I'm thrilled to join RJO, which has a stellar reputation, a high-touch service philosophy, fantastic risk management metrics and cutting-edge technology. Not only does the firm have a more than 100-year history and full commitment to the futures business, but I've been amazed at the longevity of the Board, management, employees and clients alike. I believe RJO is ideally positioned in this regulatory and global environment, and I'm looking forward to bringing aboard new salespeople and clients in the growing regional offices in New York and London."

Prior to joining RJO, Staniford spent 13 years at Citigroup Global Markets, serving most recently as Managing Director, Rates Sales. He spent the first seven years of his career at Brown Brothers Harriman & Co., where he became a Vice President in the Commodities Lending Department.

Staniford earned a Bachelor of Science degree at Trinity College in Hartford, Connecticut, and an MBA in Finance from Columbia University in New York.

About R.J. O'Brien

Founded in 1914, [R.J. O'Brien & Associates](#) is the largest independent futures brokerage firm in the United States, serving institutional, commercial and individual clients globally, in addition to a network of 400 introducing brokers (IBs). Clearing more than 80,000 client accounts, RJO services the industry's most expansive global network of IBs, a vast array of middle market firms and many of the world's largest financial, industrial and agricultural institutions. The firm offers state-of-the-art electronic trading and 24-hour trade execution on every major futures exchange worldwide.