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New Acquisition Will Expand JOH's Services in the Midwest

October 16, 2017 - Billerica, MA - JOH, one of the strongest regional brokers in America, is proud to announce the acquisition of Hansen-Stahl Sales & Marketing (H&S), a full-service health and beauty care broker with headquarters in Milwaukee, Wisconsin. The addition of H&S will provide new areas of expertise and broader support to JOH clients and customers in the Health, Beauty Care and GM categories in the Midwest including Walgreens, ULTA Beauty, Meijer and many more.

Hansen-Stahl Sales & Marketing was formed in 1997 to provide exemplary service and marketing opportunities to the Midwest market and other national accounts. "Allen Hansen and Lisa Stahl have built one of the most respected and effective brokerages in the Midwest with an intimate knowledge and understanding of their customers and categories," said John Saidnawey, JOH's Chairman & CEO. "We are proud to have the H&S team joining JOH."



H&S' heritage, culture and reputation are similar to that of JOH. They are customer-driven and maintain extremely high ethical and moral standards. "Their experience, contacts, successes and coverage will be invaluable as JOH continues its commitment to providing our clients with more effective and efficient customer coverage," said Matt O'Hare, JOH's President & COO. "We welcome H&S' client base as well as their strong customer relationships across the region."

Our primary goal is to provide our clients with the highest level of service while offering expanded programs, sales opportunities and enhanced coverage in the Midwest. The acquisition of H&S continues to reinforce our strategy of expanding our services and coverage so that we may bring more value to our clients and customers.

Photo (Left to Right): Lisa Stahl and Allen Hansen

About JOH

JOH was founded in 1956 by Harry O'Hare, Sr. and is now one of the strongest regional food brokers with 17 offices and strategic partnerships across the United States. JOH currently has over 500 employees and represents more than 400 clients. For more information, please visit www.johare.com.

For additional press information, please contact Tara Buoncuore at Single Source Marketing.