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JOH Announces Advancements in New England, Metro and Grand Rapids

December 12, 2022 - Billerica, MA – Since 1956, JOH has been driven by dedicated and passionate associates who lead by example. JOH's success comes from its commitment to developing the next generation of leaders and promise to over-deliver for clients and customers. As a result of their continuous stellar performance and living JOH's high cultural standards, today we are proud to announce the following promotions:

- Ryan Tierney to EVP Grocery, Frozen & Dairy – New England & Albany
- Doug Parker to EVP Grocery, Frozen & Dairy – Metro
- Kenny Sassano to SVP Frozen & Dairy – Metro
- Dan McKernan to VP Grocery – Metro
- Greg Reed to VP Grand Rapids

New England & Albany Division

Ryan Tierney joined JOH in 2004 as a retail merchandiser working with our Continuity and Reset teams. In 2008, Ryan was moved to our Analytics & Insights department, digging for fact-based information to help drive business for clients and customers. From there, he was promoted to Account Executive on the Reckitt Benckiser business where he and the JOH team grew the account to become a national client for the OSMG Partners. Ryan has been with JOH for 18 years and his well-rounded experience, strong work ethic and humble approach will pave the way for continued success as the EVP Grocery, Frozen & Dairy – New England & Albany.

Metro Division

Doug Parker will take the helm as the EVP Grocery, Frozen & Dairy – Metro Division effective January 1, 2023. Doug has worked in the food industry for 39 years. 20 years of his career were spent with Reckitt Benckiser, 12 years with French's Food Company and the past seven years have been with JOH, first as an Account Executive and then, with his promotion in 2018, as Vice President of Grocery in the Metro NY/NJ office. In his new role, he will work with a great team to strengthen JOH's relationships with clients and customers in order to drive continued growth in sales and profitability.



Kenny Sassano has worked in the food industry for 27 years. Before coming to JOH, he worked at Acosta Sales & Marketing and Schwan's Company. He started at JOH in 2014 as an Account Executive and, in 2018, was promoted to VP Frozen & Dairy – Metro. As the newly appointed SVP Frozen & Dairy – Metro Division, Kenny will continue overseeing all business related to the department, as well as client and associate development.

Dan McKernan is an industry veteran with over 36 years of experience. His early career was spent with A&A Foods/Richter Bros. and then White Rose Foods where he held various positions as a Buyer, Private Label Coordinator and Merchandising Manager. After 24 years at White Rose, Dan became a broker, and in 2018 joined JOH as an Account Executive. He has spent over four years successfully managing Red Gold and KDP. In his new role as VP Grocery – Metro, Dan will work with Account Executives and Account Managers to maintain and strengthen our relationships with Metro NY/NJ clients and customers, helping JOH grow its presence in the market and nurture new client partnerships.

Grand Rapids Division

Greg Reed has spent nearly 37 years in the broker business, 27 of those with Advantage in various roles. In 2013, Greg opened the JOH Grand Rapids office and, in 2016, was promoted to Director. Greg has played an integral role in significantly growing JOH's business in the region. In his role as VP Grand Rapids, Greg's primary focus will be to lead our team, support our people, and of course work to deliver results our clients and customers expect.

"Congratulations to all of you," said Matt O'Hare, President & COO. "As with all JOH leaders, Ryan, Doug, Kenny, Dan and Greg are responsible for taking great care of our people and bringing JOH's culture to life in their respective regions. We are confident that this team will continue to build upon our strong foundation and further JOH's success in the years to come."

"These are some of the most dynamic times our industry has ever seen," said John Saidnaway, Chairman & CEO. "It requires that we are all on top of our game, resourced appropriately and prepared to deliver. These moves allow us to continue on our path of strong and sustainable growth. We have an awesome future ahead."

About JOH

JOH was founded in 1956 by Harry O'Hare, Sr. and is now one of the strongest independent 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.