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## Agency Resume'

[Johnson Commercial Agents \(JCA\)](#) is a full service multi-line independent manufacturers representative's agency. Our sales territory covers Minnesota, North and South Dakota and the western counties of Wisconsin (including La Crosse, Eau Claire and Superior Wisconsin). We employ a highly professional and technical sales staff with a proven track record for sales of products and systems to the food and beverage sector. With our academic backgrounds in electrical engineering, programming and web development, professional sales management and the specialized training provided by the manufacturers we represent, we are ideally suited to provide unique and strategically important value add benefits to those brands we represent. For instance, many of our manufacturers leverage our knowledge and insight for new product development. Founded in 1958 and incorporated in 1968 by Warren E. Johnson, our advanced technology agency understands the most important aspect of sales and marketing, the performance based trust relationships we have with the key decision makers in our market. We are expert in the following specialties:

Food safety and HACCP (Outside sales team are all [ServSafe](#) Trainers, Tom is a HACCP Instructor)  
Commercial Kitchen Ventilation, fire suppression and utility distribution  
Food preparation equipment  
Refrigeration (self contained and remote) and blast chill/shock freeze  
Cooking, holding and transporting equipment  
Reduced oxygen packaging equipment, methods and processes  
Faucets and fittings  
Serving Equipment  
Sensor monitoring, alarming and logging (temperature, humidity, VOC's, etc.)  
Purification and filtration equipment (air and water)  
Bar equipment and beverage systems  
Ware washing and conveying systems

Our top five dealer accounts are Dakota Food Equipment, Premier Restaurant Equipment, Strategic St. Cloud Restaurant Supply, Strategic Palm Brothers, and US Foodservice/NDG/Superior Products. Our top five chain accounts are International Dairy Queen, Old Country Buffets (Buffets, Inc), Orion Food Systems, SUPERVALU and Target Corporation.

We also bring value to our industry by proactive involvement, especially as it relates to codes. We are active in [NRA QA](#), [MRA](#), [MAFSI](#), [MEHA](#), [NEHA](#), [ASHRAE](#), [NACUFS](#), [ASHFSA](#), [MSFSA](#), [NFPA](#), [IAFP](#) and other industry trade groups and charitable organizations.

Please visit our website at [www.jdpinc.com](http://www.jdpinc.com) for additional information on our firm, staff and corporate philosophy. Thank you for your kind consideration.

Sincerely,

**Thomas Johnson**

President