

# Our Focus

The Hansen Group's primary focus is to provide dedicated knowledge, resources and exceptional service to the markets we serve.

Our sales team has decades of experience in the foodservice industry and is well-versed with all technical aspects of our equipment. Our fully equipped Culinary Center can be used for conducting live demos, developing menus and recipes, training staff or service personnel and more. We have the resources and expertise to help take your operation to the next level

**Test Kitchen and Menu/Recipe Development** Our test kitchens were designed to help foodservice professionals make decisions. We created these kitchens to have flexible footprints and accept the most technologically advanced equipment.

We have multiple test kitchens located in the Southeast and our facilities are configured to accommodate corporate meetings to restaurant trainings to school foodservice presentations.

Need a chef to help develop a recipe or perfect a menu? The Hansen Group is backed by our corporate culinary team to help guide you through your entire cooking experience.

**Live Demos** - The Hansen Group's live demo facility is available to end users, dealers, consultants and other professional organizations. Our sales team has a thorough understanding of all manufacturers' products in addition to an extensive background in the culinary field.

Our test kitchen is updated with the most advanced cooking equipment in the industry. If there is a piece of equipment or product you would like to see, our manufacturers work with us to make it happen.

**Sales Trainings and Seminars** - Whether it's a small gathering for two or a group of 20, The Hansen Group can facilitate and organize trainings for end-users, dealers, service technicians and more.

We believe it's important to keep the industry educated and updated on current technology. Take advantage of our conference room for your next company meeting or training session and let The Hansen Group host you and your group.

# Areas of Expertise

**Education** - From K-12 to Higher Education, the focus is to provide our kids with the highest quality foods while meeting the challenges of a tighter budget. Choosing the right equipment to increase productivity and efficiency is key to meeting the demands of high-volume kitchens. From serving lines to under the hood, we provide all solutions to meet these demands.

**Restaurants & QSR's** - From QSR to fine dining, we represent manufacturers that provide products from table-top to large equipment. Our work within the restaurant segment has given us great insight on how to make your kitchen meet the demands of today's competitive market. From a single-store to a large chain, our customers know the value we provide and the quality of the products we represent.

**Healthcare** - The number one priority in Healthcare foodservice is patient satisfaction. Service can vary tremendously from in-room meal delivery to large food court style service. With the help of our manufacturers, we can provide the tools needed to raise the standard and beat the expectations of any patient.

**Retail Host** - The Hansen Group has provided some of the largest convenience store and retail host operators in the Southeast with the equipment necessary to meet the demand for on-the-go food solutions. Our equipment lines can offer solutions for accelerated cooking, refrigeration, storage and display.

**Travel and Leisure** - Whether you're in Nashville, TN, or Destin, FL., our territory is home to some of the fastest growing tourist destinations in the US. We know that it takes the right equipment to meet the expectations of travelers and locals alike. Hotels and caterers continue to grow exponentially and need to accommodate a wide variety of services.

**Government/Corrections** - The Hansen Group has been selling quality equipment to institutional facilities for over 60 years. Our relationships within this segment have given us a deep understanding of what it takes to feed high volumes of consumers. From transporting hundreds of meals to troops or feeding in a cafeteria, we can easily meet the demand of the institutional market.

## THG Partners



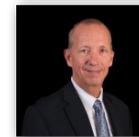
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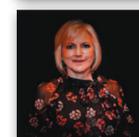
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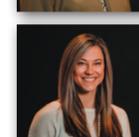
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# The Hansen Group

The Hansen Group represents the evolution of over 60 years of continuous service to the hospitality industry. Beginning in 1957, founder Austin Hansen traveled throughout the Southeast, offering consultation help on concept development. He was effective in solving the complete needs of foodservice equipment operations and was an encyclopedia of knowledge about equipment and supplies.

Austin covered an eight-state territory with Cambro as his first partnered manufacturer, a brand still represented by The Hansen Group today. In the early 1960's he adopted the model of selling multiple lines with the addition of Fischer Steam Equipment and Delfield.

After 20 years of growing success, Austin's son, Cris, along with Phil Kenny (PK) joined the group. A few years later Austin's youngest son, Mark joined and later Jim Myers and Tony Thompson. This core group renamed the company The Hansen Group and established themselves as one of the premier Rep firms in the Southeast.

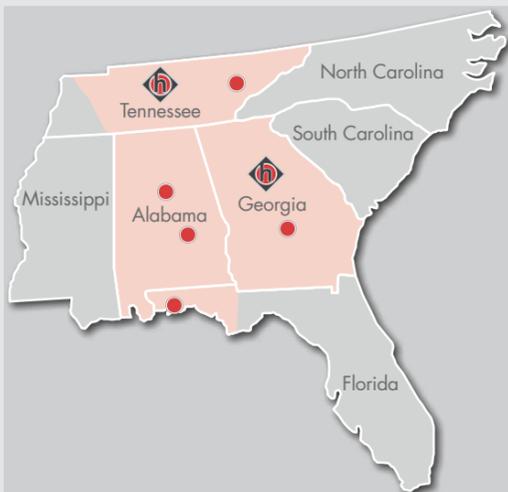
In 1996, Austin retired and Cris and PK acquired the company. In 2000, Wayne Jones joined the team. A few months later, much success followed with the addition of the Enodis package and subsequently continued when Enodis was acquired by Manitowoc Corporation. In 2004, Dave Schwefler joined as well.

In 2010, Cris and PK handed over leadership to Wayne and Dave to provide the third generation of ownership. The Hansen Group and RepsSouth merged in 2014 to unite companies in MAFSI Region 12 and thus Dennis Elliot became an additional partner. Today, The Hansen Group Team continues to offer the same high quality service to customers in Georgia, Tennessee, Alabama and the Florida panhandle.

We are proud to represent manufacturers who produce the highest quality products in the industry. We gladly offer our manufacturer-specific and knowledgeable consultation services, design facilitation, culinary facilities, and hands-on training for dealers and end-users alike.



## The Hansen Group Territory



The Hansen Group Team offers high quality, conscientious service to customers in Georgia, Tennessee, Alabama and the Florida panhandle.

We are headquartered in Atlanta, and have offices in Nashville, Knoxville, Birmingham, Montgomery, Destin and Macon.



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**Professional • Knowledgeable • Trusted**  
Specializing in the Foodservice Industry since 1957