

**MONTEREY MUSHROOMS, INC. / WESTERN REGION**  
**Notice of Salaried Position**  
**July 12, 2010**

**JOB TITLE:** Western Region Logistics Manager  
**DEPARTMENT:** Distribution  
**REPORTS TO:** Robert Hampton, Vice President of Distribution  
**FLSA STATUS:** Salaried Exempt  
**DATE OF OPENING:** July 8, 2010

**JOB SUMMARY STATEMENT**

The Western Region Logistic Manager is responsible for route management, supervision of subordinates, common carrier contracts, procurement of On Road Vehicles, management of LTL customers, pallet tracking, management of the Los Angeles Depot (LA Depot) and other duties as assigned by the Vice President of Distribution.

**ESSENTIAL JOB FUNCTIONS**

1. Route Management - 30%
  - A. Effectively manage hired common carriers and company on-road trucks.
  - B. Analyze on an on-going basis routes of customers and markets, pallet space utilization, freight consolidation opportunities, and inter-farm transfers of product.
  - C. Insure delivery of company products to customers accurately, timely and at a low unit cost.
2. Supervision of Subordinates - 20 %
  - A. Effectively schedule drivers and traffic coordinators.
  - B. Motivate, evaluate and discipline, as necessary, direct reports.
  - C. Insure compliance with all F.M.C. S.A. regulations.
  - D. Insure proper hiring procedures are followed in compliance with Monterey Mushrooms' standards.
3. Management of Less Than Load (LTL) customers – 25%
  - A. Manage existing LTL customers.
  - B. Generate new LTL business
  - C. Negotiate pallet rates
  - D. Work closely with Operations and Sales to insure compatibility with the delivery of the companies' mushrooms in a timely manner

4. Pallet management - 5%
  - A. Track all pallets used by Monterey Mushrooms in the Western Region.
  - B. Work with Operations and Sales to insure maximum pallets returned and generate revenue for the pallets when that is not feasible.
  
5. Management of Los Angeles Depot (LA Depot) – 10%
  - A. Oversee the overall operations of the LA Depot with the help of the LA Depot Supervisor.
  - B. Supervise the LA Depot Supervisor

### **SECONDARY JOB FUNCTIONS**

1. Contract administration - 5%
  - A. Under direction of V.P. of Distribution negotiate and administer present and future contracts with common carriers.
  
2. Procurement of On Road Vehicles – 5%
  - A. Under the direction of the V.P. of Distribution negotiate and administer the maintenance, purchase and/or lease agreements and specifications for all on road vehicles in the Western Region.

### **SKILLS REQUIRED FOR THE POSITION**

To perform this job successfully the individual must be able to perform each essential job function satisfactorily. The individual must possess a good understanding of the principles of efficient truck transport administration and demonstrate good interpersonal skills. The individual must be familiar with financial spread sheets and other relevant computer software programs including Word and Excel.

### **EDUCATION AND EXPERIENCE**

High school diploma. College level training a plus. Minimum of 5 years experience in distribution management required.

To apply for this position, send resume to:

Monterey Mushrooms, Inc.  
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Watsonville, CA 95076  
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