

To whom it may concern:

This is provided by Tobin Martin to acknowledge the willingness to serve within the Administrative Committee for Pistachios.

As a teen in Hanford, California, I performed many typical tasks on a small family farm to include cultivation, irrigation, planting, pruning, and harvest related to growing alfalfa, almonds, and cotton. I also worked off the farm during summer months for a local stone fruit grower-packer-shipper.

I am a 1985 graduate of Fresno State with a Bachelor of Science degree in Plant Science. The curriculum put me on a path to become a Pest Control Advisor. In my Junior year however, my objective changed to sales and marketing while on internship with a fresh produce sales company with shipping points up and down the San Joaquin valley and Nogales Arizona. Prior to graduation, I was placed on the sales desk and worked in that capacity for the next five years.

In 1989 I moved from produce sales to the buying desk for an eastern based grocery retailer who maintained a fresh produce buying office in Fresno. As a West Coast Produce Buyer my scope included the full line procurement of fruits and vegetables out of Arizona, California, Oregon, and Washington.

I joined Maricopa Orchards in 2007. MOC is a family-owned farming company growing primarily nut crops of almonds and pistachios. My duties in part include processor and harvest management of fresh fruit crops, product management of nut crops as well as utilization and handler return evaluations. I work to couple analytics with observation to guide merit-based decisions to position strategies and drive profitability.

Through my career I have maintained a deep appreciation for agriculture, the bounty at harvest time and the urgency to get the crops delivered. I have served on the California Blueberry Commission and California Cherry Board. It would be an honor to serve the pistachio industry through the Administrative Committee for Pistachios. I believe I bring a diverse cross-section of qualifications from production, processing, sales, marketing, and administrative experience.

Thank you for your consideration,

Tobin Martin