

WHICH

3

OBJECTS REPRESENT YOU ?

San Diego



Monterrey
The Natural Choice

What's the best way to learn about Monterrey? Through our people, of course!

So we posed the question to a few of them... Which three objects represent you?

They've also shared some of their experiences and feelings about what it's like to work at Monterrey.

Oklahoma City



Luke

PRESIDENT, MONTERREY



When did you start at Monterrey?

I started on September 5, 1997 back when Monterrey Provision was growing at 2% per year and had \$15,000,000 in sales.

What position did you start in?

I was hired as an Accounts Payable Clerk. I was put in charge of marketing and IT the next week, and the whole company in less than three years of that first day.

What is your best memory at Monterrey?

I will always remember the surprise 30th Anniversary Party that Colleen planned in honor of our founder Dick Herrman. Dick was so moved by the whole experience, and I enjoyed getting to meet the brokers and vendors who supported our company through our earliest years.

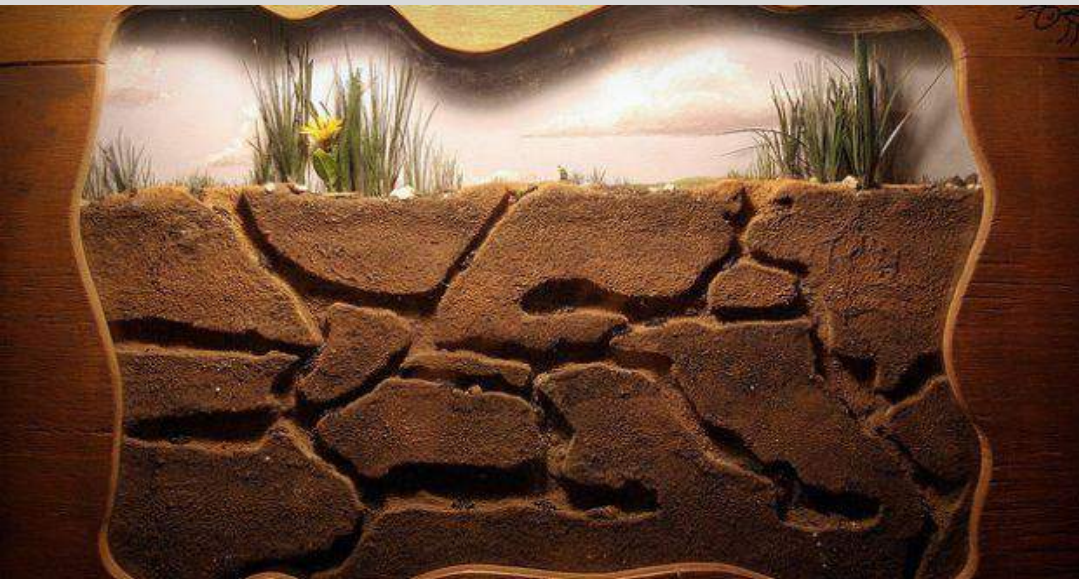
What is your favorite thing about Monterrey?

I have found that I am not good at maintaining; I am meant to create. I love that Monterrey has allowed me to create every day.

What would you tell a new employee coming into the company?

Don't be afraid to try for greatness in all that you do. I know from personal experience, that there are tremendous opportunities at Monterrey if you are willing to pour your heart into all that you do here. We are in a special place at a special time....let's have some fun creating something that has never existed before!

My 3 Objects: My iPhone, water (specifically the "your mind is like the water" quote from the movie Kung Fu Panda), and an ant farm because it shows industrious, committed teamwork.



Sydney

PURCHASING (AND CHEESE GURU)



When did you start at Monterrey? 2007

What position did you start in? Purchasing

What is your best memory at Monterrey?

The day that Luke told me that he would be taking over the company. He and I were sitting at a table at a convention in Colorado and the announcement was to be made the following day. I was thrilled for him and for Monterrey! I knew it would be just a matter of time before we would become larger and even more successful.

What is your favorite thing about Monterrey?

The People!! I love our family! I also love the fact that I buy cheese and constantly learn more about the industry as a whole. I am very passionate about cheese!

What would you tell a new employee coming into the company?

Know that the first position you apply for and are accepted into may be just your first opportunity here. We are a growing company and, if you want, you can aspire to many new positions once you prove yourself. Also, learn about what other people do in the company. It will help you understand the full perspective of what we all do as a team. We all work hard and have fun doing our jobs!

My 3 Objects: My kids & family, cheese and wine, and a sunny day.

Adrian

DIRECTOR OF TRANSPORTATION



When did you start at Monterrey? 2010
What position did you start in? Category Manager
What is your best memory at Monterrey? My greatest memory would have to be the night of the Southwest Blackout of 2011. During a moment of crisis, everyone from the company came down to the warehouse to help. Within a few hours, we were selecting the orders for that night with a server running off of generators and a lighting system rigged up by Santiago. It was amazing to see everyone come together and operate as the cohesive unit we are.
What is your favorite thing about Monterrey? The People. Without the dedication and service from our people, we are no different than the next guy.
What would you tell a new employee coming into the company? Don't be afraid to ask questions. If something doesn't make sense, question it. We thrive because we communicate with each other.
My 3 Objects: My Android phone, a map of the United States and dunes which represent seamless change and adaptability.

Dave

SALES REPRESENTATIVE



When did you start at Monterrey?

October 3, 1984 - it was a partly sunny day.

What position did you start in?

I started out as part-time driver/warehouse for 6 months, then full-time driver.

What is your best memory at Monterrey?

We had a company luau one year that was a blast. People were carrying the pig's head around – it was crazy and lots of fun.

What is your favorite thing about Monterrey?

My favorite thing about Monterrey is the people. We are like a family, and we may argue like brothers and sisters, but at the end of the day we are always there for each other.

What would you tell a new employee coming into the company?

I would tell a new employee to work hard, keep a good attitude, and there will always be opportunity for advancement and growth in our company.

My 3 Objects: Someone asked me once what animal I considered myself when it comes to sales tactics. I said a Hyena. It can be a top-notch predator and rule the world, or if need be it can be a scavenger and take what it can get. My other objects are food-related – a barbecue and deli meats.

Amber

PRESIDENT, DIRECT DEMOS



When did you start at Monterrey? 1998

What position did you start in? Receptionist

What is your best memory at Monterrey?

Years ago Petco Park bought the original Monterrey building downtown. The night before we were to move, we spray painted memories on the building, before the cranes were to come and destroy it. It was both emotional and fun!

What is your favorite thing about Monterrey?

The small company feel.

What would you tell a new employee coming into the company? I would welcome them and tell them it's a great place to learn and grow. Never say no and try to learn everything you can. You never know where that might lead you.

My 3 Objects: My iPhone, a rock because it can never be broken, and a balance beam because life is about balance.