Brief History

• Founded in 1943 by John Hardie
• Founded in Dallas, spread to Houston, Austin, San Antonio
• Still majority family owned
Produce Industry

- Fast paced
- Constant fluctuation in market prices
- Variables
- International business
Receiving

• First people to see the product
• Responsible for making sure the product comes in the correct quantity and acceptable quality
• Places the product in its designated area in the warehouse
• Responsible for maintaining FIFO policy throughout the company, including night shift.
• FIFO according to Julian date
Dispatch

- Responsible for getting correct product to the customer
- Hot-shots
- Large distribution area
<table>
<thead>
<tr>
<th>Procurement Department</th>
<th>Produce Pro</th>
<th>Buyers/Inventory</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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<tr>
<td><img src="image1.png" alt="Image of a computer" /></td>
<td><img src="image2.png" alt="Image of a cubicle with workers" /></td>
<td></td>
</tr>
</tbody>
</table>
# Procurement Department

<table>
<thead>
<tr>
<th>Learning Curve</th>
<th>Daily Assignments</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Navigating the software</td>
<td>• Invoices</td>
</tr>
<tr>
<td>• Learning the shortcuts</td>
<td>• Troubles</td>
</tr>
<tr>
<td>• Patience and persistence</td>
<td>• Pricing</td>
</tr>
<tr>
<td>• Eventual proficiency</td>
<td>• Placing purchase orders through Pro*Act</td>
</tr>
</tbody>
</table>
Processing Department

- Buying and selling within the company
- Allocation of direct labor
- Management of several groups of workers
- Expansion of the processing department
Customer Service and Sales

- Deal with the customers and chefs firsthand
- Personal delivery of products
- Customer acquisition tactics
- Torchy’s Tacos
Networking with Industry Professionals

- Amy from Lipman Produce
- AGEC Major C/O 2008
- Possible future correspondence
Prior Academics

- Accounting (FIFO, FOB, Allocation of labor)
- AGEC 340 (Pro*Act, Customer relations)
- AGEC 105 (Contracts)
- AGEC 314 (General information regarding buying/selling)
# Academic Needs

- Sales (AGEC 315)
- General information about produce (Horticulture classes)
- USDA rules/regulations
Career Plans

- Experience with the produce industry
- Hardie’s
- Job offer!
Hardie's
1943 2013
CELEBRATING 70 YEARS