

Samuel A. Kingston

### **Career Summary**

Farm Manager managing all aspects for 2000 acres of table grapes, wine grapes, almonds, and persimmons. Manage all aspects of day to day farm operations including budgeting, tracking expenses, capital projects, new vineyard development, planting, harvest, spraying, irrigation, labor, regulatory, and equipment.

Fleet/Logistics Manager for multi-million-dollar international rental company. Responsible for annual budgeting, purchasing, lifecycles, maintenance, repair, specifications, licensing, disposal, compliance, reporting and all other fleet duties as required. As well as the logistics department that moves on average 150 loads per week.

Fleet/Mobile Asset Manager for a billion dollar a year corporate produce farm in California's San Joaquin Valley. Responsible for all mobile assets, budgeting, forecasting, equipment utilization, replacement cycles, licensing and registration, disposals, air resource board compliance, maintenance and repair budgets for entire corporate fleet.

### **Employment History**

Oct 2016 – Present                      Sunview Vineyards, Inc.  
Delano, CA and Shandon, CA

#### **Farm Manager**

Manage 2000 acres of table grapes, wine grapes, and almonds.

- ❑ Manage all aspects of crop production from vineyard development, planting, pest control, hand labor, tractor and field work, harvest and all other production needs.
- ❑ Manage staffing levels for permanent and seasonal labor to ensure efficiency and labor needs are met. Lead between 500 and 1000 employees depending on time of year and labor needs.
- ❑ Oversee maintenance of equipment working with internal repair shops and fabrication and outsource partners to ensure safe, reliable, and timely repairs.
- ❑ Prepare budgets and manage expenses for equipment repairs, purchases, labor needs, vineyard maintenance, harvest, (both hand and machine harvest), pesticides, and all other farm needs.
- ❑ Work with sales, marketing and wineries to ensure timely, high quality product is delivered.
- ❑ Oversee operation, and expenses to maintain deep wells and irrigation systems for ranches.
- ❑ Ensure safety, GAP compliance, OSHA and corporate safety policies are practiced.
- ❑ Group lead with GIS department on soil type, crop health, water usage, fertilizer need, pest pressure, and drone mapping.

Apr 2012 – Oct 2016                      Rain for Rent  
Bakersfield, CA

#### **Rolling Stock Fleet and Logistics Manager**

Manage Nationwide and Canadian Fleet of vehicles, forklifts, heavy equipment, and trailers.

- ❑ Oversee and develop logistics staff of 3 that is responsible for movement of all company rental equipment. 150 loads per week.
- ❑ Manage fleet of 3,000 vehicles, trailers, forklifts, and construction machinery at multiple locations across U.S. and Canada
- ❑ Prepare and manage annual fleet capital and operating budget of over \$50 million
- ❑ Develop and oversee specifications for fleet, ranging from sedans to big rig winch trucks, and well rigs, including cranes, truck beds, trailers, and specialty equipment.
- ❑ Manage and track procurement, up fit process, and delivery schedules
- ❑ Developed and implemented life cycle thresholds for entire fleet. Including life cycle costs and lease/buy

scenarios.

- ❑ Developed and manage vehicle maintenance programs to ensure maximum up time and efficiency.
- ❑ Implemented annual savings of \$400,000 due to manufacturer negotiations
- ❑ Implemented supply chain management and logistics strategies to save over \$250,000 annually
- ❑ Maximize proceeds from asset disposal and developed a plan by asset type for best return.
- ❑ Launched and implemented national GPS tracking program with 12-month ROI. Collaborated with safety dept. to launch a program that reduced corporate accident rate by 60%
- ❑ Organized and lead GPS steering committee to involve all departments and personnel needed for successful GPS deployment.
- ❑ Manage and develop fleet and logistics staff by developing goals and metrics that promote learning and growth.
- ❑ Responsible for vendor relations, and supply chain for fleet.
- ❑ Responsible for all licensing of Rolling Stock Fleet and Rental Fleet over 20,000 units.
- ❑ Ensure fleet is compliant with CARB and EPA rules and regulations.

Nov 2006 – Apr 2012

Bolthouse Farms  
Bakersfield, CA

**Mobile Asset Manager**

Manage corporate fleet of vehicles, farm and construction equipment.

- ❑ Manage Asset fleet of over 7500 vehicles, trucks, tractors, farm equipment, forklifts, golf carts, irrigation equipment, construction equipment, cranes, specialty units, and other heavy-duty equipment.
- ❑ Develop specifications for large and heavy-duty equipment and trucks and specialty equipment. Purchase and dispose all mobile assets as needed
- ❑ Improve vendor and manufacturer relationships by inviting them to help solve and understand our fleet needs. Many units were improved with innovation and drive to be more efficient.
- ❑ Develop, apply, and follow through with replacement cycles, repair and maintenance protocols, and shop staffing levels.
- ❑ Ensure the best available technology for maximum efficiency.
- ❑ Work with California Air Resource Board, develop understanding and ensure compliance.
- ❑ Remarket used assets for maximum return.
- ❑ Manage Capital Projects varying from \$10-15 million per year.
- ❑ Responsible for licensing and registration nationwide and Canada
- ❑ Work closely with ARI fleet management company
- ❑ Earned CAFM (Certified Automotive Fleet Manager) designation from NAFA (National Automotive Fleet Association)

Jan 2004 – Sep 2006

U.S. Border Patrol  
Tucson Sector-Casa Grande Station

**Border Patrol Agent**

Patrol the U.S. / Mexico border.

- ❑ Patrol the U.S. Mexico border.
- ❑ Process and build cases for federal court hearings
- ❑ Enforce U.S. Federal immigration, drug, terrorism laws
- ❑ Graduated 3<sup>rd</sup> in Class 577 from the U.S. Border Patrol Academy-Charleston, SC

1995 – Jan. 2004

Buttars Tractor, Inc. Logan, Utah  
Heavy Equipment / Farm Machinery Dealership

### **Computer Knowledge**

- AS/400
- Oracle/JD Edwards
- ARI Insights
- GPS systems (ESRI)
- Agrian
- Microsoft

### **Education**

Graduated December 1998-Utah State University-Logan, UT

Bachelor of Arts in Geographic Information Systems

Minor in Spanish

Graduated 3<sup>rd</sup> in Class 577- June 2004 U.S. Border Patrol Academy-Charleston, SC

### **Certifications\Credentials**

Qualified Applicator License – California Department of Pesticide Regulation

GIS analyst certification – CSUB 2018

Licensed and Certified Drone Pilot – FAA Part 107

Certified Automotive Fleet Manager Masters Certificate – NAFA

Certified Automotive Fleet Manager Certificate- NAFA

Federal Law Enforcement Training Center - USBP

Fluent in Spanish