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## 2nd Annual Salary Survey

These statistics were researched and created by Tyler Search Consultants and published by The Journal of Commerce on 07.12.2004

Infl Freight Forwarders, Customs House Bkrs, 3PL's & Logistics Providers

Importers, Exporters, Manufacturers, Distributors & Retailers

POSITION		
Import Manager	Northeast	62-90K+
	Southeast	45-75K
	Midwest	45-85K
	Northwest	44-65K
	Southwest	70-90K+
Licensed Customs Broker	Northeast	45-87K+
	Southeast	37-65K
	Midwest	37-80K
	Northwest	37-65K
	Southwest	70-80K
Branch Manager	Northeast	65-100K+
	Southeast	52-82K
	Midwest	58-88K
	Northwest	42-75K
	Southwest	55-93K+
Regional Manager	Northeast	73-154K
	Southeast	63-130K
	Midwest	70-110K
	Northwest	60-105K
	Southwest	68-142K
General Manager	Northeast	88-189K
	Southeast	69-115K
	Midwest	74-128K
	Northwest	65-130K
	Southwest	85-175K
VP/Executive	Northeast	90-200K+
	Southeast	90-200K+
	Midwest	87-180K+
	Northwest	85-160K+
	Southwest	90-200K+
Sales Representative	Northeast	50-110K
	Southeast	47-90K
	Midwest	50-100K+
	Northwest	45-90K
	Southwest	50-110K+

DEPARTMENT				
Customs Compliance	Northeast	88-125K		118-170K
	Southeast	68-110K		104-148K
	Midwest	72-110K		100-135K
	West	70-117K		100-138K
***With the Exception of SF, LA, Houston, Dallas Distribution	Northeast	80-125K		120-185K+
	Southeast	76-113K		100-170K+
	Midwest	80-120K		110-175K
	Northwest	75-110K		105-170K
	Southwest	80-125K		118-185K+
Inventory	Northeast	68-105K		110-116K
	Southeast	55-91K		90-130K
	Midwest	55-97K		90-142K
	Northwest	52-80K		78-114K
	Southwest	55-88K		102-152K
Logistics	Northeast	68-150K		140-240K+
	Southeast	82-130K		122-200K+
	Midwest	82-140K		120-200K+
	Northwest	72-138K		111-180K+
	Southwest	78-142K		118-240K+
Materials Management	Northeast	80-110K		122-175K
	Southeast	67-98K		100-147K
	Midwest	67-88K		104-140K
	Northwest	57-82K		98K-120K+
	Southwest	80-110K		120-175K
Purchasing Procurement	Northeast	77-112K		118-200K+
	Southeast	68-102K		100-175K
	Midwest	64-102K		100-180K
	Northwest	58-91K		92-147K
	Southwest	61-122K		110-187K
Transportation	Northeast	72-110K		122-210K+
	Southeast	61-96K		102-280K+
	Midwest	64-98K		114-200K+
	Northwest	60-80K		100-175K+
	Southwest	72-110K		120-210K+
Warehousing	Northeast	70-115K		105-155K
	Southeast	60-100K		97-142K
	Midwest	68-100K		97-148K
	Northwest	57-75K		91-128K
	Southwest	70-110K		100-148K+

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