



Meet the Northern Ornamental Team

Your Guide to Customer Support

 **BASF**
We create chemistry

At BASF, we share a commitment with all growers to produce healthy, high-quality plants in more innovative and sustainable ways. We invite you to get to know our experienced sales team, which will collaborate with you to help support your success and achieve your goals.

Together, we'll find new ways to grow.

strategic account manager:

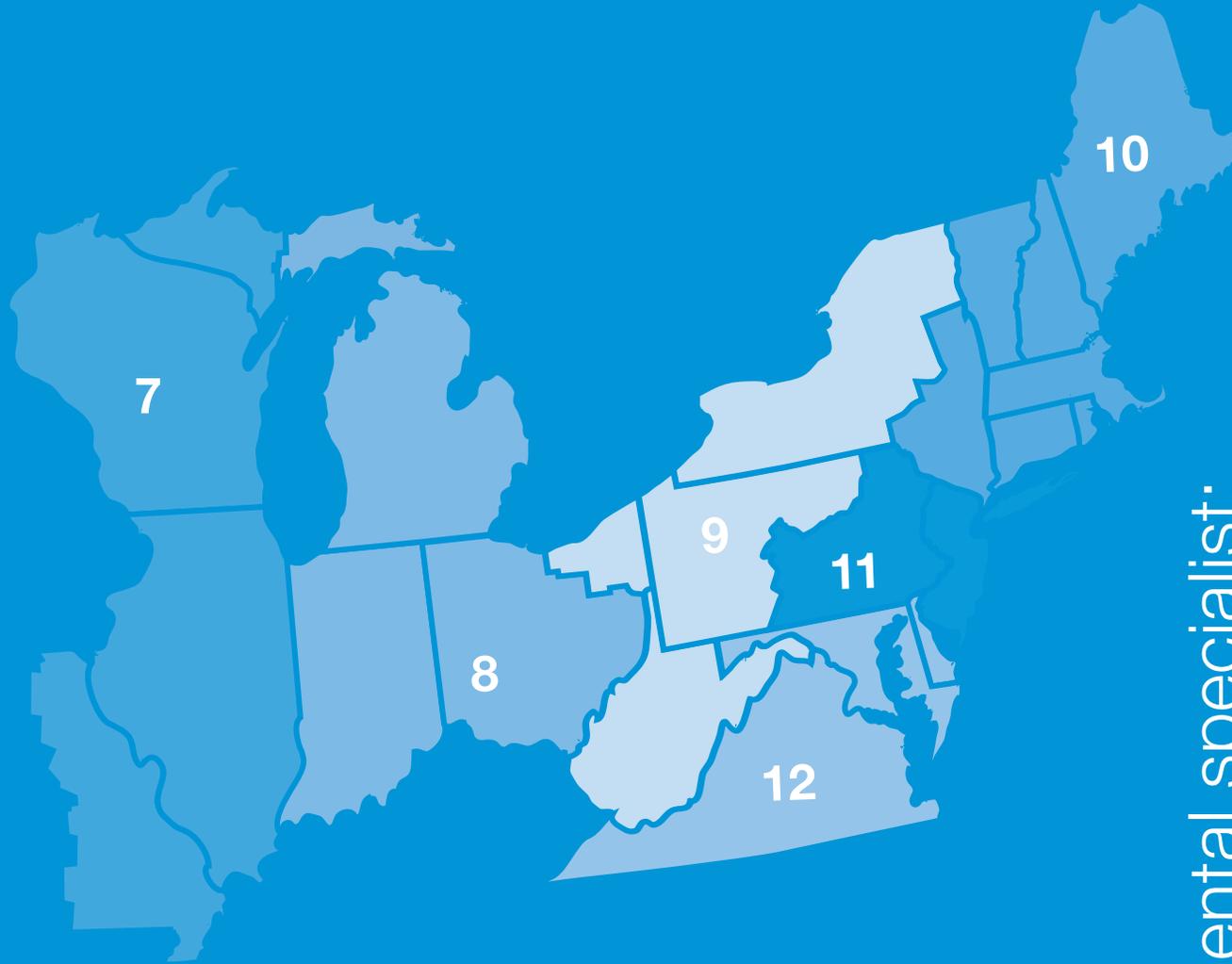


Trey Warnock
Strategic Account Manager

(704) 616-3689
trey.warnock@basf.com

With a long and diverse career in the turf and ornamental industry, Trey Warnock provides growers with experienced guidance. "I started out in the nursery and ornamental markets and really enjoyed working with growers," Trey says. "I'm now getting back to my roots to work with the outstanding people in the nursery and greenhouse sector." He adds, "I love to work with large operations to figure out how to do things differently and save them money. BASF has great innovations that can help any operation produce better plants."

northern regions:



ornamental specialist:



Jeff Gabric
Ornamental Specialist

(515) 450-1359
jeff.gabric@basf.com

As a BASF ornamental specialist, Jeff Gabric covers a lot of ground – a total of 17 states, in fact. His background is equally extensive. A graduate of Ohio State University with a degree in agricultural economics, he worked as an agricultural sales representative for 30 years, 20 of which have been in turf and ornamental. He continues to enjoy collaborating with growers to find solutions. “Many times there are no absolute answers, but working with our customers, we can help formulate a plan that meets their goals,” he says.

technical representative:



Kyle Miller
Technical Representative

(804) 339-8005
kyle.miller@basf.com

Like all BASF technical representatives, Kyle Miller provides growers with tools to help their business, including training, education, and product and program recommendations. "We are committed to providing growers with a top-performing portfolio that can help them produce the highest-quality plants," he says. With more than 35 years of experience in the turf and ornamental industry, and a background as a research scientist, Kyle works closely with growers to solve their toughest problems.

sales representatives:



Randy Lusher
Region 7

(630) 235-0104
randy.lusher@basf.com

"I truly enjoy working with growers and distributor sales representatives. Whatever problems they face, finding solutions is our common goal," Randy Lusher says. A graduate of Marshall University with a business management degree, Randy has been with BASF since 1984. "My growers are hungry for education and innovative solutions to increase their efficiency. During my years at BASF, I've built strong relationships with my customers, both through education and the introduction of new and advanced solutions," he adds.



Jerry Husemann
Region 8

(937) 604-5617
gerald.husemann@basf.com

Jerry Husemann adds more than four decades of chemical industry and crop experience to the ornamental team. He holds degrees in agronomy and agribusiness, and brings his years of expertise to bear when working with growers. "I like to apply my knowledge of crops to turf and ornamental, and I enjoy the beauty of working with plants and landscapes," he says. More specifically, Jerry offers his customers a wealth of expertise in herbicides, native areas, spray systems and agronomics.



Scott Waltz
Region 9

(412) 443-6101
scott.waltz@basf.com

For Scott Waltz, growing up on a farm in Indiana may have been the perfect preparation for a career where nature and science intersect. "It's a great feeling when you can visit a grower and offer a new solution to help with a disease, weed or insect pest," says Scott. "Because BASF invests in research to keep developing new innovations, our customers can rotate chemistries and improve the effectiveness of their plant production programs."



Pete Jacobson
Region 10

(919) 530-9062
peter.jacobson@basf.com

Pete Jacobson appreciates “the details and science required to produce and deliver quality products to our customers.” That makes sense, since Pete’s background is firmly rooted in science. He holds a B.S. in plant, soil and insect sciences from the University of Massachusetts, and has spent nearly 20 years in the turf and ornamental industry. “BASF is committed to helping growers long-term, from developing innovative solutions to providing new insights through seminars, webinars and podcasts.”



Dave Schell
Region 11

(410) 800-8762
david.schell@basf.com

For more than 30 years, Dave Schell has worked to help customers succeed in the turf and ornamental fields. His expertise provides growers with a decades-long understanding of products, market conditions and the challenges faced by nursery and greenhouse operations. “I have a sincere interest in the success of our growers,” Dave says. “I’m always impressed by the dedication and passion they have towards their work.”



Ted Huhn
Region 12

(443) 206-1095
theodore.huhn@basf.com

Ted Huhn has worked in the turf and ornamental field for nearly 30 years, and enjoys “the challenge of helping customers grow high-quality plants.” His years in the field provide growers with experienced advice on a host of topics, from products and resistance management to enhancing operational efficiency. An avid fisherman, Ted has taken many of his customers out on his boat, and claims, “they’ve caught their biggest fish ever with me.” As always, BASF will rely on research to prove any claim.



BASF

26 Davis Drive
Research Triangle Park, NC 27709
USA
betterplants.basf.us
[@BASFPlants_us](https://twitter.com/BASFPlants_us)

Always read and follow label directions.

©2017 BASF Corporation.
All rights reserved.
PSS 17-30-451-N