The Complete Package
Uncompromising Quality

Standards and Uniformity
Your reputation as a source of premium quality trees depends on many factors, beginning with the quality of the liners you plant. That's why we grow our trees to meet or exceed the American Standard for Nursery Stock approved by the American Nursery & Landscape Association (ANLA). Our unwavering goal is to grow young plants of predictable quality and uniformity that will live up to your expectations year after year.

Quality Control
By growing our trees from start to finish, we control every step in their creation. Growing great roots that no one can see is as important to us as producing the straight trunks and balanced canopies for which we are well known. That's why we have an entire farm plus a greenhouse division devoted exclusively to propagation and the development of exceptional roots.

There our skilled propagation teams tend to the many details of creating enduring trees. Extra care taken at this level is key to giving our trees the head start they need to thrive in your nursery and to eventually grow to maturity in landscapes across America.

Warranty of Excellence
We stand behind our trees, which are warranted true to name and in healthy condition. Claims are handled promptly and fairly.

Diverse Product Line

Broad Selection
More than 500 species and cultivars of trees and shrubs are grown to meet your needs for new and unusual landscape plants, as well as time-tested favorites. Our product line includes the most up-to-date cultivar introductions. We strive to bring our customers the most promising new trees on the market.

A wide variety of North American native trees answer the growing need for sustainable landscape design. Red and Sugar Maple cultivars, Honeylocust, Linden, Oaks and more are offered. Hybrid and American Elm cultivars, selected for insect and disease resistance and urban toughness, thrive in our fields.

Bare Root Trees
Trees are harvested as one, two and three year old trees. In order to ensure maximum viability and long-term survivability in many varieties, we spend extra years growing strong, fibrous root systems prior to the growing of the tree itself. Root pruning, undercutting and transplanting techniques are employed to ensure the future success of our trees in the landscape.

Container Trees
Most are field grown to nearly finished size and established in containers in early spring. Carefully pruned and nurtured, they are released for sale after establishing a strong root system. For garden centers, our container product line eliminates the springtime headache of containerizing so your staff can concentrate on selling. For growers, container trees are ideal for fall planting or shifting to larger containers.

B&B Trees
Balled and burlapped trees complement our bare root and container production. These include Japanese Maple, Beech, Dogwood, Parrotia, Sweetgum, Snowbell, Tupelo, select conifers, and others that are difficult to transplant bare root.

Form and Function
Because each nursery we serve is unique, we offer a wide range of sizes and forms, species and cultivars. We tailor our trees to fit your production scheme, whether destined for field planting or containerization, pot-in-pot production, or retail-ready for your garden center.

Within our broad product line, we grow many specialty forms including top-grafts, multi-stem and contorted trees. Our Custom® series, UtiliTrees™ and VigorLiner® brands can be counted on to perform as promised and will enhance your bottom line.

Cold Storage
Over 3 million cubic feet of climate controlled, humidified cold storage facilities give us the flexibility to extend tree dormancy in order to accommodate your planting schedules. If spring weather delays your planting, ask our customer service department to have your delivery rescheduled.

Exceptional Customer Service
Knowledgeable, friendly, personalized customer service is anchored by an Oregon sales office that works hard to serve you. Our inside sales team works closely with our field representatives to provide you with personalized...
customer service, tailored to your company and to your regional market needs.

Nine sales representatives who live in their geographic territories are positioned to advise customers on cultivar choices, planting and cultural techniques. They are prepared to share sales and marketing advice, and to provide information tailored to help your business become more successful. They stand ready to share their knowledge at customer seminars, on-site pruning demonstrations, and green industry presentations.

Need answers? Our horticulturists, production managers and management staff are just a phone call or e-mail away. Our customer service package includes access to experienced people with answers to your questions, whether related to growing techniques, diseases and insects, business management, human resources, advertising or marketing. Because our success depends on your success, we’re here to help.

**Dependable Delivery**

On-time delivery of your plants is an important aspect of Schmidt customer service. Our deliveries are designed to accommodate your schedule. Our large volume of shipping gives us preferred access to refrigerated trucks. Our ability to take the guesswork and headaches out of your shipping routines is part of our pledge of excellence in customer service.

**Marketing Tools**

**TreeLocator**

This exclusive service links tree specifiers and buyers with our customers who grow our liners on to specimen size. Buyers seeking landscape-ready trees described in our Reference Guide are invited to use our TreeLocator service to find premium quality trees for their projects, grown to caliper size in your nursery.

**Reference Guide and Posters**

Our “priceless” reference guide is an informative reference manual of shade, flowering and specialty ornamental trees and shrubs. Seven colorful posters showcase many of the trees we grow. All are designed to help our customers educate their customers about trees. In an effort to create demand for the trees you buy from us, we freely distribute these materials to landscape architects, designers, urban foresters, educators, garden writers and others who specify and influence the selection of trees.

**www.jschmidt.com**

Our website shares information about the trees we grow to a public that is hungry for reliable tree information. Our wholesale customers have around the clock access to our container inventory and ordering via a password-protected online shopping site.

**Picture tags**

Container trees are shipped with colorful and informative picture tags designed to tantalize retail buyers and increase your sales. These are also available to bare root customers by request.

**Research and Development**

Our research and development department is dedicated to bringing improved tree cultivars to the marketplace. The introduction of more than 50 deciduous tree cultivars, including the renowned Red Sunset® Maple, is evidence of our dedication to improving our urban and community forests.

We collaborate with a broad network of tree breeders, universities and arboreta including the U. S. National Arboretum, the Morton Arboretum, and the Landscape Plant Development Center (LPDC). Potential introductions are rigorously tested, with feedback from evaluators at 50 sites across the U. S. and Canada helping to determine regional suitability.

Customers benefit from our R&D program by having the first opportunity to grow new introductions on to landscape size. If you have a promising new tree, we invite you to explore our program of testing, evaluation and possible co-introduction under a shared royalty agreement.
Green Industry Activism

Membership in the American Nursery & Landscape Association (ANLA), American Society of Landscape Architects (ASLA), International Society of Arboriculture (ISA), Garden Writers Association (GWA), Oregon Association of Nurseries (OAN), plus regional and state horticultural organizations keeps us abreast of industry happenings and concerns.

Political advocacy and relationships developed with state and federal legislators and administrators benefit our customers as well as the green industry in general. Our activism on the state and national level helps to create a positive political and economic climate for horticulture and enhance the value of your trees.

Service to Horticulture

Our support of the horticultural community includes many years of sharing information and knowledge with customers, specifiers, and the gardening public. Horticultural Research Institute (HRI), university scholarship programs, and other horticultural entities are supported each year, to the benefit of all.

Generous contributions to horticultural research and education is provided each year by the J. Frank Schmidt Family Charitable Foundation, a non-profit 501(c)3 corporation that has contributed more than $2 million to the benefit of horticulture. Established in 1986, the Foundation was made possible by Evelyn and J. Frank Schmidt, Jr. via a gift of the 20-acre parcel where the nursery was founded in 1946.

Quality • Service • Dependability

Longevity • Innovation • Integrity

These are words we live by as we grow for the future.