

All of us at J. Frank Schmidt & Son Co.

GROWING together

Spring 2026

8
YEARS
J. FRANK
SCHMIDT
& SON CO.
1946
2026

History in the making!

For 80 years, the Schmidt family has been growing beautiful trees and “growing new ideas.” We’re very proud of the business that took root soon after Frank and Evelyn Schmidt married in the fall of 1946 when they planted their first trees on 10 acres near Troutdale, Oregon. Frank Jr. carved a niche for himself by recognizing a need for trees of consistent quality, predictable performance and survivability. His search for perfection led to the nursery’s specialization in developing and growing budded cultivars.

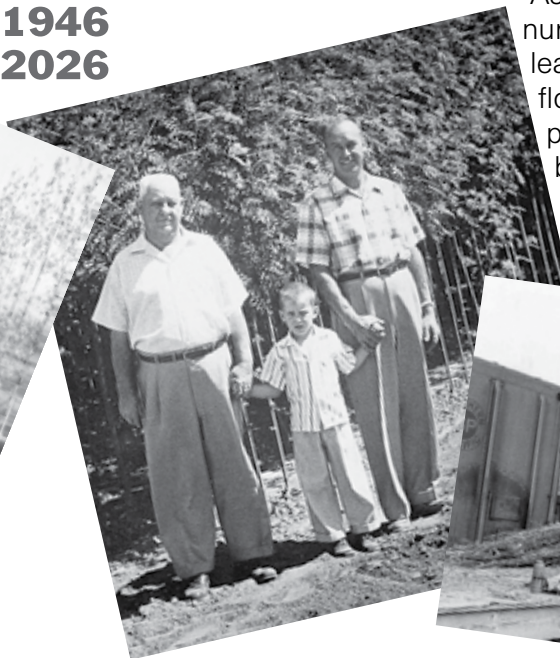
Now headquartered in Boring, Oregon, the family-owned and operated nursery spans nearly 3,000 acres at 6 farm locations with 460+ employees and continues the breeding, selection, testing and evaluation of new and improved trees. These efforts have brought nearly 120 unique tree cultivars to the marketplace. J. Frank Schmidt & Son produces more than two million trees each year!



Frank Jr. and Evelyn on their wedding day in 1946.

As we celebrate our 80th Anniversary, our nursery is known around the world as a leading producer and introducer of shade, flowering, and ornamental trees. Frank Jr. passed away in 2004, and Evelyn in 2017, but their spirit and founding principles live on through their children and grandchildren who are leading the nursery into the future. Today, the history of our next 80 years

is being made as we continually strive to grow better trees for a greener, healthier world.



High Forest embraces changes and challenges

This has been an unusual winter season here at High Forest Farm. While we are still in the midst of our normal Harvest season, it is decidedly drier and warmer than we are used to at the farm. The exceptionally dry and sunny days make for excellent digging conditions but come with their own challenges. The trees are waking up early from their winter slumber, and the clock is ticking to get the Harvest done. As always, High Forest adapts to survive.

The Harvest season at High Forest runs longer than at other farms, with 3.1 million seedlings and about 1 million GH grown pots to process. We start in November and usually finish sometime in mid-April. However, the plants are forever our guide, and if the buds start swelling, dig them we must. Here you can see a HF Crew taking advantage of the sunny days and trying to stay ahead of the bud break by getting the trees out of the ground and into the cooler to prolong their hibernation. The plant being harvested is *Tilia cordata*, one of the earliest to leaf out every year.

Of course, when the plants outside are waking up early, the plants in the Greenhouse and polyhouses are even further ahead. As we scramble in the field to get plants out of the ground, we are also lifting out of the polyhouses and de-potting from the greenhouse as fast as possible. To speed up production, the greenhouse crew combines trimming and grad-



Rosa Palacios, Elidia Melesio Rojas, Agustina Gonzales, Merced Chonteco and Juana Guzman pot up juniper cuttings.



Here you can see from the pallet's perspective the GH crew 'Grimming' some cuttings from the polyhouses

ing, into 'Grimming' saving production steps on some cuttings that were just lifted from the polyhouses.

Many jobs overlap at High Forest, and as we are going full throttle on digging, we are also planting cuttings and seed. One relatively new production pathway is the Conifer cuttings, which are stuck in Fall and Winter and will slowly root out until they are ready for transplanting in Spring into Pots to finish their growing cycle. This year was our third year doing this process at HF, and the most Conifer cuttings we have stuck to date at 49,020. Here you can see the HF Crew transplanting some of last year's Juniperus cuttings into pots. These cuttings started their journey last year on the heating beds in our conifer house, here you can see how the latest crop's roots are shaping up.

As we go through the familiar motions of Harvest, we are also breaking new ground for future projects. With the recent addition of



Jeremy Imes operating the large excavator, with another excavator and the dump truck in the background to clear the way for our new gravel yard.

Blueberry production at High Forest, and an increase in production of *Magnolias* and *Styrax* with a shift up to 1 gallons, we need more space! To accommodate these ambitious new changes, we are converting our 5A bark bed area to a gravel yard to house all the 1 gallons we aim to produce. This being no small task, we enlisted the help of Jeremy Imes, the JFS resident trucking expert and big machine operator extraordinaire. With the help of Tanner Wilson (Assistant Manager) and Juan Aguilera (Foreman), Jeremy led the crew in scraping up and moving out 111 dump trucks full of old decomposed bark and loose dirt. That's roughly 1,665 cubic yards. In just 3 days, they transformed a veritable swamp of bark and mud into a solid foundation for the new gravel yard.

Thank you, High Forest Team, for adapting to the constant changes and challenges and embracing the future expansion projects!



Isidro Moreno is digging a bed of *Tilia cordata*. He is our main tractor driver, pictured here doing what he does best.

These Juniper cuttings started their journey last year on the heating beds in our conifer house. Here you can see how the latest crop's roots are shaping up.



Another harvest in the books at Hood Acres

In one of the more drawn-out harvest years in memory, Hood Acres finished all bareroot harvest on Friday January 30th. A labor shortage in November followed by a few extremely wet weeks in December put us behind the ball. But thanks to some great January digging weather and some help from Cottrell Farm HA was able to put 2025 harvest behind us and get ready for spring shipping and dormant pruning. Thanks to all HA workers for grinding it out and making it all work.



A coordinated effort in the field as Equipment Operator 5, Nabor Gonzalez-Rios runs the digger to harvest bareroot trees, guided by Crew Leader, Gregorio Salazar (green jacket), with support from two labor contractors.



Maricela Ramires Camacho keeps the trees happy in the shadows. He often has the thankless job of keeping all the tree's roots wet while they are between grading, storage, and loading. Maricella squeaks between the pallets, selectively watering roots in need of attention all while dragging a long hose around the constantly shifting warehouse landscape of pallets and piles of graded trees. Thanks Maricella!



Nabor Gonzales-Rios helps the HA farm manager start some syphons on the Crystal Springs ponds to lower the level before the big storm.



Loading freshly dug bareroot trees onto a tree pallet for transport back to the warehouse for grading. Crew Leader, Salomon Mejia-Cruz (gray sweater) directs the operation, while Equipment Operator 2, Felipe Oropeza Mojica (blue sweater) and a labor contractor feed trees to Nursery Worker 2, Jose Santos Santiago, who is inside the pallet.



B&B hand digger Cecilio Acencio Rodriguez works on a row of experimental trees ready for their next step. Every year the hand diggers remove tens of thousands of trees with nothing more than a sharp shovel and skill. Hand digging allows us to dig hundreds of B&B trees a day during good conditions and saves precious soil that a machine dug ball sometimes waste.



Marco Francisco Gomez shows off a modified clamp that the Hood Acres Machine Shop built for him. Before the disconnect clamp, Marco would have to find a mechanic to bleed the hydraulic pressure off before connecting the grapple. Now he can do it by himself in 5 minutes.



Fidel Flores shows off some nice looking *Aesculus* trees, a genus of trees often plagued by poor roots and broken branches. Through some production changes and careful undercutting, we were able to lower this genus cull rates significantly and deliver quality trees to our customers.



Johnson Creek Floodwaters backing up into a Hood Acres Stock block

Renovations expand capacity at NWST

Here at Northwest Shade Trees Farm, we have almost finished our spring digging. We began the season with more than 12,000 trees on order. So far, we have dug 10,000 trees!

Our newly renovated loading dock from last fall gives us twice the space for loading trucks. We increased our capacity by doubling the number of docks from four to eight. We even have lights for loading late trucks, and the staging area has been expanded, making loading quicker and more efficient. Our experienced team can load a full truck in two hours.

Shipping began the first week of February. This puts NWST one week ahead of last year's schedule. The staging yard is filling up fast and every tree must be carefully tied up to prevent breakage in shipping. The trees are lined out by customer in the staging yard, awaiting shipment.

We're looking forward to a great shipping season!



Trees pulled from the field awaiting shipment.



Our amazing loading team: Alberto Flores, Fernando Garcia and truck driver.



Our staging yard is filling up fast and every tree must be tied up. Daniel Ortega, Gustavo Mendez and Emerson Vazquez are hard at work.



The trees are lined out by customer in the staging yard, awaiting shipment

The Tree Driving Team goes the extra mile

Inter-farm transport takes skilled CDL and Farm Endorsed drivers plus a lot of teamwork and coordination to move trees from Milton, Barlow, and NWST to our Hood Acres shipping hub—from farm to farm, farm to customer, vendor to farm, moving trees, equipment, supplies, and more.

From 10/1/25 – 2/6/26, our two lead truck drivers, Jeremy Imes and Alfredo Martinez, completed a combined 370+ truck runs!

- Barlow Farm runs = 247 = 16,796 miles
 - Milton Farm runs = 64 = 29,696 miles
 - NWST runs = 28 = 3,021 miles
 - Boring Area Farms runs = 1,302 miles
- Over 50,815+ miles traveled in total.*

"If you show interest and can drive a clutch, we'd love your help" says Farm Manager Aaron Caldwell. "There is a whole lot of essential, behind the scenes inter-farm trucking, and it takes a lot of people pitching in to get it done."



Left to Right: Chelsea Hall-Production Manager Assistant, Alfredo Martinez-Farm Endorsed Driver, and Jeremy Imes-CDL Endorsed Driver.

\$1000

CRIME PAYS!

\$1000

Unfortunately, here at the nursery, things sometimes go missing by theft. We have had many things stolen over the years. Gasoline theft is the most frequently known thing to go missing, but tractors and trucks have been taken too. Occasionally a scrap metal thief will show up and take whatever they can, including steel stakes. One time, a homeless camper at Milton Farm even stole one of our rabbit traps!

This article is to remind you that at JFS we have a \$1000 reward for employees who help out with catching criminals. So here at JFS, crime pays! – if you can help stop it at least!

In 2018 we had a small spray tractor taken from Barlow Farm. The tractor was taken on a Sunday afternoon, in broad daylight, and never recovered.

In 2019 one of our Hood Acres truck drivers arrived at work early in the morning to prepare for a trip to Milton Farm. He caught a fuel thief in the act of stealing gasoline and then helped pursue them with the police. An arrest was made and \$1000 reward paid out.

In 2021 a small tractor was stolen from Hood Acres Farm and later found posted for sale on Craigslist! It was obvious with the equipment number markings that the tractor belonged to the



nursery, and we got it back!

In 2023 a Chevrolet suburban was stolen from Hood Acres. It was spotted in Gresham by Hood Acres employee Ricardo Vazquez-Tello. That information of location led to the ultimate arrest of the thief and recovery of the vehicle. Ricardo got a nice check for his assistance and all it took was a simple phone call!

In January of 2024 fuel was stolen from High Forest. We had snow on the ground to help with some clues about who did it. Shortly after and due to the icy road conditions, the thief lost of control of their truck and crashed, leading us to find out who did it, for sure!

These are only a few recent examples of theft at the nursery. Of course, there have been trees stolen from the nursery over the years and lots of nursery supplies have gone missing too. As of the writing of this article we are having repeated and ongoing fuel theft at Northwest shade trees farm in Brooks. With each occurrence we gain a new set of clues and hope to eventually catch the perpetrator and put an end to it.

So remember, crime pays! If you have any information at all about crime at the nursery or you hear or see anything, don't be shy about letting us know. The information might be worth \$1000!



This small spray tractor belonging to JFS was stolen in 2018 and never recovered!



Gordy Webster, Aaron Caldwell and Frank Schmidt, III present Luis DeLucio with a \$1,000 check for catching a fuel thief at Hood Acres in 2019.



A fuel thief crashed their truck trying to get away from High Forest Farm. The fuel jugs were still in the back making it easy to identify the thief!

\$1000

ONE THOUSAND

\$1000

Built on Teamwork, Delivered with Pride

There's a special feeling around here this time of year — a mix of excitement, teamwork, and a little bit of that good “we're all in this together” hustle. With harvest wrapped up, our focus has shifted to shipping, allocation, filling every truck as much as we can and it truly takes every member of our sales team and company to make it happen.

From early mornings in the yard to late afternoons in the office, you can feel the rhythm of the season everywhere. Forklifts are moving, trucks are loading, phones are ringing, and friendly waves are exchanged across departments. It's the kind of energy that reminds us why we love what we do — because when everyone pitches in, amazing things happen.

Our sales team has been busy connecting with customers, making sure orders are just right. Out back, the shipping and allocation team are matching every tree to its new home — a process that requires patience, teamwork, and a lot of communication. And let's not forget the production and support teams who keep the gears turning behind the scenes.



Our Sales Department from left to right: Sam Barkley, Brian Mumm, Heidi Brehm, Jessica Hutchings, Kristin Markham, Elyn Rackley, Caly Traudt, Cathie Bown and Baldo Orosco.

Every detail, from tagging to tracking, counts.

What makes this season so special isn't just the volume of work — it's the people doing it. We laugh, problem-solve, share lunch breaks, and look out for each other. That sense of family is what keeps things running

strong, especially when the days are long and the stakes are high.

We're proud of the quality we're delivering, the customers we're serving, and the people who make it all possible. Each tree that leaves our grounds carries a little piece of who we are. Thank you for all you do, and here's to finishing this season strong.

New methods and products drive Cottrell Greenhouse

Over the past few years, we have really been ramping up the production of grafted conifers. We have gone from 7,000 grafts in 2022 to 28,000 grafts in 2026! This expansion is making it possible to expand our market and the supply of conifers to our customers.

We have also expanded our production capabilities with new callus beds. Callus beds are used for hot callus grafting. Plant roots stay moist and cool in sawdust, while the graft stays warm on a heating cable, allowing callus to form and the graft to heal. The upper part of the plant stays cool in open air so that the buds don't grow before the callus has formed. This method works especially well during the cool winter months.

The challenge occurs when outdoor temperatures rise and greenhouse temperatures soar. To address this, we built callus racks in a building where air temperature is easier to control. The vertical arrangement of the callus shelves allows for more efficient use of space in the building and makes the work easier for those handling the grafts. Improved temperature control also allows us to use the callus cables for a longer period of time.

As always, our team is rising to the challenge and solving problems!

A special thanks to John Masse for his tireless efforts in building the callus racks house!



Rodrigo Veslasco shown preparing the spruce scion wood for grafting.

Barlow Sunset celebrates successful harvest

Year 2025 brought a very successful growing season for our bareroot trees. The weather was favorable, and conditions were advantageous. After successfully harvesting our crop of fine bareroot trees, we came together to share a well-deserved lunch in recognition of the team's hard work. From delicious carne asada to flavorful rice and beans, it was the perfect way to wrap up the season. The luncheon served as a meaningful opportunity to reflect on the season's efforts and accomplishments.

Despite a season full of ups and downs, the farm pulled together and finished strong. Each year is different from the rest and poses new challenges. This year, Barlow-Sunset dug just over 1 million bareroot trees. The shipping between farms also totaled over 240 semi-truck loads of trees for storage at Hood Acres!

We want to extend a big thank you to our year-round workers and H-2A employees for their dedication, reliability, and hard work throughout the season. We truly couldn't have done it without you.



Enjoying our celebratory meal at the end of harvest!



Alejandro Rodriguez and Rafael Bedolla



left - Eldy Garcia, Maria Canchola, Jeronimo Ruiz, Reyes Escalante, Luis Vivar, Manuel Hernandez, Zuriel Martinez



left - Mateo Torres, Alexander Crispin, Juan Ruiz, Heleodoro Santos, Uriel Gutierrez, Angel Pimentel, Ramon Garcia



left - Miguel Rivera, Jesus Mendoza, Luis Arreguin, Jorge Luis Moreno, Mario Rodriguez, Jose Patino



Rosa Elias grafting spruce shown wrapping the rubber band around the graft union.



John Masse, builder extraordinaire!



New callus racks ready for sawdust and grafts.

Mudzilla: A Homegrown Innovation Transforming Tree Washing

At J. Frank Schmidt Nursery, innovation doesn't always come from outside vendors—it often starts in our own fabrication shop. Recently, our talented fabrication team designed and built a brand-new piece of equipment that is already changing the way we work. Its name is Mudzilla, and it's quickly become a game-changer for our tree washing operations.



Our fabrication shop team - David Montgomery, Miguel Corona-Horta and Isauro Francisco Ascencio.



Mudzilla in the early stages of construction at the Hood Acres fabrication shop.



Mudzilla nearly completed before being taken out of the shop.



Mudzilla in action!

What Is Mudzilla?

Mudzilla is a custom-built tree wash plant designed to remove excess mud from tree roots before bundling and storage. While this may sound simple, the impact has been significant. By thoroughly cleaning root systems, Mudzilla improves overall washing efficiency, reduces storage-related disease risks, and lowers the weight of bundled trees—making them easier and safer to handle throughout the storage process.

Built by Our Own Team

What makes Mudzilla especially impressive is that it was conceived, designed, and fabricated entirely in-house by the J. Frank Schmidt Nursery fabrication shop. The idea came from Gordy Webster and Peyton Farrish's trip to the World Ag Expo in Tulare, CA in February 2025. After a bunch of research and development by the team including Zac Hall and Kris O'Keefe, construction began in the fabrication shop. This project is a true example of teamwork, creativity, and problem-solving at its best.

The shop team worked closely with nursery staff to understand daily challenges and bottlenecks in the tree washing process. From there, they designed a solution that not only addressed those issues, but did so in a way that is durable, efficient, and easy to operate in real-world conditions.

Their hard work has paid off—Mudzilla is now fully operational and already delivering measurable improvements.

Boosting Efficiency Across the Nursery

Since being put into service, Mudzilla has dramatically improved the speed and consistency of tree washing. In the past crews of 8 or more people were needed to wash muddy trees with a rate of 121 trees washed per man hour. Today, with Mudzilla, a crew of 3-4 people are needed and we are seeing rates of 1,268 trees washed per man hour. This is 1,000% increase in efficiency!!!

These improvements save time, reduce physical strain on crews, and help ensure that our trees arrive in better condition for customers.

Looking Ahead:

More Mudzillas on the Way

Because of the success of the first unit, plans are already underway to build additional Mudzilla units for our other farms. The goal is to standardize this improved washing process across the company, bringing the same efficiency, quality, and safety benefits to more locations.

Mudzilla represents what's possible when our teams collaborate, innovate, and take pride in building solutions that make a real difference. It's more than just a machine—it's a symbol of how J. Frank Schmidt Nursery continues to Grow New Ideas!

Teamwork and new equipment speed harvest at Milton Farm

Milton Farm has had a very successful winter harvest due to the acquisition of some very useful new equipment, and to incredible team effort and hard work. Milton Farm acquired a new tractor which they are working on doubling up the tires on to increase traction, reduce soil compaction, and improve stability. This new tractor greatly increases general workflow efficiency around the farm. The other new piece of equipment is the Pull-Behind Acorn Picker-Upper which saved time, gathered 2,000 lbs of seeds, and saved our staff from serious backpain! This new equipment combined with our amazing team and incredible hard working seasonal team helped Milton have a successful winter harvest season which, of course, we celebrated with some fabulous community meals!



Tomas Torres, Salvador Gutierrez, Jose Ibarra, Adrian Armenta and Emiliano Campos washing roots on *Amelanchier* trees.



Carlos Diego operates our new Pull-Behind Acorn Picker-Upper.



As always, we want to thank this year's Harvest crew. We thank our many seasonal workers who come back to us year after year, as well as our regular employees who stick with us to make sure every harvest season is a success. There will never be enough words to express how much we appreciate every single one of you. Harvest Crew 2025



In true Milton Farm fashion, we ended our harvest with a delicious brunch buffet consisting of Birria, Costillas en salsa verde, fried chicken and an array of different salsas.



This year, Ines Ledesma helped us with grading. She is the only female tree grader we have had at Milton Farm.



Alejandro Chavez, Heriberto Plascencia, and Oscar Ponce working out the logistics on how to double up the rear tractor tires. Heriberto (black shirt) is 6'1" and the tractor tire is taller than he is!



Miguel Reyes and Oscar Ponce making roof repairs to a house on our farm making sure its winter ready.



Pictured left to right, boxing trees into pallets is Carlos Aparicio. Tying we have Jose Velasco, Sebastiana Hernandez, Maria Gonzales and Armandina Garcia. Grading and sorting in the back is Ruben Robles, Francisco Hernandez and Ines Ledesma.

It all begins with seeds

The High Forest Farm collects, buys, & sows thousands of pounds of seed per year to grow all the seedlings that JFS needs to plant every year. Some seeds can be picked and sown directly into seedbeds, but many require special treatment before they are sown or they won't grow.

The most common treatment is a period of cold before sowing, this can be often done in the seedbed by fall sowing or it might need to be done in the cooler before sowing the seed.

Other treatments include a mix of warm and cold temperature periods before the seeds will grow. Some seeds must be stored for a whole year in sand before they can be sown and others have to be treated with sulfuric acid before sowing. All this knowledge comes from the long history of experience that the employees at HF have gained over the years. High Forest carries out all these different treatments to produce approximately 3 million seedlings per year for the company.

In the New Plant Development Department, many of our new trees also begin from seeds! We also collect seeds from hundreds of different trees every year and treat them in the same way that High Forest does only everything is on a much smaller scale. Instead of having tens or hundreds of pounds of the same seed to treat we may have a Ziplock bag full or even just a handful.

Every year we collect crabapple fruit from trees in our breeding program, we may have up to 100 different collections in Ziplock bags. In order to separate the seeds from the fruit we let the seeds begin to rot in their Ziplock bags. When Jim's office begins to smell like a brewery, we know it's time to move onto the next stage!

This involves blending each batch of rotting fruit in a household blender that breaks up the fruits so that the seeds can then be separated from the fruit. The skill comes in blending the apples to the point that the fruit breaks up but not until the seeds are also blended!

This year we also had several batches for Redbud seed that we needed to prepare. Redbud has a very hard seedcoat and is one of the seeds that we treat with sulfuric acid to thin the super hard seed coat before sowing. Kentucky Coffee Tree is another seed that needs sulfuric acid treatment before sowing.

Using sulfuric acid requires strict safety rules and lots of safety equipment. When we need to do this, we rely on the expertise of the people at HF to help us treat the seed even if we only have a ziplock bag full!



Adding sulfuric acid to Redbud (*Cercis*) seeds to soften their hard outer coating.



Blending Crabapple (*Malus*) fruits to remove the skins and flesh, just leaving the seeds behind.



Cleaned crabapple seeds ready for sowing.

Since we deal with such small batches of seed rather than sowing them in open ground seed beds we sow many of our seeds in flats at HF with the help of the greenhouse crew. Among these many tiny lots of seedlings are the future JFS new introductions!



Rinsing the Redbud seeds after their treatment in sulfuric acid.



Mixing Redbud (*Cercis*) seeds in the sulfuric acid.

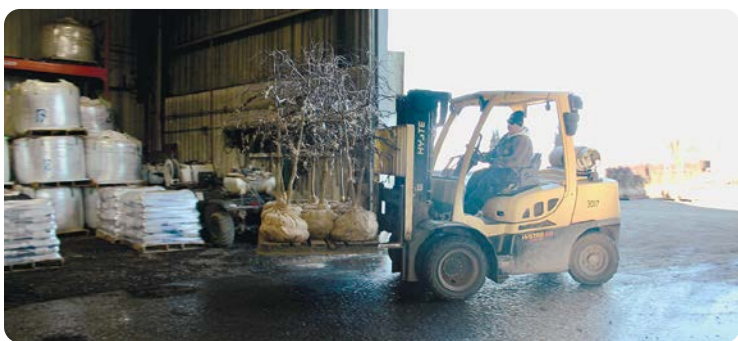


Crabapple fruits harvested from our experimental blocks sorted and ready to be cleaned.

A Tranquil Winter at Cottrell Container



Can't beat the Cottrell Farm fall/winter sunrises! Great reason to start work off early.



Jose Lopez-Vargas keeps the bark flowing and the BB coming to the potting line.



Due the labor issues and the poor weather at HA, CF crews pitched in to help dig whip beds at HA. Here Adolpho Perez's crew helps shake and load pallets of vine maples from behind the HA bed digger.



Ariel view of Lucia Delos Santos crew potting up #3 Vigor Liners at the D62 potting line.

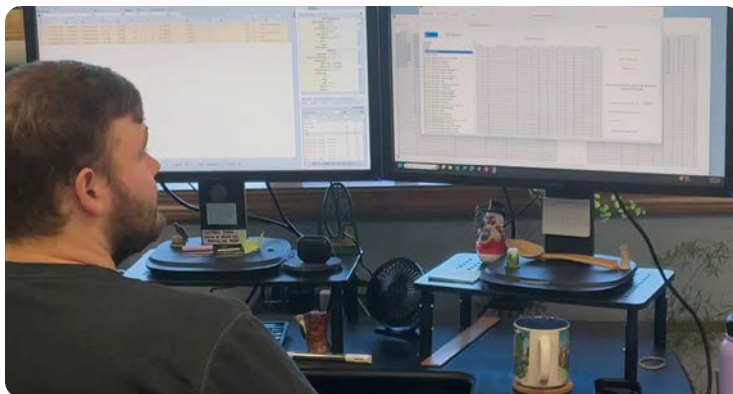
The winter passed by relatively quietly at CF this year but that doesn't mean our crews didn't stay busy. Container consolidation wrapped up well before Christmas other than a few bins. Newly promoted grower Vicente Lopez-Caamal got an early start on much of the fall potting of oaks and red maple for our vigor liner program. With plenty of clean gravel and relatively fewer trees direct shipped this year, Cottrell was able to send quite a bit of labor help to Hood Acres in January. Jose Perez-Rodriguez crew spent most of January and part of December helping grade, tie, and store trees at HA. His brother Adolfo Perez spent a few weeks helping HA dig whip beds. A big thank you to those crews and to everyone at Cottrell that put us in such a good position to help.



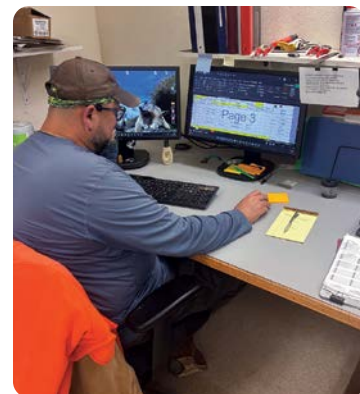
Augustin Moo using his custom line painting bike on the gravel at CF. Augustin carefully reads set off orders that Martin Nunez produces to mark out line spacing for new potting. Because of how like trees are grouped together there are often a lot of line changes within the same bin.



First stop for potting after the trees are pulled is the CF pruning station at the west end of the HA warehouse.



Marley Reed and Martin Nunez work their respective computers. Marley finds trees that fit the CF basic after allocations and on the open availability. Martin then takes those numbers and arranges them into potting orders. Potting orders drive everything from pulling trees to pruning, potting, and layout. Martin uses a custom program (he built himself!) to arrange most of it.



Celebrating Employees With 20 Years Or More

March

Name	Farm	Hired	Years
Vicente Arreguin	Barlow Farm	03/05/1984	42
Jose Perez-Rodriguez	Cottrell Container	03/08/2000	26
Felipe De-Jesus	High Forest Farm	03/09/2004	22
Miguel Reyes	Milton Farm	03/09/1998	28
Luis Salazar-C	Cottrell Container	03/11/2002	24
Pedro Torres	Human Resources	03/19/2004	22
Jramiro Bolanos-Aviles	Cottrell Container	03/23/2000	26

April

Name	Farm	Hired	Years
Adolfo Perez	Cottrell Container	04/05/1999	27
Tomas Torres	Milton Farm	04/05/1999	27
Marisol Vasquez-Giron	Barlow Farm	04/10/2006	20
Maria Olivarez De Pena	Barlow Farm	04/10/2000	26
Ruben Robles	Milton Farm	04/25/1998	28
Roberto Robles	Milton Farm	04/25/1998	28

May

Name	Farm	Hired	Years
Guy Meacham	Horticulture Dept	05/03/1985	41
Celina Villasenor De Olivarez	High Forest Farm	05/04/1992	34
Marcial Reyes	Barlow Farm	05/09/1985	41
Miguel Corona-Horta	Hood Acres Shop	05/10/2004	22
Carol Dennison	Executive Staff	05/14/2001	25
Leopoldo Pena	Barlow Farm	05/18/1993	33
Valentin Delgado	Barlow Farm	05/30/1989	37
Delfino Ignacio	Barlow Farm	05/30/1989	37

June

Name	Farm	Hired	Years
James Berrell	Barlow Shop	06/26/2006	20

Sales Team completes whirlwind show season

The arrival of March concludes the winter trade show season for J. Frank Schmidt & Son Co. In a period of 2 months, the sales team traveled to 17 states and participated in 18 trade shows providing outstanding customer service and support to our customers and the horticultural community across the United States. Thank you for being the public face of our company and for all your tireless efforts!



Frank Schmidt, III (Owner), Jeremy Montgomery (Independent Sales Representative), Jessica Hutchings (Inside Sales), Sam Barkley (Sales Manager), Pat Carey (Independent Sales Representative), Craig Hallman (Independent Sales Representative) and Ben Rough (Chief Executive Officer) At the MANTS show in Baltimore, Maryland. They were all on-hand to greet and assist show attendees and our customers. MANTS is the largest horticultural trade show in the United States and draws attendees from across the country.

Welcome to JFS!

Nearly every farm has added new employees over the past several months. We're glad you've chosen to work here and welcome you to our tree team!

Hood Acres B & B

Jose Lopez Lopez 01/06/2026

Hood Acres Farm

Jose Santos Santos 11/10/2025

Rufino Lopez De La Cruz 11/10/2025

Angel Miguel Manuel 11/21/2025

Antonio Buenrostro Rosales 12/10/2025

Salvador Gutierrez Calleja 01/12/2026

Hood Acres Shop

David Montgomery 11/17/2025

Derek Tallan 01/15/2026

Milton Farm

Antonio Gutierrez Robles 11/05/2025

Diocelina Garcia 11/11/2025

Jose Ibarra Madrigal 11/11/2025

Adrian Armenta Lemus 11/12/2025

Vicente Gutierrez Robles 12/01/2025

Northwest Shade Trees

Maximino Castillo Castro 01/02/2026

Emerson Vazquez Lopez 01/02/2026

Job Opportunities

Pesticide Spray Supervisor -
Barlow Farm

Entry Level Mechanic
- Hood Acres Shop

Nursery Workers - All Locations

Employee bonus program for referring new hires:

\$400 To Employee | \$175 To New Hire

Bonus paid 90 days from date of hire.

See Human Resources for more details.