

Jim grew up in Iowa on the family farm. Upon graduating from high school, he attended Iowa State University where he received a B.S. degree in Agriculture. The focus of his education was in Agricultural Economics and soils. Jim operated the family farm from 1975 through the 1980s. He moved to Maryland in 1989 and began working in the turfgrass industry for Cloverly Hardware in January of 1990. In July of 1994, Jim began working with Newsom Seed.

Jim's expertise is with seed, soils, erosion control and hydroseeding. He brings a wealth of knowledge, not only from his experience farming, but also from working closely with farmers and seeding contractors in the field since 1990. Jim is a hands-on person. He is not afraid to get dirty, spending most of his time on job sites and sod farms.

Jim has done an excellent job honing his computer and communication skills, making it extremely easy for customers to get in touch with him. His pick-up truck is a mobile office, enabling him to pull up customer records in seconds.

If you need help with soil problems or reading soil test reports, Jim is your guy. Because he did soil testing at Iowa State University, he is very familiar with soil issues. If there is something he can't figure out, he has a great, close working relationship with the University of Maryland and Virginia Tech.

Ask Jim if he is a salesman and he will respond by saying no. He's there to help a farmer or a seeding contractor come up with the best solution for his operation. He will also tell you that making a sale is not his goal. His goal is to build a lasting relationship with his customers. He is there to help, not to get in the way.