

## Todd Burkdoll, BASF Professional Turf & Ornamentals Technical Specialist – Western U.S.



**Home base:** Visalia, Calif.

**Time with BASF:** 10 years

**Approach with customers:** “I learn from many people throughout my life; in fact, I learn from customers every day, but I’d have to credit my dad as my most important influence,” said Burkdoll. “He instilled in me a strong work ethic and being honest with myself and others. He always told me, ‘A man’s only as good as his word.’ That’s how I try to live my life. I’m honest with customers, sharing product information and advice that’s in their best interest and in line with what I know will solve their problems. Sometimes that may mean recommending a non-BASF product, and that credibility for reliable information goes a long way because that’s not always the case in this industry.”

**First Job:** “Starting in the fifth grade, I did landscaping jobs for a very meticulous retiree every Saturday in the spring,” he said. “Early on, I didn’t realize why he gave me the direction he did but as the months passed and his landscape materialized, I learned the value of listening to a perspective different from mine.”

**When he’s not working you can find Todd:** Refining his own growing skills behind his house with five acres each of table grapes, plums and cherries just for fun. He also leaves shore every fall with a couple of good friends to fish yellow tuna and wahoo for 10 days south along Baja California.

*Photo caption: Todd Burkdoll, BASF Professionals Turf & Ornamentals Technical Specialist – Western U.S.*