







"Bayer reps have come in and done educational training on products for our technicians, and there's been a great partnership there," Clark says. "Bayer has been excellent with us."



1981 was Tomlinson Bomberger's first year in business and in 1984, they had a decision to make. "We decided to take the leap."

Like many green industry professionals, Clark Tomlinson's path toward owning a lawn care business wasn't a straight one. From high school on through grad school, he spent ten years working summers on the greens of Lancaster Country Club with soon-to-be co-founder Dave Bomberger, who served as assistant superintendent at the course. Meanwhile, he earned a bachelor's degree in psychology and a master's in counselor education, started a family and began a career as an elementary school counselor. Then in 1981, he and Dave cofounded a small lawn care business.

What Clark considered at the time to be "side work" would soon outgrow his highest expectations. And in 1984, after three years of dedication, Clark and Dave guit their jobs, took the leap and poured every ounce of energy into making Tomlinson Bomberger a best-in-class, full-service lawn and landscape company. And they did.

"Tomlinson Bomberger is buttoned up. Their shop, their offices, everything is professional. are in great shape... and they really take care of their employees," says Darrin Batisky, the Bayer area sales manager covering Clark's region. "That's where they shine. It's hard work, but they're good to their people."

For Clark and Dave – who retired from the business in 2009 – doing great work and building trust are central to Tomlinson Bomberger's

mission to create and maintain beautiful, worry-free environments and lifelong relationships. But that's not possible without great team members.

"We're not successful without our co-workers," Clark says, "It's how we answer the phone. execute a work order, work on the job, follow-up... There are a lot of moving parts."

Success, according to Clark, comes from great co-workers who are fully committed to offering the best possible service to clients at every touchpoint. And it's why each one of Tomlinson Bomberger's 8,200 customers, spread across more than 100 individual routes, is assigned an account manager who the client can call any time.

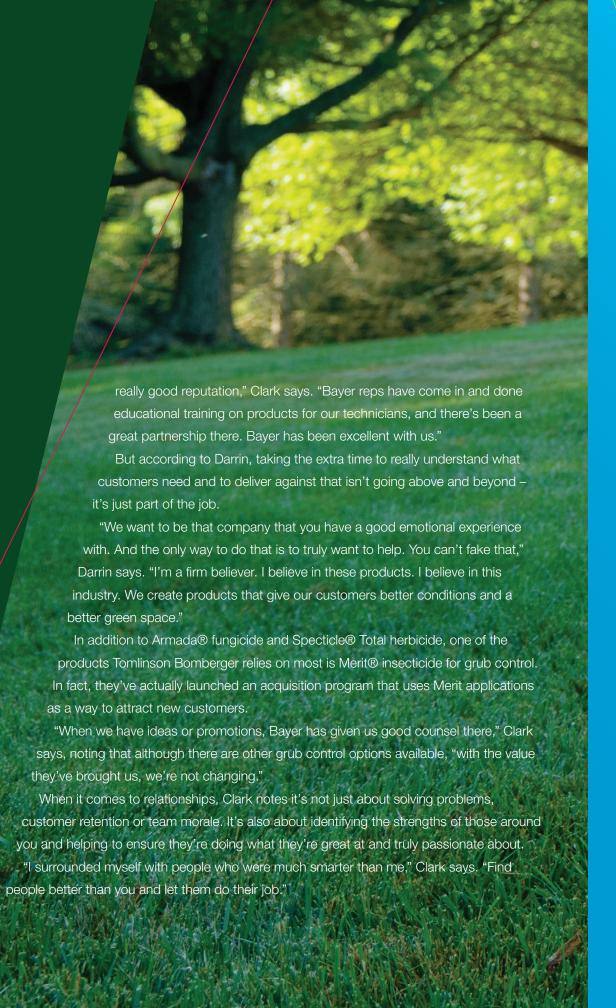
"Integrity is one of our core values," Clark notes. "It's really critical we're always honest with our coworkers and our clients. That's the key. Part of our mission statement is long-term relationships."

And those lifelong relationships that Tomlinson Bomberger cultivate aren't just in the client and coworker spheres.

"The relationship that Tomlinson Bomberger has with Bayer pre-dates me," Darrin says, noting a Their building is landscaped to a T... their vehicles business relationship of more than 25 years. "For me, it's really about being there any time they need something or might have a technical question. They're always trying to get better and do better. And their customers are loyal to them, because they're really good."

> Relationships, says Clark, are at the heart of why and how business is done.

"It's been a great relationship, and Bayer has a



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