



# THE DAWSON COMPANY

Market Intelligence For Agriculture

*Thirty years experience in the Agrichemical and Fresh Fruit/Produce Industries.*

**The Dawson Company**, [www.thedawsonco.com](http://www.thedawsonco.com) is a consultancy providing Market Intelligence, Sales and Market Development to manufacturers of regulated and non regulated Agrichemical products. Clients include market research firms and firms engaged in new product development.

### **PARTIAL LIST OF CLIENTS & PROJECTS:**

**Aqua-Tech, Inc.—Market Intelligence, Sales Development: Ozone/Water Sanitation; Produce Sanitation; Lake and Lagoon Management, Irrigation System, Waste Discharge products and services. Donna Rhodes, Partner**

**BASF –Market Intelligence, Sales Development, Post Harvest products. Mitch Maurer, Director, Human Nutrition Division**

**Brandt Consolidated, Inc.—Export Market Strategic Planning, Bill Engel, Vice President**

**Cirrus Partners — Market Intelligence, Post Harvest Industry. John Vendeland, Partner**

**Hartono & Company--- Market Intelligence Consulting, Sri Pfuntner, President**

**Makhteshim Agan — Market Intelligence, Post Harvest Fungicides. Eddie Allen, Regional Manager**

**Westbridge Agricultural Products — Market Intelligence, Sales Development. Tina Koenemann, President**

**Valent BioSciences — Market Intelligence, Post Harvest Industry, Jim Chambers, Global Microbials**

**Arthur J. Dawson, Ph.D.**

*Owner and CEO of The Dawson Company since 2001*

1999 - 2001: **Ecogen, Inc. --Vice President**

1989 - 1999: **Elf Atochem North America, Decco U. S. --General Manager World Wide**

1984 - 1989: **Dole Fresh, Inc. -- Manager Quality Control**

1983 - 1984: **Blue Goose Growers, Inc. -- Technical Consultant to the President/owner**

1978 - 1983: **Sunkist Growers, Inc. -- Manager, Fresh Fruit R&D**

**Education:** Ph. D. Plant Physiology, University of California, Riverside

**Certification:** California Qualified Applicator QL 51395: Demonstration & Research (J); Aquatic (F)