

GROWERTALKS

GT in Brief

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On The Move

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BAILEY

Bailey announced that **David Klinger** has been promoted to Strategic Accounts Manager. In his new role, David will oversee Bailey's relationships with mass merchants and select regional chain stores. He joined Bailey in 2015 as a Strategic Accounts Representative after many years of experience within and outside the horticulture industry. Prior to joining Bailey, David worked in Corporate Strategic Services at a major corporation outside of the horticulture industry.

BALL SEED

Alex Buckallew has been hired as a Ball Seed Sales Representative for the sales territory of south Texas. Alex has over 25 years of experience in the horticulture industry, spending the past six years with 3H Farms in Willis, Texas, as the Sales Manager and served as the General Manager of 3H for the past five years.

BIOSAFE

BioSafe Systems announced three new organization changes. **Jeff Kline** was promoted from Market Segment Manager to Vice President of Sales for Agriculture and Professional Products. Jeff has been working with the company since early 2007. In this new role, he will be responsible for strategic planning and marketing.

Eric Smith was promoted to East Coast Sales Manager for Turf & Ornamental markets. In the past two and a half years at BioSafe, Eric grown his territory, gained product knowledge and built strong relationships with the company's distribution networks. Eric will work with the team to promote and support sustainable solutions in turf and greenhouse/nursery industries.

Maxwell Gilley was hired as the new Technical Sales Representative for Turf & Ornamentals in California. Prior to joining BioSafe Systems, Max worked for two years as a product development scientist.

HENRY F. MICHELL

The Henry F. Michell Company has promoted **Emily Petry** to the position of Sales Representative for the territory of Ohio. Emily has five years of experience in the ornamental horticultural industry at the Michell's head office, and during this time has worked closely with customers in Ohio and several other territories.

NEXUS/RBI GREENHOUSES

Alex de Leon is the new Canadian Sales Manager for Nexus and RBI Greenhouses. Alex brings a wealth of knowledge and experience, having spent the last 16 years working in the greenhouse and food industries. Alex's previous employment includes Hoogendoorn America, Form Flex/Viscon, Kraft/Heinz and Procter Gamble in both local and international markets.

PLEASANT VIEW GARDENS

Tom Pierro has been hired at Pleasant View Gardens as a new Northeast Territory Manager. With nearly three decades of sales and management experience under his belt, Tom's responsibilities include customer sales, and presentation of company products and programs within that region, maintaining and developing customer relationships, staying up-to-date with industry trends, participating in new product development and evaluating new market opportunities, as well as performing on-site merchandising setup. **GT**