

# GROWERTALKS

## GT in Brief

12/27/2012

### On The Move

*Jennifer Zurko*

#### **Wadsworth Control Systems**

Robert Brandstetter has joined Wadsworth Control Systems as Operations Manager. Robert is responsible for Wadsworth Controls' manufacturing and fulfillment functions, reporting to Gary Dean, president of Wadsworth. Robert has been with Wadsworth Controls since May of 2012.

Robert has experience implementing Lean Manufacturing techniques to improve production and front-end business operations. He is also accomplished in using process improvement techniques to increase procedure efficiency. He has streamlined business systems for the purpose of applying ERP (Enterprise Resource Planning) Systems.

#### **Abbott-IPCO, Inc.**

Abbott-IPCO announced the appointment of Brian Russell as Sales Manager for the South Eastern United States. Brian will be responsible for grower sales and joins the company after a lengthy career in horticultural key account management.

#### **Greenstreet Growers, Inc.**

Greenstreet Growers announced that industry veteran Pete Gilmore has joined the Greenstreet organization. Pete will provide sales support and logistical assistance to green businesses purchasing Ball Seed plant lines from Greenstreet Growers, as well as manage the wholesale plant production division that serves both the landscaping trade as well as both retail locations in Lothian, Maryland, and Alexandria, Virginia.

Pete has more than 35 years of experience in the green industry in many different capacities, including as a national broker/sales representative, sales manager and owner of a greenhouse company. Pete had also previously held the position of sales manager for a division of Proven Winners.

#### **Sakata Vegetables**

The Sakata Vegetables website has undergone a major overhaul. Now visitors can find everything they need to know about Sakata's vegetable line-up (for both Commercial and Home Grown) at one new web address—[www.sakatavegetables.com](http://www.sakatavegetables.com). Here they'll find an informative, easy-to-navigate format with extensive product information for dealers, growers and retailers. Key features include a resource library with videos, brochures and catalogs, and recent articles about Sakata products and services. Plus, an extensive

photo library provides easy and timely access to quality images; registered users can search and download a wide variety of photos at various resolutions. In addition, growers can locate Sakata dealers—along with their contact information.

### **Ball Seed**

Matthew Higgs has joined the Ball Seed Sales Force in Northern Illinois, except Chicagoland. Matt began his horticultural career working for Norvell Landscaping, Inc. in Middletown, Ohio, in 1992 as a laborer. After graduating from The Ohio State University in 1996 with a B.S. in Horticulture and a minor in Business, Matt was named superintendent, but he quickly rose to the position of vice president of production, functioning in the role as head grower of greenhouse and nursery crops, as well as managing employees, subcontracting of projects, and design and sales. More recently, Matt was the president of New Leaf Landscaping of Ohio, his own landscape contracting business.

### **McHutchison**

McHutchison announced effective December 1, Keith Cable, formerly of Syngenta Horticultural Services, will join the senior management team. This position will allow for special projects with customers and vendors, as well as provide flexibility for expansion possibilities. Keith will also serve on the Board of Directors of McHutchison.

Prior to joining McHutchison, Keith was a 20-year veteran of Syngenta. There he held leadership positions in product management and sales and marketing, and was appointed president of Syngenta Horticultural Services in 2007.

### **Spring Meadow Nursery**

Suzanne Di Stauro has been named Sales Manager at Spring Meadow Nursery, home to the Proven Winners ColorChoice shrubs brand. In her new position, Sue will lead and direct the nursery's sales team, which serves growers and garden centers across the United States and Canada. Sue joins Spring Meadow Nursery as a 20-year sales and marketing veteran, with more than a decade of horticulture experience, most recently as key account and marketing manager with breeder Dümmer USA. She is actively involved in many industry associations, including the American Nursery and Landscape Association (ANLA), Garden Centers of America (GCA), OFA—An Association of Horticulture Professionals and America in Bloom.

### **American Takii, Inc.**

American Takii has had several organizational changes. Steve Wiley has been hired as General Manager. Steve will over-see sales and operations at American Takii's main office in Salinas, California; its vegetable research facility in Yuma, Arizona; and its sales office in Mexico.

Michael Connelly has been hired to the newly created position of National Flower Sales Manager. Michael will oversee all activities related to American Takii's flower business.

Michael Huggett has been promoted to Eastern Flower Sales Manager. In addition to working with key growers on the east coast, Michael will also handle all American Takii flower broker relations.

Tim Spencer has been hired as their New Product Development Manager for flowers. Tim's responsibilities include evaluating new genetics from Takii Japan and Takii Europe, as well as from American Takii.

Bonnie Marquardt-Dillard has moved to become Key Accounts Manager. In this new position, Bonnie will manage all interaction with large retailers, as well as handle relations with west coast growers. **GT**