GROWERTALKS

GT in Brief

3/31/2026

On The Move

Jennifer Zurko

P.L. Light Systems

P.L. Light Systems, a North American horticultural lighting manufacturer serving growers since 1981, announced the hiring of Matt Sauls as Regional Sales Manager—Eastern USA.

Based in the Eastern United States, Matt will support greenhouse and controlled environment agriculture (CEA) growers by strengthening regional relationships and providing technical sales support for P.L. Light Systems' horticultural lighting solutions. Matt brings more than a decade of experience in horticulture, including five years in greenhouse and farm technology sales, supporting operations from small growers to large commercial facilities. His background includes account management across the U.S., greenhouse equipment and systems sales, and exposure to the design and construction of large-scale greenhouse projects.

Prior to his work in sales, Matt gained valuable experience in hands-on cultivation and research, including work in cultivation support, post-harvest operations and R&D. He has also worked directly with P.L. Light Systems luminaires, installing and evaluating luminaires in a research facility.

Oglesby Plants

Oglesby Plants International announced the hiring of Shane Pangle as the company's Sales & Marketing Director. Shane steps into his new position with the retirement of long-time Oglesby employee and current Sales Manager, Ginger Goff. Shane brings 20-plus years of sales and management experience in the horticulture industry to Oglesby. Most recently, Shane was Vice President/Owner Partner at Futch's Landscaping in Palatka, Florida. Before that, he was employed by Cherrylake, Inc. in Groveland, Florida, as Sales Manager and then as Director of Sales.

Sakata Seed America

Eduardo Flores, President and CEO of Sakata Seed America, has left the company to pursue other opportunities. Dave Armstrong has stepped in to serve as President-CEO of Sakata Seed America.

Syngenta Professional Solutions

Syngenta announced Frank Santiago has been named a district sales manager for Syngenta Professional Solutions, where he will support customers in the turf and ornamental markets across the western United States. Frank has extensive industry and regional experience. Most recently, he served as a senior sales representative with BASF in the southwestern U.S. Prior to this position, he held roles across the Southwest and Pacific Northwest with

Corteva and Simplot. Prior to joining the turf industry, Frank spent over a decade at the University of Arizona College of Agriculture & Life Sciences, where he served in progressively senior roles overseeing student recruitment, academic services and diversity initiatives.

Frank will oversee eight territory managers in the West district of Syngenta Professional Solutions, including newly appointed territory manager Lorabeth Catterson, who succeeds Greg Fukumitsu in this role following his retirement. Lorabeth joined Syngenta in 2023 and previously served as a digital platform sales specialist. Prior to Syngenta, she spent nearly a decade in golf course management as Assistant Director of Agronomy at Hillcrest Country Club and in agronomy roles at Los Angeles Country Club, both in Los Angeles, California. **GT**