

GROWERTALKS

GT in Brief

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Bailey Acquires Oregon Bareroot Supplier Carlton Plants

Chris Beytes



A big acquisition on the nursery side of the business, as Minneapolis-based Bailey Nurseries takes over Dayton, Oregon-based Carlton Plants, a 128-year-old grower of bareroot trees, shrubs and rootstocks. The deal, which took effect October 31, adds about 3,000 acres of production to Bailey's already large footprint.

Interestingly, the two companies already have a long family history: Second-generation Bailey owner Gordon Bailey Sr. purchased Carlton Plants in 1984, then his grandson Jon Bartch bought the company in 1997. Jon is a cousin of current Bailey president Terri McEnaney, who spoke with the Minnesota Star Tribune about the business deal.

"He carried the legacy on for bareroot material—the same as we started with trees and shrubs," Terri said of Jon. "But at a certain point, his kids weren't interested, so he approached us.

"Our cultures are alike. We're family-oriented. The ultimate goal was finding a connection that could carry forward what he and his team have developed."

Jon plans to remain on board alongside Bailey and Carlton leadership.

Pictured: Cousins Jon Bartch and Terri McEnaney keep it in the family.

Customers can expect a smooth transition with all 2019 ordering and shipping processes unchanged. During this time, long-term transition plans will be established for the most efficient integration of people and systems.

"The entire Bailey family has great respect and admiration for what has been built at Carlton, and we are grateful that Bailey has the opportunity to continue its legacy," Terri says. "Jon's intentional decision for Carlton to continue as a plant nursery speaks volumes to his character, and I am confident that if our grandfather were here today, he would be pleased to see this next evolution for Bailey and Carlton." **GT**