

GROWERTALKS

GT in Brief

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On the Move

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BARTLETT INSTRUMENT

Bartlett Instrument announced that it's added another member to the team. **Molly Dishman**, daughter of owners Dave and Jane Bartlett, started December 1 as Head of Digital Technologies. Molly has degrees in Computer Science and Marketing from the University of Iowa, plus nine years of experience at ThoughtWorks Inc., an international IT consulting firm. At ThoughtWorks, she led clients through the development and delivery of software, as well as advising on technical strategies. She has experience working in a variety of industries and companies of all sizes, including Fortune 500 companies. At Bartlett Instrument, Molly will add key leadership and technical expertise in the development of "Internet of Things (IOT)" products. She helped with the company's initial KilnAid app and will spearhead efforts on their greenhouse phone app, EasyGrowIT.

BAYER

The Turf and Ornamental (T&O) business of Bayer, within the company's Crop Science division, has announced appointments for several leadership positions within T&O. The changes will enhance focus on the evolving needs of T&O customers. The following staffing appointments will be effective as of January 1, 2019:

Kayla Brugman will assume the newly created role of Plant Health and Disease Management Portfolio Manager. Kayla joined the Crop Science Division of Bayer in 2014 as a member of the Commercial Excellence Leadership Program and has since served the organization in marketing and product management roles.

Peter Farno will move into the role of Ornamentals Sales Manager. Peter has been with Bayer for 20 years and has led business and marketing efforts across the T&O and professional pest management markets.

EASON HORTICULTURAL RESOURCES

Eason Horticultural Resources (EHR) announced the addition of three new members to its national sales team. **Steve Maddox** will be calling on customers in New York and Western New England. Steve previously was the Director of Partnership Development for Bower & Branch, and has extensive experience working with independent garden centers. He also was a salesperson with the Henry F. Michell Company and brings experience in selling a broad range of product types, including nursery, tropicals, perennials, and liners and plugs of annuals. Steve served as the President of the Ohio Nursery and Landscape Association in 2016.

Tom Eaton is currently representing Bower & Branch and selling nursery products for Eaton Farms to independent garden centers and nurseries in New England. Tom will be adding flowering tropicals to his portfolio and will continue to represent Bower & Branch to independent garden centers along with his responsibilities with EHR.

Gary Eaton is also currently representing Eaton Farms and Bower & Branch. Like his brother Tom, Gary sells almost exclusively to independent garden centers and nurseries, calling on customers in Pennsylvania, Maryland, Virginia, New Jersey and Tennessee. Gary's customer base will also benefit from the ability to buy flowering tropicals from EHR's suppliers in Florida, as well as being able to broaden their plant palette with Oregon-grown nursery products.

FALL CREEK NURSERY, INC.

Fall Creek Nursery announced succession of its top leadership. After 40 years, company co-founder **Dave Brazelton** will step aside as chief executive officer (CEO) to assume a new role as executive chairman of the privately-held global company's board of directors. Effective as of January 1, 2019, **Amelie Brazelton Aust** and **Cort Brazelton** will assume the roles of co-CEOs. In addition, **Oscar Verges**, who joined Fall Creek as chief operating officer (COO) in 2016, recently was promoted to president and COO of the blueberry breeding and nursery company. The three executives will lead the company's strategy and growth, and the team of functional and regional directors will continue to report to Oscar.

MCHUTCHISON CORPORATION

McHutchison Corporation announced a new structure across its operating units, McHutchison Horticultural Distributors and Vaughan's Horticulture, as the two divisions continue with strong growth across North America. **Keith Cable**, currently the President of Vaughan's Horticulture, will assume leadership of both Vaughan's Horticulture and McHutchison Horticultural Distributors. Keith began working at Vaughan's Horticulture in 2013, prior to which, he worked for Syngenta in various leadership roles for 20 years. **Nathan Lamkey** has been appointed Vice President Sales for both divisions, while **Mike Pezzillo** assumes the Vice President of Operations role. The change in leadership comes following the announcement that Mike Tizio, CEO of McHutchison Horticultural Distributors since 2014, will retire after 37 years at the company.

MYCORRHIZAL APPLICATIONS

The team at Mycorrhizal Applications (MA) continues to grow with the addition of **Gabe DeRosa** as an East Coast Sales Account Manager and **Michael Hull** as a Midwest Sales Account Manager. Gabe is based in Hartford, Connecticut, and will help support growers and green industry professionals in the Northeastern United States. Michael is based in Grand Rapids, Michigan, and will support growers and green industry professionals in the Midwest. Both Gabe and Michael will also provide support to the increasing number of horticulture distributors who are selling the MycoApply mycorrhizal products that MA produces, as well as the additional biological solutions that MA distributes.

SUNTORY FLOWERS

Suntory Flowers welcomes **Lorentina McKoy** to its North American team. As national sales representative, she's focused on grower relations and product development. Based in Brenham, Texas, Lorentina brings strong propagation, production planning and trialing experience. She has worked for several large operations, including Greenleaf Nursery, Magnolia Gardens Nursery and Altman Specialty Plants. She graduated from Texas A&M University with a bachelor's of science degree in horticulture, and a focus on greenhouse management and nursery floral crop production. Since starting with Suntory in mid-October, Lorentina has hit the ground running, meeting with and visiting more than 25 grower customers from coast to coast. This is the first time Suntory Flowers has had a dedicated sales/product representative in North America.

WESTHOFF/PAC ELSNER

Westhoff/PAC Elsner announced the hiring of **Bart Hayes** as Sales Manager. Bart, a seasoned sales professional in the U.S., brings his knowledge of plant production, and product and program development to assume a leadership role in the company, assisting growers and retailers in the North American markets and beyond. **GT**