

GROWERTALKS

GT in Brief

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On The Move

Jennifer Zurko

BALL SEED

Ball Seed is now offering their popular **THRIVE Landscape Solutions** pamphlet for five specific regions of the U.S. and Canada: Midwestern & Northeastern U.S. and Eastern Canada; Southeastern U.S.; Southwestern U.S.; U.S. Gulf States; and Western U.S. and Western Canada.

Each highlights dozens of top-performing annuals and perennials from Ball Seed, along with “Top Tips for Landscape Planting Success,” as well as a “What To Order When” calendar to help landscapers work more effectively with growers.

Contact your Ball Seed sales rep or Ball ColorLink associate at (800) 879-BALL to request your regional copies of “2020 Thrive Landscape Solutions.” You can also browse them online and download digital copies at www.BallLandscape.com/thrive2020.

BIOSAFE SYSTEMS

BioSafe Systems announced the hire of **Derrick Wiggins** as a new Service Representative. Derrick has worked as a Field Service Technician/Engineer for over 17 years and was stationed in Germany as a maintenance mechanic in the U.S. Army for three years. He’s worked for Thermo, Diebold, Tomco2 Systems and Nissie ASB. With his CDL license, Derrick drove trucks for FedEx. He was an HVAC Technician in hospitals where he was licensed and EPA certified, and he attended Lincoln Technical Institute for HVAC, APEX Technical School for Automotive and RETS Technical School for Automotive.

Patrick Clark has been promoted to Technical Marketing Manager, based in Newark, Delaware, while supporting the agriculture and horticulture segments of the U.S. and Canada. Patrick started at BioSafe Systems in March of 2017 as a Technical Sales Representative for the Agriculture segment in the Northeastern region of the U.S. In his new position, Patrick’s primary role will be the key liaison among the research and development, sales and marketing departments. He will be providing technical oversight for the marketing and design team, assist in management of products through their life cycles, provide technical product and agronomic support to the sales force, and assist in the coordination and management of product research trials, among other duties.

DRAMM CORPORATION

The Damm Corporation announced a new manufacturer’s representative. The firm of **Westway Sales** will now represent Damm’s Retail Division in the states of Hawaii, Arizona, southern Nevada and southern California.

Westway Sales has been representing lawn and garden manufacturers since 2002, with Rich Wilbur as the owner and primary contact.

DÜMMEN ORANGE

Guy Daymont is retiring from McHutchison after 50 years. Starting on June 1, 1969, and retiring exactly 50 years later with the same company, Guy Daymont has seen decades of evolution and innovation in the horticulture industry. When he began his career, the bulk of his sales opportunities came from seed plugs. From those days, it has continually evolved into unrooted cuttings, tissue culture, liners and with the latest phase of Basewell propagation materials.

“My customers are my friends,” said Guy. “Helping them evolve in this industry to become profitable and successful as my business partners is what grew my brokerage career over the years.”

Guy’s strongest piece of advice for broker reps in the industry today is to “Put your time in as if you own the business and the benefits will come back to you.” **GT**