

GROWERTALKS

GT in Brief

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On The Move

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FLORASEARCH, INC.

BIOWORKS, INC.

Erik Hansen has been named Biological Solutions Advisor at BioWorks. In his new position, Erik will be increasing BioWorks' ability to deliver personalized solutions, programs and support to customers in the Western provinces of Canada and the Pacific North West of the United States.

Erik has over 20 years of experience in the horticulture industry, with his most recent experience being in the nursery market working at Bailey Nursery. He previously held positions at Bordiers Nursery, Hines Nursery and Garden Shop Nursery.

CERTIS USA

Certis USA announced Matt Hostetler has joined as Central Plains Regional Manager. Matt will be responsible for the sales and marketing of the company's biopesticide products in Colorado, Nebraska, Missouri, Kansas, North Dakota and South Dakota. Matt previously served as Account Manager for Sipcam Agro USA. In his 26 years in agricultural sales, he has also worked for Bayer and Cheminova.

DRAMM

Dramm announced the addition of Travis Ouradnik and Dan Teeters to the DRAMMwater Team. Travis joins Dramm after working in process design engineering for fertilizer equipment manufacturer FEECO and for the City of Manitowoc. He brings his experience in process flow and mechanical systems to the design team and will be helping customers by designing complete water management systems. Travis will also be part of the DRAMMwater customer support and installation team.

Dan comes to Dramm with experience in retail store design and project management. As a new DRAMMwater Project Manager, Dan will oversee the delivery and installation phase of water- management projects. He will work with customers, design team, vendors, and manufacturing and installation support teams to ensure a coordinated, on-time and well-managed project.

DÜMMEN ORANGE

Dümmen Orange has announced the addition of four new hires to its team in North America.

Heather VonAllmen arrives as the western sales manager for Dümmen Delta. She's an industry leader in the succulent market and has been based in California for a number of years. Heather led procurement efforts at Armstrong Growers prior to joining Dümmen Delta. Her experience in sales, marketing, purchasing and account management give her a strong vision for developing new products.

Jack O'Donnell is the new southeast sales manager for Dümmen Orange. Jack has held various positions within the landscape and horticulture industry over the past 23 years at places like Plant Development Services, Bailey Nurseries, Monrovia Growers, Oberfields and Pike Nurseries. Having traveled the country searching for new plants, he serves as an industry resource for retailers, growers, designers and consumers.

Zach Wilson joins Dümmen Orange as a senior financial analyst for North America. Having more than 10 years of finance and accounting experience in both the food and retail industries, Zach previously held corporate positions at Wendy's and City Barbecue, among others.

Karyn Swarner is the newest member of the marketing department at Dümmen Orange. Karyn's role and job responsibilities will include supporting customers and broker representatives throughout all levels of the Dümmen family of companies by providing suites of sales tools and marketing support along with other digital and print assets.

SAKATA SEED AMERICA

Sakata Seed America has hired Andor Gerendas for the role of Elite Propagation Manager for the company's ornamental business group. Andor brings an extensive background in growing, greenhouse operations, propagation, stock management and systems development to his new role with Sakata. In Andor's new role, he will oversee the elite propagation program for Sakata's innovative vegetative ornamental varieties. He will be based out of Sakata's Salinas Research Station facility.

Andor's resume includes Production Manager at Ecke Guatemala, Logistics Manager at Beauty Line (Danziger) Guatemala and Head Grower at Costa Color, Dominican Republic. As a native Guatemalan, he also speaks fluent Spanish and has supplemented his Bachelor's Degree in Engineering with extended studies in plant physiology and propagation.

VINELAND RESEARCH & INNOVATION CENTRE

Vineland Research and Innovation Centre has appointed Phillip Stephan as its new Vice President, Business and Client Development. He will lead the organization's business and client development activities to strengthen relationships and build new partnerships for Vineland and its research teams. Stephan comes to Vineland after almost a decade with Canadian-based Saskatchewan Research Council, where he held various management roles, including Vice President of Strategic Initiatives and Vice President of Agriculture and Biotechnology. **GT**