

## Terra restructures pro products organization

SIOUX CITY, Iowa — Terra Industries is restructuring its professional products organization. The company said the reorganization is aimed toward helping Terra better focus on teamwork.

"Terra is restructuring to facilitate its continued growth in professional products," said Karen Hartman, who has been named

distribution professional products manager. "By dedicating personnel to specific markets within territories, we're allowing our salespeople and managers to focus and optimize their resources."

Hartman directs the company's professional products



Karen Hartman

sales and marketing activities, pursues new business opportunities, and develops goals and strategies for the organization.

She has a bachelor's degree in agronomy from Virginia Polytechnic Institute and State University, and work experience with Chevron Chemical, Valent and Asgrow Florida Company.

## Griffin continues to gear up staff

VALDOSTA, Ga. — Griffin L.L.C. is pleased to announce the recent hiring of David Warman as U.S. sales manager of the turf, nursery and ornamentals for the specialty products group (T/N/O).

Warman previously held several sales positions within the turf and ornamentals division of Novartis. A graduate of Oregon

State University, Warman has 20 years experience in the specialty products business, and is currently located in Portland, Ore..

In his new position, Warman will be responsible for expanding sales of the Griffin L.L.C. line of specialty products throughout the United States.

Reporting to Warman will be Rick Grant, also recently hired by Griffin. Grant was previously with the Donlar Corporation, St. Louis, Mo., where he was responsible for market development in turf.

Grant is a graduate of Purdue University and also worked for Novartis for five years prior to joining Donlar. He will be responsible for sales in the Northeastern United States, and is currently working in Noblesville, Ind.

Griffin is also retaining the services of Don Taylor, Taylor Biological Testing as senior development manager, specialty products. Previously employed by Novartis for 29 years, Taylor held various field development positions in crop protection and specialty products. His last position was that of Southeast regional R&D manager for specialty.

In a realignment, Jeff Hayslett, with the Griffin Agricultural Chemicals Group, assumes additional responsibility for the T/N/O product line in the Midwest. Hayslett is located in Parkville, Mo. Trey Warnock will continue in his position as territory manager for the southeast, based out of Fairhope, Ala.

"Adding these strategic field sales, technical service and management positions puts Griffin in an excellent position to become a leader in specialty products for the turf, nursery and ornamentals market," said Owen Towne, who continues in his position as global business director, specialty products.

### JEPPSON JOINS ABT

HENDERSON, Nev. — Kent Schulze, president and chief operating officer (COO) of AgriBioTech Inc. (ABT) announced that the company has filled the position of director of production. Randy Jeppson joins ABT as director of production, reporting to the president and COO.

The director of production will be responsible for the production and procurement of all crops and species sold by ABT, including all production locations.

Jeppson joins ABT from Monsanto, where he was vice president and general manager of international seed for Cargill Hybrid Seeds' international operations. In this position at Cargill, Jeppson implemented a global organization and business system to integrate over 20 individual businesses into one company.

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