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BASF packs specialty portfolio
By ANDREW OVERBECK
RESEARCH TRIANGLE PARK, N.C. — With the integration of its TopPro Specialties subsidiary, the pending approval to market fipronil insecticides and the expected registration of two new fungicides, BASF's professional turf and ornamental group is poised for rapid expansion.

The group also recently reorganized its upper management, sales force and customer service teams. Former TopPro vice president Stephen Briggs is the new director of BASF's Specialty Products Department (SPID) which includes the turf and ornamental group.

"When BASF acquired MicroFlo [TopPro's parent company] in 1998 they didn't have a specialty group so they kept it as a subsidiary in Memphis, Tenn," said Briggs. "With the American Cyanamid acquisition in 2000, they now had two specialty groups that were going to the same or similar markets with similar customers. It was decided based on customer input and efficiency within the organization.

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Investors snag Western Golf
New owners move company to Southern California, hand reins to longtime exec. Heath

SANTA ANA, Calif. — A group of private investors based in Southern California, including former western operations executive Bobby Heath, acquired Phoenix, Ariz.-based Western Golf Properties Inc., an 18-year-old management and development company, last month. Financial terms were not disclosed.

"As a result, the company planned to relocate its headquarters to Santa Ana location," said Briggs. "The new owners selected Heath to become the company's president, effective in March. Heath, who will replace Western Golf founder Joe Black, said he hopes to guide the company through what are rough times for the golf industry.

"We are faced with an increasingly competitive environment at each property, making the focus on driving revenue paramount, while adjusting operating costs as necessary to achieve net operating income," Heath said. "That being said, my vision is to infuse a heightened level of business and marketing savvy into our current management style." " traditional company," Heath said.

Officials at Western Golf declined to discuss the transaction in detail before Golf Course News went to press. In a statement, the

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Carlson leads on county green standards
By ANDREW OVERBECK
VENICE, Fla. — When superintendent Tom Carlson here at The Venice Golf and Country Club achieved Audubon certification, he wasted little time sharing the club's accomplishments with the surrounding community.

From giving Sarasota County water management and environmental officials tours of the course to making presentations at other area clubs during member-guest outings, Carlson has been busy spreading the word. However, his latest community effort will have a much broader impact. Carlson is part of an advisory committee that is creating future golf course development and management standards for Sarasota County.

"When I came to Venice Golf and Country Club, I made it clear that I was not comfortable living up to standards, I wanted to set standards," said Carlson. "I hope these actions lead to sustainable community development."

Sarasota County's Board of Commissioners charged

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In spite of drought
Black Hills blooming
By DEREK RICE
RAPID CITY, S.D. — In the shadow of the Black Hills in South Dakota, architect Ron Farris is putting the finishing touches on the Golf Club at Red Rock, nine holes of which should open this month, against Farris' advice.

"You'd love to have as much maturity as possible on a golf course," he said. "It's not perfect, but that's mostly because of the drought last year."

Red Rock is one of seven active South Dakota projects according to the National Golf Foundation. The crown jewel of this group, Farris said, is the Graham Marsh-designed Sutton Bay Golf Club.

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Western Golf Properties Inc. manages eight golf courses, including Stonewall Golf Club in Gainesville, Va., pictured above.

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