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SunCor on fire in the Southwest

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The Phoenix-based subsidiary of SunCor Development Co. is building 45 holes of golf in the Phoenix area, 18 in St. George, Utah, and operating another 108 holes scattered between four greater Phoenix-area properties.

Among the properties under construction are:
• A Hale Irwin-designed 18-hole executive course called The Lakes Course and a nine-hole pitch ‘n’ putt layout across Litchfield Road from the Art Hills-designed Palm Valley Golf Club, which SunCor

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10 Years Later GCN Continues to Set the Pace

YARMOUTH, Maine—From a small town in coastal Maine, Golf Course News has helped set the pace of the golf course industry for the past 10 years. In a special 14-page section, some of the industry’s best and brightest weigh in to put the past decade into perspective and share their visions from golf’s crystal ball. Above, a copy of GCN’s premier issue, February 1989.

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New suppliers added to Smart Buy Network

John Deere among golf companies recruited for NGCOA group buying program

CHARLESTON, S.C.—The Smart Buy Network, the National Golf Course Owners Association’s (NGCOA) group purchasing program, has added several new suppliers. They include:
- Pepsi — soft drinks and dispensing equipment;
- Gateway — computer systems;
- John Deere — reconditioned and new equipment;
- Kirby Marker Systems — fairway marker system;
- Burton Bags — golf bags;
- SOLO — cups and paper goods;
- Cigars Around the World — name-brand cigars and humidors;
- Design Materials, Inc. — floor coverings and wall coverings;
- World Junior Golf LLC — junior apparel;
- Richardson Sports — hats and caps;
- HOK Gloves — golf gloves;
- New Wood Displays — custom wood retail display units.

“These suppliers are leaders in their respective markets and offer great products and services to members of the NGCOA,” said Jim Bailey, director of the Smart Buy Network. “The Smart Buy Network gives participating golf course owners and operators a competitive edge in today’s market by offering significant savings on major purchases.”

Said Aaron Wetzel, national accounts manager for John Deere: “Participating in the NGCOA Smart Buy Network gives John Deere access to golf course owners and operators who make the final decision on major purchases, such as maintenance equipment. Our distributors are able to continue working at the local level with their established contacts, with the added strength of the Smart Buy Network behind them.”

Participation in the Smart Buy Network is free to all NGCOA members. In addition to the traditional purchasing program, the Smart Buy Network implemented an electronic commerce program that offers substantial savings. The site is located at www.smartbuynet.com.

SunCor en fuego

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operates in Goodyear. Accessed from the Palm Valley clubhouse via a newly constructed tunnel, the par-60, 4,755-yard Lakes Course sits on 127 acres. Greens are planted with Tif 419. Irwin is also designing the nine-hole pitch ‘n putt track. The eight-acre layout will be lit for evening play. Contoured greens will be made of a synthetic grass top dressed with sand to the desired putting height, Patrick said. Natural and artificial grass teeing surfaces will be used. To complement Palm Valley, which offers one of the leading junior golf programs in Arizona, green fees will run as low as $5 at the pitch ‘n putt in order to stimulate junior golf. A lighted, 15-acre practice facility is adjacent to the pitch ‘n putt. The anticipated opening is November.

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