

## Meadowbrook joins Smart Buy network

**C**HARLESTON, S.C. — The National Golf Course Owners Association (NGCOA) has announced that Meadowbrook Golf will join the Smart Buy Network, the electronic commerce marketplace for golf course owners, powered by Consolidated Commerce.

Meadowbrook, which provides management or maintenance services to 60 golf courses,

will join the 2,400 other NGCOA courses already able to perform electronic procurement, order, payment and logistics consolidation with industry suppliers.

"Enabling our organization for electronic commerce is a very strategic step for us," said Bill Stein, president of Meadowbrook Golf. "The Smart

Buy platform will lower our cost of purchasing while at the same time make it easier for our courses to purchase product, take advantage of deals, and maximize rebates.

"Another major factor in our decision was that the Smart Buy Network is up and running today," Stein continued. "We con-

sidered many alternatives, from building it ourselves, to waiting for software vendors to Web-enable their products. Given how fast the Internet is transforming industries like ours, we can't afford to wait for someone to build it."

The Smart Buy Network, launched in March 1999 by

NGCOA and Consolidated Commerce, is a business-to-business electronic marketplace that enables manufacturers and courses to conduct business more efficiently. The Smart Buy program has approximately 25 suppliers, such as Yamaha, John Deere, Solo Cups, and Ball-O-Matic, as well as 2,400 courses enabled for electronic commerce. In addition to helping courses purchase more efficiently, the Smart Buy Network also supports highly granular pricing structures, option-based configuration, and enables suppliers to post price changes, promotions and other announcements for instantaneous communication to all buyers.

### Va. board OKs golf community

PRINCE WILLIAM COUNTY, Va. — A 2,073-acre golf course community near Haymarket has been approved by the Prince William Board of County Supervisors

The board approved zoning changes to the design of Dominion Golf and County Club, which includes an 18-hole layout, 2,800 homes and town houses, swimming pools and tennis courts, and 250,000 square feet of office and retail space. The project is on the site where Walt Disney had once proposed building a historical theme park.

The developer is Toll Brothers Inc., which purchased the property last year. Plans call for the course to eventually expand to 27 holes.

### Georgia investors plan development

AUGUSTA, Ga. — Euchee Creek Investors Inc. is planning to build the Bartram Trail Club, which would include a golf course and 750 homes.

Tommy Blanchard, president of Blanchard & Calhoun Real Estate, is a member of the investment group.

Designs call for a clubhouse, professional and retail businesses and room for institutions - a church, day care and an assisted living facility.

#### UNITED MOVES

NEW YORK — United Golf Group has relocated its office. The new address is 37 West 57th Street, 12th Floor, New York, N.Y. 10019; telephone 212-317-0300; facsimile 212-371-4209.

