

# Off The Fringe

## Business briefs

### CMAA joins the big show

Who says three is a crowd?

First it was the National Golf Course Owners Association (NGCOA) and the Golf Course Superintendents Association of America (GCSAA) teaming up for their own trade show, specifically the Golf Industry Show. Now the Club Managers Association of America (CMAA) will join that show in 2007 in Anaheim, Calif.

"We have spent years of cooperative dialogue with our allied associations, and we are delighted to move forward with this initiative," CMAA CEO Jim Singerling said.

Steve Mona, CEO of the GCSAA, says companies that exhibit in all three shows will find the prospect of going to one show "quite attractive."

"Beyond the obvious efficiencies and savings, the fact that so many key decision makers are going to be in the same location is being very well-received," Mona said.

### KSU, PTI join forces

A school and a supplier are teaming up to better the industry. Kansas State University has partnered with Sylacauga, Ala.-based Pursell Technologies Inc. (PTI) to enhance Kansas State's golf course management program by exposing turf students to new technology and turf-fertility innovations.

"I see it as cutting-edge technology meets cutting-edge golf course management education with the program we have here," says Jack Fry, professor of horticulture and director of Kansas State's golf course management program for Kansas State.

David Gourlay, certified superintendent and director of golf and general manager of operations for Kansas State-owned Colbert Hills Golf Course, says 150 students are

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## Get Ready to Pay More for Fertilizer

INCREASE IN NATURAL GAS PRICES COULD CAUSE HIGHER COST

**S**uperintendents may be in for another year of high fertilizer costs.

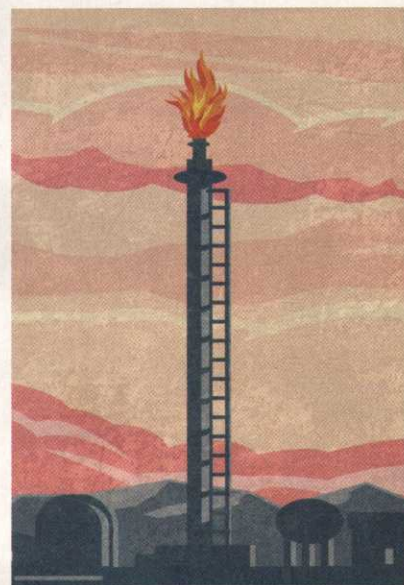
The U.S. Department of Energy recently released its first estimate of natural gas prices, another projected historical high, which translates into higher fertilizer costs for the fall compared to this past spring.

"The Department of Energy expects natural gas prices to climb to about \$6.20 to \$6.50 per million BTUs (British Thermal Units) this fall," said Matt Roberts, an Ohio State University agricultural economist. "That works out to fertilizer prices of \$450 per ton. In the spring, prices were averaging around \$400 per ton."

Natural gas prices are currently under \$6 per million BTUs — lower than usual because of unseasonably cool temperatures across much of the country. But whether those prices remain low heading into fall and winter remains to be seen.

"If this fall and winter are warm, like last year, we could see those projected prices decline," said Roberts. "But if it's a cold and long winter, those prices could climb quickly."

Roberts said there's almost a direct relationship between wholesale fertil-



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izer costs and natural gas prices. "And because of the volatility of the natural gas market, it's becoming more difficult for growers to lock in their fertilizer prices with distributors," he added.

High summer and winter energy consumption, along with declining domestic natural gas inventories and limited import suppliers, are just some of the factors behind the rise in natural gas prices in recent years.

It seems the trend may continue for some time.

*This story was compiled from a news release from The Ohio State University.*