BTME 2013

The BIGGA Turf Management Exhibition

22-24 January 2013
at the Harrogate International Centre

Continue to learn
BIGGA Seminars & Workshops
20-23 January 2013

Your essential 8-page guide to the ultimate turf management exhibition in Europe

It's now just days until the event of the year – BTME 2013. A host of exhibitors are launching exciting new products during the exhibition – see our sneak preview in our New Product Special on pages 18-21.

Here's some key last-minute information.

EXHIBITION OPENING TIMES
Opening times: Tuesday 22nd and Wednesday 23rd (9am-5pm), Thursday 24th January 2013 (9am-4pm).

CONTINUE TO LEARN EDUCATION PROGRAMME TIMETABLE
At the time of going to press some seminars and workshops still had spare places – however these are limited so please book NOW to avoid disappointment.

To reserve your place please click on the Continue to Learn logo at www.btme.org.uk

CATERING
Hot meals will be available in Hall C, which will also house a coffee bar, a licensed bar and an internet café. Hot snacks will be on sale in Hall B.

WIFI
Delegates and exhibitors can enjoy free wi-fi access during the show in Halls A, B and C. Please note that the speed of the connection – 0.5MB - will be suitable for checking emails and browsing rather than playing videos or demonstrations.

Any exhibitors requiring a large bandwidth need to order this directly from Harrogate International Centre.

MEDIA CENTRE
If you are press and PR, please visit btme.org.uk/media for the full timetable

BIGGA STAND B23
Our stand is based in the same spot as last year and we expect it to be a hive of activity – so come and see us. Remember to plan a visit to meet the BIGGA Team and find information on:

• Membership and Merchandise
• Member Services and Benefits
• Learning and Development
• Sales and Exhibition Information
• Sections and Regions, meet your Regional Administrator and Section Committee Members

BIGGA merchandise will also be available, so if you have any questions – or just want to put a face to a name! – we’ll see you at B23.

Win an iPad!
Come and see CourseTracker on the BIGGA stand (B23) for the chance to win an iPad!
BTME 2013
The BIGGA Turf Management Exhibition
incorporating:
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We will also have information on CourseTracker, the free new digital business management tool for golf courses, developed by the R&A – and a special offer for BIGGA members from SkyCad-die.

Win an iPad!
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CONTINUE TO LEARN EDUCATION PROGRAMME TIMETABLE
Sunday 20 January
Continue to Learn Workshop Registration
9:00 am – 9:30 am
Continue to Learn Workshops
9:30 am – 5:30 pm

Monday 21 January
Turf Managers’ Conference Registration
8:15 am – 8:55 am
Turf Managers’ Conference
9:00 am – 5:00 pm
Continue to Learn Workshop Registration
8:30 am – 9:00 am
Continue to Learn Workshops
9:00 am – 5:00 pm

Tuesday 22 January
Continue to Learn Education Programme
9:00 am – 5:00 pm

Wednesday 23 January
Continue to Learn Education Programme
9:00 am – 5:00 pm
The latest products on the market reviewed

New Syngenta Turf XC Nozzle launch for BTME

Syngenta is to launch its new XC range of turf sprayer nozzles at BTME. Designed to improve the accuracy and results from every application, the Syngenta Turf XC Nozzle range overcomes the key issues facing turf spray operators to achieve even application.

An entirely new engineered solution incorporates a unique office design with a wide-spray angle, to produce an improved droplet distribution - capable of delivering even turf coverage at low nozzle heights. This reduces problems with slopes and undulations that can result in uneven spray distribution.

Furthermore, the XC Nozzle design utilises new air induction technology to reduce the risk of spray drift, whilst still creating significantly more droplets to enhance leaf coverage. To deliver more effective results, each nozzle in the range has a specifically calculated and tested rearwards facing spray pattern, which counteracts the forward movement of the sprayer to coat and protect all sides of the turf leaf.

The XC Nozzle range will launch at BTME with three sizes; Q25, D4 and D8 - selected to cover most turf applications at appropriate water volumes and typical spraying speeds.

To find out more and see a demonstration of the nozzles, along with calibration tips and guidance, visit the Syngenta stand B52 at BTME, or cover most turf applications at appropriate water volumes and typical spraying speeds.

Tested rearwards facing spray pattern, which counteracts the forward movement of the spray to coat and protect all sides of the turf leaf.

GRASS SUBBUTEO

British Seed Houses is looking to turf an extra Kick into your stand at BTME by staging a penalty shoot-out competition on a Subbuteo size soccer pitch made up of real grass!

The UK’s largest privately-owned grass seed company is offering 40 kits of the Bent grass of their choice to the winner of the competition, to be held at BTME.

The pitch is being grown on one of BSF’s cultivars, with timing critical to have it in best condition for the big kick-off.

Visitors to our stand, A45 in Hall A, will be invited to take five penalties against their favourite BSF cultivar. The highest score over the three days will win,” said Richard Brown, Amenity Sales Manager for BSF.

Richard, who is acting as ‘head groundsman’ for the pitch, said: “It’s a labour of love to get the pitch ready. I’m monitoring it regularly and every few days give it a trim with a pair of clippers.

“The management, my colleagues have been practising being goalkeeper, with varying degrees of success, but today I’ve yet again shown themselves to be the table football equivalent of Peter Schmeichel or Gordon Banks.”

By John Stockton

Tracking success with CourseTracker

CourseTracker, the new free digital business management tool for golf courses, is being launched on the Tuesday of BTME on the BIGGA Stand (B23). It has been developed by The R&A specifically to help your club establish and maintain a secure business model and become better equipped to deal with the growing economic and environmental challenges facing our industry.

CourseTracker gives you the power to track and assess course related revenue streams and course-related expenditure, staff allocation, help with benchmarking and successfully plan for the future.

For a time investment of only one hour a year, and using simple information available from your annual balance sheet, CourseTracker will deliver easy to follow charts and reports that will give you a clear indication of how your club is currently performing and will enable you to make the best decisions for future operations.

CourseTracker will provide you with the clear, transparent, specific and direct information you need to make the case for how your course needs to be managed.

The tool will help you to justify your decisions and support your proposals for cost effective and resource efficient management. CourseTracker will highlight your contribution and your value to the club.

CourseTracker is completely free and all entered data is totally secure and confidential. As an added benefit, the tool also enables anonymous in-country comparisons for benchmarking your operation against that of other similar facilities, in these tough economic times, it can be of great benefit to have a good understanding of how you are performing compared to other golf facilities of similar size and revenue.

Developed by The R&A is direct consultation with hundreds of Course Managers, Club Managers, Secretaries and Owners from around the world.

CourseTracker is a pioneering new management tool for decision makers at golf courses.

You can begin using CourseTracker today at www.golfcoursemanagement.randa.org

The Grass Group will be exhibiting the Trik S3 trailed Vacuum Sweeper for the first time at BTME. Purpose developed for use behind compact tractors delivering 28hp plus at the PTO, the 1.5m working width Triko S3 has a large, high tip. 3inc capacity container.

Suitable for the collection of grass clippings, leaves and litter, the full floating brush head sweeps and gathers material that is vacuumed into the container to leave a clean finish. A key design feature is the unit’s low ground bearing pressure. This enables it to be used on fine turf with minimal surface disturbance and allows operation in conditions where heavier designs may be compromised.

Among other equipment on display will be the Rota-Dairon (RG) 40 Disc Overseeder. With proven in the care and renovation of all types of turf, to include fine turf, the 1400mm working width machine uses discs to cut a slice through the turf, a coulter opening the groove out to allow the accurate placement of seed. The opening is then closed and a firming by a rubber press. A key advantage of the unit is that it leaves a surface that can be pressed back into play immediately. Pay us a visit at Stand A35.

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Contact us on www.greencast.co.uk or practical ideas to improve the Art of Application, visit the Syngenta stand B52 at BTME, or visit the Syngenta stand B52 at BTME, or
**NEW PRODUCTS**

The latest products on the market reviewed

**BTME SPECIAL**

Here’s just a small selection of some of the new products, competitions and other surprises you can enjoy at BTME 2013...

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**GRASS SUBBUTEO**

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The UK's largest privately-owned grass seed company is offering 40 kits of the Bent grass of their choice to the winner of the competition, to be held at BTME.

The pitch is being grown on one of BSU’s cultivars, with timing critical to have it in best condition for the big kick-off.

Visitors to our stand, A45 in Hall A, will be invited to take five penalties against their favourite BSU representative. The highest score over the three days will win,” said Richard Brown, Amenity Sales Manager for BSU.

Richard, who is acting as “head groundsman” for the pitch, said: “It’s a labour of love to get the pitch ready. I’m monitoring it regularly and every few days give it a trim with a pair of clippers.”

The winner, my colleagues have been practising being goalkeeper, with varying degrees of success, but yet always themselves to be the table football equivalent of Peter Schmeichel or Gordon Banks!”

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**GRASS LAUNCH SPECIAL AT BTME**

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Suitable for the collection of grass clippings, leaves and litter, the full floating brush head sweeps and gathers material that is vacuumed into the container to leave a clean finish. A key design feature is the unit’s low ground bearing pressure. This enables it to be used on fine turf with minimal surface disturbance and allows operation in conditions where heavier designs may be compromised.

Among other equipment on display will be the Rota-Dairon RD140 Disk Overseeder. With proven in the care and renovation of all types of turf, to include fine turf, the 1400mm working width machine uses discs to cut a slice through the turf, a coulter opening the groove out to allow the accurate placement of seed. The opening is then closed and filled by a rubber band. A key advantage of the unit is that it leaves a surface that can be pressed back into play immediately. Pay us a visit at Stand A35.

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**NEW SYNGENTA TURF XC NOZZLE LAUNCH FOR BTME**

Syngenta is to launch its new XC range of turf spraynozzles at BTME. Designed to improve the accuracy and results from every application, the Syngenta Turf XC nozzle range overcomes the key issues facing turf spray operators to achieve even application. An entirely new engineered solution incorporates a unique design floor with a wide-spray angle, to produce an improved droplet distribution - capable of delivering even turf coverage at low nozzle heights. This resolves problems with slippage and undulations that can result in uneven spray distribution.

Furthermore, the XC Nozzle design utilises new air induction technology to reduce the risk of spray drift, whilst still creating significantly more droplets to enhance leaf coverage. To deliver more effective results, each nozzle in the range has a specifically calculated and tested rearwards facing spray pattern, which counteracts the forward movement of the sprayer to coat and protect all sides of the turf leaf.

The XC nozzle range will launch at BTME with three sizes: 025; 04 and 08 - selected to cover most turf applications at appropriate water volumes and typical spraying speeds. The XC Nozzle range will launch at BTME with three sizes: 025; 04 and 08 - selected to cover most turf applications at appropriate water volumes and typical spraying speeds.

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**BTME is back**

for its 24th year at the HIC, 22-24 January 2013

Visit www.btme.org.uk and click the Register Now icon

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**Gordon Banks!”**

To find out more and see a demonstration of the nozzles, along with calibration tips and guidance on where and how to get the best out of the new products, competitions and other surprises you can enjoy at BTME 2013...

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**DLF TRIFOLIUM OFFER PRIZES**

Following on from the successful launch of their new ‘Tenuis Bent’ cultivar, Arrowsow, visitors to the DLF stand at BTME 2013 will have a chance to win a bag of Johnsons All Bent mixture that includes this top performing cultivar. In fact everyday will see a winner walking away with a bag, with one lucky person over the three days picking up a Virgin Experience day for 2 people!

Whilst a Virgin Experience day will allow the winner to experience one of many activities, a bag of Johnsons All Bent will allow Arrowsow to deliver the tight, dense surface that is demanded of a high-speed modern green. With the added benefit of high disease tolerance, Arrowsow has a natural vigour that enables it to recover quickly from renovation, with improved drought stress and colour retention in a dry summer.

Also on stand will be the new 2013 Johnsons Sport Seed catalogue and a chance to discuss the latest mixes, and review the cultivars, with a free copy of the 2013 Turfgrass Seed booklet.

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BLEC GLOBAL will use BTME to launch new products for the grounds care and sportsturf marketplace.

As well as the new products, under wraps until the show, the BLEC team will be showing the proven GKB Sandfiller. The Sandfiller has been specifically designed for aerating and draining sports turf. This tractor-mounted aerator and sandstiller removes and collects spoil and fills grooves with sand in one pass.

Says BLEC managing director Gary Mumby: “Harrogate is a very important show for us where we get the chance to start the year by showing all our innovations for sportsturf and landscaping professionals. "It is a great place to catch up with customers and old friends and we look forward to seeing them on Stand A40."

EnviroMonitors’ measurement tools can help you save resources such as time, water and fertiliser applications. EnviroMonitors are exhibiting for the third year on Stand B5 at BTME 2013. Visit them to see how you can get the best out of your turf using science-driven approaches and industry-wide expertise.

EnviroMonitors’ measurement technology partner Spectrum Technologies Inc shall be attending BTME 2013. Spectrum’s Turf Specialist Greg Zumdahl is running the “World of Measurement Technology within Turfgrass Management” seminar on Tuesday 22 January 2013. He encourages you to come along to confirm and/or expand your knowledge and consider the tools you can put into practice at your club. The seminar will provide an in-depth understanding of soil, plant, and environmental measurement technology tools available for turf custodians. Learn how to best use the tools available to solve turf problems and help maximise playability, and profits. EnviroMonitors will be happy to talk you through the products Zumdahl shall be covering in this seminar on their Stand B5.

EnviroMonitors always enjoy BTME as visitors are enthused by the range of measurement tools available to assist with their daily decisions and improve their courses. Increasing sales of FieldScout TDR100 and TDR300 Soil Moisture Meters have seen these tools used throughout the UK and Ireland as they are quick and easy to use whilst being robust and accurate. Head Course Managers’ experiences of FieldScout TDR meters on our website in case studies from Greg Drums at Elsham Golf Club, Darwen Golf Club at gWest. The Golf Course Manager at gWest. As well as FieldScout Soil Moisture Meters, the EnviroMonitors offers include weather monitoring on site or remotely using MeterVue, and meters for measuring light, pH and chlorophyll levels to assess the health of your turfgrass. Stuart Hogg at St Andrews Old Links has owned a Davis Instruments Vantage Pro weather station for many years and shares his thoughts on its use on our website.

Headland Amenity is bringing its range of innovative turf nutrition, health and management products to BTME 2103 at Harrogate. Using the latest technology to offer greenerkeepers practical solutions to turfcare issues, Headland will introduce Xtral 10-10-10 at the show. This is a unique pre-seedling fertiliser ideal for use on golf tees, fairways and surrounds as well as winter sports pitches, cricket outfields and racecourse turf.

Suitable for application after any renovation work and after cutting, Xtral 10-10-10 uses Crystal Green, a new source of slow release phosphorus, nitrogen and magnesium recovered from UK waste water. With additional slow release nitrogen providing release for up to three months, a composted organic base, seaweed meal and humic acid, the product is able to aid germination and gentile establishment of new grasses. Xtral 10-10-10 will provide natural, effective nutrition over a long period while helping to cut workloads for greenkeeping teams with its slow release action.

Headland will also feature its mini prilled fertiliser formulations, Multivert 13-0-46 and Multigreen 24-0-24. Multivert is a fine prilled potassium nitrate suitable for all turf, providing immediately available nitrogen along with good levels of plant hardening potassium. The sulphur free formulation works rapidly under cooler temperatures to aid early establishment, and plant hardiness.

Headland Amenity’s Sales and Marketing Director Andy Russell comments: “We have some exciting products to show to Course Managers and Greenerkeepers at BTME, spearheaded by Xtral 10-10-10 which takes the latest technology to utilise a waste product which can really enhance establishment and turf recovery. Headland fertilisers not only offer great results from the turf but can also help to cut greenerkeepers workloads by providing nutrition over a longer period.”

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BLEC to launch new Sandfiller at Harrogate

BLEC GLOBAL will use BTME to launch new products for the grounds care and sportsturf marketplace.

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Says BLEC managing director Gary Mumby: “Harrogate is a very important show for us where we get the chance to start the year by showing all our innovations for sportsturf and landscaping professionals. “It is a great place to catch up with customers and old friends and we look forward to seeing them on Stand A40.”

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Suitable for application after any renovation work and after cutting, Xxtend 10-10-10 uses Crystal Green, a new source of slow release phosphorus, nitrogen and magnesium recovered from UK waste water. With additional slow release nitrogen providing release for up to three months, a composted organic base, seaweed meal and humic acid, the product is able to aid germination and gentle establishment of new grasses.

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Headland will also feature its mini pelleted fertiliser formulations, Multiverdo 13-0-46 and Multigreen 24-0-24.

Multiverdo is a fine pelleted potash/nitrate suitable for all turf, providing immediately available nitrogen along with good levels of plant hardening potassium. The sulphur free formulation works rapidly under cooler temperatures to aid early establishment, and plant hardening potassium. The sulphur free formulation works rapidly under cooler temperatures to aid early establishment, and plant hardiness.

Headland Amenity’s Sales and Marketing Director Andy Russell comments: “We have some exciting products to show to Course Managers and Greenkeepers at BTME, spearheaded by Xtend comments: “We have some exciting products to show to Course Managers and Greenkeepers at BTME, spearheaded by Xtend

Agrotrols: The Creation of an Industry

Roughly 60 years ago, Robert A. Moore pondered over a puddle in a farm’s garden – a seemingly minor moment that would go on to forever change the water management practices of green industry professionals worldwide.

A chemical engineer in research at Mobil Oil, Moore’s science-driven curiosity led him to experiment with various surfactant blends to remedy water movement issues.

Recognising that using surfactants to improve water penetration and reduce water waste had implications beyond the garden, Moore decided to patent and market his novel discovery.

In 1954 he founded Agrotrols Corporation of America, the first surfactant company specifically tailored to the needs of the Green industry. Nearly six decades later, Agrotrols remains the market leader. There have been plenty of changes in the field of turf management since Agrotrols introduced Aqua-Gro as the first commercially produced surfactant solution for turf maintenance. Agrotrols has over the years continued to develop Water Management products with Primer 604, Resolution and Dispatch.

There have also been changes for Agrotrols. After Robert Moore’s retirement and subsequent passing, his three children have helped navigate Agrotrols through a period of increased competition by channeling his spirit of innovation.

Though it no longer stands alone in an industry it created, Agrotrols continues to set itself apart with a commitment to science, education and conservation of precious resources. Today Aquatrols is proud to offer a line of cutting-edge surfactants and other specialty technologies that address a wide variety of turf managers’ needs.

With its own fully staffed research and development department, a technically knowledgeable sales force, and a long history serving turf professionals, Agrotrols has no fear of the great number of competitive products that have flooded the market since the early days.

In an age of large corporations and constant mergers, it’s refreshing to see a family owned and operated business that has not only survived for 50 years but has maintained a strong position of leadership in the industry. And to think it all started with a single puddle.

Denise Moore, daughter of Robert A Moore will be taking on “The Evolution of Soil Surfactant Technology for Enhanced Water Management” at BTME 2013 on Wednesday 23rd January 9.45am – 10.15am.

EnviroMonitors can help you at BTME

EnviroMonitors’ measurement tools can help you save resources such as time, water and fertiliser applications. EnviroMonitors are exhibiting for the third year on Stand B5 at BTME 2013. Visit them to see how you can get the best out of your turf using science based handheld meters and weather monitoring.

EnviroMonitors’ measurement technology partner Spectrum Technologies Inc shall be attending BTME 2013. Spectrum’s Turf Specialist Greg Zumdahl is running the World of Measurement Technology within Turfgrass Management seminar on Tuesday 22 January 2013. We encourage you to come along to confirm and/or expand your knowledge and consider the tools you can put into practice at your club. The seminar will provide in-depth understanding of soil, plant, and environmental measurement technology tools available for turf custodians. Learn how to best use the tools available to solve turf problems and help maximise playability, and profit. EnviroMonitors will be happy to talk you through the products Zumdahl shall be covering in this seminar on their Stand B5.

EnviroMonitors always enjoy BTME as visitors are enthused by the range of measurement tools available to assist with their daily decisions and improve their courses. Rearranged sales of FieldScout TDR100 and TDR300 Soil Moisture Meters have been seen throughout the UK and Ireland as they are quick and easy to use whilst being robust and accurate. Rearranged Managers’ experiences of FieldScout TDR meters on our website in case studies from Greg Drum on Ealing Golf Club, David Lightfoot at Bearwood Lakes Golf Club, and the Course Manager at gGolf.

As well as FieldScout Soil Moisture Meters, the range EnviroMonitors offers includes weather monitoring on site or remotely using MetroVue, and meters for measuring light, pH and chlorophyll levels to assess the health of your turfgrass.

Visit www.btme.org.uk and click the Register Now icon
Penalty Charges (PCN)

Please check all signs and road markings when parking and can restrict the driver’s vision. Please let buses use them!

A valid Blue Badge must be displayed as detailed above along with a correct Blue Badge holder’s ID. Details on how and where to pay a Penalty Charge will be available at the HIC Red Car Park or the Blue Badge office. A Penalty Charge Notice will be issued for any vehicle that is parked illegally more than once during any 24-hour period.

Once you have received a Penalty Charge Notice, you have 21 days to appeal against it or pay the appropriate fee on exit. Vehicles parked illegally often cause problems for people travelling on a bus. Vehicles parked illegally often cause problems for people travelling on a bus. Vehicles parked illegally often cause problems for people travelling on a bus.

For more information and to view bus timetables visit Harrogate’s versatile and regular public transport network.

Harrogate is located centrally on the UK map with good rail and road links to destinations throughout the country. Excellent motorway access to the north and south, and Leeds Bradford International Airport is only 20 minutes from Harrogate and Leeds-Bradford train services to and from London King’s Cross via York and Leeds.

International Centre (HIC) – please see the detailed map. The Blue Badge must be displayed so that the Badge Number and holder’s ID can be seen clearly. Find the HIC by following the signs towards the Harrogate Showground. Once you have arrived in Harrogate, moving about town and visiting venues is easy with a wide choice of hotels and a good selection of transport options.

Detailed directions from the main A1(M) junctions are as follows:

M1 - A1(M) - J47

From London:
Car

From the East: M621 - A1(M) - J47 signed Knaresborough and then follow the Harrogate signs.

From the West: M56 - M62 - A1(M) - J47 signed Knaresborough and then follow the Harrogate signs.

How to find the HIC

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Penalty Charges (PCN):

Blue Badge Holders

Around Harrogate is not causing an obstruction to other road users or pedestrians.

- If the vehicle is parked for more than 3 hours on single or double yellow lines providing the vehicle is within 24 hours of displaying the badge. This does not apply to Blue Badge holders who are displaying the badge properly on the back of the vehicle.

- Pay on foot operation:
  - Lifts to all floors.
  - Toilets and baby changing facilities.
  - Comprehensive CCTV system.
  - Open from 7am to 11.59pm

- £50 and £70. If paid within 14 days these will be reduced to £25 and £35.

The town centre is divided into zones, including the public car parks.

- Council's Off Street car parks and On Street car parking bays.

- Designed by www.chilli-uk.com

- Email: sales@harrogateinternationalcentre.co.uk

How to find the HIC:

Harrogate is located centrally on the UK map with ready access to London and Edinburgh.

- A first-class motorway network, mainline rail, sea and 24-hour air links ensure that Harrogate is able to offer all the benefits expected of a truly global location.

- Harrogate has excellent rail and air links with regular train services to and from London King’s Cross via York and Leeds.

- www.nationalrail.co.uk and Leeds Bradford International Airport is only 20 minutes from Harrogate with a regular bus service into Harrogate.

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Once you have a voucher card, follow the instructions below to access the Wireless Network.

1. Enable the Wireless Network on your PC
   Some wireless clients require you to select or enter a wireless name (SSID). Where necessary, please use the name ‘HIC_Wireless’
2. Open Web browser
3. The welcome portal will appear, follow the simple instructions shown on screen to connect to the internet, using your voucher code.

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To be held – Tuesday 22 January 2013 @ 7pm to 10:30pm at THE OLD SWAN HOTEL, Swan Road, Harrogate, HG1 2SR

Tickets – £25 each including Arrival Drink, Carvery and Casino Chips

Dress Code – Smart/Casual

To purchase tickets please call Elaine Jones on 01347 833800 (Option 1) or email moneypenny@bigga.co.uk

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