Exhibitors in pictures

A snapshot of the exhibitors on show in the packed halls of the Harrogate International Centre.
Third BIGGA Turf Managers’ Conference a huge success

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We attracted some of the leading experts and most informative and knowledgeable presenters from the turf industry and beyond to make this Conference unmissable for sports turf managers keen to advance their education.

The Conference made its first appearance outside the halls of the Harrogate International Centre, taking place at the nearby Crown Hotel.

We attracted some terrific presenters with the colourful Dr Thom Nikolai kicking things off with a passionate and highly interesting presentation on ‘The Top 10 Reasons to Lightweight Roll’. A worldwide authority on turf matters, Thom is Turfgrass Academic Specialist at Michigan State University and is author of the book ‘The Superintendent’s Guide to Controlling Putting Green Speed’.

Adam McColl, Head Greenkeeper at Crews Hill Golf Club said: “Thom was very informative and engaging. I never fail to be impressed at BIGGA’s efforts in securing the best speakers from around the world and this presentation was no exception.”

As for Thom himself, he simply said: “I have never enjoyed myself more at a conference. I have never been in a friendlier place in my life”.

He was followed by Lorna Sheldon’s ‘Professional Presentations’. A qualified public speaker, Lorna has coached thousands of people across the world in the art of presenting with confidence and credibility, and she always delivers on the promise of presenting with confidence and credibility. She covered everything from body language to technical tips on what to say and how to say it to become a more professional presenter.

Lee Sayers, Course Manager at Mid Kent Golf Club, said: “Motivational speakers such as Lorna will always be well-received at a conference but she was particularly professional. It’s really increased my knowledge of that area and has made me re-think some of my practices.”

After an excellent lunch David Bancroft-Turner looked at Managing Politics in Golf Clubs. David is an expert on workplace politics and has worked with the world’s leading organisations, and gave an engaging 90-minute seminar – introducing the audience to four different political animals which certainly caught the imagination.

Ian Simple, Course Manager at Old Fold Manor Golf Club, said: “David used animals to look at different personality traits and also looked at improving your day-to-day focus. I found it very interesting and beneficial to me and I know my colleagues I attended with did too.”

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Rounding off an unrivalled day of education, Kate Entwistle, Turf Pathologist at The Turf Disease Centre, gave the attendees the opportunity to improve their knowledge which will undoubtedly help you hugely in your job.”

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BTME 2013 incorporating Continue to Learn

The BIGGA Continue to Learn Education Programme
Sunday 20 to Wednesday 23 January 2013

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ABOVE LEFT: David Bancroft-Turner addresses the delegates
ABOVE RIGHT: Lorna Sheldon during her ‘Professional Presentations’ seminar

TOP LEFT: Dr Thom Nikolai
ABOVE TOP: Adam McColl, Head Greenkeeper at Crews Hill Golf Club
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“One of the most enjoyable things I have ever seen!” Lee Sayers, Course Manager at Mid Kent Golf Club, said: “Motivational speakers such as Lorna will always be well-received at a conference but she was particularly professional. It’s really increased my knowledge of that area and has made me re-think some of my practices.”

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The exhibitors once again reminded us why we enjoy organising this event as much as we do and their knowledge and universal professionalism helped make the show the success it was. It was also fascinating to hear their different perspectives.

Duncan and Christine Clarkson, from County Sport Surfaces, had made the journey over from Stockport. It was their second time as BTME exhibitors and it would be fair to say they had a good one! Speaking towards the end of the show Duncan said: “It has gone very well, we wanted to get orders from the show and we got them. We are a small company and don’t have representatives out on the road so this show is vital for us so that people can put a face to the name. This show has turned us from a northern company to a national company. In fact it is international now as we had two orders from Germany. The biggest no-brainer of all is booking for next year. We are just wondering whether or not to get a bigger stand.”

Many exhibitors had been concerned about weather conditions leading up to the event affecting visitor numbers and Sue Mumby, from Blec Global Ltd, said: “Obviously the weather this year was a factor and we were worried people might not want to travel. In some ways the weather may have helped people decide to come.”

Sue said the company did not always make a lot of direct sales from the show itself and the main objective was to generate business for the future. She continued: “It is a commitment for everyone to return every year and you have to feel that we are getting some return on that. I believe we get this return partly because of the timing of the show at the beginning of the year, so you can catch people who may need to buy things at the start of the season. Also I think having the seminars helps to guarantee high visitor numbers which are specific to the industry.”

Syngenta again attracted a lot of attention with their stand, this year in Hall B. The company had launched a new nozzle and a demonstration of this was drawing people in. Caroline Carroll, from Syngenta, said: “We wanted to make our stand big and bold and ensure when people walk past they are interested. Our partner Everris reported back to us that we already had some orders of the new nozzles, so it must be working. We were a little bit worried that the weather would put people off but we have been really, really busy. This is my first year of doing BTME but my colleagues have been saying it has been one of our best years.”

For some of the companies or organisations exhibiting at BTME for the first time it can be a case of putting the feelers out and seeing what interest they may be able to generate. Art 4 Golfers was one such example. Speaking on the Wednesday afternoon, Peter Forshaw, from the company, said: “Mine’s a novelty business really and very different to the tractors and machinery around the show.”

And how had it gone?

“The jury’s out at the moment and I’m testing the water. It’s the first time I’ve exhibited at BTME and I’ve taken several enquiries and

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will follow those up. Everybody has been very complimentary, but it’s not an impulse purchase.”

Another company at BTME for the first time was Compo Expert UK. Mike Butler from the company said: “Last year our turf consultant gave a presentation here, he’d never been here before, and he reported back that this was the best show in Europe he’d seen, so we decided we should have a stand for this year. We’ve had a lot of interest in our products.”

Certis was another first-time exhibitor and enjoyed a very successful week in Harrogate. Alan Hogan said their main objective was to speak to customers who plan to use their new product, Mogeton, and continued: “We believe that BTME is the Mecca for if you have a new product, this is the place to come to.”

The exhibition halls at BTME are not only filled with turf industry companies, and it gives a chance for colleges and other organisations to meet members and potential students.

Philip Mayes, from Merrist Wood College said: “This is the second year we have been here and the set-up has been really easy. When I first started with the college ten years ago we did a couple of BTMEs, but we haven’t been up for a while because of budget constraints. We pushed to come this year and it has definitely been worthwhile. We need to promote our courses and this show definitely helps us to do this.”

It was interesting to hear some exhibitors state they were using BTME to try and break into the golf industry after having specialised in other areas. Dave Burgess, from UK Bunded Fuel Tanks, said: “We are aiming to get our name into the golf sector and generate interest in our smaller products. We have had some return customers from last year which was nice, as they obviously like our products. This is our second year and I’m very pleased we came back again this year.”

It was a similar goal for British Sugar Topsoil’s, Andy Spetch, who said: “It’s all about getting brand and product recognition and specifically to try to make contact with people in the golf industry because that’s a market that we, in the last 18 months, have worked towards entering. So the aim is to meet as many people from the golf world as I can. Traditionally landscaping has always been our prime market. We joined BIGGA nine months ago and over the years I had always had it in my mind to come to BTME, but we wanted to wait until our product was right.”

“I do quite a lot of exhibitions and I must say when we were setting up, the people on the gate at the entrance were first class. They were so helpful and made everything easy with no hassle. Sometimes things can get quite fraught at exhibitions when everybody is trying to build up, but here everything was very easy and everyone was very accommodating and helpful.”

A great deal of thanks must go to all the exhibitors at BTME 2013 for supporting BIGGA. Whether it was a company new to the exhibition or one that has been coming along to see what the fuss is about and potentially build new customers, or an organisation that wanted to offer a face to existing members, without them BTME could not have taken place, and been such a success.

Agricultural Services Ltd
Specialist in sports turf nutrition

Oxy-Rush soil stimulant

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will follow those up. Everybody has been very complimentary, but it’s not an impulse purchase.”

Another company at BTME for the first time was Compo Expert UK. Mike Butler from the company said: “Last year our turf consultant gave a presentation here, he’d never been here before, and he reported back that this was the best show in Europe he’d seen, so we decided we should have a stand for this year. We’ve had a lot of interest in our products.”

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New turf fungicide Interface from Bayer

BTME 2013 hosted the launch of Bayer’s innovative new turf fungicide Interface. Building on the trusted excellence of Chipco Green, a staple fungicide in any greenkeeper’s repertoire, Bayer have improved upon this market-leading product and formulated a truly superior product, proving that they are leaders in innovation.

Introducing StressGard Formulation Technology

Bayer is proud to introduce the UK’s first turf fungicide with the company’s innovative StressGard Formulation Technology. This new optimised formulation has taken over 15 years of Research and Development and has been specifically developed to support Turf Managers in their quest to achieve the ultimate playing experience. Tiller-made for sports turf, the formula has been fine-tuned to upgrade the performance of the product, providing superior disease control leading to visibly healthier turf.

Interface delivers unsurpassed disease control

Not only does Interface deliver unsurpassed disease control against 6 key turf diseases but the StressGard Formulation Technology helps the turf to thrive under disease stress conditions. Interface™ alleviates disease stress improving quality leading to visibly healthier turf.

But what do the Turf Managers think?

In addition to BTME trials, Bayer have conducted nearly 40 field trials with Golf Course Managers, Greenkeepers and Spraying Operators to ensure that their new fungicide will meet their needs in the real working environment. It is through close collaboration with Turf Managers that Bayer can develop products which address unseen customer and market needs.

In a year when Fusarium patch has been a serious problem, Steve Privett, golf course manager at Alfreded Golf Club and one of the early product trialists, decided to treat three greens out of the eighteen on his golf course with Interface; the rest were treated with his regular fungicide. “In order to give it a fair trial, I applied the product to the greens which are most susceptible to fusarium early spring”, says Steve.

“I applied a second treatment about six weeks later and over the June bank holiday the disease on the three trial greens vanished, whereas fusarium appeared as two inch scars on the greens that hadn’t been sprayed with Interface.

The trial turf recovered very well, potentially quicker than normal, which I think is evidence of the StressGard Formulation Technology doing its job.”

Dorin Pop, Bayer’s Technical Manager stated: “With preventative, curative and eradicant properties, Interface can be used at any stage of disease and at any time of the year offering Turf Managers complete flexibility.”

He continued: “Bayer’s mission is to help Greenkeepers to achieve better playability. This means controlling turf disease, managing turf stress and maintaining turf equality.”

Finally, Product Manager, Claire Mattheson commented: "Interface offers a new standard in turf protection and is an exciting addition to our turf fungicide portfolio. We anticipate that it will quickly become the mainstay fungicide in the turf professional’s armoury against turf disease."

She continued: "Bayer is proud to use BTME 2013 as their launch platform. An exciting new product needs an exciting stage, and BTME was the obvious choice. Interface is available in a 5L pack, and can be purchased through all major distributors.

BTME 2013 New Products

Two Bunker Solutions in One

Two of the country’s top bunker construction companies have formed an alliance to ensure that golf clubs across the country will receive the best possible advice and service when it comes to developing bunkers on their golf courses.

Envirosports Ltd and Blinder Bunker Liners have each developed unique bunker products which have been warmly embraced by golf clubs over the last two years and between them the two companies have solved many of the bunker problems that have bedevilled golf clubs during that time.

The two concepts are different. EnviroBunker is a bunker face & edge solution which is resistant to all forms of erosion while Blinder Bankers provide a rubberised, flexible free draining liner which prevents contamination of sand. Both are developed from 100% recycled material, have a design life of 20+ years and together offer a completely maintenance free bunker solution.

EnviroBunker Blinder can be used jointly as seen at a recent collaborative project between the two companies at Royston Golf Club in Hertfordshire where the two products were used together to produce a fully sealed bunker solution. There are also occasions when one or other will be the best solution to a club’s bunker issues.

“We know that our product is suitable for bunkers with faces over 45 degrees and that Blinder works best with faces that are under 45 degrees so we are more than happy to recommend Blinder if we believe that is the best option. Blinder also offers a basic solution, we do not, and likewise we offer a finishing reverted edge solution which is unique to our product” said Rhidian Lewis, Envirosports Director.

“Once we’ve taken a look at the bunkers in question we will offer the best solution and should that be EnviroBunker we will be more than happy to recommend that option to the golf club,” said Murray Long, Blinder Director.

Headland Amenity

Accurate weather forecasting tailored to a specific location is one of the most useful tools for growing modern golf. Headland is proud to announce the launch of Weathercheck, a personalised weather forecasting service allowing turf managers to access information on temperature, wind speed and direction as well as rainfall, with the choice of a general seven day forecast or a more detailed projection.

The innovative ‘RainNow’ option produces a 25km ‘rain radar map’ with their sports facility at the centre, and by using the Agronomic module, which combines anticipated rainfall, wind strength, precipitation, air temperature and evapotranspiration, they are able to accurately judge spraying conditions over the coming week.

Mark Wilshire, Head Greenkeeper at Wessons Castle Golf Club says that Headland Weathercheck’s accuracy is imperative. “The Weathercheck on a daily basis, if not hourly. Weathercheck is always the most accurate. I apply my pesticides and fungicides through a sprayer and Weathercheck helps me pin point the best weather window for spraying. Our time window for spraying isn’t huge so an accurate weather forecast is invaluable.”

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Eric Olson, Estate Manager at Accent Golf at Royston Golf Club in Hertfordshire also added: “Use Weathercheck 3-4 times a day as it is updated regularly and is most accurate for the local area.”

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