

Harrogate week is next month and BTME & ClubHouse look set to be bigger and better in 2004 than ever before. What can visitors expect?

BTME & ClubHouse expands year on year to reflect the immense diversity of machinery, products and services required by the professional greenkeeper and golf course secretary to stay ahead of the game. As the exhibition grows in stature so does the audience. Visitors from local authorities, parks and gardens, football, rugby, and cricket clubs wander through the exhibition halls alongside the groundsmen from castles, theme parks and racecourses.

This year's exhibition will be the biggest yet. It will occupy 9000 square metres of floor space at Harrogate International Centre with around 250 exhibitors spread across the full range of interests. BTME has steadily grown and become established as the largest indoor turf exhibition in Europe and with the addition of ClubHouse a "one stop shop" has been created for sports clubs from turf management to locker rooms.

The second exhibition in 1990 attracted 4062 visitors, more than doubling the 1989 attendance. Out of the 80 companies who exhibited in 1990 many have continued to show their support and are still exhibiting in 2004 These include:

AFT Trenchers, Better Methods, British Seed Houses, Cooper Clarke, Farmura, Hayter, Hunter Grinders, Inturf, John Deere, Kubota, Lely/Toro, Lindum Seeded Turf, New Holland, Ransomes, Scotts (ICI), STRI, Supaturf, Tacit, Trelleborg and Vitax.

BTME & ClubHouse grows and develops each year. New companies are coming on-board all the time to join established exhibitors.





# New exhibitors for 2004 include;

#### BTME

Air-Seal Products, Border Signs, Cannons Turf, Countax, CSC Amenity Products, Golf Finance, The Green Approach, Irrigation Supplies, Proturf, Rogers Sprayers, SGM Hire, Terra-Vac.

#### **CLUBHOUSE**

Lindsey Teak, Locker Solution, Logocloth, Prism Graphic Resources, Range Servant, Zero Gravity Products.

Another new feature for BTME & ClubHouse 2004 is the introduction of an 18 hole competition. Each visitor will receive a score card at all the main entrances and the challenge is to complete the score card by visiting the participating stands which represent each hole and have the card stamped. Having completed every hole, the visitor should go to the BIGGA stand in Hall Q where the card can be posted thus ensuring entry into the draw for a luxury holiday.

Located in Hall B will be an Internet Cafe, supported by pitchcare.com. An ideal location to relax and have a coffee while waiting to check e-mails and contact the office.

This year's Education Conference, "Continue to Learn", is presented by BIGGA in association with The Greenkeepers Training Committee and supported by The John Deere Team Championship. The National Education Conference theme, "Golf - Sport and Business", recognises that the playing of golf and the business of golf are inseparable. The keynote speaker, Alvin Law, will be presenting "No Such Word as Can't" - supported by Ransomes Jacobsen.

BIGGA is committed to the continual growth of BTME & ClubHouse, enhancing the whole experience for visitors and exhibitors alike. Part of that commitment is to draw many new visitors to both exhibitions and exceed the 10359 visitors in 2003.

BTME & ClubHouse promises to be the Greatest Show on Turf.

#### HIGHLIGHTS OF THE WEEK

The National Education Conference supported by The John Deere Team Championship.

#### Monday 19 and Tuesday 20 January, Hall D, Harrogate International Centre.

Workshop Programme Supported by The John Deere Team Championship Monday 19 January, The Moat House Hotel.

Education Dinner Monday 19 January, The Majestic Hotel.

Keynote Speaker Supported by Ransomes Jacobsen. Wednesday 21 January, Hall D, BTME & ClubHouse.

Seminar Programme Wednesday 21 and Thursday 22 January, Hall D, BTME & ClubHouse.

**Careers Fair** 

Supported by Toro. Tuesday 20, Wednesday 21 and Thursday 22 January, Hall Q, BTME & ClubHouse.

#### Internet Cafe

Supported by pitchcare.com Tuesday 20, Wednesday 21 and Thursday 22 January, Hall B, BTME & ClubHouse.

The Exhibition Banquet Thursday 22 January, The Majestic Hotel.

# ALVIN LAW, Keynote Speaker



Following the presentations of the BIGGA Awards on Wednesday 21 January in Hall D, Alvin Law will present his inspirational and motivational speech entitled "No Such Word as Can't"

Alvin is a prime example of what is possible when you believe in the power of Positive Mental Attitude. One of the most highly sought after inspirational speakers in Canada, Alvin challenges and

motivates people to recognise, celebrate and overcome their own individual obstacles whether real or perceived.

The Keynote Session is supported by Ransomes Jacobsen and entry to this Seminar Session is free of charge to all visitors to BTME & ClubHouse.



#### **NEW FOR 2004**

BTME & ClubHouse Seminar - Tuesday 20 January 2004 Hall D, Harrogate International Centre

#### GOLF CLUB DESIGN, DEVELOPMENT AND REDEVELOPMENT

Programme:

- 1.30pm Financial Potential of Existing and Proposed Golf Facilities Sarah Payne, FPD Savilles Leisure
- 1.55pm Clubhouse Food and Beverage Operations TBD, De Vere Belfry
- 2.15pm Refurbishing Locker Rooms and Changing Facilities John Gibbs, Quality Lockers
- 2.40pm Extending an Existing Clubhouse TBD, Woburn Abbey Golf Club
- 3.05pm New Projects and Redevelopment Where to Start Charles Mador, Charles Mador Architects and Howard Swan, Swan Golf Design Ltd
- 3.30pm Questions to the Panel
- 4.00pm Visit BTME & ClubHouse Exhibition

# Look Who's Exhibiting...

2iC International Irrigation Consultant 3-2-GO

MJ Abbott Ltd Action Caddy Ltd Advanta Seeds UK Adverttees.com Aebi & Co. AG AFT Trenchers Air-Eze Ltd Air-Seal Products Aitkens Sportsturf Ltd Allen Power Equipment Ltd Allett Mowers Allied Turf - Tech Amenity Land Services Ltd Amenity Technology Angus Horticulture Ltd Arden Lea Irrigation Ltd Askham Bryan College Assoc of Golf Club Secretaries Avant Tecno (UK) Ltd Avoncrop Amenity Products GW Axup & Co Ltd Barcham Trees Barenbrug UK Ltd Barrelfield Golf Ltd BATgolf.com Bathgate Leisure Bayer Environmental Science Berkshire College of Agri Bernhard & Co Ltd Blec Landscaping Equip Co Ltd BMS (Better Methods Europe **Border Signs** Boughton Turf Management Boyd Golf BIGGA British Seed Houses Ltd Bywater Services Ltd Campey Turfcare Systems Cannons Turf **Charles Mador Chartered Architects** Charterhouse Turf Machinery Club Car - Ingersoll-Rand Complete Weed Control Cooper Clarke Group Ltd Countax Ltd Course Care Cranfield University at Silsoe **CSC** Amenity DENNIS Doma Shopfitters Ltd

Eagle Promotions Ltd Earthquake Turfcare Ltd East Riding Amenity Eastern Connections Econoplas Ltd **Ecosolve** Limited Elmwood College Endsleigh Sports Insurance English Golf Union Enko Products Euro Cap Ltd European Golf Machinery European Inst of Golf Course Architects European Turf Technology European Turfgrass Evenproducts/Logic Irrigation Fairfield Control Systems Fairway Credit Farm & Garden Machinery Farmura Ltd FernHouse Marketing Fieldens (Wheeles Tyres ATV Fleet (Line Markers) Ltd **Floratine Products** FMW & Distinct Foley United Gambetti Barre UK Ltd Garfitts International Ltd GCSAA Gem Professional Genus Cubicles & Lockers **Glen Farrow Global Organic Services** Golf Finance Ltd Golf Management Europe The Golf Sign Company John Greasley Ltd The Green Approach Greenkeeper International The Greenkeepers Training Committee Greenkeeping Magazine Greenlink International Ltd Greenscape (UK) Ltd Groundsman Industries Ltd GSB Loams Ltd Hardi Limited Hayter Ltd Haztek International Headland Amenity Horsepower UK Ltd Hunter Grinders Ltd

Imants ING Lease The Institute of Groundsmanship Institute of Horticulture Inturf Irrigation Control Ltd Irrigation Supplies Ltd Jaymac Security David Jenkins Turfcare Equipment John Deere Limited Johnsons Sport & Amenity Grass Seed Kubota (UK) Ltd Landscape & Amenity Management Lantra Awards Laster UK Lewis Equipment Ltd Lindsey Teak Lindum Seeded Turf Ltd Links Leisure Lloyds & Co Letchworth Ltd Locker Solutions Ltd Logocloth Major Equipment Ltd Mantis UK Ltd Massey Ferguson (AGCO) Maxxis International UK McCormick Tractors Merrist Wood College MJT Contracts Ltd Mox UK Ltd Myerscough College New Holland North Staffs Irrigation **Novozymes Biologicals** Nu-Gro Corporation Ocmis (UK) Ltd On Course Matting Ltd Pentagon Amenity Marketing Power Seeds UK Prism Graphic Resources Pro-Tine Proturf Ltd **PSD** Agronomy Rain Bird Europe Range Servant UK Ransomes Jacobsen Ltd RC Marble & Sons Ltd Reaseheath College **Rigby Taylor Ltd** Ritefeed **Rix Petroleum Rogers Sprayers Inc** 

**Rufford Soil Technology** Ruston's Engineering Co Ltd

Same Deutz-Fahr UK Ltd Saxon Industries The Scotts Company (UK) Ltd Seoul Nassau (UK) Ltd SGM Hire Sheltons Sportsturf Drainage Solutions Sheppy Humber Palmers Sherriff Amenity Services Silesia Grill Systems Simon Tullett Machinery Co Sisis Equipment(Macclesfield Speedcut Contractors STRI Supaturf Products Ltd Swan Golf Designs Ltd Swan Plant Services Ltd Symbio Tacit Talbot Farm Landscapes Tarmac Topsport Tenax UK Limited Terra-Vac Terrain Aeration Services Tildenet Ltd Together in Golf **DW** Tomlin Tonick Watering Ltd Top Green SAS **Toro Products** Tower Chemicals Ltd Trelleborg Wheel Systems True Surface Rollers **Turf Masters** Turfcare Group Turfmech Machinery Ltd Turftrax Ground Management Tym Tractors Verde Sports Ltd Vitax Ltd Warwickshire College Waste2Water Europe Ltd WBB Minerals White Horse Contractors Ltd Wiedenmann UK Ltd Wolf Garten Yamaha Motor UK Ltd Zero Gravity Products

List updated 21/11/2003



Huxley Golf

# JOHN GREASLEY LIMITED

Telephone: 0116 269 6766 Fax: 0116 269 6866





#### British & International Golf Greenkeepers Association

Greenkeeper International has long been regarded as the market leading publication and a must read magazine for everyone wishing to keep up to date with developments within the turf industry.

Editorial covering interviews with Course Managers and Head Greenkeepers at courses around the UK and beyond, technical articles from some of the foremost authorities in their fields, information on new developments, BIGGA and member information and news make Greenkeeper International the definitive publication. Accept no imitation.

Come and pick up the latest issue from the BIGGA stand.



# Bernhard and Company Ltd

#### CLEAN CUT COURSES

SEE Bernhard and Company Ltd's easy-to-operate grinders Express Dual and Anglemaster 3000 - used at top tournaments world-wide.

Considerably cutting the cost of mowing, regular use of these grinders dramatically improves the health of grass.



Stand: B31

For superlative results there is a range of dedicated packages, to suit different budgets, including Express Dual and Anglemaster, Blade Rite, Gear Rite, Rapid Relief, Rapid Facer and Rota Master.

FREE DEMONSTRATIONS are offered - so clubs can see the difference!

Telephone Kim on: 01788 811600 www.bernhard.co.uk



Stand: Q128 - 129

witness state-of-the-art turf care in operation. The respected and established Drill'n'Fill and Deep Drill aerators are renowned throughout the UK and Europe. Championship to

> council courses all use the machines. Shouldn't you too?

**Ecosolve** 



Now accompanying these are some equally innovative products never before seen in the turf market - WormZtat is a soil tonic that will help turf recover from the effects of worms and prevent their damaging activity. Nutrieau is a breakthrough in the struggle to establish and maintain turf grass plants in tough conditions. This product accelerates seed germination and establishment of the mature plant without inducing soft & fleshy cell structure in the plant. It is ideal for alleviating drought stress too, as it has unprecedented water retentive capacity.

Ecosolve are exhibiting their unique Ecosol Aero-fil System and products at

Harrogate for the 3rd year and urge every greenkeeper to visit this stand to

Come and visit us for an informative yet relaxed chat and see our results!

Tel: 01367 870165 Fax: 01367 870271

Stand: M3

#### ByWater Services Ltd - Wash Water Recovery



Manufacturers of the Oasis range of waste water treatment plant. Specialists in closed loop wash water recycling. Systems including the amazing Enzymatic and ad hock systems to suit individual site requirements. Turnkey solutions available.

We look forward to welcoming you to stand Q22 where you can view the Enzymatic and obtain information on the range.

Tel: 01530 563388 Fax: 01530 563399 Email: sales@bywaterservices.co.uk

International 25

### **Econoplas Ltd**

Econoplas is breaking new ground in the area of land drainage, and its innovative product aquadyne has already attracted interest from Greenkeepers, groundsmen and turf management consultants across the UK and abroad. Developed by John Gaskarth, the system is flexible, low cost, easy to install with minimal disruption to sporting environments, particularly to golf courses where members can enjoy their game as work progresses.

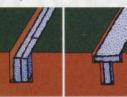


Has tremendous potential for professionals involved with sports turf management



Single Slab Matrix

Fairways & Sports pitches



Heavy Wear Areas



Econoplas Ltd, Unit 5a, Plaxton Park Industrial Estate, Cayton Low Road, Eastfield, Scarborough, North Yorkshire YO11 3BY Telephone: 01723 586611 Fax: 01723 586543 Email: john@econoplas.freeserve.co.uk

Double Slab Matrix

Stabilisation & Reinforcement

Stand: Q38

**CANNONS TURF LTD Quality Cultivated Turf** 

TURF & SERVICE

TO MEET YOUR NEEDS

#### **Cannons Turf Ltd**

Cannons Turf is an established business that has been growing quality turf since 1988. Product excellence and unparalleled service has always been our priority. Our range of turf covers from football pitches and golf greens to house lawns and large landscaping projects. As an extra service, we are pleased to offer mulch and stone

products to compliment any landscaping project.

Cannons Turf Ltd, Abbey Farm, Kirskstead, Woodhall Spa, Lincolnshire LN10 6UH

Telephone: 01526 354411

Stand: Q6

#### Gem Professional

For a range of fertilizers that offers consistency and reliability then look no further than Gem Professional on Stand A25.

The current range of granular fertilizers and turf dressings will continue to meet market requirements and microbial product developments ensure we will stay at the forefront of the market. Our range is designed so that whatever your need, we have a product to satisfy.



We look forward to welcoming you to stand A25 to discuss your turf care requirements.

Tel: 01254 356611 Fax: 01254 356677



#### **Hayter Ltd**

A comprehensive range of commercial turf care machinery, suitable for both golf and municipal applications, will be on display. Designed for high output and easy maintenance, many of the products shown will be of particular interest to those responsible for the maintenance of fine turf. From ride on fairway mowers to pedestrian rotaries for the maintenance of the smallest areas, Hayter have a machine for all areas of the course.

Contact: Barbara Garton, Hayter Ltd, Spellbrook, Bishop's Stortford, Hertfordshire CM23 4BU

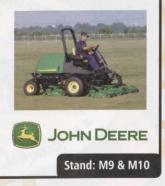
Telephone: 01279 723444 Fax: 01279 600338 E-mail: sales@hayter.co.uk Web: www.hayter.co.uk



#### John Deere Limited

The company's new fairway mowers will be officially launched at BTME.

These include the improved 3225C and 3235C five reel cylinder mowers, designed to further improve productivity and quality of cut on golf courses and other amenity turf areas, while the brand new 3245C is a five gang rotary mower for semi-rough grass. Details of all types of equipment finance will also be available from John Deere Credit.



Tel: 01949 860491 Fax: 01949 860490

#### **Euro Cap Ltd**

Euro Cap's Sales Office, Embroidery Unit and warehouse in Rotherham is now fully operational and proving to be a big success. Stocks are up to full capacity and with the on site embroidery unit, Euro Cap are able to offer a UK next day sample service and a fast turnaround on orders up to 1000 pieces.

Euro Cap operate a number of Tajima embroidery machines, and in house embroidery, punching and digitising is also available.

Xtreme Cap, a Cotton/Nylon mix giving a lightweight breathable cap available with sandwich peak as standard in five colourways. New for golf, the Drimate Golf Towel, and the Euro Caddy battery powered golf trolley at an exceptional price.

EURD CAP LTD Contact our Northern Office Sales Team on: 01709 871244 Email: clive@eurocapltd.com

Stand: Q109

#### **General Legal Protection Limited**

General Legal Protection, providers of legal and domestic assistance to BIGGA members, will be on the BIGGA stand together with their chief employment adviser, Maggie Lawton, to help answer any employment problems.

Details of all products and services available to BIGGA members will also be available

Stand: Q129

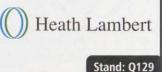
General Legal

PROTECTION LIMITED

#### Heath Lambert

Heath Lambert Group is Europe's leading international insurance broker and one of the world's largest. Through a network of over 20 offices in the UK, the Group focuses on commercial and industrial insurances, but also undertakes personal lines and corporate financial services activity. The Group is a leading player in many sectors, including property, construction, motor fleet, professional indemnity, liability, risk management and claims management.

Contact: Andrew Lawrence, Tower House, Merrion Way, Leeds LS2 8PQ Tel: 0113 2461313 Email: alawrence@heathlambert.co.uk Web site: www.heathlambert.com



#### **Massey Ferguson**

Included in the Massey Ferguson exhibit at BTME 2004 will be Compact Tractors featuring the MF 1235 with independent PTO, new Front Cut mowers, Ag.TV's with their unique racking system and the versatile light weight utility MF 2200 Series tractor ranging from 55hp to 80hp.

For further details contact: AGCO Limited, UK Sales Department, Banner Lane, COVENTRY CV4 9GF Tel: 024 76851202 Fax: 024 76852021 Web : www.masseyferguson.com



Stand: M11 & M22



# **Simon Tullett Machinery**

#### IN THE ROUGH?

Get out of it with the STM range of heavy duty grasscare machinery. There are the SCAG Zero-Turn pedestrian and ride-on mowers; machines built to last and provide hours of reliable use. All the cutting options are available – traditional flail, cylinder, cutter bar and rotary. ALSO there's the new HUMUS cutting head that can be used on the SCAG range or tractor mounted. This is an entirely new cutting method that is effective, reliable and safe and can be used for heavy scrub clearance or as an ordinary mid-season cutting head.



#### Wolf Garten

After a year of successful trials, WOLF Garten continues to prove itself as a supplier of high quality specialist controlled release fertilisers. Our unique range of fertilisers and grass seed



mixtures are used in the renovation works on over 1,000 sports pitches throughout Europe each year. WOLF Garten also supplies a range of supporting turf renovation equipment.

Our team of specialist advisors looks forward to welcoming you to stand M17.

WOLF Garten Limited, Crown Business Park, Tredegar, Gwent NP22 4EF Tel: 01495 306600 Fax: 01495 303344 Email: info@wolf-garten.co.uk

Stand: M17

Stand: M12

# **Toro Products**

TORO UNVEILS REVOLUTIONARY GREENSMOWER CUTTING UNIT THAT CLIPS CLOSER THAN EVER BEFORE



Toro is launching a revolutionary new cutting system that enables its ride-on greensmowers to shave golf greens closer than ever before. The unit will clip down as low as just 1/16th of an inch, which is 1/32nd of an inch lower than was previously possible.

The company is introducing the unit to meet the move by greenkeepers for faster greens that take advantage of new plant cultivars that can be cut right down. It features the popular Dual Point Adjustment System from the acclaimed Greensmaster 1000 pedestrian mower and offers a single, high-performance cutting unit with a choice of 8- or 11-blade reels.

Also making their debut are the new-look Workman 3000 and 4000 range of utility vehicles, plus the new ProCore 648 pedestrian green aerator which will core faster and wider than anything else in its class.

#### Contact details:

Toro commercial, irrigation and consumer products are distributed throughout mainland UK by Lely UK. Toro commercial products in Ireland are distributed by Lely Ireland.

Lely (UK) Limited Station Road St Neots Cambs PE19 1QH Tel: 01480 226800 Email: toro.info@lely.co.uk Lely Ireland Limited Kilboggin, Nurney Co. Kildare Ireland Tel: 00 353 (0) 4552 6170 Email: info@lely.ie TurfTrax Ground Management Systems Limited

TurfTrax Ground Management Systems Limited is the largest independent specialist sports soils consultancy group in the UK, employing leading soil physicists and sports surface consultants.

Over the last six years, our scientists have developed and refined a number of unique golf course construction and remediation technologies as well as providing the most detailed soil surveys available anywhere in the industry.

Email: colin.hood@turftrax.co.uk www.turftraxgms.com Tel: 01234 821750

#### Ransomes Jacobsen Ltd

ALTERNATIVE POWER AND INNOVATION

The year's exhibition stand will feature alternative power for golf turf maintenance applications and MagKnife, the revolutionary new system for attaching the bottom blade to cylinder mowers.

Key products using alternative power include the Jacobsen E-Walk all-electric, greens mower; the Jacobsen E-Plex II electric triplex greens mower and the new electric flexi-head walk behind Jacobsen Tournament Cut.

A visit to Hall A Stand 23 is not to be missed.

A visit to Hall A Stand 23 is not to be missed. Contact: Selina Flynn, Ransomes Jacobsen Ltd, Central Avenue, Ransomes Europark, Ipswich, Suffolk IP3 9QG Tel: 01473 270000 Fax: 01473 276300

Email: sales@tip.textron.com Web: www.ransomesjacobsen.com

Stand: A23

Scotts

Stand: B34

RANSOMES

Stand: C20

#### Scotts UK Professional

Scotts UK Professional will be featuring a number of new products on their stand this year. Firstly we are pleased to announce the launch of the new Greenmaster range, showing the way forward in fine turf nutrition. There will be a live demonstration of the Scotts' weather station and we will be giving advice on the world's best selling turf fungicide, Heritage, which now has on label approval for Take-All disease - the only turf fungicide to do so. Also we are introducing Greenmaster Blade, an organic microbial activator.

Come along to our stand and we will explain it all!

Tel: 0871 2205353



to learn)

### British & International Golf Greenkeepers Association

BIGGA was formed as a professional organisation in 1987, being an amalgamation of three similar volunteer-led national associations. It has now over 7000 members, organised into five regions and twenty-seven sections.

Its main objectives and activities are:

- Membership
- Recruitment
- Directory
- Exhibitions
- Education
- Training

Come and talk to us about any of the above on stand Q128 - 129

# Greenkeeper