

BTME 2013

The BIGGA Turf Management Exhibition

incorporating:



**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

MEDIA CENTRE

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

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.

Further details are available at www.harrogateinternationalcentre.co.uk

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 ques-

**Win
an iPad!**
Come and see
CourseTracker on
the BIGGA stand
(B23) for the chance
to win an iPad!

22-24 January 2013 at the Harrogate International Centre

BTME

Tuesday 22nd January 9am-5pm
 Wednesday 23rd January 9am-5pm
 Thursday 24th January 9am-4pm



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



tions – or just want to put a face to a name! – we'll see you at B23.

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.

GI NEW PRODUCTS

The latest products on the market reviewed

BTME
SPECIAL

BTME

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



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 orifice design 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 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: 025; 04 and 08 - 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 practical ideas to improve the Art of Application, visit the Syngenta stand B52 at BTME, or visit www.greencast.co.uk



GRASS SUBBUTEO

British Seed Houses is looking to put an extra 'kick' into its 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 kilos 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 BSH'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 BSH representative. The highest score over the three days will win," said Richard Brown, Amenity Sales Manager for BSH.

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.

"In the meantime, my colleagues have been practising being goalkeeper, with varying degrees of success. No-one has yet shown themselves to be the table football equivalent of Peter Schmeichel or Gordon Banks!"

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



coursetracker
Monitor your course performance
Get started

How does my club benefit?

Win an iPad!
Come and see CourseTracker on the BIGGA stand (B23) for the chance to win an iPad!

coursetracker

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 you are 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, resources and structure.

Developed by The R&A in 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 facilities.

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



GRASS GROUP LAUNCH VACUUM SWEEPER AT BTME

The Grass Group will be exhibiting the Trilo 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 Trilo S3 has a large, high tip 3m³ 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 RGD140 Disk Overseeder. Well-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 firmed 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.

DLF TRIFOLIUM OFFER PRIZES

Following on from the successful launch of their new 'Tenuis Bent' cultivar, Arrowtown, 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 show how Arrowtown delivers the tight, dense surface that is demanded of a high-speed modern green. With the added benefit of high disease tolerance, Arrowtown 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 mixtures, and review the cultivars, with a free copy of the 2013 Turfgrass Seed booklet.



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



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 greenkeepers practical solutions to turfcare issues, Headland will introduce Xtend 10-10-10+2Mgo at the show. This is a unique pre-seeding 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, Xtend 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.

Xtend 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, Multiverdo 13-0-46 and Multigreen 24-0-24.

Multiverdo 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 Greenkeepers at BTME, spearheaded by Xtend 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 greenkeepers workloads by providing nutrition over a longer period."

Aquatrols: The Creation of an Industry

Roughly 60 years ago, Robert A. Moore pondered over a puddle in a friend'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.

Recognizing 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 Aquatrols Corporation of America, the first surfactant company specifically tailored to the needs of the Green Industry. Nearly six decades later, Aquatrols remains the market leader.

There have been plenty of changes in the field of turf management since Aquatrols introduced Aqua-Gro as the first commercially produced surfactant solution for turf maintenance. Aquatrols has over the years continued to develop Water Management products with Primer 604, Revolution and Dispatch.

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

Though it no longer stands alone in an industry it created, Aquatrols 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, Aquatrols 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 58 years but has maintained a strong position of leadership in the industry. And to think it all started with a single puddle.

Demie Moore, Daughter of Robert A Moore will be talking on "The Evolution of Soil Surfactant Technology for enhanced Water Management" at BTME 2013 on Wednesday 23rd January 9.45am – 10.15am.

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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 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. Increased 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. Read Course Managers' experiences of FieldScout TDR meters on our website in case studies from Greg Evans at Ealing Golf Club, Daniel Lightfoot at Bearwood Lakes Golf Club, and the Course Manager at gWest.

As well as FieldScout Soil Moisture Meters, the range EnviroMonitors offers includes weather monitoring on site or remotely using MeteoVue, and meters for measuring light, pH and chlorophyll levels to assess the health of your turfgrass. Stuart Hogg at St Annes Old Links has owned a Davis Instruments Vantage Pro weather station for many years and shares his thoughts on its use on our website.

BLEC to launch new Sandfiller at Harrogate

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 scarifier and sandlitter 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."



Sandcat

Rotoknife

Shockwave

Greenwave

imants

Get in touch for no obligation practical advice

Call: +44 (0)1260 224568
 Email: info@campeyturfcare.com
 Web: www.campeyturfcare.com

Campey
 TURF CARE SYSTEMS
 QUALITY KNOWLEDGE EQUIPMENT

Campey Turf Care Systems – Specialist suppliers of groundcare equipment

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

BTME: KEY INFO

PARKING

The park and ride service has been discontinued, but the hopper service remains.

Also, there are several public car parks within easy reach of the Harrogate International Centre (HIC) – please see the map.

ACCOMMODATION

The map shows the location of the main hotels within the town.



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.

For details about travelling to Harrogate by public transport visit www.transportdirect.info

Car

From London:

M1 - A1(M) - J47 signposted Knaresborough and then follow the Harrogate signs.

From the North: A1 - J47 signposted Knaresborough and then follow the Harrogate signs.

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

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



Car Parks in Harrogate



300 CAR SPACES
8 BLUE BADGE
HOLDER SPACES

HIC car park

- Pay & Display operation.
- Allocated spaces for Blue Badge Holders.
- Access to HIC.
- CCTV monitored entrance/exit.
- Open as required for events Monday to Sunday.
- Opening times displayed next to ticket machines.



440 CAR SPACES
30 BLUE BADGE
HOLDER SPACES

Jubilee multi-storey car park

(Closest car park for Royal Hall, Hall A and Hall M entrances)

- 'Pay on foot' operation.
- Lifts to all floors.
- Toilets and baby changing facilities.
- Comprehensive CCTV system.
- Open from 7am to 11.59pm (vehicles can be left overnight subject to an appropriate fee on exit).



803 CAR SPACES
24 BLUE BADGE
HOLDER SPACES

Victoria multi-storey car park (5 min. walk)

- 'Pay on foot' operation.
- Lifts to all floors.
- Covered walkway to town centre.
- Toilets and baby changing facilities.
- Comprehensive CCTV system.
- Open from 7am to 7.30pm (Mon-Sat) 10am to 7pm (Sun & Bank Holidays) (vehicles can be left overnight subject to an appropriate fee on exit).



331 CAR SPACES
4 BLUE BADGE
HOLDER SPACES

West Park multi-storey car park (10 min. walk)

- Pay & Display operation.
- Toilets.
- Comprehensive CCTV system.
- Open from 7am to 7pm (Mon-Sat) 10am to 7pm (Sun & Bank Holidays) (vehicles can be left overnight subject to displaying a valid parking ticket).



187 CAR SPACES

Dragon Road Contractors car park (5 min. walk)

- Holding area for exhibitors and contractors visiting HIC.
- Free parking if an official collection/delivery pass is displayed in front windscreen. These passes may be obtained from the event organiser.
- Monitored by CCTV and, during build up/break down, a security and logistics team. At other times, a public pay and display car park.



88 CAR SPACES

Odeon Cinema car park (10 min. walk)

- Pay & Display operation.
- Parking for 88 cars.
- 3 Blue Badge spaces.



78 CAR SPACES

Park View car park (8 min. walk)

- Pay & Display operation.
- Parking for 78 cars.



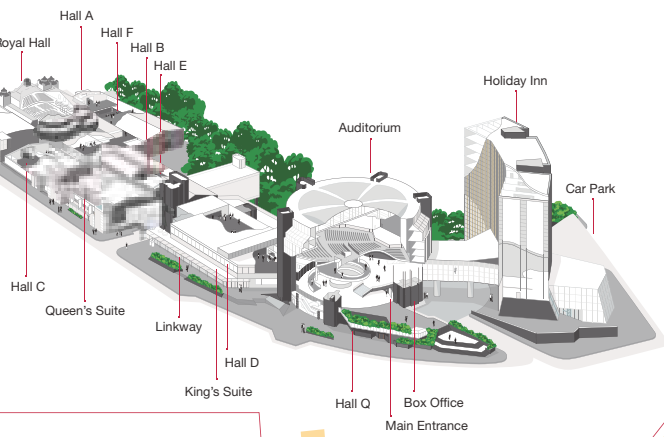
65 CAR SPACES

Montpellier Shoppers car park (5 min. walk)

- Pay & Display operation.
- Parking for 65 cars.



Harrogate International Centre



Hotels in Harrogate

- | | |
|--------------------|----------------------|
| 1 Kimberley Hotel | 8 Grants Hotel |
| 2 Majestic Hotel | 9 Holiday Inn Hotel |
| 3 Old Swan Hotel | 10 Cairn Hotel |
| 4 St George Hotel | 11 Cedar Court Hotel |
| 5 Crown Hotel | 12 Studley Hotel |
| 6 White Hart Hotel | 13 Yorkshire Hotel |
| 7 Hotel du Vin | |

Harrogate Town Centre



Restaurants

Alberts Bar & Grill
Tel: 01423 568446
Modern English

B.E.D
Tel: 01423 568600
Modern English

Bengal Spice
Tel: 01423 502610
Indian

Betty's
Tel: 01423 814008
Traditional English

Bistro Pierre
Tel: 01423 533070
French

Cattleman's Association
Tel: 01423 516456
Tex Mex

Chez La Vie
Tel: 01423 568018
Traditional English

Drum & Monkey
Tel: 01423 502650
Seafood

Harrogate Brasserie
Tel: 01423 505041
English

Joe Rigatoni
Tel: 01423 500071
Italian

La Tasca
Tel: 01423 566333
Tapas

Thai Elephant
Tel: 01423 530099
Thai

William and Victoria
Tel: 01423 521510
English

*This list is not a guarantee of quality food or standard of service.

FOR YOUR EYES ONLY

Come along to the BIGGA James Bond evening to be shaken not stirred, including casino and live entertainment

Further details coming soon...

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

