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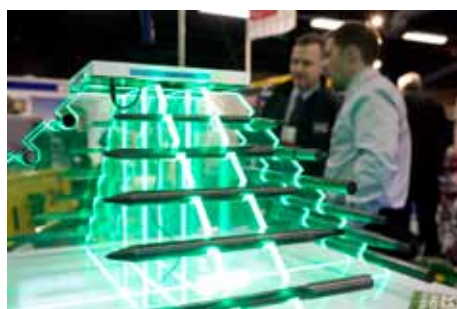


**BTME**

# BTME 2014 THE REVIEW

**BIGGA  
TURF  
MANAGEMENT  
EXHIBITION**





# RECORD BREAKERS!



**A record-breaking BTME 2014 saw over eight and a half thousand visitors from across the globe packing into the Harrogate International Centre.**

Over the next 20 or so pages, we'll attempt to capture a frenetic, enjoyable, buoyant and successful week for the Association as the turf management industry converged on Harrogate. We've got reviews of the Continue to Learn programme, The Turf Managers' Conference, the new Welcome Celebration and feedback from some of the 123 exhibitors, as well as showcasing as many of the new products launched as we could fit in one issue!

Feedback from delegates, presenters and exhibitors has been hugely positive with many describing it as the best show for years with "a real buzz" being one of the key phrases during the week.

There was plenty of news at BTME 2014, none more important than the confirmation of BIGGA's new Chairman and Vice Chairman at the Association's AGM. Past Chairman Tony Smith, who has served the Association with distinction during his 18 months in the post, was nominated for Life Membership of the Association, a nomination that was passed unanimously.

Speaking at the AGM, Tony said: "There's been some very good moments during my time as chairman. I've met some great people and travelled to some fantastic places I would probably never have visited.

"I've enjoyed visiting all the Regions attending their AGMs, Conferences and the roadshows.

He went on to thank companies who have supported the Association during his chairmanship, the

National Board of Management and the team at BIGGA House.

He concluded: "Last but not least is a big thank you to all the membership for having the confidence in me and giving me the wonderful opportunity to serve you as your chairman over the last 18 months.

"When I started greenkeeping all those years ago I would never have thought that I would serve the membership as chairman, so there must be a message to you all out there. If you feel you'd like to serve on the board of directors or even chair it, get involved in your sections and regional committees and help to promote the Association.

"Now I wish my successor Chris Sealey all the very best for his term of office. I know he is very passionate about the Association and will take this great Association forward."

Chris and Tony then completed the ceremonial badge swap before





Chris, Course Manager at Chippenham Golf Club, presented Tony with a commemorative plaque to mark his outstanding work as Chairman.

Tony's nomination of Life Membership came from the Cleveland Section and was approved by the Northern Region and the National Board of Management.

In his first speech as Chairman, Chris said: "I'm honoured to take on this role and I will endeavour to continue to promote the Association's goal of raising the profile and professionalism of greenkeeping."

"It has been a privilege to work with Tony who has carried out his role with skill, dedication and good humour. I would also like to

express my personal thanks to Chippenham Golf Club for their support during my many years of involvement at Section, Region and National level.

"In my view, one of the Association's most important functions is the opportunity it gives all of our members to share and develop experience and knowledge at all levels.

"Although times remain difficult for the golfing industry, BIGGA goes from strength to strength. Evidence of this can be seen at this very successful BTME."

Chris then officially welcomed Les Howkins MG, Course Manager at The Richmond Golf Club, as the Association's Vice Chairman.



### BTME 2014 Visitor Figures



Continue to Learn – 2,764 (new record)  
 Tuesday – 3,205 // Wednesday – 3,940 // Thursday – 1,606



@BIGGALtd

## TWITTER REACTION

In common with BTME itself, Twitter was buzzing during BTME 2014. Here's a selection of your comments...

**Dave Collins @greenkeeperdave**

@ SkySportsGolf guys can you give a shout out to the thousands of golf greenkeepers at Harrogate this week for #BTME2014(they did!)

**Grant Peters @LinlithgowGDept**

Back to work today after an excellent BTME 2014... Learnt lots and loads of turf chat!! Great job @BIGGALtd

**Nathan O'Sullivan @nathosully**

Long drive to Cornwall begins, very interesting and productive week at #btme @BIGGALtd

**greenkeeping @Lancastergc**

Good day @BIGGALtd#btme2014new contacts and old friends. Some new products look interesting too.

**Graham Pickin @graham\_pickin**

@BIGGALtdbest BTME ever, very helpful exhibitors and superb education

**Jack Davies @jackdavies\_turf**

had an absolutely awesome 2 days at #BTME2014 !! been such a thrilling experience! thanks a lot @BIGGALtd!see you next year!!



## TURFKEEPER DRAW

Many of the exhibitors at BTME offered prize draws and giveaways to visitors – and just one of these was Turfkeeper. BIGGA Chief Executive Jim Croxton conducted the prize draw on their stand.

First prize of an iPad Mini went to Ian Smith, Assistant Greenkeeper at Hurlston Hall Golf & Country Club. The second prize, which was a six month subscription to Turfkeeper, went to Adam Moss, Deputy Course Manager at Blackwell Golf Club. For more on Turfkeeper please visit [www.turfkeeper.com](http://www.turfkeeper.com)

# MY BTME 2014



Many turf professionals travelled vast distances to attend BTME. One delegate who made a long trip was Ben Blampied-Smyth, Course Manager at Royal Jersey GC. Here's his diary of a frenetic but hugely worthwhile week...

**I'm sure most greenkeepers look forward to the annual BTME show as a chance to view new products, meet up with suppliers, possibly attend some seminars and of course catch up with friends whilst enjoying a beer in the evening. This is exactly what I did during my flying visit.**

Catching the last flight out of Jersey and only arriving very late on the Sunday night I'll admit to being pleased that the Turf Managers' Conference I had signed up for allowed me a little lie in (in greenkeeper terms!). It was an all-day conference with five very different speakers covering subjects from water resources, to communicating change in the workplace. For me the speaker of the day was Karl Morris, a leading sports psychologist who gave an insight into the power of your mind to notice and appreciate the little things you have which make you, your team and even your golf course stand out from others.

After a hard days' work, some nourishment was in order in the form of a fantastic steak at the Bar

& Grill in the centre of Harrogate with some friends. It's almost impossible to go anywhere without bumping into someone you know. It's a very sociable place.

The exhibition opened the next day so I spent the morning going through my list of products to look at and suppliers to meet up with. It was a fantastic opportunity to view all the major suppliers together to compare for a potential fleet deal that we are looking to do this year. It was also interesting to see the launch of Everris's new greens trueness meter.

I then had a lunch meeting with a product supplier which was a welcome chance for a sit down. You definitely work up an appetite walking round the show! Henry Bechelet presented a 30 minute seminar later that afternoon on Soil Moisture Management which was my final point of call for the day. I've seen him speak a few times before and as always he was really informative and entertaining.

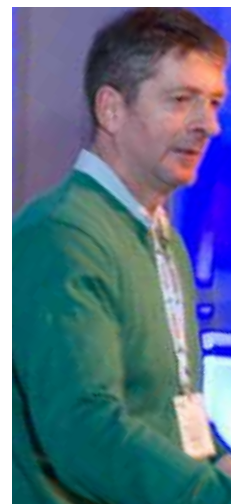
My evening was spent at the Cardamom Black restaurant where I had been lucky enough



to be invited for a meal and where I bumped into my old tutor from Myerscough College. As I said, you're never far from someone you know in Harrogate! I also said that I was going to have an early night - that wasn't the case! It was however a really good night and great to have been introduced to some new greenkeepers and grounds managers and get an insight into their working day.

That was my whirlwind visit to Harrogate this year. Hopefully next year my winter works will allow for a little more time at the show as there is so much to see and some very good seminars on offer. Sadly my late night caught up with me at 5am heading home, but I'm already looking forward to BTME 2015!

ABOVE: Henry Bechelet  
BELOW: Karl Morris



# TURF MANAGERS' CONFERENCE

Jim Cook reports on a thriving series of seminars, once again held at Harrogate's Crown Hotel



**A packed out hall at the Crown Hotel was the venue for BTME 2014's Turf Managers' Conference – another hugely successful event which is clearly gathering pace each January.**

From a modest start four years ago, over 120 delegates attended this time around.

It's become well-known for discussing topical issues, offering vital knowledge and creating lively, interesting debate amongst delegates. This year's event certainly did not disappoint.

Livening up a room full of people at 9am on a Monday morning is a rare skill and opening speaker, Karl Morris from the Mind Factor, gave an impressive demonstration of how this should be done. His presentation on motivational techniques created a truly buzzing atmosphere and was the ideal tonic to begin the day.

"Anybody who says success is all about technical knowledge is wrong. Anybody who says it is all in the mind is also wrong. Blending these two together is the key to success," he began.

As a particularly striking demonstration of the power of the mind he spoke about belief and how the human brain tends to create invisible barriers and stumbling blocks for itself. For example, before the 1950s the four-minute mile was considered impossible. Incredible as it sounds now, there was the belief that the human body would explode if pushed to break this time. After Roger Bannister achieved the feat in 1954 other athletes around the world then started to break the four-minute mark - the mental barrier had been shattered.



Karl went on to speak about attention and the red dot Louis Oosthuizen painted on his golf glove during The Open in 2010 to act as a trigger to focus solely on the shot in hand. He also spoke about the power of language, the importance of positive thinking, role projection and other topics, all of which relate to the role of the manager and kept everyone thoroughly engaged.

Arnold Phipps-Jones, Course Manager at Three Rivers Golf and Country Club, said: "The opening session was brilliant and a great start to the day. It got you thinking and was fresh, as you get into a certain mind pattern of doing things. It was very interesting and stimulated the brain."

In the next session Junier Browne, from the Environment Agency, spoke informatively about water resource availability and where the greatest pressures were throughout the country. He said water availability would change in the future and the agency needed to look at how it licensed going forward.

Junier also went through the application process for abstraction licences. The Q&A session raised a number of topics for discussion including the issue of containing flood water for later use.

Tammy Ball, from Coaching by the Balls, gave a resonating talk on change and used her personal analogy of when she moved from the US to the UK as an example of how change can be extremely difficult, but can be overcome in stages.

She said any change could potentially be overcome if the person making the change communicates the vision effectively. She said: "Having communication and open dialogue is the most critical thing we do in any business."

She also made the interesting point that simply training someone to do something is not guaranteeing behaviour change. She used as an example that showing someone how to use a new piece of equipment is just the start of the change and that does not signal the end of the training process.

Mark Hunt, from Headland Amenity and author of a very popular weekly weather blog, gave a fascinating insight into why extreme weather has now become the norm and explained the 'peak and trough' weather system.

Continuing with a scientific presentation, Mark demonstrated how the Growing Degree-Day (GDD) model is a calculation to quantify growth from minimum and maxi-



mum temperatures. He went on to explain what can be learned from these figures and how they could help with disease management.

He also posited our attitudes towards aeration should be reviewed as weather patterns have changed. Mark said: "The calendar is irrelevant now. January can be a great opportunity for aeration and we should be flexible and adaptable."

Professor Karl Danneberger, from Ohio State University, was next, drawing on the history of the GDD model to demonstrate how it has been used in other industries and explained how maths in the model can be used to predict such things as danger periods for turf disease.

Barry Neville, Course Manager at Stanmore Golf Club, said: "It was an interesting day and has posed a number of questions which I can look into further."

Yannick Asaf, greenkeeper from Golfpark Neuolen AG in Switzerland said: "It was fantastic, well worth the journey from Switzerland, and I recommend it to any turf manager."

# CONTINUE TO LEARN

**“It’s been a fantastic show, one of the best ever. The education has been great. I’ve just come out of the ‘Wimbledon Fortnight: Before, During and After’ session and people were so enthused. All around you see smiling faces and there is a feel good factor coming back to the industry in general.”**  
**Billy McMillan**



**The Continue to Learn programme at BTME 2014 broke all records with an all-time high 2,764 delegates enjoying 180 hours of workshops, seminars and conferences.**

The programme proved so popular that BIGGA took the unprecedented step of repeating a seminar. Steve Chappell, Head Greenkeeper at the PGA Centenary Course at Gleneagles, presented his ‘Ryder Cup 2014 – The Journey Continues’ seminar twice in quick succession to meet demand!

The Turf Managers’ Conference was another success story – for a review on this event turn to page 26.

Thank you to everyone who attended and all the presenters who contributed to our finest BTME education offering yet!

Here’s a brief selection of delegate views on Continue to Learn:

“The Continue to Learn programme has been superb. Year on year it just gets better. The diversity of content has been

fantastic at this year’s show. You see so many young people involved with it as well now so you can almost see the future of greenkeeping.

“I went to one of the sessions about becoming a course manager and found it very useful. At the stage I’m at I know the agronomy side and it’s the managing people and budgets which I’m learning.”

**James Parker**  
**Deputy Head Greenkeeper,**  
**Close House Golf Club**

“It’s a fabulous programme and everyone should try and make the effort to attend as many seminars as possible. The great thing about it is the sheer range of education available. I’ve come here with an apprentice and we’ve both learnt so much, he’ll certainly be back again next year and I will too.”

**Paul Bishop**  
**Course Manager, Manor House**  
**Golf Club**

“The education has been brilliant. The ‘Stepping up to Head Greenkeeper – The Realities’ presented by a current Head



Greenkeeper was a real eye-opener and brought to life the areas I need to work on to further my career.

“Every year I take away even more from Continue to Learn, the whole set up is fantastic.”

**James Bledge**  
**Assistant Links**  
**Superintendent, Royal Cinque**  
**Ports Golf Club**





ABOVE: Steve Chappell's Ryder Cup seminar (part 2!)

BELOW: Dr Colin Mumford, Bayer's Technical Manager

## BAYER'S BUZZWORD SETS THE RECORD STRAIGHT AT BTME

'Neonicotinoid' became something of a buzzword last year as a potential ban on products containing that chemistry loomed – and one of BIGGA's Continue to Learn seminars covered this very topical issue.

Pressure groups and activists latched onto research that suggested these chemicals were killing bees and were to blame for the decline in bee population. Consequently, products containing either Clothianidin, Imidacloprid or Thiamethoxam have been suspended for plant protection purposes for two years, at which point they'll face a review. Media hype and Chinese whispers across the industry has led to uncertainty about which products greenkeepers can now use. To clarify the situation, Bayer utilised the BTME seminar programme to help clear up any doubt.

"The first thing to point out is that the suspension

only applies to the use of imidacloprid on flowering crops, which obviously, managed amenity and sports turf isn't," explained Bayer's Technical Manager, Dr Colin Mumford. "The second thing is that Imidacloprid is still approved for professional amenity and sports turf use. This approval has been sustained as managed amenity and sports turf is non-flowering. Therefore our message is simple. Any product containing Imidacloprid is still fine for professional use on sports turf."

Colin went on to explain that while pesticides have been known to affect bees who come in to contact with them on flowering crops, they form a small part of a much broader spectrum that accounts for a possible decline in bee population. He added that interestingly, pesticides come relatively far down the list of primary causes.

"When asked what the main



risk was to bee health out of these eight primary causes, a survey of beekeepers and laboratories by the European Commission suggests that exposure to pesticides was actually one of the least likely causes; even deliberate poisoning was considered more of a hazard than unintentional contact with pesticides."

Bees play an important role around the vicinity of a golf course, but on the playing surfaces such as tees and fairways, products such as Bayer's Merit® Turf are vital. Colin concluded: "Merit® Turf is an essential weapon in the fight against Leatherjackets and Chafer grubs and maintains its approval for use on sports turf."

Jim Cook reviews BIGGA's inaugural Welcome Celebration, sponsored by Jacobsen



**The first ever BIGGA Welcome Celebration, kindly sponsored by Jacobsen, took place in the magnificent Royal Hall at the Harrogate International Centre. It proved to be a memorable evening featuring well-deserved accolades for various greenkeeping achievements plus a warm and spontaneous speech from Peter Alliss.**

The event began with Alan Prickett, Managing Director of Ransomes Jacobsen, highlighting the 'Hard Road to Harrogate' greenkeepers who were rapturously applauded for their achievement in successfully reaching Harrogate earlier in the day after a 200 mile charity trek.

The recently established BIGGA Greenkeepers Benevolent Fund was then given a major early boost as Alan presented BIGGA CEO Jim Croxton with a cheque for £2,500.

This, in tandem with steady sales of the green wristbands supporting the fund, ensured another BIGGA initiative got off to a strong start.

Next, Jonathan Barr, Head Greenkeeper at Lutterworth Golf Club, was honoured for becoming BIGGA's 63rd Master Greenkeeper by Tony Smith (attending his final official engagement as Chairman) and BIGGA President Sir Michael Bonallack.

CPD Diplomas was awarded to six recipients – Jamie Blake, Head Greenkeeper at Broadway Golf Club, Tony Gooch, Head Greenkeeper at Torrington Golf Club, Derek Grendowicz, Course Manager at Raevo Golf Developments, Gordon Moir, Course Manager at St Andrews Links Trust, Barry Neville, Course Manager at Stanmore Golf Club and Les Howkins MG, Course Manager at The Richmond Golf Club.

Nine CPD Milestone Achievers then filed up onto stage to receive their framed certificates.

They were Mike Boyle, Greenkeeper at Loch Lomond Golf Club, Craig Cameron, Deputy Course Manager at Aldeburgh Golf Club, Jack Davies, Greenkeeper at Five Lakes Hotel Golf and Country Club, Geoff Fenn, Course



Manager at Bedford and County Golf Club, Christopher McGhee, Greenkeeper at Tyrifjord Golf Club, Robert McDowell, Greenkeeper at Wishaw Golf Club, Andrew Reason, Deputy Course Manager at North Hants Golf Club, Steven Rowett, Groundsman at Stowe School and Greg Wellings, Deputy Head Greenkeeper at St Annes Old Links Golf Club.

The BIGGA Golf Photographic Competition 2013 was won by Joe Dormer, Assistant Greenkeeper at West Sussex Golf Club, for his stunning shot of the club's 14th green. He was presented with a framed picture of his photograph.

The Edwin Budding Award was then presented to Tom Hurst of Bernhard & Co.

This special recognition was created to acclaim technical professionals in the turf equipment sector whose actions have gone above and beyond the norm to help shape the golf industry.

American Tom has been in the industry all his life, working with a distributor in Phoenixville for 37 years, before continuing to work for Bernhard & Co after his official retirement.

After being presented with the impressively large trophy, he



said: "I've sold a lot of grinders in my time, so I was very pleased to be back in the business selling machines that I know so well to people I have worked with all my life. It doesn't feel much like work, so to win this award is the icing on the cake. I am humbled that I was even considered."

The Royal Hall offered a suitably grand setting for special guest Peter Alliss who was then invited to the stage.

"I have a special affection for greenkeepers," the voice of golf began.

He went on to give a fascinating account of his life, including childhood memories of greenkeepers on his local course.

He discussed the more "primitive" methods used by the earliest greenkeepers and how he was amazed at how technology and machinery has progressed.

# BIGGA

## Welcome Celebration

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# BIGGA



He said: "The greenkeeping world is a very different world now and I marvel at the technologies now used. It never crossed my mind your profession would grow as it has and even cutting the hole on the greens is very different now.

"I congratulate you all. It's a very worthy profession and your world is one which I still take an interest in. If you go to a golf club you can see if those in charge care and it's the little details that make a difference. At the end of the day it is the golf course itself that makes a club successful.

"I wish you well in all you do because the game of golf has been my world. It's been a wonderful life and you have helped create that. I hope it doesn't get too sophisticated, that everything is done with medicines.

"I still think there is room for the craftsman who knows a particular area and how it works."

After Peter concluded his speech, Tony Smith added: "You're not just the voice of golf but to us you are the voice of greenkeeping. You promote the working greenkeeper on television and I thank you for that."

Commenting on the evening, Steve Beverly, Course Manager at Immingham Golf Club, said:

"We couldn't stretch to an overnight stay in Harrogate so we thought we'd drive through for the day, and it was good to have an event to look forward to on the evening.

"I think these social events are a terrific idea as it means you get the most out of your visit to Harrogate, and I look forward to seeing what happens next year!"

**JACOBSEN**



# EXHIBITORS' VIEW

Jim Cook takes a walk round the stands at BTME 2014 through the aisles of bouyant traders and buyers, and finds the mood to be one of optimism at the heart of the show

**After squeezing through the exhibition halls from Tuesday to Thursday, two things were strikingly noticeable. Optimism has returned to the industry and BTME still has that special something.**

The exhibitors are the heart of the show and the energy they transmit really is inspiring, especially this year with nearly 9,000 visitors thronging the halls. One gentleman I spoke to hadn't left his stand at all on Wednesday – a chocolate-chip biscuit donated by a sympathetic visitor proved to be his only sustenance.

From speaking to many of these exhibitors there was one word which kept being dropped into conversation again and again: buoyancy. Things are undoubtedly looking up, and the teeming exhibition halls at BTME 2014 offered a visual demonstration of this.

I toured the halls speaking to exhibitors, trying to squeeze in a quick chat when they were not deluged by current and potential customers. Speaking on the Tuesday, Matthew Clark from Verde Sports said the large and eye-catching Union Jack at the back of their stand was there to emphasise that they manufacture their products in Britain.

He continued: "We're always at BTME and this year is particularly busy - we've just not had a quiet moment."

He added that his personal reasons for attending the show were to stay in touch with clients and put faces to names.

"This makes a big difference with relationships with customers. If you've met them face to face they stick in your mind and you stick in theirs. This morning I've met three or four customers who I speak to all the time on the phone but had no idea what they looked like."

Several exhibitors from across the world made the trip to BTME 2014. Gaelle Riva and Eric Bruhier, from PHM Philippe Morisse SAS, travelled from France for the show. They exhibited two years previously and had a new line-marking product to show off at the event.



Eric said: "It's great that this event is indoors as we're not at the mercy of the weather. We can keep in touch with our customers from all over the world." Gaelle added: "We can speak to greenkeepers and groundsman here which is good to gain their opinions on our products. Golf is not as popular in France as in England and Scotland so to come and speak with the industry here is valuable. We're not selling the product here as we use distributors, but we're here to promote ourselves and the ability to speak to the end user is unique."

Martin Sternberg, from Capillary Concrete, had journeyed from Sweden. Late on the Wednesday during a rare quiet moment on his stand he said: "This year is a good year. We've been so busy and it's been surprising how many people from other countries have visited. Less than half our sales this week so far have been English. I do about 15 shows a year and this one is really good and getting better. We're opening up in the UK now and the aim for this week was to find distributors and contractors to use and generally explain the product to the market."





Milan Hinich, International Sales Manager at Spectrum Technologies, had travelled over from Chicago for the second year in a row. He said: "For me coming from the USA it's been a phenomenal show. The British people have been extremely polite and I feel like I'm more at home here than in the USA. You are extremely proactive here and realise you must be efficient and optimise the wallet. Overall I'm very impressed with the agrono-

hasn't been there, so even though there is interest it's been hard work getting to the point of sale. Now I believe people have more money in the pot, are prioritising what they need to spend it on and are getting to that point."

The final exhibitor's voice comes from Paula Yarwood, Managing Director at Toms Locker. On the Thursday afternoon, when things were winding down a little, she said: "Of all the industries

**"We've exhibited here for the past four years. This is undoubtedly the busiest and best show so far. I think there is much more optimism in the industry"**  
 Penny Long, Blinder Bunker

mists, the research scientists here and I think you guys are doing the right thing.

"My voice has almost disappeared from all the talking. The whole process from setting up here has been smooth, whether it's customer service or security everyone's had a helping hand here and made it feel like a home away from home. I feel like I've known some of the people I've been talking to this week for years."

Towards the end of the second day Dr John Newstead from Delta-T Device Services said: "We've had more leads than last year and there has been a lot of interest in the application of science and sensors. People seem to be becoming more aware of the benefits technology can have in decision making.

"This show allows us to interact with our customers and find out quirky uses they may have for our products. It's very difficult to get that sat in your office on the phone!"

Brian Swinden, Manager at Yamaha Motor (UK), said: "It has been very busy from the start on Tuesday morning and has stayed busy for two days. Overall it's been a great show for networking and engaging with customers. We always use a stand in Hall C and the spot we have on the corner here is like a spaghetti junction for people passing through."

Penny Long, Director at Blinder Bunker, said: "We've exhibited here for the past four years. This is undoubtedly the busiest and best show so far. I think there is much more optimism in the industry so people are coming now ready to spend rather than just look.

"Although we've had really positive shows in the past, the money

I've worked in, I've never found one as friendly and accommodating as this. It all seems very non-salesy and not so full-on.

"This is our launch and although we were worried how it would go, we have been very well received. The BIGGA guys have been so helpful and in the past two weeks I've been bouncing emails to them and the responses have been coming back quickly. It has been the easiest exhibition I have ever done and most of all it's been fun. I've really enjoyed it."



Eric Bruhier and Gaëlle Riva, PHM Philippe Morisse SAS



**BIGG  
TUREN  
MANN  
EXHIBITION**

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AGEMENT  
BITION

BTME

**Thanks to all  
who attended  
See you next year!  
20-22 January 2015**

## KUBOTA'S SPECIAL YEAR



Tractor and groundcare specialist Kubota has increased its popular out-front range of mowers with the launch of its updated F90 fleet, improving its existing models with enhanced cutting and discharge performance.

The revamped F3090 and F3890 deliver professional performance with Kubota's 30.6HP and 37.3HP diesel-powered engines, fabricated durable mower deck, easier maintenance and superior operator comfort; as well as increased levels of productivity and reliability. Bolstering the existing range, Kubota has also added the F2890E 2WD model to its fleet, designed for operators with less challenging demands.

The improved F90 range comes with rear and side discharge mower decks, available

in 60" or 72" fittings, with both decks raising a full 90 degrees, providing unobstructed access to the blades and deck underside for simpler cleaning and maintenance.

Speaking at BTME 2014, Dave Roberts, Managing Director of Kubota UK, said: "As well as everything else BTME is a great networking opportunity, and there was plenty to talk about with our new products on show."

"The F90 is aimed at the golf course manager, is ideal for the semi-rough and affordable, so we were very excited to show it off in the flesh for the first time.

"2014 marks Kubota's 35th year of business so BTME is a great platform for us to start this special year – we believe in longevity and commitment to the market."



## INFiNiSystem

Pride of place on The Grass Group stand at BTME was the first showing of ATT's 26" INFiNiSystem™. Designed with all the features of its celebrated 22" sister, this completely new product has the same dual Hybrid/Battery power source and range of SMART cassettes for the ultimate in turf maintenance.

The 26" floating head INFiNiSystem™ has been designed to offer even greater productivity – especially when compared to a standard 22" greens mower.

## TWO NEW REDEXIM PRODUCTS IMPRESS AT BTME 2014

Charterhouse Turf Machinery always try to bring something new to BTME and 2014 was no exception as visitors saw the Redexim Double Disc Seeder and Speed-Brush for the first time in the UK.

The new Double Disc 1830 Overseeder was well-received. It buries the seed up to 20mm deep in the ground. At a working width of 1.83 metres, the machine is fully adjustable for any type of seed and has a 300 litre hopper. With disc spacing of 30mm the DD1830 places the seed effectively and accurately drops the seed between the blades into the groove. A 65hp tractor requirement sees the Overseeder taking undulating ground firmly in its stride and promises good germination rates.

Going down a storm at the Redexim demonstration event in Holland last year, the Speed-Brush made its UK debut at BTME 2014. This is a towable grooming machine with two round brushes that rotate in the opposite direction to that of travel.



# BTME 2014 A BIG HIT FOR HIGHSPEED GROUP

BTME 2014 was a successful show for Highspeed Group, particularly for their class leading ClearWater washpad water recycling system.

Director David Mears said: "This was an important show for us and we were determined to make BTME 2014 our best yet. We were not disappointed as the footfall, orders and enquiries exceeded anything seen in the last four years! Confidence is certainly returning."

Worthy of particular mention was the first ClearWater sale confirmed at the show from a German Golf Club. Chris Knowles, course manager of Golf Club Hanau-Wilhelmsbad near Frankfurt, placed an order with Highspeed Group Ltd on their stand. He'd met David Mears at BTME in 2012 and, having checked out a number of washpad solutions, believed the ClearWater recycling system to be the ideal solution to meet the demands of anti-pollution legislation and be future-proof.

Chris said: "The system



we had was inadequate and I wanted to challenge the negative environmental press golf clubs can get in Germany anyway, by showing that we can prevent pollution.

"I was attracted to the ClearWater system as soon as

I saw it because, being below ground, it is enclosed and easy on the eye."

Chris needed to be sure that the system was compliant with EU and German legislation. The UK manufactured system has undergone exhaustive

testing and meets the necessary requirements of EN858 (equivalent to DIN 1999-100 in Germany). Highspeed passed official certification to Chris by way of proof and Chris consequently signed the deal.



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Upright Marker



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## GOLF INDUSTRY FIRST AT BTME

Visitors to BTME were the first in the UK to see Toro's all-new Sand Pro 2040Z zero-turn bunker rake.

With the SP2040Z, Toro brings zero-turn technology to bunker maintenance for the first time. The result is a mechanical groomer delivering unmatched maneuverability and productivity – and, as a result, one of the most laborious jobs on the golf course just got a whole lot easier.

The machine boasts a brand new 'flex' raking system with a patent-pending 'lift in turn' feature that enables operators to make the tightest of turns in bunkers without leaving unraked 'teardrops' or tyre marks, to produce picture-perfect surfaces even in small, tight bunkers and those with sloped walls. Toro also says it won't tear bunker liners or turf on bunker edges.

Lely also chose BTME to showcase its latest Toro PREMA machine – a Reelmaster 5410.

This showed the thousands of visitors the quality of machines available for clubs wanting to buy quality, pre-owned Toro turf machinery that's technically as good as new, at affordable prices, under its new PREMA scheme.



## WORLD FIRST FOR TRIMAX AT BTME

Trimax Mowing Systems' brand new golf and turf mower 'snake' was unveiled for the first time anywhere in the world at BTME 2014.

Snake has been meticulously designed from the ground up, drawing on 30 years of innovation, refined engineering practice and customer insight.

The 3.2m wide trailed rotary mower has been specifically designed for sports turf applications where a high standard of presentation, safety, durability and low downtime are essential. Like its namesake, when it's on the move, it is surprisingly quiet, allowing mowing to take place around sensitive areas without causing disturbance.

Snake looks like a smaller version of the popular

Pegasus mower, and has several innovative features integrated into its design. The clever 'kerb jump' feature allows the decks to be lifted with the blades still engaged to go over kerbs, paths and other obstacles without stopping the PTO. This prevents wear and ensures smoother operation whilst mowing. It is also useful for turning at the end of a mowing run.

Snake has been designed to require little maintenance. Sealed spindles mean there are fewer points to grease. All grease points are easily accessible to ensure any maintenance time is kept to a minimum.

It is equipped with a new sealed PTO system which seals the moving parts from dust and other debris. This allows for

up to 50 hour greasing intervals, dependent on the environment it operates in.

To complete the package, Snake comes with a market-leading three year warranty. This true and trusted warranty, which is also offered on many other Trimax models, demonstrates the company's total confidence in its build quality and engineering.

Trimax Customer Relationship Manager Michael Quinn said: "The Trimax team continues to prioritise the customer. Because our mowers contribute to their livelihoods, we understand that when a mower is not in operation, our first priority to get them running again. Trimax operators are part of the family and with family, you support each other."



## RT LAUNCH NEW RANGE

The biggest, brightest and most informative brochure Rigby Taylor has ever produced was showcased for the first time at BTME 2014.

This 136 page brochure has been specially designed to incorporate user friendly features that allows the reader to easily and quickly navigate through the product sections. Each section is preceded by a double page spread range-selector, which shows 'at-a-glance' the products features.

Also included for the first time are attractive and highly visual icons that depict each product's key characteristics.

The new brochure includes the company's extensive 'R' range of grass seed; including cultivars exclusive to Rigby Taylor and extended wild flower mixtures.

In addition the new wetting agent Propel-R, polymer coated fertilizers PolyPro and ConVert and, the latest addition to the Microlite range, TE-Bag.

# HARD ROAD TO HARROGATE



**One of the undoubted highlights of BTME was the arrival of the ‘Mad Mower Men’ completing their amazing 200-mile trek from Ransomes Jacobsen’s Ipswich HQ to Harrogate pushing Ransomes hand mowers.**

Their incredibly tough week-long charity challenge – all in aid of Scotty’s Little Soldiers – came to an end on the Tuesday of BTME as they triumphantly walked through the entrance at the Harrogate International Centre.

They were then welcomed with applause and party poppers into Hall M with their trusty mowers which they had pushed across several counties in heavy rain, hail and freezing fog.

The fearless foursome were Mark Hillaby, Head Greenkeeper at Macclesfield Golf Club, Tim Johnson, Senior Greenkeeper at Wilmslow Golf Club, Gordon Irvine MG Golf Course Consultant and David Steventon, a former greenkeeper who is now director of Prestige Garden Services. David’s wife Amy and Tim’s dad Stuart also formed part of the support crew.

David said: “I went into it with no training whatsoever, and after the very first day my feet were in bits so I switched to some proper running trainers. They helped but my feet were still held together with blister plasters. It was agony at times but

you just get your head down, take some painkillers and get on with it.

“Walking along we had a lot of cars and lorries beeping their horns encouraging us. Now and again we’d be walking through the middle of nowhere and a car would slow down behind us and stick a tenner at us, that sort of thing really kept us going.

“The first few days were very rural and quiet, it was quite eerie at times pushing this mower along in the middle of nowhere, so it was good to get to busier towns and cities towards the end.

Tim said: “The penultimate day was the worst. The entire route had been pretty flat until we hit this hill near Leeds Golf Club. I could feel my heels and my shins going. We had the odd puncture but other than that it went well – we learnt a lot from our mistakes on last year’s walk. The team spirit was fantastic.”

Gordon added: “My biggest concern was the safety side of it, you’re walking along the road itself at times but we made sure we were very visible. Also the weather was a constant worry – I did last year’s walk in the summer and obviously it was harder this time round. We had some hail and heavy rain plus freezing fog but you get through it.

“We all knew each other at the start but you end up being very close friends at the end, that’s what makes it so special. We talked

greenkeeping as well as lots of other subjects for many hours! I spent a lot of time talking to Tim, he's been involved with lots of the education BIGGA have organised, and it was great for me to hear a young guy's perspective on the industry as we walked round."

Peter Driver, PR and Media Communications Manager at Ransomes Jacobsen commented: "The team were so keen to start the walk that they left our head office at around 4pm on the Tuesday evening, a week ahead of the show. On route they were interviewed by BBC Radio Suffolk on three occasions and also by BBC Radio Cambridgeshire and BBC Radio Lincolnshire. On my way up to Harrogate, on the Saturday prior to the show, I even managed to find them on a B-road somewhere north of Sleaford in the wilds of Lincolnshire to offer encouragement and take a few photos.

"What is really amazing is just how robust the Super Certes mowers proved to be. Tim's mower was the same one used for last year's walk from Liverpool to Hull, so it's now done over 400 road miles without any mechanical modifications whatsoever.

"The team has done a tremendous job, all in aid of a very worthy cause and everyone at Ransomes Jacobsen congratulates them on their achievement. Well done Tim, Mark, Gordon and David and to your support team, who were vital to the success of the walk."

Thanks to everyone who has donated money so far and all the sponsors: Ransomes Jacobsen, Campey Turf Care Systems, Bernhard & Co, Symbio, Cheshire Turf Machinery, Rigby Taylor, Sports Metals, Rushserve, Banner Building & Plumbing Service, Prestige Garden Services, Wilmslow Golf Club and Gordon Irvine MG Greenkeeping Consultancy.

Scotty's Little Soldiers is dedicated to supporting the children of men and women killed in action while serving with the British Armed Forces. You can still donate at [www.bmycharity.com/HardRoadToHarrogate](http://www.bmycharity.com/HardRoadToHarrogate) and watch this space for the lads' next challenge, which Tim's dad Stuart says will be the biggest yet!

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