



Manager at Bedford and County Golf Club, Christopher McGhee, Greenkeeper at Tyriford 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.

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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!"

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EXHIBITORS' VIEW

Jim Cook takes a walk round the stands at BTME 2014 through the aisles of buoyant 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."



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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

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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."



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**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.

