



2018

CHA Buyers' Guide





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**COMMERCIAL
HORTICULTURAL
ASSOCIATION**

CHA Buyers' Guide 2018
(Directory of CHA Members and Products)

Richtlinien für Fachkäufer
Guide de l'Acheteur
Guia de Compradores

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Contents

<i>INTRODUCTION FROM CHA SECRETARIAT</i>	2
<i>THE COMMERCIAL HORTICULTURAL ASSOCIATION</i>	4
 <i>IN DEUTSCH</i>	4
 <i>EN FRANÇAIS</i>	5
 <i>EN ESPAÑOL</i>	5
<i>CHA ANNUAL REPORT</i> <i>Pat Flynn</i>	6
<i>INTERNATIONAL SHOW REPORTS</i>	8
<i>PRODUCT SHOWCASE</i>	10
<i>TRADE ASSOCIATIONS</i>	11
<i>CHA MEMBERSHIP LIST</i>	13
<i>AFFILIATE MEMBERSHIP LIST</i>	16
<i>BUYERS' GUIDE CATEGORIES</i>	18
<i>KATEGORIEN VON RICHTLINIEN FÜR FACHKÄUFER CATÉGORIES DU GUIDE DE L'ACHETEUR CATEGORIAS DE LA GUIA DE COMPRADORES</i>	
<i>INDEX OF ADVERTISERS</i>	20

Export imperative is greater than ever

The imperative for the UK to boost exports and rebalance our significant trade deficit is well known.

Government schemes that support export growth are more important now, than at any time in recent history, particularly for Small and Medium sized Enterprises (SMEs) who need help, encouragement and guidance to make the first meaningful steps towards establishing themselves in overseas markets.

For many years successive UK governments have provided financial support to industry to help in this effort. The Tradeshaw Access Programme (TAP) has been the foundation of many UK companies' export drive, providing much needed financial support for those companies attending trade fairs overseas.

The UK is in a global race to drive growth, improve productivity and to put the UK back on the road to prosperity. To achieve this goal we must recognise the importance of exports and provide an environment that supports industry to take advantage of the huge opportunity presented in foreign markets for the benefit of the UK economy.

To make this happen, we need government to champion industry and look for action in three distinct areas:

- 1 A commitment to keep the Tradeshaw Access Programme for the foreseeable future
- 2 An increase in funding for the Tradeshaw Access Programme, and the introduction of three year rolling budgets to enable exporters to develop a long term strategy
- 3 Effective management of the Tradeshaw Access Programme, and more flexible terms and conditions to allow trade associations to respond to market opportunities

To help put this message across within government, the Federation, on behalf of the Commercial Horticultural Association, organised an Export Briefing in the House of Lords in conjunction with over 50 other national trade associations (please see our report on pages 6 & 7).

If you want to help the Federation and CHA spread the message of the importance of export support for your company, contact us for your copy of the Sponsors' Alliance Export Briefing and send your own letter to your local MP: the more industry presses this issue, the stronger our voice.

Amanda Sizer Barrett

For the Secretariat on behalf of the Committee of the Commercial Horticultural Association



Amanda Sizer Barrett MBE
Director General of the Commercial Horticultural Association's secretariat



We know that growth can cause cash flow issues. The suppliers of sustainable building materials for construction, EnviroBuild, know it only too well. When they won a big cladding space project, they needed to fund upfront the large amount of stock required. That's when they turned to URICA for debt-free supply chain funding.

"URICA is very straightforward. We simply upload the invoice; the client authorises our invoice; and URICA pays us after the agreed number of days."

"Knowing exactly when we will receive payment of our invoice is a great way of doing business, and the fee involved is very fair. The customer is happy too as they still get to pay at the time they're used to paying. Using URICA everyone wins."
says James Brueton, Managing Director, EnviroBuild.

"We didn't have to worry about credit control or chasing invoices as URICA takes all this on, leaving us to get on with the job at hand."

- James Brueton, Managing Director, EnviroBuild

URICA online platform empowers businesses to pay and get paid on the terms they want, releasing cash into the supply chain with zero debt and zero risk.

- **100 % cash upfront** on your sales less a small fee as soon as your customer approves your invoice
- **No debt** - we pay cash and never ask for personal guarantees
- **No risk** - URICA takes on all the risk, even if your customer doesn't pay
- Works the same way for standard and staged payments

More information on how URICA can help you: [✉ info@urica.com](mailto:info@urica.com) [☎ +44 \(0\)207 193 7616](tel:+442071937616) [🌐 www.urica.com](http://www.urica.com)

The Patent Box & Capital Allowances

Find out how your company can generate up to 45% tax allowances against commercial property expenditure and reduce corporation tax to 10% on profits from patented inventions, via our new membership benefit

When it comes to ploughing money into product or process innovation and/or the up-grading and fit-out of your business premises, there are two corporation tax relief mechanisms that can each, in their own right, significantly reward companies that invest in such activities.

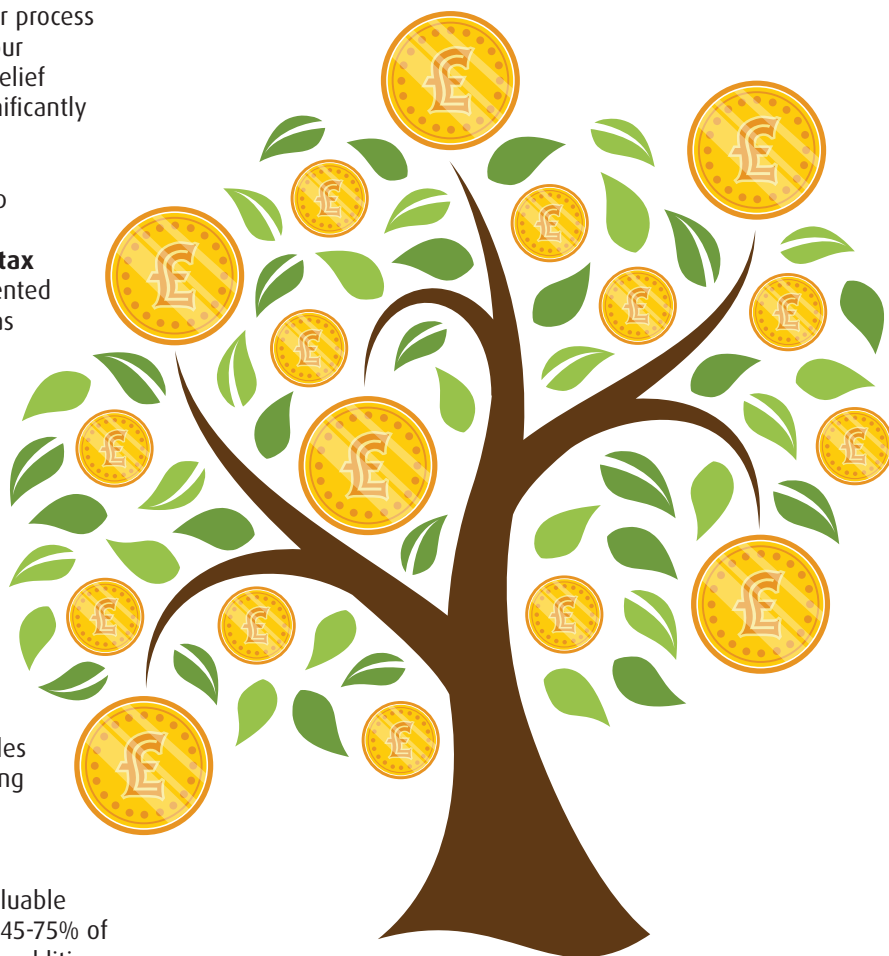
The Patent Box incentivises companies to develop and exploit patents in the UK, supporting business investment and growth by **reducing corporation tax to 10%** on profits from the worldwide sale of patented inventions. Administered by HMRC, over £650m has been given back to companies since the scheme's inception in 2013.

To qualify you need to be a UK company, liable for corporation tax, with revenue and profits from patented inventions; and have contributed to the development of the invention, registered in the name of the claimant company with either the UK Intellectual Property Office or the European Patent Office. To claim, you will need to elect into the scheme and identify and calculate profits from qualifying income. **Even if the patented element is minor, 100% of income should be scheme eligible.** Profits on sales made in the patent pending period qualify following patent grant and **R&D tax credits can be claimed** against eligible patent development work.

With intellectual property rights often the most valuable asset a company owns and estimated to make up 45-75% of Fortune 500 companies' wealth, the Patent Box, in addition to delivering appreciable tax relief benefits, can add material business value by way of protecting and exploiting your IP and increasing company valuation.

Capital Allowances are the main form of tax relief on commercial properties of all types and can generate up to **45% tax allowances against incurred qualifying expenditure**, whether on new build development or acquisition, an extension or conversion, renovation or refurbishment and/or the fit-out with plant & machinery. These are available to owners of a commercial property, either freehold or long leasehold, be they a UK company, partnership or individual subject to either UK corporation tax or income tax. The scope for **claimable expenditure is necessarily broad** given the spread of commercial property usage and fit-out, including power, lighting and heating, security and data systems, suspended ceilings and specialist flooring, electrical ventilation and thermal insulation, window installations and solar shading, to name but a few.

With the Annual Investment Allowance (AIA) for plant and machinery at £200,000 pa and 100% allowance on Environmental Capital Investments (ECAs), **the**



opportunity to benefit from substantial tax relief against investments made on a commercial property should not be overlooked.

A successful, maximised Patent Box or Capital Allowance claim is not easily achieved by a company or their accountants in isolation. Our service delivery partner, **GovGrant**, helps companies receive their full entitlement across a range of government incentive funding schemes. With a 100% claim success record and over £100m delivered in client benefit, their claim management fees are contingent on success.

GovGrant | 
our insight, your reward

For a complimentary, no-obligation, expert assessment to review how your firm could benefit and by how much, simply contact:

Les Sibthorpe on 07747 755145 or email: les.sibthorpe@govgrant.co.uk quoting CHA.

The Commercial Horticultural Association (CHA)



About Us

The Commercial Horticultural Association (CHA) is the British trade association for manufacturers and suppliers of plants, products and services to commercial horticultural growers throughout the world.

History

Established in 1978, initially to represent the interests of the British horticultural supplies sector in UK markets, the association evolved to extend its services into international markets and to develop trade links between the UK supplies industry and international growers, wholesalers and retailers across the world. CHA appointed a new Secretariat in November 2009, managed by The Federation of Garden & Leisure Manufacturers Ltd, to extend and enhance these services.

Serving All Sectors Worldwide

Covering the ornamentals, amenity, landscape and fresh produce sectors, our members offer the full portfolio of products and services for all horticultural requirements. Building on its enviable reputation for research, innovation and high quality standards, the UK supplies sector has introduced some of the world's leading technology, processes and services which are being utilised worldwide.

Our Members Supply...

CHA members can meet your requirements, from young plants, growing media, substrates and fertilisers to post-harvest technology, cut flowers and nursery stock and right through to retail and point-of-sale services (and everything in between).

International Presence

CHA showcases the best of British horticulture at the leading international horticultural trade shows and exhibitions. Currently we focus on key events including **International Horticultural Trade Fair**, **GreenTech Amsterdam** (Holland), **IPM Essen**, **Fruit Logistica** and **GaLaBau** (Germany), **Growtech Eurasia** (Turkey) and **Naivasha Horticultural Fair** (Kenya). CHA offers British companies a low-cost and fully-supported opportunity to participate in these and other leading events.

Members' Services

CHA promotes its members' products and services and British horticulture as a whole throughout the world at shows in selected UK and overseas markets. A full portfolio of **Benefits** is available to member companies, and this is expanded regularly. All the services and benefits are specifically designed to assist member companies to extend sales into new markets and develop business opportunities.

Buyers' Guide & Members' Handbook

CHA publishes an annual 'Buyers' Guide' which is distributed directly to growers and horticultural professionals and also to buyers through key industry events in the UK and overseas.

Liaison with the Department for International Trade

CHA works closely with the British Government Department for International Trade (DIT) and its Commercial Offices at British Embassies, Consulates and High Commissions throughout the world. Through DIT, CHA is able to lobby for grant support for UK companies exploring international markets, provide access to research and introductory services, and to assist overseas partners to develop trade relationships with UK stakeholders.



The Commercial Horticultural Association (CHA)



Der Handelsverband für den Gartenbau

Über uns

Die Commercial Horticultural Association (CHA) ist der britische Fachverband für Produzenten und Lieferanten von Pflanzen, einschlägigen Produkten und Dienstleistungen für gewerbliche Gartenbaubetriebe/Gärtner auf der ganzen Welt.

Verbandsgeschichte

1978 mit dem ursprünglichen Ziel gegründet, die Interessen des britischen Gartenbaubedarfs auf britischen Märkten zu vertreten, weiteten sich die Dienstleistungen des Verbandes auf internationale Märkte und die Entwicklung von Handelsbeziehungen zwischen einschlägigen britischen Lieferanten und internationalen Gärtnern, Großhändlern und Einzelhändlern auf der ganzen Welt aus. Im November 2009 setzte die CHA ein neues Sekretariat ein, das von der Federation of Garden & Leisure Manufacturers Ltd verwaltet wird, um die angebotenen Dienste zu erweitern und zu verbessern.

Weltweite Dienstleistungen für alle Sektoren

Mit der Abdeckung der Sektoren für Ziergewächse, Erholung, Landschaftsgartenbau und Frischwaren bieten unsere Mitglieder ein umfassendes Sortiment von Produkten und Dienstleistungen für alle Anforderungen im Gartenbau. Auf einem hohen Ruf in der Forschung, der Innovation und hohen Qualitätsstandards aufbauend, bietet der britische Zulieferbereich unter anderem weltweit führende Technologien, Prozesse und Dienstleistungen, die nun überall auf der Welt eingesetzt werden.

Unsere Mitglieder bieten an ...

Mitglieder der CHA können Ihre Bedürfnisse decken – von Jungpflanzen, Wachstumsstoffen, Substraten und Düngern über Nacherntetechnologien, Schnittblumen und Anzuchtplanzen bis zu Einzelhandels- und Point-of-Sale-Diensten, zusammen mit allem, was noch dazwischen liegt.

Internationale Präsenz

Die CHA präsentiert das Allerbeste, was der britische Gartenbausektor anbieten kann, auf führenden internationalen Gartenbaumessen und -ausstellungen. Gegenwärtig richtet sich unser Augenmerk auf entscheidende Veranstaltungen, unter anderen der **International Horticultural Trade Fair**, **GreenTech Amsterdam** (Niederlande), **IPM Essen**, **Fruit Logistica** und **GaLaBau** (Deutschland), **Growtech Eurasia** (Türkei) und **Naivasha Horticultural Fair** (Kenia). Die CHA bietet britischen Unternehmen eine kostengünstige Möglichkeit einschließlich umfassender Unterstützung zur Teilnahme an diesen und anderen führenden Veranstaltungen.

Leistungen für Mitglieder

Die CHA fördert und wirbt für die Produkte und Dienstleistungen ihrer Mitglieder wie auch für den britischen Gartenbausektors insgesamt auf einschlägigen Veranstaltungen überall auf der Welt und auf ausgewählten britischen und ausländischen Märkten. Ein umfassendes Portfolio von **Leistungen** steht unseren Mitgliedsbetrieben zur Verfügung

und wird regelmäßig weiter ausgebaut. Sämtliche Dienste und anderen Leistungen sind spezifisch so konzipiert, dass damit den Mitgliedsbetrieben geholfen wird, ihren Vertrieb auf neue Märkte auszuweiten und weitere Geschäftsmöglichkeiten zu entwickeln.

Leitfaden für Käufer & Handbuch für Mitglieder

Die CHA gibt jährlich einen Leitfaden für Käufer heraus, der direkt an Gärtner und Fachkräfte im Gartenbau und auch bei entscheidenden Branchenveranstaltungen in Großbritannien wie auch im Ausland verteilt wird.

Zusammenarbeit mit der britischen Staatsbehörde "Department for International Trade"

Die CHA arbeitet eng mit der britischen Staatsbehörde "Department for International Trade" (DIT) und deren gewerblichen Niederlassungen in britischen Botschaften, Konsulaten und von Hochkommissaren auf der ganzen Welt zusammen. Durch Vermittlung der Behörde DIT ist die CHA imstande, sich für staatliche Unterstützungen für britische Unternehmen einzusetzen, die internationale Märkte erkunden, den Zugang zu Forschungs- und Einführungsdiensten aufschließen und ausländischen Partnern die Entwicklung von Handelsbeziehungen mit britischen Stakeholdern ermöglichen möchten.

The Commercial Horticultural Association (CHA)



Association Commerciale d'Horticulture

Qui sommes-nous ?

La CHA (Association Horticole Commerciale) est l'association commerciale britannique des fabricants et fournisseurs de plantes, produits et services à l'attention des producteurs horticoles commerciaux du monde entier.

L'historique

Fondée en 1978, à l'origine pour représenter les intérêts du secteur britannique des fournitures horticoles sur les marchés du Royaume-Uni, l'association a évolué pour étendre ses services aux marchés internationaux et développer des liens commerciaux entre l'industrie britannique des fournisseurs et les producteurs, grossistes et détaillants du monde entier. En novembre 2009, la CHA a nommé un nouveau Secrétariat géré par The Federation of Garden & Leisure Manufacturers Ltd pour étendre et développer encore ces services.

Au service de tous les secteurs horticoles du monde

Couvrant les plantes ornementales, d'agrément, paysagères et les fleurs/plantes fraîches, les membres de notre association offrent une panoplie complète de produits et services pour répondre à tous les besoins horticoles. Fort de sa réputation enviable en matière de recherche, d'innovation et de haute qualité, le secteur britannique des fournitures horticoles est à l'origine de quelques-uns des processus, des technologies et des services de pointe qui sont aujourd'hui utilisés dans le monde entier.

Nos membres ...

Les membres de la CHA sauront répondre à vos exigences, qu'il s'agisse de jeunes pousses, de milieux de culture, de substrats et d'engrais, en passant par les technologies post-récolte, les fleurs coupées et les équipements de pépinière, jusqu'aux matériels de vente au détail et aux services de point de vente (et bien d'autres choses encore).

Une présence internationale

La CHA présente le meilleur de l'horticulture britannique dans les plus grands salons horticoles et foires commerciales internationales. Nous nous concentrons actuellement sur les événements clés suivants : **International Horticultural Trade Fair** et **GreenTech Amsterdam** (Hollande), **GaLaBau, IPM Essen** et **Fruit Logistica** (Allemagne), **Growtech Eurasia** (Turquie) et **Naivasha Horticultural Fair** (Kenya). Notre association donne aux entreprises britanniques la possibilité de participer à ces événements, ainsi qu'à de nombreuses autres manifestations de premier plan, à moindre coût et avec un soutien total.

Services à l'attention de nos membres

La CHA assure la promotion des produits et services de ses membres et de l'horticulture britannique dans son ensemble à travers le monde, lors de nombreux salons sur certains marchés de Grande-Bretagne et de l'étranger. Un éventail complet de **prestations** (en constant développement) est mis à la disposition des entreprises membres. Tous ces services et

prestations sont spécifiquement conçus pour aider les membres à accroître leurs ventes sur de nouveaux marchés et développer des opportunités commerciales.

Manuel des acheteurs & manuel des membres de l'association

La CHA publie un guide annuel à l'attention des acheteurs, qui est distribué directement aux producteurs et aux professionnels de l'horticulture, ainsi que durant certaines manifestations clés de l'industrie en Grande-Bretagne et à l'étranger.

Liaison avec le secrétariat gouvernemental britannique du commerce (Department for International Trade).

La CHA travaille en étroite collaboration avec Department for International Trade (DIT) du gouvernement britannique et ses bureaux commerciaux dans les ambassades, les consulats et les hauts-commissariats britanniques à travers le monde. Grâce à DIT, la CHA est en mesure de défendre l'octroi d'une assistance financière aux entreprises britanniques qui explorent les marchés internationaux, d'offrir un accès aux services de recherche et d'introduction, et d'aider les partenaires à l'étranger à développer des relations commerciales avec les parties prenantes au Royaume-Uni.

The Commercial Horticultural Association (CHA)



Asociación Comercial Hortícola

Sobre nosotros

La Commercial Horticultural Association (CHA) es la asociación comercial británica de fabricantes y proveedores de plantas, productos y servicios destinados a los horticultores comerciales de todo el mundo.

Historia

Esta asociación, establecida en 1978, inicialmente para representar los intereses del sector del suministro hortícola británico en los mercados del Reino Unido, evolucionó hasta extender sus servicios a los mercados internacionales y desarrollar vínculos comerciales entre la industria de suministro británica y productores, mayoristas y minoristas internacionales, a través del mundo. La CHA designó una nueva Secretaría en noviembre de 2009, gestionada por The Federation of Garden & Leisure Manufacturers Ltd, para ampliar y mejorar estos servicios.

Satisfaciendo todos los sectores mundiales

Nuestros miembros, que abarcan los sectores, ornamental, ocio, paisajismo y productos frescos, ofrecen una cartera completa de productos y servicios que satisfacen todos los requisitos de horticultura. Basado en su envidiable reputación en investigación, innovación y normas de alta calidad, el sector británico de suministro ha introducido varios de los procesos, servicios y tecnología líderes del mundo, utilizados a nivel internacional.

Nuestros miembros suministran...

Los miembros de CHA están preparados para satisfacer sus requisitos, desde plantas jóvenes, medios de cultivo, sustratos y fertilizantes, hasta tecnología post-cosecha, flores cortadas y stock de vivero, así como servicios minoristas y de punto de venta (junto con todos los demás elementos intermedios).

Presencia internacional

La CHA exhibe lo mejor de la horticultura británica en las principales ferias y exposiciones internacionales del comercio hortícola. Actualmente, nos centramos en eventos clave que incluyen: **International Horticulture Trade Fair**, **GreenTech Amsterdam** (Holanda), **IPM Essen**, **Fruit Logistica**, **GaLaBau** (Alemania), **Growtech Eurasia** (Turquía) y **Naivasha Horticultural Fair** (Kenia). La CHA ofrece a las empresas británicas una oportunidad económica y con total apoyo de participar en estos y otros eventos destacados.

Servicios para los miembros

La CHA promociona los productos y servicios de sus miembros, así como la horticultura británica en conjunto, a nivel mundial y a través de ferias celebradas en mercados británicos y extranjeros seleccionados. Una cartera completa de **Beneficios**, que se amplía regularmente, está a disposición de todas las empresas miembro. Todos los beneficios y servicios se han diseñado específicamente para

ayudar a las empresas miembro a aumentar sus ventas en mercados nuevos, así como a desarrollar oportunidades de negocios.

Guía de los Compradores y Manual de los Miembros

La CHA publica una 'Guía de los Compradores' anual que se distribuye directamente entre productores y horticultores profesionales, así como a través de eventos clave de la industria en el Reino Unido y el extranjero.

Conexión con Department for International Trade

La CHA trabaja estrechamente con el departamento gubernamental británico, Department for International Trade (DIT), y sus oficinas comerciales en embajadas, consulados y Altos Comisionados británicos en todo el mundo. A través de DIT, la CHA puede ejercer presión para obtener subvenciones destinadas a empresas británicas que exploran mercados internacionales, ofrecer acceso a investigación y servicios introductorios, y ayudar a socios extranjeros a desarrollar relaciones comerciales con grupos con intereses en el Reino Unido.

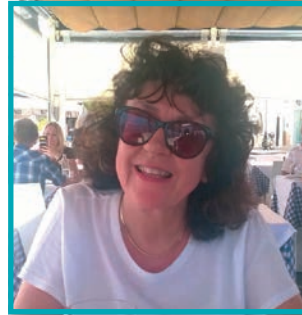
CHA Annual Report 2017

It has been another challenging year for horticulture and the Commercial Horticultural Association has been here to answer questions and assist our members to develop their businesses.

We have added to our team and we're happy to welcome Tom Simmons and Katie- Mai Smith, both of whom work in our busy events team with Theresa Swann. Tom has also been re-building both our UK and our international database of growers so members can be assured that their contact information is being transmitted to the most up to date lists within commercial horticulture.

During 2017 CHA has been present at the main national and regional UK trade shows, once again supporting and promoting our membership to the industry. In addition to The National Plant Show, Fruit Focus, Four Oaks, South West Growers and GroSouth, we were pleased to support the annual AGM and Conference of the Commercial Institute of Horticulture and to take part in GLEE at the NEC.

International trade continues to represent a core part of CHA's activities, aided by our continued status as a Trade Challenge Partner and Accredited Trade Organisation with the Department for International Trade. As a respected association working with the Agri-Tech Organisation within DIT, we are pleased to have compiled a new publication on their behalf, Capability in UK Horticulture, due to be published in 2018. We are also pleased to



Pat Flynn,
Trade Association Manager

have been invited to several agri-tech meetings, receptions and conferences throughout 2017 including the Game Changing Technologies for Agriculture event where it was possible to network and promote our members' interests.

Our Secretariat Director General, Amanda Sizer Barrett, mentioned in her introductory article on page 3 that as part of Sponsors' Alliance, Gardenex and CHA organised an Export Briefing in the House of Lords in conjunction with over 50 other national trade associations. Hosted by Lord Mendelsohn and attended by Members

of Parliament, Lords and Department for International Trade officials, the Export Briefing put British industry's powerful case for export funding and support to a cross section of influential politicians, in particular recognising the value of the Tradeshow Access Programme (TAP Funding) and its support for the foreseeable future. This objective was achieved with the help of a series of effective presentations from a wide range of successful exporters, illustrating how TAP and trade association support has significantly helped businesses. For many years governments have provided financial support in the shape of TAP to small and medium sized companies (SMEs) to encourage exports and help companies attending trade fairs overseas.

Facilitating the TAP scheme in 2017, CHA organised successful international pavilions at IPM Essen -- which included an international drinks reception sponsored by GLEE -- and at Fruit Logistica in Berlin where we hosted a visit by the Secretary





of State for Scotland, The Rt Hon David Mundell MP. A larger contingent of exhibitors will be present at both IPM Essen and Fruit Logistica in 2018 and we will once again be organising the international pavilion at GreenTech in Amsterdam.

As Brexit moves on, with the initial stages agreed, we as an association will be at the forefront ensuring that Government understands the problems that horticulture faces. The views of growers and CHA members were highlighted this year at GrowQuip, our international conference which encompasses the whole of the commercial horticulture sector including ornamentals, fruit, veg and salads. Held at the Stratford Manor Hotel, Stratford upon Avon on November 1st, our keynote speaker Anthea McIntyre MEP answered questions from concerned growers in the audience and pledged her support for future initiatives. Our Chairman has subsequently had a further meeting with Ms McIntyre and we will update our members via our newsletters in 2018 on new opportunities as they develop. Our other top class international speakers highlighted their business successes and once again the whole event was hailed as excellent. We would like to take this opportunity to thank all our sponsors for their support. They are Bulrush Horticulture, Hortifeeds, Morepeople, Turftech International, Vitax and XL Horticulture.

At two recent receptions held by Dr Liam Fox, Secretary of State for International Trade and attended by CHA, the Minister stated that he travels frequently overseas and he always feels proud to be British when out of the country. Internationally we are seen as professional, reliable, innovative, good to work with and above all, we are seen as successful. It is only when the Minister arrives

back in Britain that he sees and hears negativity. He pointed out that 19% of global growth will be outside the EU and that we are in an ideal position to take advantage of this. There are many economies that need to mature and Great Britain can help.

CHA has already been asked to research the Chinese and South American markets, and will also be looking at the USA in more depth. There are excellent opportunities out there for our professional horticulturists, suppliers and growers and we look forward to helping our members develop these.

So as ever, it has been another busy year but we are delighted to be working so closely with Government to achieve significant steps forward for our industry which in turn benefits our members.

We are of course led by our members' needs and we encourage you to make use of your association. If you have any specific aspects of business with which we may be able to help you, don't hesitate to contact us. We look forward to supporting your business during 2018.

Pat Flynn
Trade Association Manager
Mob: 07778 313623



GreenTech

12 – 14th June 2018

Amsterdam Rai, The Netherlands

The Global meeting place for all professionals involved in horticulture technology

There are four main themes to the exhibition – energy, water, crops and people. Visitors can expect to see:-

- Vertical farming
- Glasshouse equipment, climate and internal technology
- Horticultural supplies, machinery and equipment
- R&D, propagation and breeding
- Glasshouse construction

This third edition of the show expects to welcome 11500 visitors from 113 countries. In addition to hundreds of exhibitors, visitors can attend three knowledge information theatres – Food and Flower Crops; Climate, Water and Energy; Trends and Innovations.

Wishing to exhibit? CHA will once again be organising a British Pavilion,

**contact Theresa Swann Email: theresa@cha-hort.com
Tel: +44 (0) 1959 565995**

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The Federation was founded in 1961 with the trading name of Gardenex and has the twin aims of helping British garden and leisure product and service companies to achieve their export potential and helping overseas trade buyers to source British garden products. The Federation has grown substantially over the years in membership and in services offered. In 2006 the Federation formed a separate division, PetQuip (the International Trade Association of Pet Equipment Suppliers) in order to assist and promote the development of international trade in the pet equipment sector. Further expansion in 2009 saw the Federation take responsibility for the administration of the Commercial Horticultural Association and this is adding a new dimension to the UK and international activities of the CHA.

A significant part of the Federation's services involves lobbying government for exhibitor grants and the meticulous planning of British groups of exhibitors at international trade shows around the world; the Federation is one of the top 10 trade associations accredited by the British government for the high standards it attains. Experienced support is provided to firms to ensure that they achieve the maximum success

while at the shows and in the overseas sales follow-ups. The Federation works closely with British embassies and consulates in order to achieve this aim. Among the many other services offered to member companies are:

- regular 'Meet the Buyer' events where British suppliers have one-to-one discussions with key overseas buyers;
- representation at international trade shows via the Federation's British industry information stands;
- access to government subsidies to exhibit at international trade shows;
- opportunities to participate in outward and inward missions involving major buyers;
- exclusive research on consumer and retail trends, distribution patterns and important trade customers in overseas markets;
- providing access to our exclusive database containing contact details and important market information on major importers, retailers, central buying organisations and agents in nearly 50 export markets;
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- an intellectual property protection service;
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- international trade press coverage;
- stand space discount at shows such as Independent Garden Centre Show in Chicago and at Glee;
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Tel: +44 (0)1622 695 656
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E-mail: john@actpub.co.uk
Web Site: www.actpub.co.uk

AHDB Horticulture

Agriculture & Horticulture
Development Board
Stoneleigh Park
KENILWORTH
Warwickshire
CV8 2TL

AHDB's purpose is to inspire our farmers, growers and industry to succeed in a rapidly changing world. We equip the industry with easy to use, practical know-how which they can apply straight away to make better decisions and improve their performance. AHDB is a statutory levy board and is funded by farmers, growers and others in the supply chain.

Contact: Amanda Robins
Tel: +44 (0)247 669 2051
E-mail: press.office@ahdb.org.uk
Web Site: www.ahdb.org.uk

Four Oaks Horticulture Ltd

Farm Lane
Lower Withington
MACCLESFIELD
Cheshire
SK11 9DU

Organiser of the nursery based trade show held each September on the Four Oaks Nursery in Cheshire.

Contact: Pat Coutts
Tel: +44 (0)1477 571 392
Fax: +44 (0)1477 571 314
E-mail: admin@fouroaks-tradeshow.com
Web Site: www.fouroaks-tradeshow.com

Fruit Focus

Bragborough Farm
Welton Road
Braunston
DAVENTRY
Northamptonshire
NN11 7JG

The key business event for all those involved in the production, distribution and sales of soft and top fruit; with over 120 leading suppliers, crop plots, live demonstrations, NFU & Bioline Fruit Forums and featuring 'Vines to Wines' dedicated to the viticulture and wine making industry.

Contact: Nicky Hunt
Tel: +44 (0)1788 892 043
Fax: +44 (0)1788 892 038
E-mail: nicky.hunt@haymarket.com
Web Site: www.fruitfocus.co.uk

Galabau

Overseas Trade Show Ltd
9 Manchester Square
LONDON
W1U 3PL

The European trade fair for landscaping, maintenance and construction of sports grounds. The trade visitors are made up of companies from the horticulture, landscape gardening and open spaces construction sectors, landscape architects as well as planners from government, state and municipal authorities. GaLaBau is perfectly complemented by the two subject areas Playground and Golf, with their ranges directed at the operators of leisure parks, camp sites and kindergardens as well as at managers involved in the construction, care and management of golf courses.

Contact: Kimberly Carsok
Tel: +44 (0) 20 7886 3102
Fax: + 44 (0) 207 886 3101
E-mail: kimberly.carsok@otsa.net
Web Site: www.galabau-messe.com/en

GLEE – Ascential Events

The Studios
2 Kingdom Street
Paddington
LONDON
W2 6JG

Glee is the most comprehensive annual buying event for the garden, pet and leisure sectors. It showcases exciting and unique products, innovative retail ideas and provides the opportunity to meet new suppliers alongside the best international brands. Glee takes place in September at The NEC, Birmingham. For more information or to register go to www.gleebirmingham.com.

Contact: Luke Thomas Murphy
Tel: +44(0) 20 30332579
E-mail: luke.murphy@ascential.com
Web Site: www.gleebirmingham.com

Greentech Amsterdam

PO Box 77777
1070 MS Amsterdam
The Netherlands

GreenTech is the global meeting place for all professionals involved in horticulture technology at the RAI Amsterdam, the Netherlands. The 2016 edition featured 415 exhibitors from 30 countries including all the market leaders, four connected themes: Energy, Water, Crops and People. Date for your diary 12-14 June 2018.

Contact: Nigel Hurcomb
Tel: + 44 (0) 1306 500 512
E-mail: n.hurcomb@virgin.net
Web Site: www.greentech.nl/amsterdam/

GroSouth Horticultural Exhibition

Roundstone Nurseries
Pagham Road
Lagness
CHICHESTER
West Sussex
PO20 1LL

The GroSouth Horticultural Exhibition is the premier exhibition in the South of England for the horticultural industry. Hear the latest news, see the latest and greatest technology and speak first hand with over a hundred different suppliers. The GroSouth exhibition is held at the Roundstone Nursery main production and despatch site which covers over 22 acres and is situated in the centre of a thriving horticultural industry near Chichester in West Sussex. The GroSouth Show attracts exhibitors from all categories of horticulture from retail to training, crop protection to irrigation and everything in between.

Contact: Sarah-Jane Milbourn
Tel: +44 (0)1243 755 949
E-mail: info@grosouth.co.uk
Web Site: www.grosouth.co.uk

Haymarket Exhibitions

Wroxton Business Centre
Bragborough Farm
Welton Road
Braunston
DAVENTRY
Northamptonshire
NN11 7JG

Haymarket Exhibitions organise various events throughout the year.

Contact: Hester Dunkley
Tel: +44 (0)1788 892 042
E-mail: Hester.dunkley@haymarket.com
Web Site: www.haymarket.com

Horticultural Trades Association

Horticulture House
Manor Court
Chilton
DIDCOT
Oxfordshire
OX11 0RN

Trade Association for UK ornamental growers, garden centres, landscapers and manufacturers/suppliers to the gardening industry.

Contact: Martin Simmons
Tel: +44 (0) 333 003 3550
E-mail: info@hta.org.uk
Web Site: www.the-hta.org.uk

Horticulture Week

Bridge House
69 London Road
Twickenham
LONDON
TW1 3SP

Trade magazine for nursery stock, bedding plant growers and those working in parks and gardens. Also incorporating the Grower magazine for fresh produce growers in commercial horticulture.

Contact: Gary Budd
Tel: +44 (0)20 8267 4977
Fax: +44 (0)20 8267 4987
E-mail: hortweek@haymarket.com
Web Site: www.hortweek.com

IPM Essen

MESSE ESSEN GmbH
Messehaus Süd
Norbertystraße
45131 Essen
GERMANY

The international trade fair for plants (IPM ESSEN) is the world's leading trade fair for horticulture. It is the only specialist trade fair of its kind to cover the entire value chain of plants, including production, technology, floristry, garden features and point of sale. No other plant fair offers trade visitors such a comprehensive market overview and so many multifaceted novelties.

Contact: Ilka Zoppa
Tel: +49 (0)201 72 44 870
Fax: +49 (0)201 72 44 513
E-mail: ilka.zoppa@messe-essen.de
Web Site: www.ipm-essen.de/world-trade-fair/

Quinton Edwards

Quintons (Commercial) Ltd
Bartholomew House
38 London Road
NEWBURY
Berkshire
RG14 1JX

Quinton Edwards provide property advice to horticulture throughout the UK and abroad. Acquisition, disposal and letting of property, business valuations for banks, company and tax purposes. Expert witness and rating appeals.

We have been trading for nearly 30 years and have an extensive client list within the industry.

Contact: Simon Quinton Smith
Tel: +44 (0) 1635 551441
Fax: +44 (0) 1635 551440
E-mail: simon@quintons.co.uk
Web Site: www.quintons.co.uk

SCI Horticulture Group

14/15 Belgrave Square
LONDON
SW1X 8PS

SCI's Horticulture Technical Interest Group aims to assist the transfer of horticultural science in its broadest sense into business practice. We do this by providing career support for professionals as well as a forum for discussion and sharing of information on issues relevant to the full range of horticulture-related industries, public authorities, academics and other interested parties. The Group brings together horticulturalists and others working within the horticulture industry, in particular those concerned with the transfer of horticultural science into business practice.

Contact: The membership team
Tel: +44 (0)20 7598 1594
Fax: +44 (0)20 7598 1545
E-mail: membership@soci.org
Web Site: www.soci.org

Scotgrow, Rural Projects

The Stables
2 Ingliston Gardens
Ingliston
NEWBRIDGE
Scotland
EH28 8NB

Scotgrow@Oatridge / Gardening Scotland / Rural Projects Gardening Scotland is Scotland's National Celebration of Gardening and Outdoor Living. A public event attracting 35,000 visitors held at the Royal Highland Centre, Ingliston. ScotGrow@Oatridge is the leading event for growers, greenkeepers, garden designers, landscapers, local authorities and garden centres. Both events are organised by Rural Projects.

Contact: Martin Dare
Tel: +44 (0)131 333 0969
Fax: +44 (0)131 333 0960
E-mail: info@scotgrow.com
Web Site: www.scotgrow.com

South West Growers Show

SWG office
Exmouth Road
West Hill
Ottery St Mary
Devon
EX11 1JZ

The South West Growers Show is the South West's ONLY trade event that is aimed at growers and plant buyers from local authorities, garden centres and retail outlets. It's a unique business-to-business event that brings together growers and suppliers of specialist equipment and services and spotlights nurseries of excellence that are able to showcase the latest plant introductions to buyers.

Contact: Kirsty Lane
Tel: +44 (0)1404 821 982
E-mail: admin@swgs.co.uk
Web Site: www.swgs.co.uk

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Index of advertisers

Agralan	10	IPM Essen	9
Farm-Fos Ltd.....	12	Solufeed	IFC
Gardenex.....	11	Thermobile UK Ltd	IBC
Hortec Grow with Technology	10, 11	TW Hamilton Design Ltd	11
Hortifeeds.....	12	URICA.....	2
INDO Lighting.....	11	XL Horticulture Ltd	10, OBC

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