Hillhead 2020
Quarrying, Construction & Recycling

23 - 25 June
Hillhead Quarry
Buxton  Derbyshire
UK

hillhead.com
Maintaining its reputation as the largest exhibition of its kind in the world, the 2018 show hosted more exhibitors than ever before and welcomed the highest number of visitors in the show’s 36-year history.

The Registration Pavilion doubled in size to almost 100 exhibitors, creating a vibrant and welcoming entrance to the show. The Registration Demonstration Area was also developed to create more outdoor stands in order to meet growing demand.

Hillhead is a key platform for the launch of new products and technological developments, allowing exhibitors to demonstrate and visitors to sample the very latest the industry has to offer.

Hillhead never stands still and work is already under way to improve on the success of 2018, including groundworks to extend the showground and create more outdoor space, plus the installation of a hard-wired fibre-optic network to make it even easier to stay connected.

We look forward to you joining us in 2020.

The Hillhead team
Hillhead puts us in front of customers from a wide range of industries, many of them decision-makers.

Ben Pilkington, Marketing Director, Fuel Proof Ltd

The QMJ Group is a member of the Association of Event Organisers and, as such, is required to ensure that attendance figures for its shows are audited by the Audit Bureau of Circulations (ABC), confirming that the attendance figures have been verified to industry standards by an independent third party.

Hillhead attracts hundreds of companies promoting a broad range of products and services and it’s not just about the ‘big kit’. Over 200 product categories will be on display including:

- Abrasion-resistant materials
- Ancillary site equipment
- Asphalt production & paving
- Automation & control
- Buckets, breakers & attachments
- Bulk materials handling & storage
- Computer software & systems
- Concrete plant & equipment
- Consultancy services
- Crushing & grinding
- Demolition tools & services
- Design, installation & fabrication services
- Dredging equipment
- Drilling & blasting
- Dust, noise & environmental equipment & services
- Electrical equipment & services
- Engines & transmissions
- Generators, compressors & pumps
- Health & safety equipment
- Maintenance products & services
- Mobile plant
- Mobile plant equipment & accessories
- Organisations
- Plant hirers & contractors
- Quality control equipment
- Recycling equipment
- Sand processing
- Screening equipment
- Transport & logistics
- Weighing systems & equipment
- Wheels & tyres

There seemed to be more international interest in our screening media solutions this year, which shows Hillhead is recognised worldwide. We have welcomed visitors from Australia, Canada, Norway, Iceland and the Falkland Islands. Many of them were impressed with and showed strong interest in our WS85 modular screening system, along with the magnetic and compatible WS2.10 lining solution.

Darren Bassingthwaighte, Marketing Manager, TEMA Isenmann

### 2018 Visitor Demographics

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### Product Categories

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### Job Function

- Director/owner/partner: 31%
- General/regional/area manager: 7%
- Quarry/site works manager: 6%
- Manager (other): 14%
- Engineer/technical specialist: 16%
- Sales manager/representative: 11%
- Other: 15%

### Nature of Business

- Quarrying, asphalt, ready mix, concrete products: 18%
- Open cast/deep mining: 1%
- Cement/lime etc: 1%
- Recycling: 7%
- Civil engineering/building: 9%
- Specialist contractor: 7%
- Demolition: 2%
- Plant hire: 12%
- Landfill: 1%
- Govt dept/Local authority/utility: 1%
- Technical consultancy: 3%
- Plant/equipment supplier: 21%
- Other: 15%

### Region

- United Kingdom: 18,031
- Europe: 1,238
- Americas: 135
- Australasia/Pacific: 70
- Africa: 40
- Asia: 68
- India Subcontinent: 42
- Middle East: 129
Welcome to Hillhead

The Registration Pavilion is the only visitor entrance and exit to the show and exhibitors here are guaranteed exposure to every single visitor. Extended in 2018, the Registration Pavilion now houses over 90 exhibitors and stands can be either shell scheme or space only.

The ‘Ramp’

Plots here range from 15m² to over 280m² and create a lively thoroughfare as visitors travel down the ramp to the quarry floor. Exhibiting here means you won’t miss a single visitor as they make their way in and out of the show.

Main Pavilion

Housing over 150 exhibitors, the Main Pavilion is Hillhead’s central hub. For three days it transforms into a hive of activity, providing a vibrant and diverse business-to-business environment. Stands here can be either shell scheme or space only.

Recycling Demonstration Area

Crushing, shredding, screening and washing equipment dominate this area with the tonnes of material processed over the show open day attracting crowds to the south end of the site.

Rock Processing Demonstration Area

Fondly referred to as ‘Crusher Alley’, this area draws visitors across the whole western end of the site and is fed by material extracted from the Quarry Face.

Quarry Face Demonstration Area

Another of Hillhead’s big attractions is the Quarry Face. Hosting multiple machines working across three 12m high benches, this area delivers three days of crowd-pleasing demonstrations.

Quarry Floor

With plots ranging from 72m² to over 2,500m², the exhibits on the main showground, with their marquees, machines, flags and multi-tiered structures, help create the distinctive Hillhead atmosphere.

Hillhead Café

Enjoy a hearty meal at the show’s only sit-down restaurant; the Café is a bustling meeting point which always attracts hungry crowds!

Registration Demonstration Area

Home to rock processing and recycling equipment, exhibitors surrounding this arena have the opportunity to showcase their machinery working in a live quarry environment.
Join us at Hillhead 2020
Become an Exhibitor

Stands at Hillhead are either outdoor on the quarry floor, or inside one of the Pavilions.

All exhibitors receive the following as standard:

- An entry in the official Hillhead Show Guide which is distributed free of charge to show visitors. Includes your company name, stand number, 150-word profile and contact details.
- Inclusion on the Hillhead website exhibitor list.
- Unlimited exhibitor passes.
- Pre-show support in completing Health & Safety documentation.
- Access to the online Exhibitor Manual.
- E-Marketing pack including customer invitations, web banners, Hillhead logos and email signatures.
- Unlimited visitor invitations.
- Exhibitor car parking.
- Opportunity to submit press releases for inclusion on the Hillhead website.

Exhibitor Manual
Our comprehensive online exhibitor manual is designed to guide you through all aspects of planning your stand and includes:

- Full details of your booking.
- Risk assessment guidance and templates.
- A supplier directory of everything from crane hire to floral displays.
- Useful downloads such as invitations, site maps and marketing tools.
- Online ordering of staff badges.
- Order forms for any extras such as furniture, Wi-Fi, electrics & catering.

Hillhead has two large pavilions and exhibitors wanting the convenience of an indoor stand can choose to be in either the Registration or Main Pavilion.

Both Pavilions offer a space only or shell scheme option. Regular stands are 3m deep with various frontages starting at 3m; the smallest stand available is 9m². Weight limits apply within the Pavilions and exhibitors wishing to bring heavy exhibits should discuss their intentions with the Organisers.

A limited number of corner stands are available at a 5% premium.

The Registration Pavilion is the main visitor entrance and exit to the show. Exhibitors here are guaranteed exposure to every single visitor. The Registration Pavilion incorporates visitor registration and, following its extension in 2018, accommodates 90 exhibitors.

The Main Pavilion is located on the quarry floor and has space for over 150 exhibitors. There are a limited number of 6m deep stands available in the Main Pavilion and exhibitors should contact the Organisers for availability.

Shell Scheme Package
£342.00 per m²
Package includes:
- Shell scheme measuring 2.4m high
- White Foamex panelled walling and aluminium frame
- Fascia panel with company name and stand number
- 1 fluorescent strip light
- 1 electrical socket
- Carpet

Space Only Package
£310.00 per m²
Space only stands do not include any additional services and exhibitors are responsible for arranging their own floor covering, electrical power and furnishings. Our space only exhibitors tend to employ an external stand builder and the Organisers can provide details of various contractors and give practical assistance to those wishing to create a bespoke stand.

All space only exhibitors are required to submit a stand plan and risk assessment for approval by the Organisers.

We are very satisfied with the outcome of the Hillhead exhibition, meeting professionals and having valuable conversations with experts within our industry. For us, Hillhead is the best opportunity to show visitors and customers our new products and let them experience the uniqueness and high quality of our machines.

— Richard Harrison
Managing Director, Wacker Neuson UK

Hillhead 2018 has been our busiest ever show. There was a great deal of interest in our concrete plant and systems and we’ve picked up a significant number of potential sales leads, not to mention confirmed sales, including a product on display on our stand.

— Neil Taylor
Sales Manager, Danfords
Outdoor Stands

Outdoor Plots
£44.00 per m²

The majority of stand space at Hillhead is outside on the quarry floor. Standard plots are 12m deep with frontages of 6 or 12m. Smaller and larger plots may be available subject to availability. Companies wishing to take an outdoor stand should contact the Organisers to discuss their size requirements and to check availability.

Outdoor plots do not include any additional services and exhibitors are responsible for arranging their own shelter, Wi-Fi, electrical power and furnishings. Upon booking, exhibitors will receive access to the Exhibitor Manual which includes details of contractors providing these services.

All outdoor exhibitors are required to submit a stand plan and risk assessment for approval by the Organisers. The Organisers are happy to provide assistance and guidance when completing these documents.

There are four separate demonstration areas available and there is no cost to demonstrate for exhibiting companies unless special arrangements have to be made at the request of the exhibitor. All demonstrations will take place under the control and supervision of the Organisers and are operated in accordance with the Quarries Regulations.

1. **The Quarry Face**
   - With three benches spanning the length of the Quarry Face, this area can host over 35 machines which in 2018 included excavators, wheel loaders, dumptrucks, dozers, cold planers, hydraulic breakers, screening buckets and mist cannons.

2. **Rock processing**
   - Operated in the ever-popular ‘Crusher Alley’, where a range of tracked and skid-mounted crushers, screens, scalping grids and stockpiling conveyors can be demonstrated by exhibitors.

3. **The Recycling Area**
   - To the south of the site shows a range of specialist crushers, shredders, screens and washing equipment. Material imported on to the site for recycling demonstrations includes general construction and demolition waste, reject concrete blocks, waste asphalt and brick rubble.

4. **The Registration Area**
   - Further developed in 2018 to create an enclosed arena hosting rock processing and recycling demonstrations. This is the first area to greet our visitors as they enter the show.

Those interested in demonstrating should contact the Event Manager, Harvey Sugden.
**Sponsorship Opportunities**

There is a range of sponsorship opportunities for those wanting to boost their presence at the show. Below are just some of the ways you can get involved:

Opportunities include:
- Branded floor tiles in the Pavilions
- Car parks
- Phone charging stations
- Hillhead café
- Lanyards
- Pocket show guides
- Registration
- Restrooms
- Shuttle buses
- Viewing platforms
- Visitor carrier bags
- Wi-Fi hotspots
- ‘You are here’ boards

Exhibitors interested in these or any other opportunities should contact Harvey Sugden, Event Manager for full details and costs.

**Advertise With Hillhead**

Alongside our sponsorship opportunities, there are many other ways you can promote your brand and gain additional exposure at the show.

- Entrance roadside banners
- Enhanced website listing on hillhead.com
- Official Hillhead Showguide advertising
- Hillhead e-bulletin sponsorship
- Visitor bag inserts
- Digital advertising on Hillhead.com

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**Show Marketing**

The Hillhead brand is world-renowned and our exhibitors benefit from the show’s widespread publicity both in the UK and overseas.

We have long-standing relationships with key trade publications in the quarrying, construction and recycling sectors, providing support for the show’s extensive print and digital media campaigns.

**Digital**

- Email bulletins to previous show attendees, Agg-Net subscribers and external industry publication and digital newsletter subscribers.
- Media partnership with Agg-Net, the leading digital route to market for the aggregates and recycling industries.
- Display advertisements on key industry forums and digital platforms.
- Social media presence on Facebook, Twitter & LinkedIn.

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**Print**

- 250,000 visitor invitations, containing the full exhibitor list, distributed in the UK and overseas.
- 50,000 multi-language visitor brochures distributed globally.
- Advertisements and inserts in over 45 UK and overseas trade journals.
- Circulation of numerous press releases and editorial reviews to leading industry trade journals.
- Partnered with Quarry Management magazine, the official journal of the Institute of Quarrying.

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**Press Attendance**

Through the show’s media partners Quarry Management and Agg-Net, national and international press representatives are invited to attend and report on the show.

By exhibiting at Hillhead, you’ll have access to an international press audience and the opportunity to place press releases and media packs in the official Hillhead press office.

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**The response to our heavy compaction equipment, product innovations and aftermarket developments has been absolutely phenomenal. It has been a very positive and productive event for us, with many orders taken and, unexpectedly, a number of machines on display were sold to customers visiting the stand. We had a lot of enquiries and received excellent feedback. It really could not have gone any better.**

Simon Kennedy, National Sales Manager, Bomag (GB)

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**Show Highlights**

It is the direct face-to-face contact the Show provides that is just so important. We had high levels of engagement on the stand, secured a number of new memberships and received many enquiries for our education and training services. It was the best result for IQ in many years.

Sarah Fry, Head of Membership and Marketing, The Institute of Quarrying
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