



BRITISH EQUESTRIAN TRADE ASSOCIATION

PRESIDENT: MRS JANE HOLDERNESS-RODDAM CBE LVO

EAST WING, STOCKELD PARK, WETHERBY, WEST YORKSHIRE. LS22 4AW
 TEL: 01937 587062 FAX: 01937 582728 EMAIL: info@beta-uk.org WEBSITE: WWW.BETA-UK.ORG

BETA COURSES 2012

COURSE TITLE	BETA Members	SMS Members	Non-Members
Lorinery Retailing RACE, The Curragh, Ireland Date: 20 th March	£70 + vat	£85 + vat	£98 + vat
Safety Course for hat & body protector fitting RACE, The Curragh, Ireland Date: 21 st March	£70 + vat	£85 + vat	£98 + vat
Lorinery Retailing Injured Jockeys Fund, Lambourn, Berkshire Date: 24 th April	£65 + vat	£80 + vat	£98 + vat
Safety Course for hat & body protector fitting Kent Life, Maidstone, Kent Date: 29 th May	£65 + vat	£85 + vat	£98 + vat
Safety Course for hat & body protector fitting Westpoint, Exeter, Devon Date: 26 th June	£65 + vat	£85 + vat	£98 + vat
Safety Course for hat & body protector fitting BHS, Abbey Park, Warwickshire Date: 11 th September	£65 + vat	£85 + vat	£98 + vat

BETA TRAINING THE TRADE

BETA is regarded by retailers as the primary source of training courses for those involved in the equestrian industry. Our courses are run for the trade, by those involved in the trade, specifically designed to suit the needs of the equestrian and country retailer in developing business and satisfying customer needs. Courses are open to the whole trade although BETA members will receive substantial discounts where charges apply.

TRAINING COURSE OVERVIEW

SAFETY COURSE – Attendees will obtain hands-on tuition in hat and body protector fitting together with extensive background on human physiology and principles of safety equipment. Full details will be given on the different standards used in manufacturing, together with coverage of what the riding disciplines will accept for participants.

LORINERY RETAILING – This course aims to unlock the mystery surrounding bits and the biting of horses, together with the other metalwork used on the horse. With a thorough coverage of a complex subject, this one day course introduces you to the principles of biting, how a horse's conformation influences the selection and how best to assist customers in their purchasing decision.

INTRODUCTION TO THE PRINCIPLES OF SADDLE FITTING – Run in conjunction with the Society of Master Saddlers this two day course provides a comprehensive introduction to the principles of saddle fitting, saddle construction, equine physiology and information recording together with hands-on experience in the fitting of different types of horses and ponies. This needs to be booked direct with the SMS.

SADDLERY RETAILING – Selling saddles involves more than just fitting the saddle to the horse. Before this the retailer needs to understand the customer's needs and their expectations from the saddle to ensure the correct saddle is chosen in the first place. This course looks at these aspects and is intended for shop based staff who are often the liaison between saddle fitter and customer.



BETA 2012 COURSE APPLICATION FORM

Please book me on the _____ course on _____ 2012

Delegate 1: _____

Delegate 2: _____

Please book me on the _____ course on _____ 2012

Delegate 1: _____

Delegate 2: _____

Payment details for all delegates – Total excl. VAT £

Vat @ 20% £

Total Payable to BETA £

I enclose a cheque for the above OR, I wish to pay by credit/debit card as below.

Please charge my: Visa Access Switch MasterCard

Card No: Expiry Date: Sec:

Name on Card: Post code card is registered to:

Issue No:

Delegates' Name(s): _____

Business Name: _____

Address: _____

_____ Post code: _____

Telephone No: _____ email: _____

Are you a: BETA Member SMS Member (tick if appropriate)

**Please return to BETA, East Wing, Stockeld Park, Wetherby, LS22 4AW
or fax to 01937 582728.**

****If you have any dietary requirements or special needs please inform us before the day****

CANCELLATION POLICY – any cancellation made less than 14 days before the course will not be refunded unless a replacement delegate is found.