

IPI MAGAZINE

GOLF, SPORTS GROUNDS, LANDSCAPE & GREEN TRANSPORTATION

PRESTIGE GOLFSHIRE CLUB

An inspiring story of Success
in Pandemic times

KARMA LAKELANDS

A day at Karma Lakelands
Golf Course & Country Club
where respect for the
environment is the way of life

OXFORD GOLF RESORT

continuing collaboration with
IPI TORO YAMAHA GOLFCAR
Meeting Anil Seolekar
the Founder of Oxford Group





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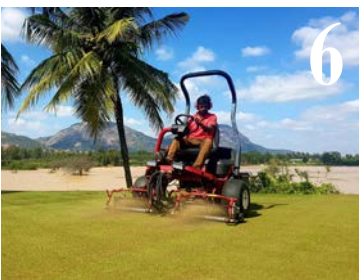
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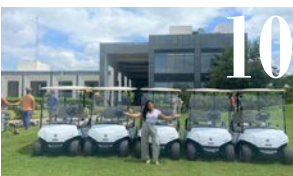
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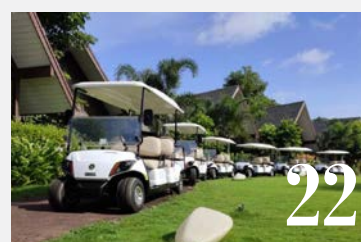
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DEAR FRIENDS CUSTOMERS & BELIEVERS

During this unprecedented pandemic, COVID-19 has brought the world to its knees. Corona-related measures, particularly the prolonged lockdown, have forced multi-national companies to revise their existing and future investment plans. Moreover people are going into confinement and consumption - the economic motor of developed countries - has come to a halt; we all must be wondering if this could be the opportunity for a new beginning.

What will be the nature of the days to follow? Will they be more sustainable or not?

Like many businesses across the world, IPI had planned its work-from-home programs even before it became mandatory. By 15th March, We were already complying with COVID-19 social-distancing measures and we remained operational with out any

interruption in our services.

Work-from-home, online meetings and international live webinar, became the solutions to all the restrictions. Considering benefits like reduced commute times, lower pollution levels, reduced operational costs and increased morale, a permanent work from home business model sounds like the ultimate win-win-win-win, right?

Well, not so fast. There's a world of difference between making something work temporarily because you have to and choosing it as your permanent environment.

I am proud to endorse the commitment behind any expectations of our entire team who has been working tirelessly through these challenging times. I would like to make a special mention about, our service technicians who have been travelling with their camping gear for overnight stay during the out-station site visits due to non-availability of hotels /restaurants.

IPI never stopped to be fully operational as we delivered Toro, Watertronics and Yamaha genuine parts in stock which were needed by our Customers. Also we commissioned Toro turf equipment and Yamaha Golf Cars as soon as the interstate movement have been allowed.

Over the past 27 years IPI continues to maintain its leadership in the Golf Industry, this was the time when I have pondered again as to what makes IPI unique. The answer invariably remained the same all over the years. It is our insatiable desire to keep getting better at what we do so that we continue to exceed our customer expectations.

The focus and commitment to Golf industry and Sport Fields remains unchanged that makes IPI - Toro - Yamaha Golf Car the true market leaders when it comes to delivering Quality Products, Innovative Technologies and Excellent Service.

WHAT'S NEW THEN?

The pandemic's early months were marked by flouting travel and lockdown rules to get out of big cities, and more recent reports indicate significant increases in people looking to permanently move out of the cities to the suburbs and more rural areas.

So we can easily observe how COVID-19 is Prompting Wealthy People to revise their priorities by giving more importance to playing Golf, considered one of the healthiest sport to practice in open spaces. For that reason, the Golf Courses were allowed to re-open soon after the first emergency of lockdown.

Which role IPI can play in this new trending?

Support the Golf Courses in restarting the full maintenance operations, including the seasonal culture practises, offer our expertise in turnkey solutions, providing fleet of equipment and golf cars ready to meet the suddenly increased demand and remain faithful to our motto **"IPI since 1993 there for you always"**.

Stay safe, stay healthy and keep rolling!

With respect and gratitude,

Ravi Garyali



Since 1993
THERE FOR YOU ALWAYS





IPI NEW WEBSITE & NEW LOGO • OUR VISION • OUR MISSION

We are very excited to announce the launch of our newly designed website; visit us at www.ipi-india.com. After many months of hard work and dedication, we are delighted to have officially launched our upgraded website on June 2020. We wanted to make the new website faster, easier to navigate, more user-friendly to reflect IPI growth and experience along 27 years of commitment towards our Clients.

As pioneer in turf equipment and water management industry, we provide innovative solutions especially for Golf and Sports Grounds, It is important for us to portrait information regarding our services and industry trends easily accessible for our clients. As an expert in the Golf Industry since 1993, we endeavour to provide our client partners with the most

accurate, up-to-dated information. share our knowledge and expertise as.

The idea is to have a website that can best represent us, offering always updated contents, insights and news of interest to our target audiences. In details, our goal is to provide our visitors an easier way to learn about IPI services and to browse information based on their own choice.

The new website gives better access to Who We Are, How We Work, Our Products, our Golf Course & Sports Ground Projects, Our Service & Support, Our People, Our Blog as along with our improved Gallery and Careers pages. We have dedicated exclusive page for our **YAMAHA GOLF CAR** and the Rental solutions to serve all the requirements on the market.

Our current and prospective clients will find useful information about our services on the homepage of our website. The gallery page will highlight our completed projects and outline how we have supported our

customers for their growth and added value to their day-to-day operations.

Amongst the new features the site contains integrated social media buttons for Facebook, Instagram, Twitter, Pinterest and LinkedIn to foster effective communication with the Clients. We will be constantly updating our contents with helpful information, cutting edge thought leadership, company announcements and client successes in the Blog, News and Events.

You can also sign up for our IPI Magazine, issued on quarterly basis.

On this occasion we would like to thank our in-house Designer and all IPI team for their valuable time and energy to make this happen!

For any questions, suggestions, feedback or comments, please E-mail us at designs@ipi-india.com.

We value your opinion!





Prestige Golfshire Club

AN INSPIRING STORY OF SUCCESS IN PANDEMIC TIMES

Prestige Golfshire Club, a Troon International managed Golf Course, despite the unprecedented pandemic, held the Prestige Master of Masters 2020 on 28th November 2020.

The Impeccable organisation behind the Prestige Master Series, the India's most prestigious amateur golf tournament,

made the event Safe and Enjoyable for Golfers and Guests.

The greens looked stunning and all was set and ready well in time. The Toro Turf Fleet played its role in the expert hands of The Superintendent Javier Ferran.

The Master of Masters, usually contested over six qualifying rounds that culminates

with an exciting grand finale each year, this year was held in compliance with the Anti-COVID 19 Measures, in one-day tournament. The top 15 finalists from the last 5 years got together and competed on the enduring Prestige Golfshire Club and had the opportunity to battle it out for the ultimate prize.

Let's congratulate with the winners:

Winner: Sandeep Malhan

Runner-up: Sanjay Shreedhar





Prestige Golfshire Club

AROUND THE WORLD IN 30 PLUS YEARS



Declan McCollam

Having spent the best part of the last thirty plus years travelling the globe working and playing golf at over 450+ golf courses in 51 countries I think I have had a somewhat privileged life.

For the past twenty years I have been working with Troon Golf all over the world including the USA, Australia, Asia, Middle East, Europe, Russia, UK and now India.

It has been an experience that has been second to none and even with the battles of the GFC through 2008/09 and more recently the Covid Pandemic life with Troon Golf has been far from tedious.

We have learnt to adapt to adverse scenarios and testing times. To think outside the box and be industry leaders when it comes to innovative thinking and quick to action new business models.

I first played golf in India in the late 80s in Calcutta and also in Bombay. The experience was special and all of the players at the time on the Asian Tour loved coming to India due to the weather and also the warm welcome we always received.

Nothing has changed as far as the Indian Hospitality, but the golf courses have changed dramatically for the better over the past 30 years. Being posted to Prestige Golfshire has been a special experience and one that thirty years ago I could never have visioned.

The Prestige Golfshire is one of India's best golf courses if not the best and the layout and presentation of this course is due to several components; firstly a dedicated Superintendent in Javier Farran a Troon Golf stalwart, then the great layout and build of the course itself and lastly a quality range of turf maintenance products from Toro.

The one constant that we enjoying having as a Troon team member is the security of knowing we have the backing of Toro Golf Course equipment and the good people at Toro no matter where we are in the world.

Troon is predominantly using Toro Turf Equipment around the world and once a product such as the Toro range becomes the product you rely on day in and day out it is hard to even look at another brand.

To carry out the agronomic practices that we do and at the level we expect we need reliability and consistency, which we get from each piece of Toro equipment.

The great thing that I have enjoyed with Toro is the people representing them around the globe are all quality individuals with a passion for their product.

Since arriving India, Ravi Garyali, Managing Director of IPI, has been very good in touching base and wanting to know how best he could assist us with our Toro equipment and also to ensure that our current product range meets our requirements. Finally, we all are looking forward to achieve the highest-quality playing surfaces to strengthen our club's position in the marketplace.

At the end of the day, our core product is the golf course, it is what delivers our biggest revenue streams and provides the backdrop for all other revenue streams at a golf course.

It is easy to think of Toro as a supplier to the Golf Industry but the breadth of the scope of work and projects they cover with their machinery is amazing.

Declan McCollam

General Manager

Prestige Golf Shire Club

A Troon Golf Managed Facility



Prestige Golfshire Club

COVID19 – LOCKDOWN

Special Maintenance

Lockdown was the most remarkable thing in 2020, not only for us but for the entire world. With the strict government rules applied we had to adapt and organized a team of 8-10 greenkeepers who stayed at the property and were replaced every 14 days.

Golf courses may not be deemed essential businesses during these troubled times, failing to perform some level of golf course maintenance can cause serious damage to the course and leave a long and expensive road to recovery. Golfshire management team understood it and supported us.

In Bangalore, grass is actively growing throughout the year. Especially during the lockdown in April, with Paspalum thriving with high temperatures ideal for growth. Here at Golfshire, during the lockdown, we have followed all recommendations from Troon Agronomy and USGA.

Even during lockdown General daily scouting is necessary to identify and address the many problem areas that

are constantly emerging on the course. Sprinkler head issues or irrigation breaks, left unheeded, can cause significant long-





Prestige Golfshire Club

term damage. In our case we had a leak in the main pipe which we were able to fix within 20 hours. Scouting reduces the potential for turfgrass loss as well as the need for unnecessary applications of pesticides, fertilizers and other products.

Turfgrass must continually be mowed and

cared for, especially on putting greens. The general rule of thumb in mowing any turfgrass species is to never remove more than one third of the leaf blade in a single mow.

Aeration, venting and vertical mowing with routine sand topdressing is important to

maintain soil porosity for gas exchange and water percolation. We at PGS with active turfgrass growth, we carried out the culture practices every other week on greens, including during the lockdown, as when they are not performed on a scheduled recurring basis, organic matter accumulates in the soil profile negatively impacting rooting, turf density and surface firmness.

Our greens received regular applications of fertilizer. These nutrients were applied with low doses of growth regulators to produce a subdued but steady growth rate. If these applications are not made on a regular basis, turf quality would have deteriorated and eventually require aggressive maintenance practices for recovery.

It was key the TORO fleet we have. We were even lucky to have the possibility of hand cut greens as we normally do or use the Toro 3250. Even during the critical time we used on Greens: triplex and hand mowers, Procore 684, rollers and the 1750 multipro.

Javier Farran

Golf Course Superintendent

Prestige Golf Shire Club

A Troon Golf Managed Facility



9th Green mowed with the triplex Toro 3250 (twice a week)



18th Green mowed with the hand mowers toro flex 21 (3-4 times a week)



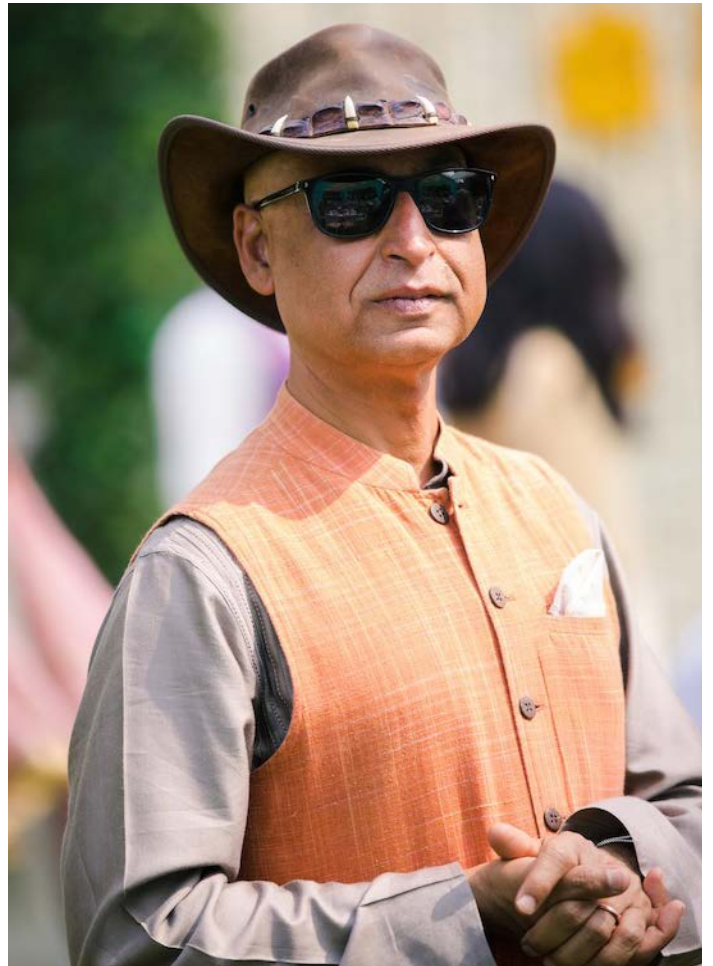
WHAT'S SPECIAL IN THIS EDITION?

A day at Karma Lakelands Golf Course & Country Club where respect for the environment is the way of life

As we drove into the property the serenity of the surroundings promised to swallow up all the smog, congestion and pollution of Gurgaon that we had left behind, not to mention the stresses of the week. Friday evening, it seemed like it was the perfect evening for getting into a 'weekend modality' at Karma Lakelands. But now thinking back I am not sure there is ever a bad time to visit that outstanding property. By the end of the night, our only regret was that we were staying only overnight.

The hospitality and warmth exuded by our host Mr. Khurana and his family - his daughter Aashna and son-in-law, Bisham - were mirrored by the

guards at the gate and staff at the Klub Karma. It was the perfect compliment to the setting. There is a sophistication to the set up at their 100 K square feet club which they spell as Klub - the tastefully placed art, sculptures and accessories that adorn the spacious, breezy foyer and dining areas - yet it felt like home without the stuffiness one usually finds at golf clubs and resorts. This is an atmosphere Ashwani Khurana has deliberately cultivated by choosing not to stipulate a compulsory dress code for golfers and encouraging non-golfing friends or family to accompany the players on the course. From foursome to wholesome, one can say meeting Ashwani was truly a delight. Truly.





You can sense that there is a great attention to guests, golfers & environmental care in every detail.

Being a strong believer of Karma, Ashwani, often called, tree-man of India, is a passionate environmentalist besides being the proud owner and President of Karma Lakelands, which was awarded by Golf Digest as Best **"Eco-friendly Golf Resort"** among all Indian golf courses.

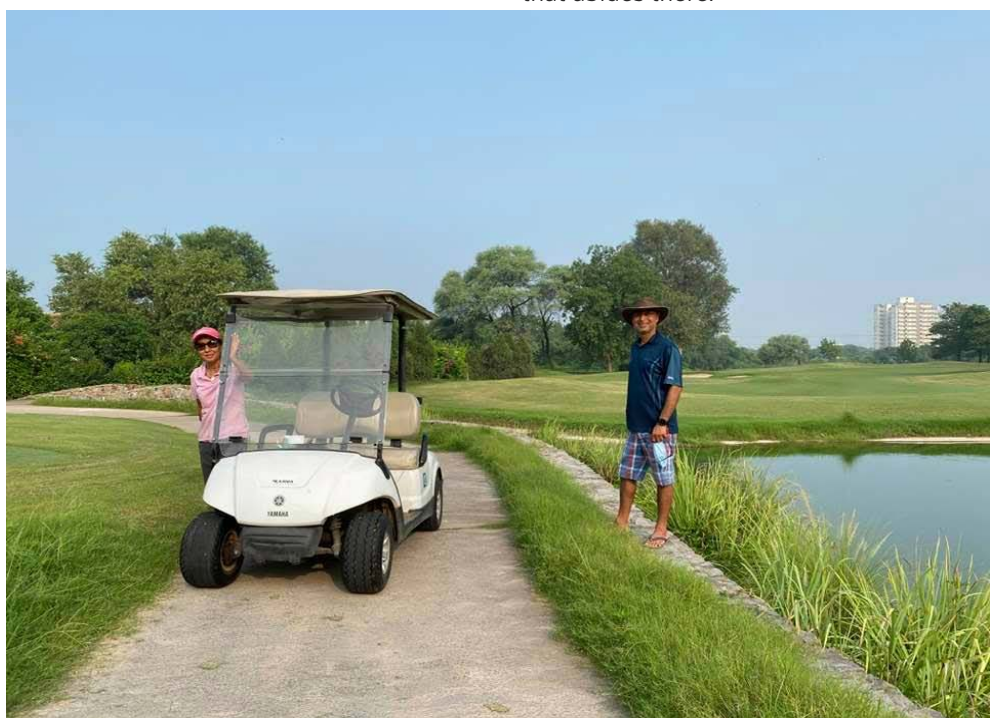
Already a successful and admired entrepreneur in India, at the age of 28 he had the unique distinction of being the highest individual income taxpayer in the country. But let's learn little more about his inspirational personality.

He was bubbling over with the good news of all his accomplishments and all that Providence had bestowed upon him. By accomplishments we don't mean worldly acquisitions, deals, take overs and corporate buy outs but by the gifts he has given back to the environment. He honours

the creator by respecting the creation, and it shows. He has graciously worked through his adult life doing his best to practice & promote Eco responsible living in his entire area of influence.

He is driven by an **"inner passion to do the right green practices and be earth friendly"**.

Already in 2016 Ashwani Khurana had achieved his goal to plant 100,000 trees and counting; his decision to disallow night golf due to the impact the bright lights would have on the birds, bees, bugs and butterflies, regardless of the bottom line; and even the use of bunkers to camouflage their ground maintenance equipment. He discovered that mixing sewage with green waste from the golf course precipitates the composting process and results in an odorless, fertile cocktail, a sample of which he proudly carts around in his Yamaha golf car hoping to start a conversation that will bring change. He calls the process "from night soil to soil energizer". For the past three months he has partnered with the neighborhood community to manage their bio mass & sewage, that has reduced the wastage of this resource as it is now being turned into bio compost. The results of his efforts are shown through the healthy landscapes, kitchen gardens and velvety greens which were impeccable, largely due to the abundant use of this compost. And as we drove around the course on the Yamaha electric golf cart, we were taken by the beauty of the landscape, which was only surpassed by the birds and wildlife that abides there.





Karma Lakelands harvests rainwater and then puts it back into the water table. Ashwani's rationale if they use what is needed, then why not put back? Throughout the property you see large grated areas like oversized manholes from where the rainwater flows into harvesting wells & borewells.

Eco living has become fashionable today but Ashwani pioneered into it as a way of life over three decades back and put it into practice in Karma.

"Guards will respond without Horn. The devotion to the environment is almost monastic. Honking in the entire campus is not allowed as is smoking and chewing of pan masala by staff. Even visitors & golfers can smoke only in designated areas. The property is truly clean, green, serene & eco-responsible in every which way" as explained by him.



WHEN THE BEST CONTINUES TO CHOOSE THE BEST: KARMA LAKELANDS ADDED A NEW FLEET OF YAMAHA GOLF CARTS TO THEIR EXISTING ONE

During the pandemic, the need of adding more new Yamaha Golf Cars to the existing Yamaha golf car fleet was raised by the golfers, who felt risky to share the golf car with another passenger. The answer was immediate! On 1st September **Aashna Khurana, the wonderful daughter who is responsible of Karma Lakelands Marketing Communications**, was already addressing the golfers with this touching message **"You asked and we listened! In order to provide an ever more seamless experience to our lovely golfers, we have added more YAMAHA cars to our fleet"**.

The attention to golfers' needs is like a religion to team Karma Lakelands!!

Mr. Khurana is developing a community based on the principles he embodied from his youth. His **"green gospel"** is a valid one and that seems to have well, pardon the pun, borne fruit in his life and the generation following him, if Karma Lakelands is anything to go by.

We had read about Ashwani's father early days selling lottery tickets and followed by Ashwani years later. As the sun set on a particularly lovely evening, on that



particularly beautiful property, we could not help but wonder if Ashwani had somehow managed to win the lottery of all lotteries in his life. Surrounded by his family, his life's work in Karma Lakelands and living out his passion, the pursuit of green practices and golf, it certainly looks the way it appears.



Oxford Golf Resort

WHAT HAPPENED TODAY? Oxford Golf Resort

**Meeting Anil Seolekar - The Founder of Oxford Group -
Continuing collaboration with IPI TORO YAMAHA GOLFCAR**

Oxford Golf Resort is set in a valley surrounded by rocky hills on three sides with the main access road drops down the valley. The view of the course as you reach the top of the pass is breathtaking, with the green, striped fairways providing such a contrast to the surrounding rocky hills which appear dry and desolate.

The Pacific Coast Design has designed 18-hole course which is laid out over 6420 meters with seashore paspalum on tees, fairways and greens. The construction of the course started in 2004, and is operational since 2009. During construction an extensive amount of rocks was moved to form what is truly a spectacular course in a unique setting.

The course has not been short of challenges in the past years, with difficult-to- manage microclimates, poor water quality and two distinct seasons of weather. The monsoon season being prolonged period of wet weather and low light, while the long dry season sees

temperatures regularly in the 40s and deteriorating water quality. Agronomist John Neylan has worked with several clubs in India over the last five years and has assisted greatly in setting up Oxford Golf Club's maintenance programmes. In

order to manage its water quality issue, Oxford course superintendent Athul and his assistants run a highly organized operation with an exceptional level of course presentation.





Oxford Golf Resort



Anil Seolekar, the Chairman and Owner of The Luxury Oxford Golf Resort, is delighted to share his feedback about IPI - Toro - Yamaha: *"Our entire fleet of turf equipment is Toro as well the Irrigation System. Our association with IPI - TORO was initiated more than 10 years ago and, despite the challenging times, it has always been a great experience. You can count on Toro and IPI is the most fabulous after-sales-service providers ever experienced. TORO has the greatest equipment and irrigation system used widely worldwide. We have been receiving stupendous support and that's the reason we have also added a fleet of more than 20 Yamaha golf cars, which are performing better than any other car in the challenging terrain and ensure the best comfort and safety to our golfers! Full marks to IPI - TORO - YAMAHA team!"*





WORLDWIDE SUPPLIER



HIGHLIGHTS

TORO - RYDER CUP

TORO NAMED WORLDWIDE SUPPLIER TO THE RYDER CUP THROUGH 2029

Agreement with PGA of America and Ryder Cup Europe encompasses all five Ryder Cups to be played this decade

The Toro Company, our key supplier, has been named the official Turf Maintenance Equipment & Irrigation provider for the Ryder Cup through 2029.

The agreement will begin in earnest with the 43rd Ryder Cup, which will be played during September 21-26, 2021, at Whistling Straits in Kohler, Wisconsin.

As the worldwide leading manufacturer of golf course maintenance equipment and irrigation systems for more than 100 years, Toro has a deep appreciation for golf and its industry, which increasingly prioritises environmental sustainability and performance.

“To be selected as the official equipment and irrigation partner for Ryder Cup events is a tremendous honor,” said Rick Olson, Toro Chairman and CEO. “We’re thrilled at the opportunity to support golf’s pre-eminent biennial team event, which promotes winning on behalf of team and country.”

Beyond Whistling Straits, the agreement covers four additional Ryder Cups this decade: 2023/Marco Simone Golf & Country Club, Rome, Italy; 2025 / Bethpage Black, Farmingdale, New York; 2027 / Adare Manor, County Limerick, Ireland; and 2029/Hazeltine National Golf Club, Chaska, Minnesota.

“We’re elated to partner with Toro and to tap into an industry leader who views

precision not as an ideal, but a norm,” said PGA of America Chief Commercial Officer, Jeff Price.

Guy Kinnings, European Ryder Cup Director, said: “We are delighted to formalise this agreement with Toro who have been tremendous supporters of both the European Tour and The Ryder Cup on European soil on many occasions, including the memorable contests at The K Club, Celtic Manor and Gleneagles”.

“Their level of support and standard of equipment is second to none and we look forward to continuing the relationship across what I am sure will be another decade of memorable Ryder Cup action.”



**TOURNAMENT CONDITION,
EVERY DAY.**



WHAT'S NEW

Toro Turf Equipment

TORO SAND PRO 2040Z | THE INDUSTRY'S FIRST ZERO-TURN GROOMER

There is nothing else like the all-new Toro® Sand Pro® 2040Z. With a zero-turn design, the Toro Sand Pro 2040Z infield groomer delivers unmatched maneuverability and productivity. Turn on a dime for easy grooming around bases and obstacles. Power steering provides effortless driving via two independent control sticks. If you can drive a zero-turn mower then the Sand Pro 2040Z will be a breeze.

With a twin cylinder, air-cooled Kawasaki® 12.2 hp (9.1 kW) gasoline engine, the

Toro Sand Pro 2040Z is powerful enough to easily climb in and out of bunkers and quickly transport over hills without bogging down. The unitized transmission design minimizes hydraulic lines and connections for reliable performance with minimal maintenance.

Available attachments include the nail drag/flex groomer, drag mat finishing, light kit, mesh bag kit, speed limiter kit, rake holder and seat suspension kit.

Another industry first in infield maintenance.

The Sand Pro 2040Z infield groomer is unlike anything else in the marketplace - a zero-turn infield groomer delivering unmatched maneuverability and productivity. This unique machine with its exclusive nail drag / flex groomer is the perfect solution for daily infield grooming. The nimble Sand Pro 2040Z will save you valuable time in your workday, improving infield surface playability and consistency.





WHAT'S NEW

Toro Golf Irrigation

New Lynx 7.0 Central Control Delivers the Latest in Irrigation System Control - Toro - A Case for Precision Irrigation to Save water and the Planet too.

Of all the equipment in your fleet, the biggest single piece of machinery you operate is your irrigation system.

Shouldn't you expect it to deliver the same level of precision you get from your mowers? Precision irrigation is no different from dialling in the ideal height of cut and keeping reels sharpened to perfection - and the more precise tools you have, the easier it is to achieve.

The practice of precision irrigation is the next big thing to hit the golf industry. It has obvious environmental benefits, like conserving water by only delivering the precise amount needed. It contributes to overall turf health by eliminating the possibility of overwatering or under-watering, pointing to gains in playability and player satisfaction. And it helps reduce

waste and optimise operational budgets by limiting the amount of chemicals and fertilisers that are washed away due to overwatering.

Here's how precision irrigation can be a win-win-win for any course willing to adopt the new strategy:

Good for the Planet

Over the past few decades, the golf industry has faced pressure to become better global citizens by reducing the use of chemicals and conserving precious resources like water. Precision irrigation brings the opportunity to work toward a better tomorrow. If every golf course across the globe used the exact right amount of resources through precision irrigation, a substantial amount of water could be saved.

Additionally, utilising less water means that fewer fertilisers and chemicals are being washed away on a daily basis. This allows those products to continue to do their

job between applications, contributing to the overall health of the turf-grass. It also enables superintendents to reduce the amount they need to use.

Good for the Budget

Implementing a precision irrigation strategy is good for an operation's bottom line for a few reasons. Chemical applications are expensive, and prices can fluctuate greatly from month to month. By scheduling irrigation efforts to the nearest second (as opposed to the industry standard of the nearest minute), superintendents can minimise fertiliser and chemical runoff. And when they're able to use fewer chemicals, operations can budget appropriately in spite of fluctuating chemical costs.

Equally as important, water costs have been consistently on the rise for the past several decades. As resource availability continues to be uncertain in the mid to long term, superintendents can expect the costs associated with water to continue to rise. A key way superintendents can look to stabilise their costs in the future is to install a precision irrigation control system.

Good for the Game

When turf-grass receives exactly what it needs - the right amount of water, sunlight, fertilisers and other applications - it is healthier, stronger and more aesthetically





Toro Irrigation System at Vooty Golf County



Toro Irrigation System at Prestige Augusta Golf Village



Toro Irrigation System at The Willingdon Sports Club



Toro Irrigation System at Glade One Golf Course

WHAT'S NEW

Toro Golf Irrigation

pleasing. So why would we want to deliver more water to the turf-grass when we know it will thrive best with a specific amount?

When turf-grass is healthier, superintendents have more options to implement practices to enhance the playability of the course. That includes cutting to any desired length and rolling greens without having to worry about any collateral damage or stress inflicted on the turf-grass. And when playability is the focus of a course, it can help generate more revenue for the operation while also helping increase interest in the game of golf.

When it comes to golf course management, precision technology is already becoming commonplace. For example, application equipment is now tapping into GPS-guided technology to achieve a more precise spray and to eliminate overspray.

This technology came about for the same reasons precision irrigation will be an important practice in the future: because it delivers exactly what the turf-grass needs to thrive.

Using this smart technology really is a win-win-win, when you consider the benefits for the turf-grass, the operation's bottom line, and the environment.

Toro - Lynx Central Controlled computer system has been installed in the most prestigious Golf Courses worldwide and in India at Glade One Golf Course, DLF Gary Player Back 9 Golf Course and AP Course, Willingdon Sports Club, Vooty Golf County, Prestige Augusta Golf Course.





WHAT'S NEW

Sports Fields?

Toro New Fleet Ground Maintenance Machines at The Motera Stadium (Gujarat Cricket Association)

We are excited and delighted to deliver the First Toro Proline H800 at “**The Motera Stadium**” a beautiful playing field part of the **Gujarat Cricket Association**, affiliated with BCCI - Board of Control for Cricket in India.

As known, Gujarat Cricket Association is the governing body of the Cricket activities in the Gujarat state of India and the Gujarat cricket team. As a member of BCCI, it has the authority to select players, umpires and officials to participate in state events and exercises total control over them in Gujarat.

‘**The Motera Stadium**’ is one of the finest cricketing venues in the country. A host

to more than 35 international games and a testament record-breaking wins, iconic matches, and lots more. Established in 1982 with a seating capacity of mere 49,000, this historic stadium is now getting its makeover and is all set to become the world’s largest cricket stadium with a seating capacity of 1.10 Lakh fans.

The famous Stadium is part of the sport fields managed by Gujarat Cricket Association, which has also focused its attention on the beautification of the landscape of the Stadium.

As the best chooses only the best, The Motera Stadium couldn’t select anything better than Toro Proline H800

Direct Collect Rotary Mower with high-lift collection, a machine engineered for maximum lifetime and minimum downtime.

With a powerful engine, a large fuel tank, this mower can go longer without stopping! Excellent sight lines make the ProLine H800 perfect for trimming around landscaping in urban areas and parks. And the high performance cutting system delivers a clean quality of cut – crucial for sports fields and business complexes.

IPI and Gujarat Cricket Association have been associated for many years to guarantee international standards products and excellent service to all the cricket grounds in the State of Gujarat.



WHAT'S NEW

Yamaha Food and Beverage Fairway Lounge

MAXIMISE ON-COURSE REVENUE WHILE CARING FOR YOUR GUESTS' HEALTH & FOOD

We redesigned Yamaha F&B to help your Golf Course meet the requirements from your golfers.

Its new shelving system presents an appealing display with ample space for refreshments that means less time lost on trips back to the clubhouse to restock.

Also the wider display holds more safely packed food and drinks, runs more efficiently and preserve you from any risk in such uncertain Covid time. This will lead to higher appreciation from your golfers!

STAY SAFE, STAY HEALTHY
CARE FOR YOUR HEALTH
CARE FOR YOUR FOOD

SIMPLY...

YAMAHA F&B FAIRWAY LOUNGE
THE EASY CHOICE MADE EASIER



WHAT'S NEW

Yamaha Elite Cruise

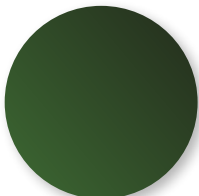
YAMAHA ELITE - THE LUXURY OF YOUR CHOICE

In the beginning, golf was played by humble shepherds, hoofing it with clubs and bags across an untamed landscape. But you can't stop progress. Now we've got golf carts to ferry us around. And not just plain old buggies, but souped-up vehicles. Here is the ideal elite vehicle for golf, leisure and gated communities. With its sporty handling, snazzy glammers interior and spiffy azure colour, it would suit you nicely when we finally decide to give yourself a special treat!

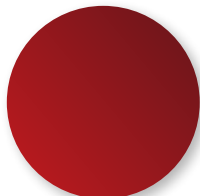
Colours Choice



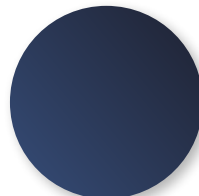
White Solid



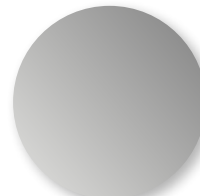
Dark Grayish
Green Metallic



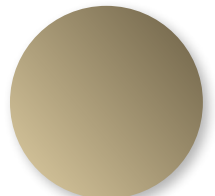
Deep Red
Metallic



Dark Purplish
Blue Metallic



Silver Metallic



Light Yellowish
Gray Metallic



WHAT'S NEW

Yamaha AC Motor Cruise

**W GOA - Luxury Hotel of Marriott
Chooses YAMAHA cars fleet to extend the comfort and luxury to their guests**

YAMAHA THE EASY CHOICE !

ESCAPE TO THE EDGE OF INDIA AND ENJOY THE UNIQUE VIEW

COMFORTABLY SEATING ON YAMAHA CARS AT W GOA.

While you mix and mingle with other globe-trotting trendsetters, multicultural mavens and expat yogaphiles at W Goa, from 1st October the five-star resort partnered with IPI YAMAHA CARS to make the gateway to West India's famous New Age raves, even more exclusive than before.

Greet the sunrise on the Chapora Fort Trail driving the brand new
YAMAHA Electric cars at W Goa.

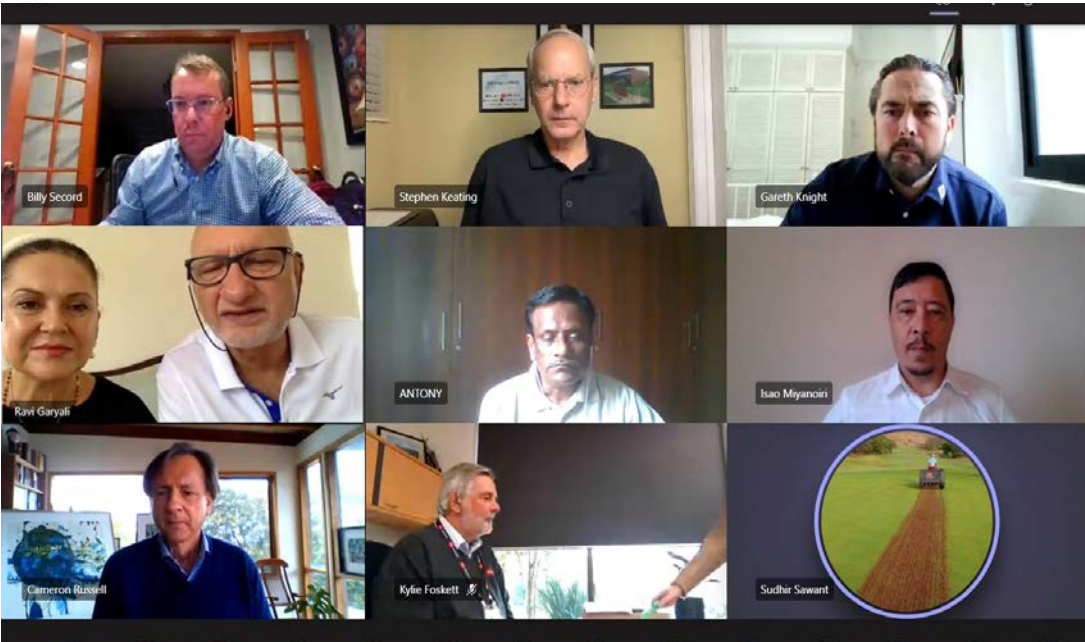




Customer Online Webinar Overview

Web Meetings & TORO Webinar

Influencing Up in Your Organization



in your role has never been more challenging, especially in the unprecedented pandemic time.

We hope that webinar participants of this the session will definitely have a clear understanding of the process for building a team and the importance of applying the Cycle of Respect as a Code of Behaviour.

Professionalism, commitment and respect are a “must to believe and do” in Toro and IPI proudly endorses the same principles and implement them in our daily routine within the staff and with its Customers and Believers.

TORO organized a Customer Online Webinar - 25th September 2020 addressing the topic

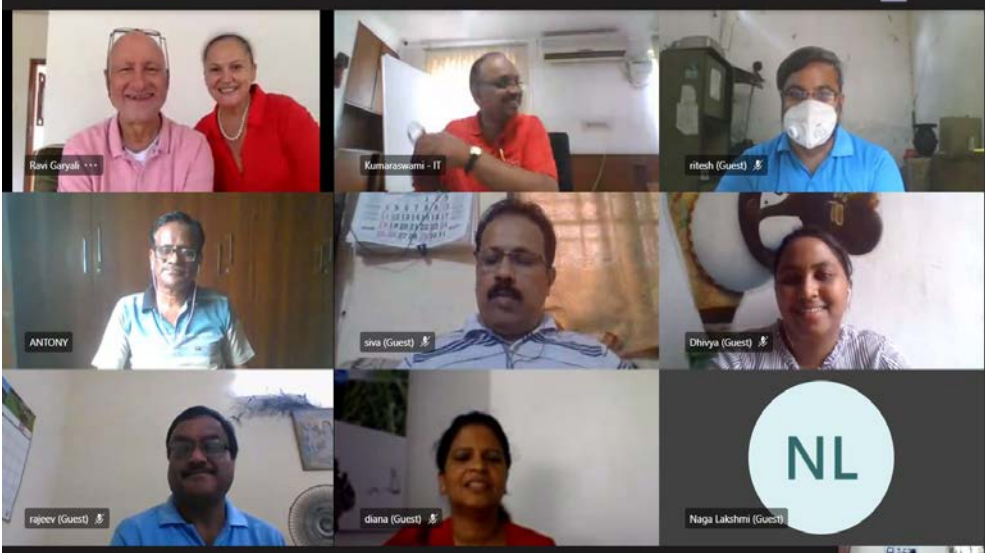
“Influencing Up in Your Organization - The Cycle of Respect”

The ability to influence colleagues and superiors is essential for success in today’s business environment. In this fast-paced 90-minute webinar we discussed the basics of “Influencing Up” in the organisation.

We looked at the importance of showing respect in a business setting and in life. We offered guidance on building a team culture

to accomplish more with less... less of everything these days.

We discussed on ideas for negotiating the way to succeed, because getting what you need to excel





Service Training in Mysore



JWGC



Eagleburg Golf Course



Eagleburg Golf Course



Eagleburg Golf Course

WHAT'S NEW

IPI Service

IPI SERVICE TRAINING BACK ON TRACK!

Enhancing the quality of our service keeping our Customers as the ultimate priority is our mission.

We earn our reputation every day by consistently providing world class parts and service to our customers. Our Parts filling rates are over 90% to minimize downtime. We have 'state of the art' commercial and irrigation service capabilities, certified technicians, and field service

personnel dedicated to our entire product offerings. We believe that if we partner with our customers and rejoice their success as ours.

Therefore, as soon as the interstate movement was allowed, our Service team of Technicians started the on-site day program which are exclusively designed for Golf and Sports Fields & Grounds equipment technicians or anyone at a facility with turf equipment

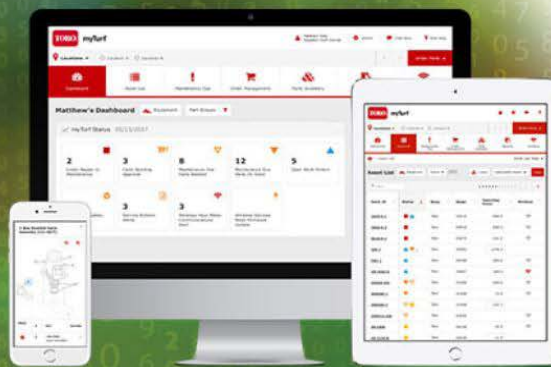
maintenance responsibility.

The training session covered:

- ✓ **Cutting Unit Technology:** Cutting unit set-up and adjustments
- ✓ Daily Maintenance after operating the equipment
- ✓ **Traction Units:** Electric and hydraulic systems diagnostics, troubleshooting and testing
- ✓ **Spray Systems:** Components, operation and calibration
- ✓ Toro information systems
- ✓ Open forum with Q/A (Question and Answer)



**CONNECT. MANAGE.
MAINTAIN. SIMPLIFY.**



Asset Management Made Simple With myTurf® Pro

HOW TECHNOLOGY CAN HELP TO PRESERVE AND MAINTAIN YOUR INVESTMENT IN TORO TURF FLEET

Maintaining the perfect playing surface is no small undertaking. Golf course superintendents encounter countless obstacles on any given day, including keeping track of budgets, supervising staff and overseeing the operation of complex equipment and systems that need to remain in top operating condition. Add weather and other variables, and it's safe to say that superintendents are no strangers to workplace challenges.

That's where myTurf Pro comes in.

A comprehensive asset management

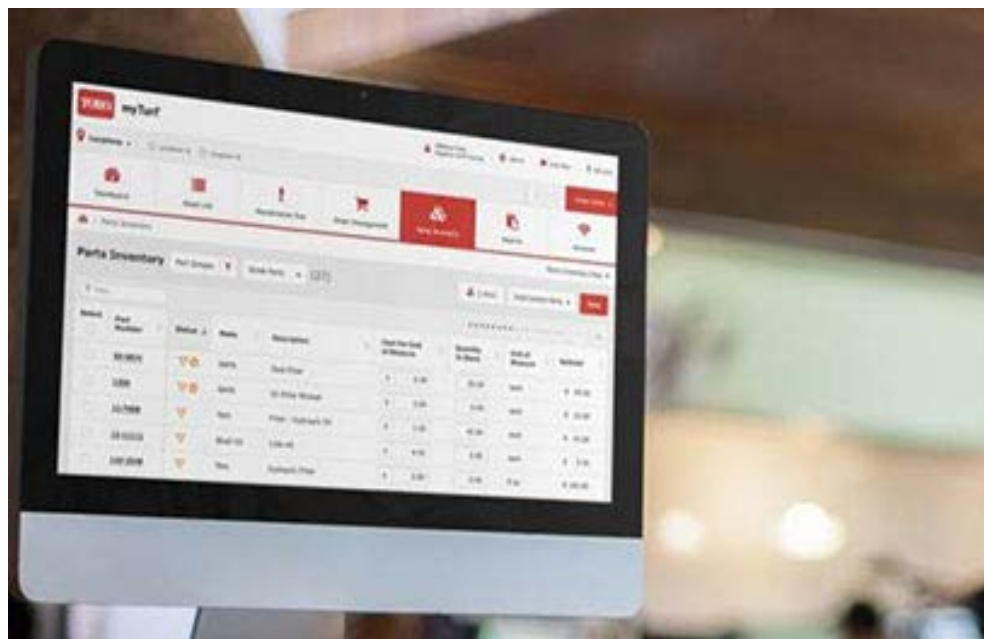
system, myTurf Pro focuses on connecting, managing, maintaining and simplifying maintenance processes to help address the daily challenges of maintaining a golf course. Launched earlier this year, myTurf Pro is already revolutionising the way superintendents are monitoring their assets, ordering parts, managing assignments and tracking maintenance completion. This ultimately allows crews and technicians to be more efficient, contributing positively to the bottom line of the operation.

A True Evolution

This comprehensive and intuitive asset management system has been more than a decade in the making. Previously, asset management tools were primarily focused on the cost of ownership of a specific piece of equipment. In contrast, the new system has evolved into an overarching tool for managing assets including equipment attachments like cutting units, scheduling technician assignments and tracking overall costs of operation.

Additionally, no other asset management system has provided the flexibility and customisable tools to deliver interactive alerts, job tracking information, expense and operations reporting, and instant access to mission-critical service documentation - all vital information for effectively managing an operation, and all available in a single system.

By simplifying these processes, myTurf Pro allows more time for superintendents to focus on what matters most - the health of the turf and the overall success of the operation.





Getting the Job Done

The web-based myTurf Pro asset management system seamlessly connects equipment and maintenance programs, while real-time data keeps course staff informed to ultimately work smarter and more efficiently. A proactive approach to maintenance allows superintendents to lengthen the overall longevity of the equipment and reduce overall maintenance costs.

Detailed historical maintenance records provide valuable information on total cost of ownership and asset performance, ultimately allowing superintendents to make smart equipment choices. While this data is being reported behind the scenes, the myTurf Pro system features an “at a glance” user-friendly dashboard that keeps management informed of maintenance requirements and operational status.

Additionally, the system allows technicians to automate processes with proactive maintenance notifications, and the turf industry’s first equipment connectivity tool - Toro wireless hour meters - to automatically track operating hours within the myTurf Pro system.

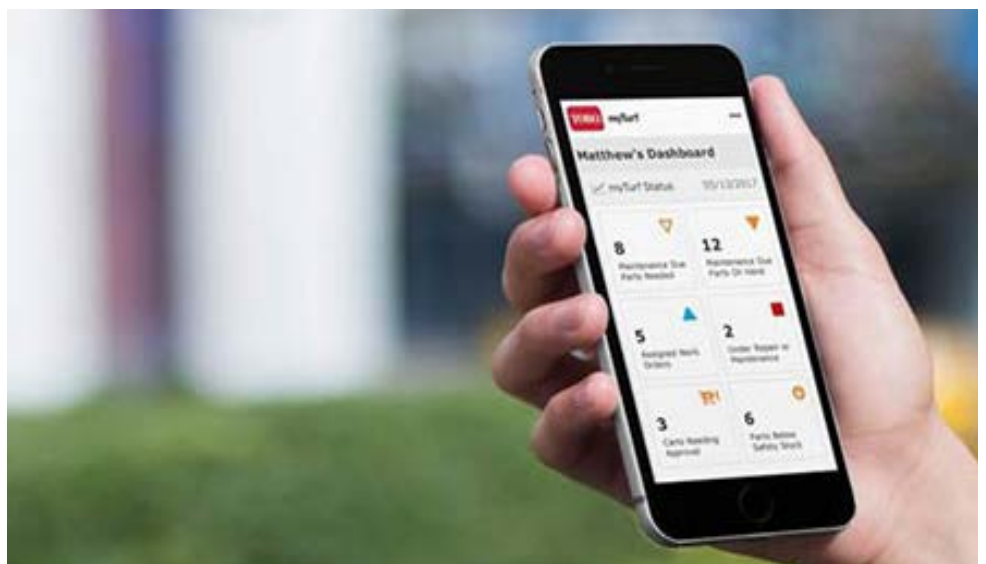
Another unique feature of the myTurf Pro asset management system is the ability to quickly link to interactive parts diagrams specific to a course’s Toro equipment and click to order replacement parts directly from the program 24 hours a day, 7 days a week. It can also manage maintenance assignments and track completion of tasks while providing comprehensive reporting to review when needed.

Plays Well With Others

Toro’s myTurf Pro web-based asset management system also provides full and immediate access to electronic equipment manuals and other resources specific to equipment in the fleet at the touch of a

button, but the benefits aren’t limited to Toro equipment. Superintendents can also use myTurf Pro to manage other equipment brands, providing a comprehensive picture of all the equipment assets in the fleet. myTurf Pro is also an outstanding solution for managing irrigation systems, allowing superintendents to establish maintenance programs, track history and costs, and order parts - all from the same easy-to-use myTurf Pro interface. The system is backed by Toro National Support Network (NSN) allowing users to chat, email or call regarding any questions that may arise.

IPI is happy to provide a free trial today or an on line demo by or visit the myTurf Pro website.



SEE, READ AND SHARE USER QUOTES FROM AROUND THE WORLD

717
QUOTES
[VIEW MAP](#)



Greensmaster TriFlex

“Ease of use for the operator. The quickness of removing the reels.”

By: Superintendent, Hawk Hollow Golf Course, Cheboygan, MI, United States

TORO LEADERBOARD:

The Voice of the Superintendents

Toro Leaderboard ([www.toro.com / Leaderboard](http://www.toro.com/Leaderboard)). The first website that facilitates Word-of-Mouth to promote golf segment growth.

Golf course superintendents consistently rank word-of-mouth from other superintendents as one of the most influential factors in a new equipment purchase decision - second only to local distributor support.

Based on this research and an impassioned customer base, TORO introduced the Toro Leaderboard (www.toro.com/Leaderboard), a website that facilitates word-of-mouth sharing between superintendents who own Toro Equipment or Irrigation solutions.

Our customers are the best advocates for Toro products. The Leaderboard website

simply facilitates connections for course superintendents who are researching a new equipment purchase and exploring about Toro products in their performances evaluated by the end-users with all the details about the product or service related experience.

Visitors to the Leaderboard website can select a specific product and view end-user quotes about that product on a map or simply read them on a single page. Users can also click on links to “Learn More”, “Request Info” or simply navigate to view quotes about other Toro products.

The Leaderboard currently displays nearly 600 quotes from superintendents, greenskeepers, mechanics, club managers/owners and other industry professionals in the United States and the

United Kingdom. That number continues to grow, as Toro augments the site with quotes from other English speaking countries around the world.

“These aren’t formal testimonials - they’re just simple statements from customers about the value or experience they’ve had with a particular Toro product on their course. The feedback speaks for itself.”

Visitors to the site are also invited to contribute one or more quotes of their own as a resource for other superintendents who are researching similar products.

The best way to know what the site is all about is to experience it for yourself - go to www.toro.com/Leaderboard to view quotes and submit your own feedback about what you like about Toro products.

International Superintendent's Day

23rd September

Heartfelt thanks to all our Superintendents and Greenkeepers
for the professionalism and great efforts!

Thank You

from



Count on it.



How to protect your investment and maintain optimal performance of your turf equipment?

Start from buying TORO Genuine Parts. The best way to protect your turf maintenance fleet is to count on Toro

genuine parts. When it comes to reliability, Toro delivers replacement parts designed to the exact engineering specifications of our equipment. For peace of mind, insist on Toro genuine parts. Because you didn't buy a generic mower, you bought the Roll Royce of mower then don't settle

for generic parts but for the best. TORO genuine parts, because we value your investment, we value your time, we value you. Make the right choice. Count on TORO genuine parts.

YOU DIDN'T BUY A GENERIC MOWER. DON'T SETTLE FOR GENERIC PARTS.



THERE'S NO SUBSTITUTE FOR AUTHENTIC TORO REPLACEMENT PARTS.

You bought genuine Toro equipment because you could count on it to deliver the best performance and value for your money. Could there be a better reason to buy genuine Toro replacement parts? Add in our competitive prices, fast delivery time, and you'll see there's no substitute. Get Toro replacement parts. **The right choice.**

www.toro.com/parts

Genuine Toro Quality - Our parts are of the same quality as our products - superior. Toro manufactures and stocks only the best parts - blades, belts, bedknives, reels, filters, hoses and more. We make sure to supply the highest-quality part for your

equipment and each part meets specific standards - standards that are higher than industry norms. Toro uses the same parts for service that we use in each machine that comes off the manufacturing line. The reason for this is clear. Our customers

expect Toro machines to perform every day. Replacement parts must work the first time, every time. That isn't the exception - it's the main part of the complete Toro commitment to quality.



10 REASONS



YOU SHOULD BE USING GENUINE TORO PARTS



1 PERFECT & QUALITY FIT

To ensure you are getting the most out of your Toro, insist on Genuine Toro Parts. Toro parts are designed for an exact fit, reducing the wear on your machine.



2 ASSURED DELIVERY

IPI Commits timely parts delivery at your door steps.

4 PRICE REFLECTS

- ✓ QUALITY
- ✓ PERFORMANCE
- ✓ DURABILITY

3 KNOWLEDGABLE SERVICE TECHNICIANS

Trust Loyalty Dependability
Loyalty Dependability
Trust Loyalty Dependability
Technology Trust Loyalty Dependability
New Technology Trust Loyalty Dependability
Innovation New Technology Trust Loyalty Dependability



6 98% FILL RATE

Your local channel partner, supported by Toro's parts network, offers the parts you need when you need them.



5 WORLDWIDE DEALER & DISTRIBUTOR NETWORK

7 90 DAY WARRANTY

Peace of mind with Toro's 90 Day Warranty on commercial parts.



8 DURABILITY

Built tough, Toro parts are engineered to not only meet but exceed your expectations.



9 TORO INVESTS IN INNOVATION

Toro reinvests a percentage of revenue towards continuing innovation of new products.



10 1500+ PATENTS OVER 100 YEARS

Since the inception of The Toro Company, we have been patenting our products and protecting the innovation that Toro brings to the market.

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TORO
Count on it.

YAMAHA

FOLEY UNITED

TURFCO

GRADEN

PAR AIDE

EAGLE ONE

STANDARD GOLF COMPANY

BRIGGS & STRATTON

Maruyama

WATERTRONICS
A LINDSAY COMPANY

AquaControl
WATER FEATURES

Spectrum Technologies, Inc.

PRESTWICK GOLF GROUP

IPI
YOUR TOTAL SOLUTION PROVIDER

HON. EDITOR - Dr. C.K. GARIYALI

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