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## MESSAGE FROM MANAGING DIRECTOR

My Dear Friends,

My heartfelt wishes to you and your families for a wonderful 2016.

At the outset, I would like to congratulate Mr. Anil Seolekar for taking on the Presidency of the Indian Golf Union. He has always been a man of action and his great knowledge of the Golf Industry holds great promise for the development of Golf in India in the years to come.

The last couple years have been an incredible journey for IPI and we have met some hurdles as well as had great success in new developments. The times have been bit testing with the economic slowdown which has affected our industry as a whole. The golf segment is still small with new projects far and few.

However, IPI is happy to share with you that in spite of these circumstances, with your loyal support, we have managed to grow as a company and become a better supplier for the industry.

We are very fortunate to have won the trust and faith of our customers, which gets reflected in the fact that 95% of the Golf courses in India use Toro products. The Toro-IPI partnership has grown stronger over the years and IPI has now introduced for the first time in India, Toro Construction and Underground Equipment such as Directional Drills, Compactors, Compact Utility Loaders, Riding Trenchers and Vibratory plows.

It has been a great year for partnership with Yamaha Golf Cars taking a keen interest in developing the Indian market through IPI, building a strong knowledge and service base to back up their state of the art Golf Cars in India.

To add to all this, IPI has also partnered with the world famous Briggs and Stratton Engines and has proudly commenced distribution of the Engines pan India.

We want to share with you our recent activities and the measures we are taking to become and remain your supplier of choice always.

While our commitment to service continues, some of the major achievements being:

- IPI was honoured with the 'Partner in Excellence Award' by our principal The Toro Company. During the 100th birthday celebration of the Toro Company held in Minneapolis. The coveted golden Bull prize was given to us for our exceptionally achievements as a distributor for the Toro Company.
- IPI has developed excellent training programs aimed to enhancing skill levels of technicians working for our customers.
- IPI maintains a number of major golf courses, where customer wishes to outsource its maintenance activities.

- IPI has in-house team to Design highly complex Irrigation systems for any turf application including Golf, Sports Ground and large landscape areas.

- IPI has had great success in supplying to some of India's Best Golf Courses such as DLF Golf and Country Club, Tamil Nadu Golf Federation, Glade One, CVR Golf Links, Oxford Golf and Country Club.

And our goals for the current year include:

- We will continue to be dedicated to providing exceptional customer service, high quality workmanship and genuine parts to its customers.
- We shall conduct 25 site based training programs covering each city to enable us to reach out to every customer using Toro products.
- We will focus on developing markets for the new product lines - Briggs and Stratton Engines and Toro Construction and Underground equipment.

We are humbled by your support for us and for helping us become what we are today. We remain ever so grateful to you for making us stronger and better in serving your needs.

RAVI GARYALI



## IGU NEW PRESIDENT MR. ANIL SEOLEKAR

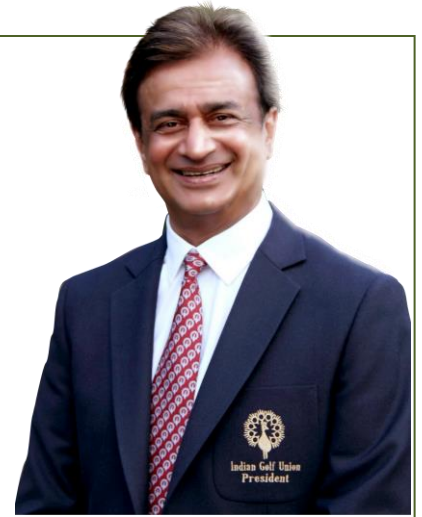
Mr. Anil Seolekar – Chairman, Oxford Group takes over reins of the Indian Golf Union - The Apex body of Golf in India - effectively from 17th Oct.2015

Mr. Seolekar is also the Founder President of the Indian Golf Industry Association and now serves as a board member.

IPI & TORO are very proud of their association with Mr. Seolekar and the Oxford Group for the past decade.

IPI has been the supplier of choice for the Oxford Golf and Country Club, one of India's most finest golfing destination with a state-of-the-art TORO Irrigation System and Maintenance Machinery Fleet.

We congratulate Mr. Anil Seolekar, a man with great vision for Golf in India and wish him a successful term as President of the IGU.



## IGIA GOLF EXPO 2015 - GURGAON

IPI participated in South Asia's biggest Golf Expo - THE INDIA GOLF EXPO 2015 organized by INDIAN GOLF INDUSTRY ASSOCIATION at DLF5, Gurgaon.

IPI showcased the world's No.1 brand of TORO and YAMAHA Products.

The visitors to the Show included High Dignitaries, Promoters of leading Golf Courses, Golf Superintendents, Senior Managers and Golf Committee Members. The participants were very enthusiastic and shown keen interest in our products.



## Our New People



### Gaurav Syal

IPI welcomes onboard Mr Gaurav Syal as New Business Development Manager for Toro, Yamaha and other Golf products.

Gaurav holds a post-graduation degree in Marketing from Heriot-Watt University, Edinburgh, UK and has been associated with the Golf Industry for over 8 years. He has been a consultant for some of India's best golf courses, whilst also being an accomplished golfer himself

We feel proud to have him join our team and look forward to his contribution to IPI and to the Industry.

## BCCI CURATORS SEMINAR – MUMBAI



BCCI Annual Curators seminar was held at Cricket Centre, Wankhede Stadium, Mumbai. Our Managing Director, Mr. Ravi Garyali addressed the gathering which included Dr.M.V.Sridhar, Prof. Ratnakar Shetty, Mr. Daljit Singh, Chairman, Grounds Committee, Mr. Dinesh Menon of BCCI and other curators from all over India. Our General Manager, Mr. Antony Samy had provided the insight on Best Maintenance Practices and workshop setting up procedures. The presentation was appreciated by BCCI representatives.



### Isaac Samson

IPI is also very pleased to have Mr Isaac Samson join the team as Business Development Manager for IPI's Briggs & Stratton Engines division. Isaac holds a Masters in Business Administration from Annamalai University, Chennai and has a world of experience working with B&S engines for the past 7 years.

His product and technical knowledge coupled with his winning personality will surely help IPI grow this new product line across India.



## TORO CENTRAL CONTROL AUTOMATIC SPRINKLER IRRIGATION SYSTEM – TAMILNADU GOLF FEDERATION



On Sunday 28th June 2015, the first Toro GDC Decoder based Sprinkler Irrigation System commissioned at TNGF (Tamil Nadu Golf Federation) was inaugurated by Mr. N.Srinivasan - President of TNGF.

The presence of Mr. N.Srinivasan was of significant importance as he also happens to be then time International Cricket Council (ICC) Chairman and President of Tamil Nadu Cricket Association.

The President during his speech expressed his special compliments on successful completion of the project well before the deadline.

IPI team was presented a Memento for the successful and highly appreciated quality of work completed on time.



## IPI Training Seminar at KSCA (M.CHINNASAMY STADIUM) BANGALORE



IPI conducted a two day training program in the month of June 2015 at M. Chinnasamy Stadium Bangalore for the Operators and Mechanics of various Cricket Grounds under Karnataka State Cricket Association (KSCA) to enhance their knowledge and skill on Turf maintenance equipment and also introduce best practices on operation and maintenance.

There were more than 20 participants from different grounds who took part in this two day program

## TORO TECHNICAL TRAINING FOR CUSTOMERS



CIDCO – Khargar Valley Golf Course



Oxford Golf & Country Club



Kalhaar Blues & Greens



## TORO U – SINGAPORE ... BACK TO SCHOOL FOR IPI



As a continuous effort to improve IPI's technical knowledge, sales, marketing, customer service, IPI staff members from Commercial Sales, Parts, Service, Irrigation and IPI senior managers attended the Toro University Seminar held in Singapore between 8<sup>th</sup> and 9<sup>th</sup> of October 2015. The training was attended by Toro distributors from across the Asia Pacific region.

### Toro showcased product with the latest technology:

- Toro Multipro 5800 with GEO LINK
- Toro RM 3555 and RM 3575 (Fairway Mowers)
- Toro Workman GTX
- Toro Ground Masters series updates
- Toro Greens Masters series updates- 14 Blade Reel Edge Series
- Toro Irrigation Central Control System – updates with new version of LYNX

## YAMAHA GOLF CARS TECHNICAL TRAINING – AT EAGLETON GOLF RESORTS, BANGALORE



Yamaha's Senior Technical Manager, Mr.Minoru Higuchi from Japan, conducted Technical Training Seminar for IPI Team at Eagleton Golf Resorts, Bangalore.

He shared technical service details of the current technology and new product lines from Yamaha Golf Cars with the IPI service team



## Toro Marketing Training - PARTS



Ms. Monica Bringle – Toro Marketing International Division, U.S.A visited our Head Office and conducted Training on Marketing of Toro Genuine Parts

## IPI TEAM AT – FATORDA STADIUM, GOA FOR THE ISL FINAL MATCH PREPARATION



## ENVIRONMENTAL BENEFITS OF GOLF COURSES – GAURAV SYAL



### The Golf Course Ecosystem:

- Provides wildlife habitat
- Protects topsoil from water and wind erosion
- Improves community aesthetics
- Absorbs and filters rain
- Improves health and reduces stress for more than 60 million golfers worldwide
- Improves air quality
- Captures and cleanses runoff in urban areas
- Discourages pests (e.g. ticks and mosquitoes)
- Restores damaged land areas (e.g. former landfill or mining sites)
- Makes substantial contributions to the community's economy

### An Environmental Approach to Golf Course development:

The development of a golf course has become a complex process. To deal with it, golf course architects provide the expertise necessary to create design solutions for golf courses that are compatible with the environment. A golf course presents the opportunity to meet a need for recreational amenities, while preserving green space that will provide benefits for the future development of an area. Often, the green space of a golf course can serve as a protective buffer between sensitive environmental areas and development. This buffer, which contains extensive turfed areas and vegetation, will also protect water quality by providing stabilization against erosion and storm water management. Efficient and responsible maintenance practices for the golf course will promote the proper use and conservation of water resources. A golf course can provide enhancement to the environment by incorporating areas for conservation and the promotion of wildlife habitat. Where land has been degraded over time by intensive use or mismanagement, golf courses can provide much needed land improvement. These are benefits that can result when an environmental approach is used for the design, construction and maintenance of a golf course.



## Toro Irrigation System Innovations in Golf Courses



The Toro® Lynx® Central Control System allows golf courses to monitor and react to on-site weather stations and soil moisture sensors. Information is then analyzed daily to apply the proper irrigation calibrated to 1/100th of an inch. Users monitor conditions and make adjustments each day, ensuring only the required amount of water is being applied.

The Toro® Turf Guard® wireless soil monitoring system measures and reports soil moisture, temperature and salinity. The real time data helps customers make decisions on when and how much to water. This allows them to keep their turf healthy without over or under watering.

## TORO INDIA BUSINESS MEETING & TEAM BUILDER – RAJASTHAN





## TURF EQUIPMENT MAINTENANCE TIPS : BY.ANTONYSAMY



- Clean the Air Filters daily after usage.
- Replace the Air Filters at regular intervals as recommended by the equipment manufacturers
- Operating the Engine with Dirty / Clogged / Damaged Air Filter will lead to high fuel consumption, premature wear out of engine components, Engine break downs and costly repairs and replacements
- Change the Engine Oil and Engine oil filter at the change intervals (operating hours) as recommended by equipment manufactures.
- Failure to replace the engine oil and filter at the stipulated hours will lead to lack of lubrication to engine components and premature wear out of the engine components, break down and costly repair and replacements.
- Clean the Spark Plug and adjust the gap at regular intervals.
- Operating the engine with dirty spark plugs will lead to poor engine efficiency, lack of power and excessive smoke and fuel consumption
- Maintain correct tire pressures as recommended by the equipment manufacturers.
- Operating the equipment with incorrect tire pressure will lead to high fuel consumption, uneven / premature wear out of tires, undesirable after cut appearance, premature wear out of suspension and transmission components.
- Keep the Reels and Bedknife Sharp Back-lap the cutting units regularly.
- Operating the mower with dull reel blades and bedknife will lead to poor quality of cut, undesirable after cut appearance, turf tissue damage, excessive fuel consumption, premature wear out of reels and bedknife
- Keep the Rotary Mower Blades Sharp and Balanced

- Operating the Rotary Mower with dull blades / unbalanced blades will lead to poor quality of cut, undesirable after cut appearance, excessive fuel consumption, premature wear out of Spindles and Bearings, .
- Hydraulic Oil is not consumed during operation. NOT NECESSARY to check the Hydraulic System Oil level frequently if the Hydraulic System is filled to its capacity and properly closed and sealed.
- It is more meaningful to check for any hydraulic oil leak during the daily inspection process rather than checking the hydraulic oil level. Opening the Hyd Tank Cap frequently will lead to dust entry and contamination of the system
- Don't leave Hydraulic System components and Lines opened and exposed which will lead to entry of dust and contamination into the system

- Contamination in the Hydraulic system is more detrimental to the performance of the hydraulic system, will lead to poor efficiency, premature wear out of components and costly repair and replacements

**TORO GENUINE PARTS**

**SPECIAL OFFER**  
10% off

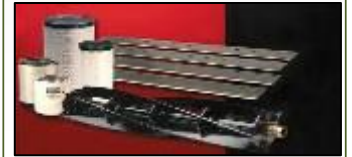
When you need superior quality of cut, Genuine Toro Bedknives and Reels are a cut above the rest!!

To Order, please send us a request by:  
IPI Irrigation Products International Pvt Ltd  
Phone: 044-24494387 / 389 Fax: 044 - 24494388  
Email : [uma@ipi-india.com](mailto:uma@ipi-india.com) / [parts@ipi-india.com](mailto:parts@ipi-india.com) / [inventory@ipi-india.com](mailto:inventory@ipi-india.com)

## TORO – GENUINE PARTS

**Toro Genuine Parts** are the same quality as our products - superior. Toro manufactures and stocks only the best parts – blades, belts, bed knives, 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 for the first time, every time. That isn't the exception - it's the main part of the complete Toro commitment to quality.



## Corporate Social Responsibility



### TORO care for Girl Child Education:

The week long team builder programme in Alsisar, Rajasthan, also included a Toro care special social initiative where all the participants in the programme visited a government run village school and distributed stationary gifts in Toro school bags to the children. Girl child education was a key focus of the initiative with some of the members sponsoring the education of 5 girls to be educated until year 10.

In a village where female children did not attend school after puberty, this initiative ensured that the 4 girls would complete high school regardless of the social constraints.



### Clark School – Kelambakkam

IPI as part of its social initiative has adopted the Clark School in Kelambakkam, Chennai. The school provides shelter and education to underprivileged children and children with special needs. IPI staff visit the school on special days offering educational and recreational gifts to the children.

The school was very badly affected by the recent floods in Chennai. The building needed considerable renovation and IPI staff made a donation to repair and restore power supply to the school.

HON. EDITOR – Dr.C.K.GARIYALI

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## IPI - NEW PRODUCT LINES



### TORO® UNDERGROUND EQUIPMENT GUIDE



## myTurf – Toro Fleet Management System

**Why myTurf®?**  
Efficiency + Automation + Simplicity  
 = Increased Productivity

**Confidence**

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### FULL-RANGE OF ENGINES FROM 3.5 TO 35 GROSS HP\*

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