



NEWSLETTER

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MESSAGE FROM MANAGING DIRECTOR

My Dear Friends,

I take this moment to pass on my warm regards to you and your families and wish you all a very happy and successful new year 2017.

As we welcome the New Year and new beginnings, I would like to share with you the IPI story of 2016. At IPI, we regard you as part of our family as we have attained bountiful growth as well as weathered many a storms together. 2016 started off as a testing year for IPI and the Golf industry. Only a few new projects were launched, real estate market was largely flat and customs duties were substantially

increased on golf car imports. However, we battled hard along with you believing all the time that business has to go on and we will beat these odds together.

I would like to take a few moments to share with you our big wins in 2016 which in spite of the hurdles was a memorable year in terms of achievements. From winning the new golf projects launched, making significant inroads in Golf car segment to conducting "service specific" training programs and participating in various golf events and Expo. The year 2016 delivered some

great rewards and distinctions to IPI and is indeed a year to be remembered.

I invite you to go through our Newsletter so you can see how you helped us become the Company we are today.

Once again, thank you for choosing us as your preferred service provider and for being a part of our wonderful journey.

Best wishes for 2017.

Yours sincerely,

Ravi Garyali
Managing Director



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THE BULLS OF THE INDIAN GOLF INDUSTRY

Each year The Toro Company recognizes its distributors for their achievements in the Partners in Excellence program and IPI has been the proud recipient of the Top honor for the 2013 and 2015 years.

Partners in Excellence provides guidelines for business management that help distributors focus on key elements that build the foundation for a successful business. Distributor performance against specific criteria is tracked and results are rewarded on an annual basis.

The PIE program focuses on distributor performance in the areas of customer satisfaction, market share, and financial health. Distributor of Excellence awards are presented in four geographic areas: North America, Europe/Middle East/Africa (EMEA), Asia Pacific (APAC) and Latin America. Distributor recipients were awarded bronze sculptures which were designed and created by artist Wally Shoop.

IPI is proud to win the coveted Bull prize for 2013 and 2015, being recognised as the best distributor for Asia Pacific Region, for achieving excellence in customer service, after market back up, market share and professionalism.



Mr. Ravi Garyali receiving The TORO Partners in Excellence Award 2015 for Asia Pacific from Mr. Richard Walne and Mr. Cameron Russell of The TORO company.



IPI AT THE INDIA GOLF EXPO 2016

IPI proudly participated in the 5th edition of India Golf Expo & Symposium held at- DLF Club 5, Gurgaon on April 20th and 21st 2015, organised by the Indian Golf Industry Association.

As the Golf Industry's largest supplier, IPI proudly showcased a wide range of Toro Irrigation and Commercial Equipment, Yamaha Golf cars as well as other products offering a complete solutions for turf and golf course management which were well received by the industry.

As a culmination to the grand event, The Toro Company along with IPI and Surge Systems hosted a Gala dinner for the conference and exhibition attendees where awards were presented to the best in the golf industry. A truly spectacular ending to the industry's foremost event.



YAMAHA CRUISES AT THE LOUIS PHILLIP CUP 2016



The Karnataka Golf Association hosted the prestigious Louis Phillip Cup 2016 of the PGTI tour. This leading tournament was held between 1-4 June 2016 and witnessed the participation of world famous golfers who wowed the audiences at one of Bangalore's premier golf venues.

IPI and Yamaha golf cars was proud to be one of the sponsors of the event by offering golf car transport for use of the referees for the tournament. The Yamaha Golf Car Cruise model received many appreciations for its style, elegance and comfort from golfers and referees alike. A truly enjoyable cruise through any golf course.

YAMAHA UNVEILS THE GOLF CAR OF THE FUTURE

The 3rd Global Distributor Meeting for the Yamaha Golf car was held in Bangkok from 27th - 29th Sept 2016. The meeting was attended by distributors from across the globe who shared their success stories of bringing Yamaha to the forefront of golf transportation.

Yamaha unveiled the 'Drive 2' QuieTech Gasoline golf car at the meet which is being hailed as the best golf car yet.



- The new Gasoline model will be available to order direct from the USA and offers 2 main benefits.
- No noise or smoke in spite of the gasoline engine.
- Lowest long term running costs in comparison to the electrical vehicle as periodical battery replacement will not be required.

Please contact IPI to enquire about the Drive 2 QuieTech.



IPI AND TORO SCORES AN EAGLE



IPI and Toro is proud to announce that thanks to the strength of its partnership with Eagleton Golf Village, Toro has been awarded the equipment contract for the Eagleberg Golf Village.

The brand new much awaited championship golf course situated at the foothills of the Chamundi Hills, near Mysore is bound to be a golf destination to recon with.

We wish the Eagleberg team great success in developing and reaching great heights in the golf industry.

THE SMARTEST CAR FOR THE SMART CITY

IPI presented the new Yamaha Cruise model at the 2nd Smart City Expo, held in Pragathi Maidan, New Delhi on 11 & 12 May 2016. The Fair was an eye opener in terms of the planning and development that would be required to build the Smart Cities outlined in the Indian government's futuristic goals for the country.



Suppliers from various parts of the world and from all sectors of town planning and infrastructure development attended the fair. Green Transport for the new cities was an important segment of the fair and the Yamaha Cruise model electric car was showcased in the Transport section.

Mr. Ravi Garyali, MD of IPI spoke about the merits of the Yamaha car as a green transport option for indoor and outdoor use in any green city which was very well received by the audience.

IPI TORO AND YAMAHA ROCK THE INTERNATIONAL LANDSCAPE EXPO 2016



The International Landscape Expo 2016 was held in Pune from 26-28 February 2016. IPI along with Toro machinery and Yamaha golf cars made a strong representation at the expo to build recognition in the commercial landscaping and corporate sectors and to showcase the versatile use of these products.

Demos were offered to visitors who greatly appreciated the quality and functionality of golf cars and mowers on display.

OXFORD GOLF AND COUNTRY CLUB CHOOSES YAMAHA



The Oxford Golf and Country Club now has a brand new fleet of 20 Yamaha golf cars. Being one of India's finest golf courses, the Oxford Golf and Country Club has also chosen the best products to provide its members a smooth and luxurious golfing experience.

IPI has a long standing relationship with the club being the supplier of the grand fleet of Toro equipment and irrigation and is now proud to take this association to the next level with the brand new fleet of Yamaha golf cars.

TORO IRRIGATION AT WILLINGDON SPORTS CLUB, MUMBAI

Founded in 1918 by Lord Willingdon, the then Governor of Bombay. The Willingdon Sports Club is the most exclusive club in Mumbai.

Toro automatic irrigation system will be replacing the existing manual system at Willingdon Sports Club. The Willingdon Sports Club has chosen Toro and IPI as its trusted partner to ensure a world class turf irrigation for the course.

IPI and Toro are very happy to collaborate on the project to irrigate some of the best greens in India.



NEW WORKSHOP AT HYDERABAD GOLF ASSOCIATION

Hyderabad Golf Association sets the benchmark in workshop management with the support of IPI and Toro. The golf course has recently unveiled their brand new workshop facility which has been set up as per best practices of the Toro Company.

The workshop hosts a designated area for cleaning and washing of machines, a large floor space for machines, parts storage cabinets, log books for service and maintenance, grinding machine to sharpen blades and bed knives and training classrooms to name the few.

The inauguration by Mr. Ravi Garyali, MD, IPI, was a grand event coupled with a product demonstration for the members of HGA management committee.

IPI is keen to assist all Indian courses in upgrading their workshop facility to ensure the longevity and best performance of the machinery.



IPI WELCOMES YOU AT GOA



IPI unveiled a brand new showroom at Goa in July 2016 showcasing the best of Toro's irrigation, mowers as well as Yamaha Golf cars.

The showroom located in Margao, Goa offers was inaugurated with a blessing in traditional Goan style and provides sales and services to local resorts and other institutions. Visit us at Goa for some local hospitality and experience our great customer service in person.

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THE NEW CHAMPIONS OF TELENGANA – THE VOOTY GOLF RESORT

Located 64 kilometers from Hyderabad, Telangana, close to the Anantagiri mountains is Vikarabad, a pristine, green location which will be home to one of the most awaited 18 hole championship golf courses. The Vooty Golf Resort, which is being developed by Dream Valley hospitality group has been designed by golf architects, Pacific Coast Design.

IPI and Toro are proud to have been chosen as the partner for irrigation as well as equipment to ensure the best golfing greens in Telangana. We wish to thank the Dream valley group for trusting us and we wish the project a lot of success in the years to come.



GOLF CARS FIT FOR AN EMPEROR

The newly constructed Imperial Golf Estate in Ludhiana are the proud owners of a new fleet of 14 Yamaha Cruise golf cars. This brand new 18 Hole, Nicklaus Design Golf course is a one of it's kind luxury experience in Punjab.

IPI and Yamaha are proud to be partnered with one of the latest entrants into the A -list of Indian Golf Courses and wish the Imperial Golf Estate great success in the years to come.



BUILDING THE BEST TEAM



Mr. Billy Secord, Global Manager, Distributor Operations Development, The Toro Company worked with the IPI key managers to develop the best team for Toro in India. Mr. Secord conducted a special team building activity at Auroville, Pondicherry on 22 August 2016.

The IPI team started with a refreshing meditation session at Matri Mandir followed by some fun and teamwork. These sessions are instrumental in bringing out the best in each individual and a strong team bonding and an infectious positive energy so that Toro and IPI can serve you better.



KALHAAR BLUES PRIMES UP IT'S GREENS

Ahmadabad's premier Nicklaus Design golf course has taken up the challenge of maintaining its position of being one of the best courses in the country. The Golf course has recently replaced and upgraded its Toro machinery fleet to ensure the best cut of grass in the industry.

The new machines consisting of Greens & Fairway mowers and Sprayers will maintain the great standards of Ahmadabad's premium golf destination.



TRAINING FOR ONE, TRAINING FOR ALL

If there is one thing that is special about Toro and IPI is that Service and Training is fundamentally part of the business practice. In line with our vision on training, IPI and Toro conducted 2 major training programmes for clients which were held at Karnataka's heritage golf course Karnataka Golf Association. Mr. Billy Secord as well as Mr. Suresh Jois, Chairman Course Committee - KGA also participated in the training in the month of August where the operators & technicians from many leading Karnataka based golf course attended the program.

Mr. Simon Jones from the Toro Company conducted another training programme held in November and provided hands on training to technicians & operators of Oxford Golf Resort, Pune and Kharghar Valley Golf course, Navi Mumbai.

Service and maintenance is fundamental to a fully functional fleet of equipment and we wish all Toro courses optimum equipment performance to maintain their turf.

Ayushman Bhav Toro fleet.



BRAND NEW YAMAHA INDIA WEBSITE

IPI is proud to announce that Yamaha India has a new online presence since November 2016. The new website showcases all products available to our Indian customers and comprehensive product information and videos.

Find out all you need to know about Yamaha golf cars at: <http://www.golfcart.net.in>



MAINTENANCE TIPS : BY.ANTONYSAMY

TORO'S TOP TIPS FOR TOP DRESSING

For most golf courses, topdressing is an essential ongoing maintenance practice. Done correctly, it helps maintain a firm, smooth putting surface by controlling thatch and filling in small holes and imperfections. However, there are a few important things to keep in mind to make sure you get the best results.



Here are six tips for a successful topdressing program to keep your course in championship condition:

1. **Use sand with the same particle size distribution as your original construction material.** If the sand you put down is finer or coarser than your courses original construction material, you run the risk of creating an abrupt transition zone between the original material and the new topdressing material. This abrupt change in particle size can impede good water movement and make it difficult to maintain the optimum moisture content in the soil.
2. **Be consistent.** Troy Carson, senior research agronomist at The Toro Company, recommends applying a light topdressing once a week or once every other week during the growing season, depending on your labor resources. If you don't do it frequently enough or on a consistent schedule, alternating layers of sand and organic matter can start to build up, he cautions. "Then it becomes difficult to get good water movement through the soil profile."



3. **Don't skip core aerification.** Keep in mind that weekly or biweekly application is not a replacement for core aerification. In most situations, courses still need to do annual or biannual core aerification to help remove organic matter," Carson explains.
4. **Limit organic matter accumulation.** "A good rule of thumb is to try to maintain the soil on your putting greens at a maximum of 3 to 4 percent organic matter by weight," Carson says. "Once you get above that, you start to have some issues with drainage, water infiltration and reduced gas exchange."
5. **Apply topdressing in the morning.** Topdressing is best done early in the day, because sand absorbs heat from the sun and can be abrasive on the leaves of the grass plants. According to Carson, courses typically apply the sand, let it dry for a short time, then use a brush or drag mat to work it into the canopy (be careful not to over-drag this also damages the turfgrass). The last step is to irrigate briefly to settle the sand.
6. **Don't over apply.** Excess sand can be hard on reel mowers and other turf equipment. You may even want to avoid using groomers or brushes for a few days following application to reduce the amount of sand your mowers pick up.

Of all these tips, Carson says using sand with the same particle size distribution as the original material is the most important. If you aren't sure about the particle size distribution of your courses original construction material, refer to the specifications published by the USGA. If your courses material doesn't meet these specs, use a material that is similar to what the original construction material was. You can also send samples to an accredited soil testing lab to identify the original construction material and source a similar material with a topdressing provider.

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