

# IPI MAGAZINE

GOLF, SPORTS GROUNDS, LANDSCAPE & GREEN TRANSPORTATION

**TORO**  
**PASSION UNITED**  
A True Passion For  
Sports Fields

**KSCA**  
Ground Equipment  
Maintenance & Operation

**GROUNDS FOR SUCCESS**

- ◆ How to extend the life of your sprayer
- ◆ Routine maintenance







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## MESSAGE FROM MD

### DEAR FRIENDS

Receiving a Bull Award from Toro is always a huge honour and every distributor strives for it. Winning this award brings sense of professional satisfaction, immense joy and acknowledgment of our team's effort. But more importantly, it also encourages us to maintain the habit to look for excellence in every little thing that we do.

This is our second award, and on a personal note, this one felt so much more satisfying.

We all know the reason. Year 2020,

our world witnessed something so unprecedented, a pandemic caused by a virus that was only seen in the movies or science fictions.

India was completely shut down with few hours of notice. With offices, shops, golf courses, airports, buses, railways, everything shutting down, life came to sudden standstill.

We were glaring at uncertainty, confusion and hardship ahead of us. We can't forget what it meant for millions of poor people who were left jobless, penniless and stuck

in locations far from homes and walking hundreds of miles to reach their homes. We were witnessing a real human tragedy, massive job losses, closure of businesses, choking of cash flow and a real fear of death due to infection.

This was a real test for survival - finding the way to serve the customers without compromising on the personal health and safety.

This time each of our team member acted as a Captain to lead the way through this most challenging period by using their

own initiatives to keep the wheels of IPI life line moving.

We are truly honoured to be recognized by Toro management. We believe our strength comes from our Customers whose loyalty and good will has stood the test of time. Our core values continue to be focused on our long term relationship with customers and providing them with tailor made solutions and comprehensive after-market care.

**Ravi Garyali**







## WHAT'S SPECIAL IN THIS EDITION?

**Pride of Excellence**

**IPI** receives Distributor of Excellence Award for the second time. The Award is considered Toro's Top Honour and is based on outstanding achievements in several parameters including quality of Customer support and financial health of the Company.







## WHAT'S SPECIAL IN THIS EDITION?

### MANAGING THE CHALLENGES OF COVID LOCKDOWN

The Covid-19 pandemic has been one of the most dangerous challenges this world has faced in our lifetime. It is above all a human crisis with severe health and socio-economic consequences.

IPI, with its team of 175 strong, has been committed to serving its customers, while maintaining Covid-19 safety protocol. Our front lines represented by Service and site technicians are well supported

by the Back office and Logistics team to ensure all Customer orders and service requests are addressed promptly with least inconvenience. The use of digital technology has helped our team to provide on-line trouble-shooting and technical support to overcome the travel restrictions in certain high risk areas. This has ensured timely maintenance of golf courses during the on-going lockdown.

**“No one has ever become poor by giving”**

*Anne Frank*







STAY SAFE  
STAY CONNECTED

The Toro logo, consisting of the word "TORO" in white, bold, sans-serif capital letters inside a red rounded square.

**Count on it.**



The passion that unites teams and fans  
is the same passion that brings together turf professionals and Toro

# PASSION UNITED



## A TRUE PASSION FOR SPORTS FIELDS

As the world's only company offering a complete system of turf maintenance solutions from innovative products to water saving irrigation systems, Toro and groundsmen around the world are dedicated to the care of sports fields. The same passion you see uniting teams and fans, is the passion that brings together turf professionals and Toro. We call that unmatched commitment "Passion United."

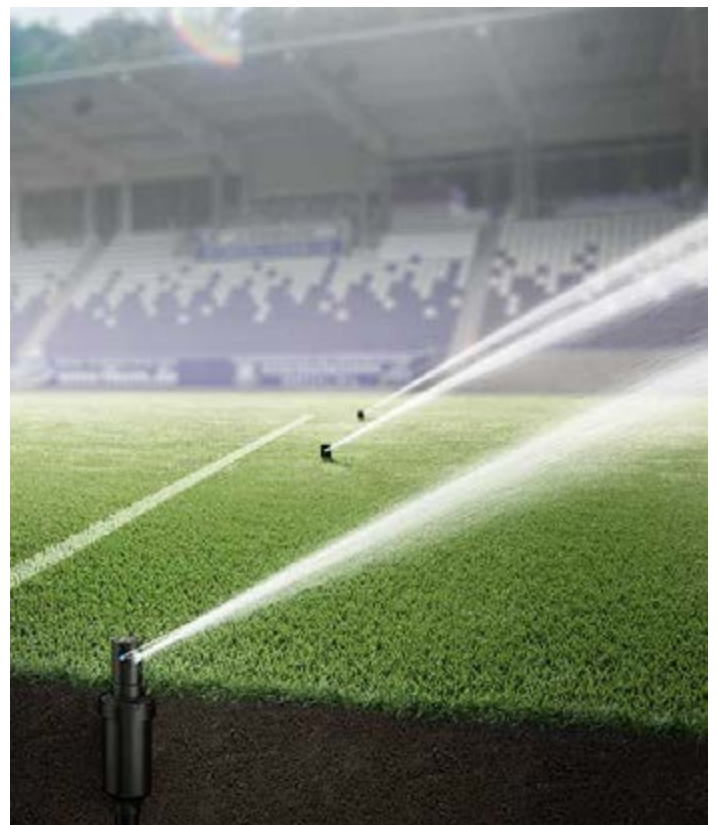




## FOR MATCH PITCHES

Preparing the perfect stage for the game is a matter of timing and accuracy. The way grass reacts after a cut is crucial not only for its optimum appearance but also for its long-term health. That is why Toro puts a lot of effort in developing equipment that offers you more.

Toro matches its passion for the perfect look with a passion for excellent turf health. Toro irrigation solutions for sports fields provide highly efficient water delivery while reducing your labour time. You'll also find plenty of efficiency in how Toro helps you manage irrigation with sensors and nozzle technology that keep turf healthy and vibrant using as little water as possible.



## FOR TRAINING AND SPORTS FACILITIES

While Toro works with world renown venues, such as Real Madrid & St Andrews Links, the company also brings world class results to organisations with more limited budgets and less resources. Toro's value goes beyond equipment. It brings you a team with the experience and expertise to achieve the specific goals you have for your field and for your team.





## SPORTS FIELDS

## Toro and Real Madrid Team Up

### REAL MADRID FOOTBALL CLUB RENEWS ITS RELATIONSHIP WITH TORO

For a world - renowned football club like Real Madrid, top-notch facilities are essential - and the equipment used to maintain them is just as important.

Real Madrid signed a new preferred supplier agreement for irrigation and turf equipment with The Toro Company, continuing its previous five-year relationship.

Recognized as the "FIFA Club of the Century," Real Madrid has millions of devoted fans across Europe and around the world. The Club won a record 10th Champions League title this year, and has been rated by Forbes as the most valuable sports franchise in the world for the past

three years.

*"Real Madrid is a premier football club with first - class facilities and Toro shares the same commitment to excellence,"* notes John McPhee, General Manager, Toro Irrigation and lighting, *"It's an incredible honor for Real Madrid to put its trust in Toro irrigation and equipment to maintain Club grounds."*

Real Madrid has their main pitch on Santiago Bernabeu Stadium, 11 football pitches and two pitches under construction on the Real Madrid City training facility, all of which will be maintained by Toro® products. The new agreement gives Real Madrid access to new Toro products and technologies, as well as an extensive training program for operators.

The Club's current irrigation system includes Toro® TS90 and INFINITY® Series sprinkler heads and Toro Network VP Satellite field controllers, as well as Turf Guard® sensors, which track soil moisture, salinity and temperature data to help grounds crews irrigate efficiently. The Club also manages irrigation schedules with Toro's Lynx® central control system, which combines all essential irrigation information in a single interface.

In addition to Toro irrigation products, Real Madrid uses Toro Reelmaster® 3100 large-area reel mowers, Workman® MDE and MDX utility vehicles, ProCore® 648 aerators and Multi Pro® 1750 dedicated spray application vehicles. Real Madrid's grounds depend on Toro equipment. Their pitches get a lot of wear and tear from players on the turf, so they need to be aerated often with the ProCore 648. It keeps the surface softer, which is important for the players' safety, and it also helps with drainage and root growth especially when seeding.

The Reelmaster 3100 reel mowers are necessary to maintain an outstanding quality of cut is outstanding. They are easier to operate, which helps with productivity.







Toro® at Real Madrid, Spain

## MOVING THE GOAL POSTS OF TURF MAINTENANCE

**Paul Burgess**  
Director of Grounds  
and Environment,  
Real Madrid C.F., Spain

**“W**orking at Real Madrid means going against nature day after day. The club is at home at the hottest capital in Europe, with 43 degrees Celsius in the summer. When we built the ‘Ciudad Real Madrid’, - our 120-acre large training facility, - we literally had to grow grass in the desert. We needed to create a turf and garden culture that did not exist, growing everything from scratch.

Of course, our demand at Real Madrid is to achieve the best and nothing less

for the world-class players and the most promising young talents that train here. Living up to the highest standards under the most challenging circumstances motivates my team and me.”

### **Teaming up to square the circle.**

“Today, our department is in charge of 13 modern football pitches surrounded by one of the biggest landscape gardens in Europe. We could never have achieved this without the support of fully committed partners like Toro.

Not many companies offer this kind of quality, reliability and support. To us, this is priceless. Toro never let us down no matter how difficult the task. Since I am an Englishman, let me put it this way: if Toro were a person, I would consider him a gentleman.

**What binds us together is the ultimate passion to make the impossible possible every single day. That is why we rely on Toro here at Real Madrid C.F.”**





# REAL MASTERY

**T**oro® has been Real Madrid's partner for equipment and irrigation since 2010. Throughout the years, the relationship between the club and Toro has grown stronger and stronger. Keeping the green carpet of a world-renowned stadium in best-in-class condition needs a commitment way beyond average from both sides. The same applies to the top-notch training complex with 8000 m2 golf

green grass and park-like surroundings.

Thanks to the dedicated work of the Madrid crew and the precision engineering of Toro, 'Ciudad Real Madrid' has become a beacon of sophisticated turf culture in this very dry and hot region, showing the world what know-how and passion can conjure up out of a desert-like streak of land.

Although it may be one of the toughest

spots to maintain, Real Madrid and Toro strive to work as environmentally-friendly as possible, e.g., collecting all grass clippings to recover nutrients from them, moving every gear electrically with the Toro Workman® GTX vehicles, etc. Since water is like gold in Spain, Real Madrid counts on the technical edge of an advanced Toro sprinkler system, including the unrivalled Infinity® series.





# WORLD-CLASS PLAYMAKERS

**T**oro® Preparing the perfect stage for the game is a matter of timing and accuracy. The way grass reacts after a cut is crucial not only for its optimum appearance but also for its long-term health. That is why Toro puts a lot of effort in developing equipment that offers you more. The Toro Reelmaster Series mowers are surgical instruments, designed for superior performance.

Switch reels easily to account for different turf conditions during the seasons. The

reels and tyres are optimally tuned to work in concert with each other. And a number of adjustments are also built into the traction units to provide a perfect after-cut appearance, e.g., avoiding 'candy striping'.

A strong and healthy turf needs only a few easy moves: coordinating the height of the cut, reel and ground speed. The result is a distinguishable, even cut and a more resilient turf.

**That is attention to detail by Toro.**

## Toro EdgeSeries™ Making the best even better

The Toro EdgeSeries reels represent the next generation of cutting quality and durability offering:

- Enhanced cutting-edge retention
- New reel material
- Improved reel geometry design
- Significant reduction in maintenance
- More accurate cut
- Better after-cut appearance





# PICK THE RIGHT PLAYER

## Clean finish and perfect stripes

When the whole world is watching, your turf must look absolutely impeccable. The Toro ProStripe is built to deliver the most precise cut and a clean, striped finish to make the appearance of the pitch exceptional.

Under the bonnet of its heavy duty cast aluminium deck runs a commercial

-grade 4-stroke engine with a dual element cylindrical air-cleaner, cast iron cylinder liner, heavy duty recoil, and uprated top crank-bearing. Nonetheless, the ProStripe remains compact, and manoeuvrable, easy to steer due to its reinforced handlebar.

## New MatchCut™ technology

This ProStripe feature enables precision in the settings of the height of the cut to make

the post-game clean-up a breeze, preparing the turf for the next big performance. Grass is lifted, cut, and cleanly collected as a result of improved airflow, created by a unique blade, grass bag and deck design. In addition, the 80-litre, large capacity grass bag and the Blade Brake Clutch transmission system reduce downtime and restarts to a minimum.





# PROTECT YOUR INVESTMENT



122 cm

## Toro® ProCore® 648 Large Aeration Swath

The Toro ProCore 648 is the most productive and efficient walking aerator on the market. A mature concept, from the innovative wheels within the coring path to the large 122 cm aeration swath.

**F**ootball turf has a lot to endure, most of all the burden of the game itself. Unlike other sports, football means constant mechanical stress on turf and soil. Players push off the ground, run, twist, turn and tackle with their studded shoes.

The coordinated interaction of soil, grass, water and machinery is crucial, since it affects the density of the turf and thus the way the pitch responds to the players.

A healthy pitch has proven to have a huge influence on players' well-being. Almost 60% of football injuries occur without contact or collision with other players, and involve muscles or ligaments. Toro helps prepare turf and soil perfectly in order to protect the club's most valuable investment: the players.







## KSCA - Ground Equipment Maintenance & Operation (GEMO)

The Karnataka State Cricket Association was founded during the year 1933-34 and affiliated to the Board of Control for Cricket in India (BCCI). It aims to take the game to mofussil areas of the state for development at the grassroots level and to continuously promote the welfare of its players. Under the leadership of different Managing committee, The Karnataka State Cricket Association has grown from strength to strength and is today one of the best-organised State Cricket

Associations in the country.

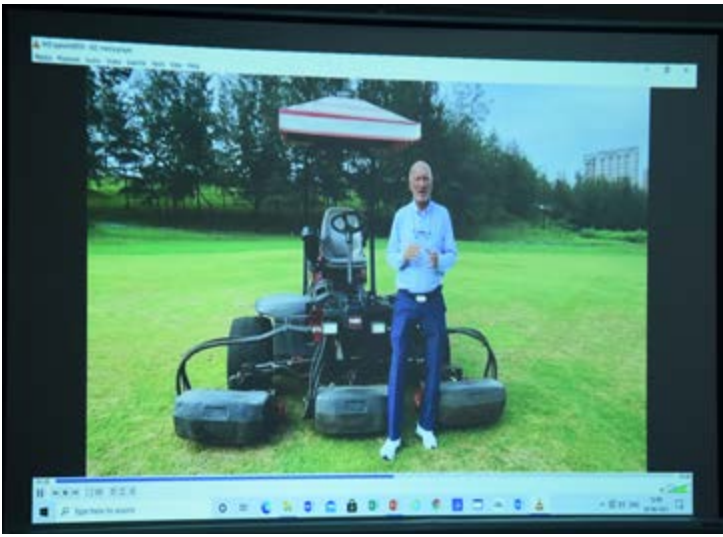
Ever since, M. Chinnaswamy Stadium became a Test centre, several memorable tests, and One-Day International matches, including the 1996 World Cup quarterfinals were played. In the year 2011, seven World Cup matches were successfully hosted by the KSCA.

Well organised development program, Structured coaching camps, Practice sessions, Academies in Karnataka helps

develop young cricketers over the year. This results in producing good Talent which eventually helped KSCA win Many major Tournaments like Ranji Trophy, Vijay Hazare Trophy, Domestic T-20 cup, Syed Ali Trophy, and the list goes on. This also helps KSCA feeds good Talented Players to BCCI to represent India and they have







been performing consistently and keeping our National Flag High in all important international Tournament.

KSCA under BCCI had set very high standard not in only in producing Good Talent for the country but also successfully developing the game to remotest part in the state and give utmost importance to the development of International level standard grounds in Each district. IPI - Toro is proud to have been associated with BCCI and KSCA to support their Ground Development and maintenance programs.

IPI - Toro organised the seminar on **“Ground Equipment Maintenance & Operation (GEMO)”** for all ground maintenance staffs of KSCA at M. Chinnaswamy stadium on 28<sup>th</sup> & 29<sup>th</sup> Aug 2021. The effort of IPI & KSCA were highly appreciated by the cricketing Fraternity as this has been done when the

whole country is yet to recover fully on the Pandemic related issues, setting the bar high on Commitment, Knowledge sharing & professionalism.

The Seminar was well structured by IPI and fully supported by KSCA's Top management. Seminar commenced with Address by Hony. Secretary & Jt. Secretary speaks volume about the respect management bestow on often unsung Heroes “Ground Maintenance Staffs and Curators”. Both appreciated the dedication of all ground maintenance staffs for taking where KSCA is today and appreciated the Value IPI-Toro brings to the skill development of their staffs. The participants highly appreciated the program and receiving the certificate of participation, signed by legendary Shri Roger Binny, Hony. President, KSCA.

the workshop for Upgrading the Ground-

staff with Maintenance and Operations of Ground Maintenance Machineries (GEMO) held at KSCA on 28<sup>th</sup> and 29<sup>th</sup> August was a worthwhile programme. IPI did a fabulous job of imparting knowledge on GEMO. Their technicians are setting high standards for the Fraternity to reach and improve on their existing skills”, commented Mr. Prashanth, Curator of KSCA.











## Centre Of Excellence

## Navi Mumbai

**PANVEL - KHARGHAR STADIUM**, Navi Mumbai.

The state of Maharashtra is developing a Centre of Excellence for Football in the Kharghar region of Panvel Municipal Corporation.

Land finalisation and designing of the facility has been completed and the project is in its advanced stage well supervised by the City and Industrial Corporation of Maharashtra Limited.

The facility will host 4 training sites as well as a stadium with 40,000 capacity.

The entire development is compliance with the FIFA & AFC guidelines and quality standards.

The new stadium, DY Patil Stadium and Navi Mumbai would be within a half hour drive from each other so that fans can watch matches on same day in both the venues.











# GOA CRICKET ASSOCIATION



## SPORTS FIELDS

## Toro New Turf Equipment at

### PANJIM GYMKHANA - GOA CRICKET ASSOCIATION

Established in the pre-liberation era, Panjim Gymkhana has been recognised as one of the oldest and greatest sports clubs in the vicinity of Panaji. It's very rare to find a sports club located near a river and providing a well-maintained cricket ground for budding cricketers. Recently upgraded thanks to Goa Cricket Association support, Panjim Gymkhana provides a mix of good sports and leisure activities. The Gymkhana is set to have

a lush green cricket ground with excellent coaching facilities. IPI, with its presence in Goa through a Branch in Margao headed by Mrs. Diana Fernandes, has established a long lasting relationship with Goa Cricket Association. With the recently commissioned TORO new equipment, IPI is proud to support, along with its team of Service Technicians, the maintenance of the ground at outstanding standards.







## SPORTS FIELDS

## Toro New Turf Equipment at

### VIDARBHA CRICKET ASSOCIATION

**VCA** is one of the oldest Cricket Association in India. Looking after the cricketing activities in the Vidarbha region it has produced some of the best national and international players.

Vidarbha Cricket Association has a very interesting story worth to know through their website. When VCA hosted its first match in 1929 was only the tenth cricket venue in the country.

The Civil lines ground situated in the heart of Nagpur has seen many great International and National sides play thereat. With passage of time and

popularity of the game VCA constructed a state of art International Cricket Stadium at Jamtha, 16 Km from the Civil lines Stadium. The new stadium is one of the best International Cricket Venue and has been highly praised by crickets experts as well as media.

Vidarbha Cricket Association (VCA) was awarded by Board of Control for Cricket in India (BCCI) as best performing Association in 2020.

To further improve the maintenance standards of the ground, VCA has added new brand Toro turf equipment which

has been recently commissioned after the lockdown by IPI Team of Service Technicians who successfully managed the on-fields training for VCA green keeper and operators.







## WHAT'S NEW

## Sports Ground Irrigation

To expand the range of professional irrigation solutions Toro has added Perrot Sprinklers to the irrigation product portfolio, covering applications on sports turf and grounds.

Regnerbau Calw GmbH, a privately held manufacturer of professional irrigation equipment was acquired by The Toro Company (TTC) in 2017. Headquartered in Althengstett, Germany and founded in 1925, Regnerbau Calw GmbH manufactures a variety of irrigation products under the Perrot brand including piston drive pop up sprinklers, impacts in canister, big guns and travelling irrigators for a variety of applications across sports fields, agriculture, dust suppression and professional turf. The long-distance radius and fast rotation of Perrot's sports field sprinklers make them an ideal choice for maintaining both natural and synthetic turf on soccer, tennis, hockey, golf and equine venues across the globe.

"The addition of the Perrot portfolio helps expand Toro's presence in the sports field

and agricultural industries, while also growing our position in agencies to our core businesses," said Rick Olson, Toro's president and Chief Executive Officer. "This acquisition is consistent with our strategy to grow in the professional, water and global markets, and provides an expanded offering of professional irrigation solutions to better serve our customers."

"With over 90 years of experience in the irrigation industry, Perrot has a commitment to manufacturing high-quality, professional irrigation products and providing exceptional service to customers and will be a great fit with Toro", said Alexander Fleig, General Manager of Regnerbau Calw GmbH. "We believe that the acquisition by Toro will help expand

our global footprint and take our business to the next level."

The Perrot long range sprinklers provide additional irrigation solutions for the professional turf market. From the impact drive pop-ups to the big guns Perrot sprinklers can cover distances from 12 to 69m, making them ideal for soccer, and polo fields, hockey pitches and racecourses. At its peak the iconic VP3 piston drive pop up sprinkler is capable of reaching a throw of a staggering 54m, meaning it can safely span the entire width of a hockey pitch or soccer field from outside the playing surface. It is also the only long range sprinkler approved by the International Hockey Federation and FIFA.





## How to ...

### Extend The Life Of Your Sprayer

Toro Multi Pro® sprayers are known for their durability. But as with any machine, they require routine maintenance to make sure you're getting the performance you need and the long service life you want.

This article will cover a general maintenance routine with an emphasis on pump maintenance.

#### Clean Inside And Out

The chemicals that pass through your sprayer can cause corrosion, create clogs, and damage parts, especially if left in the machine when it's not in use. When you're done spraying for the day, let "triple rinse" be your motto. Rinse and spray the tank out completely three times, or until the fluid runs clear. All accessories should be rinsed out as well. This will help keep debris out of the tank and ensure that you don't mix chemicals from different applications. Triple rinse after each use and then let the pump run to be sure the lines are purged and dry.

Cleaning the outside of the sprayer is important, too. Any chemical residue can be a safety hazard for operators and can also lead to corrosion. Use a reliable cleaning product to thoroughly remove dirt and residue from the sprayer.

If you're storing your sprayer for the winter or won't be using it for a week or more, follow the cleaning by adding a pump conditioner or non-toxic RV antifreeze to protect the components. Put two to three gallons (7.5 to 11 liters) of pump conditioner in your sprayer and pump it through the system until it comes out of the nozzles. Then shut down your sprayer and store it with the pump conditioner left inside.

#### Proper Lubrication

Your sprayer is factory greased with 10.5 oz/300 gm of grease at each lubrication point. Over time, grease breaks down and parts need to be re-lubricated to ensure proper performance. Toro recommends adding 1 oz/30 gm of grease to each lubrication point after every 50 hours of normal operation.

- ✓ Use only lithium-based grease
- ✓ Be sure that your grease gun is calibrated so that you deliver the proper amount of grease
- ✓ Make sure the pump is stopped before lubricating.

If your pump has been disassembled, such as for replacement of the diaphragms and/or check valves, then it must be greased with 7 oz/200 gm of grease at each lubrication point before returning to operation.

#### Yearly Rebuild

An annual inspection and rebuild goes a long way toward ensuring years of reliable sprayer operation. Under normal operating conditions, take the pump apart once a year to inspect diaphragms and check





valves for wear and cracks. Plan to replace the valves and diaphragm every 450 hours. Your service manual provides complete details, and for your convenience a rebuild kit with everything you need is available through the parts catalog.

### Troubleshooting

If you're experiencing operational issues that aren't corrected through the routine maintenance, use this checklist\* to help find the cause and solution.



| ISSUE  | PROBABLE CAUSE (S)   | REMEDY  |
|--|--|---|
| Liquid leaks from pump bottom                            | Damaged diaphragm  | Replace diaphragm   |
| Grease leaks from pump bottom                            | Grease viscosity is too low  | Change to recommended grease type   |
| Grease leaks from the shaft grease                       | Grease viscosity is too low<br>Worn bearings/friction too high   | Change to recommended grease type<br>Replace pump bearings and grease seals   |
| Lack of pressure   | Leak on the suction side of the pump<br>Debris in the check valve and/or suction assembly<br>Pump valves are blocked or defective<br>Plugged filters | Replace any damaged parts<br>Clean the check valve and/or suction assembly<br>Check for obstructions and replace if needed<br>Clean filters                                   |
| System vibrations and unpleasant noise                   | Pump valves are blocked or defective<br>Air is being sucked into the system  | Check for obstructions and replace if needed<br>Check for leaks or pinholes in suction hoses; check the fit and tightness of all gaskets and o-rings on suction-side fittings |
| Lack of flow/capacity                                    | Internal wear on conrod and conrod ring<br>Pump valves are blocked or defective  | Poor greasing; replace parts as needed and utilize proper grease quality and intervals<br>Check valves for obstructions and replace if needed                                 |
| Extreme internal erosion on diaphragm covers and housing | Lack of internal cleaning<br>Stored without pump conditioner<br>Too high vacuum caused by plugged suction filter                                     | Fully clean system according to instructions<br>Always use a proper antifreeze mix during storage<br>Clean suction filter; replace affected pump parts                        |

**Contact us** at 8754446004 if you have any questions about pump maintenance for Multi Pro sprayers.





## Routine Maintenance: Why It's Important and How to Get It Right

If you had a neighbour with a mint-condition car from the 1970s in his driveway and you asked him how he kept it in such great shape, the first words out of his mouth would probably be "I took care of it." He had to perform maintenance on a regular basis.

It may sound basic, but that's also one of the most important things you can do to help your Toro® equipment last longer.

Manufacturers' recommended maintenance schedules and genuine parts aren't just arbitrary suggestions. They're based on extensive testing of what's required to maintain the integrity of your machine. And these recommended scheduled events need to take place in order to get the best quality out of your unit.

Here are some additional tips to help you get the most out of your equipment investment:

### 1. Make a list of daily operation checks and use it.

Some maintenance items are based on hours of operation. But your operator's manual will also recommend checking certain things each time you use your machine. Recommendations vary by

model, but examples include checking the engine oil level, hydraulic system, cooling system, etc.

### 2. Use the proper engine oil classification for your machine.

This may not sound like a big deal, but using the wrong viscosity grade or weight of engine oil can be serious enough to void your warranty.

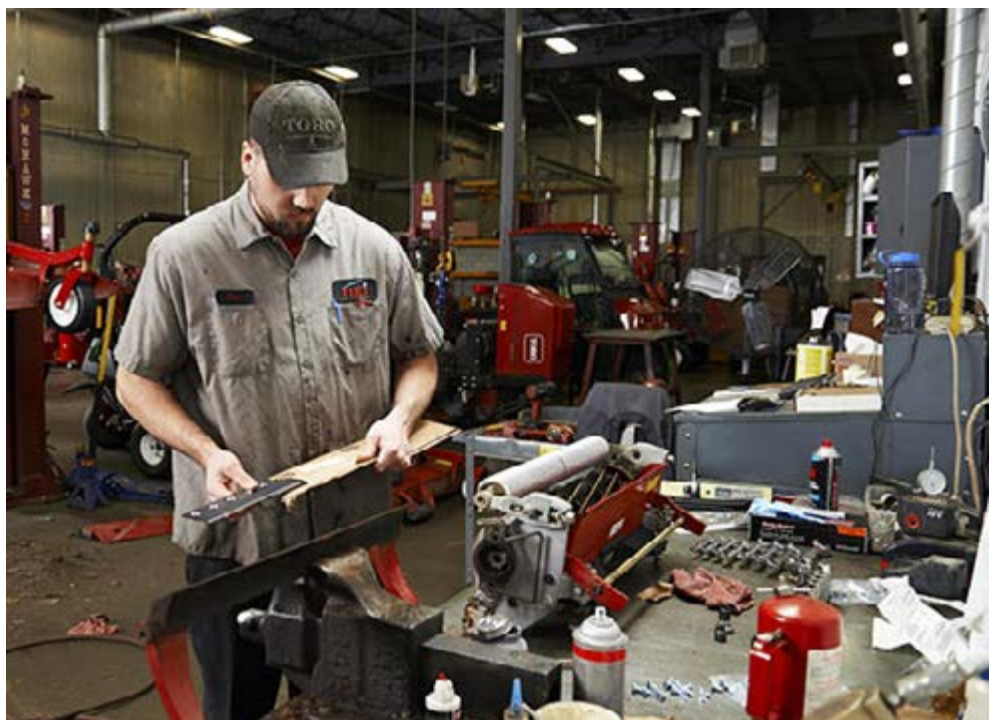
### 3. Don't exceed the specified service interval.

You can always perform regular maintenance sooner than required, but skipping or delaying tasks may shorten the life of your machine. Also beware of

products and manufacturers that make claims that conflict with the manufacturer's maintenance schedule. These claims don't always hold up, and cutting corners can lead to costly problems. Choose quality products and follow the timing the manufacturer recommends for your operating conditions.

### 4. Document everything.

Keep records of the maintenance you've performed and parts you've ordered. This gives you a timeline to keep your maintenance on track and helps answer questions if you need to make a warranty claim. You may be surprised how often owners estimate they changed the engine





oil “a couple months ago,” when in reality it has been a couple of years.

Logging maintenance can be as simple as keeping a notebook where you write down the maintenance performed and what was used, including oil weights and part numbers. Or for an easier alternative, check out Toro’s myTurf® Pro fleet management system. This web-based system can be used to track equipment hours automatically, order parts, schedule service and more — saving a lot of time compared to tracking these things manually using spreadsheets, binders or whiteboards.

#### 5. Don't forget to do a functional pre-maintenance safety check.

Before you perform any maintenance tasks, make sure all the safety items are working properly. For example, can you disengage the drives and lower the cutting unit? These “pre - flight” inspections can give you an indication if you have leaks

(such as bearings leaking grease) or help you identify and repair early failures before these issues become more costly problems.

#### 6. Stick with original equipment manufacturer TORO GENUINE parts.

It may be tempting to grab a filter from the local auto parts store when you need one, but an off-the-shelf product may not have the same specifications as the OEM part. It may look and fit the same but still vary in specification (for example, if a hydraulic filter doesn't have the bypass valve specified in the OEM version). Small differences can result in equipment damage, which can end up costing much more to repair. Why take that chance just to save a few dollars up front?

With Toro® Genuine Parts, you know you're getting the right part with the exact specifications for your equipment. They're the same parts we use on our production lines to build the original

machines, and they're all manufactured with reliable, high-quality materials for maximum performance with less downtime. In addition, all Toro parts have been rigorously tested to make sure they can withstand the demands of daily use.

#### Minimizing Total Cost of Ownership

Toro offers one of the best commercial product warranties in the business, provided the required routine maintenance is performed as described in your operator's manual. These recommendations have been developed to not only maximize your machine's performance but also help minimize your total cost of ownership over that machine's life. To that end, we never stop looking for ways to save you time and streamline maintenance tasks.

For more information about Toro Genuine Parts as well as service and support, visit our website [www.ipi-india.com](http://www.ipi-india.com) or contact us at 87544 46004.







## Meet our Regional Head Sales and Marketing Western Region

**IPI** is happy to welcome onboard Mr. Tarun Ghogale as Regional Head Sales & Marketing for Western Region of India.

Tarun holds an Economics Honours and has been associated with the Golf Industry where he had the opportunity to collaborate with Troon International at Prestige GOLF SHIRE in Bangalore.

His interesting background and experience in Management and Sales in other industries like Hospitality, Real Estate

and Oil & Gas, grew in him a versatile personality.

A passionate golfer, he was trained in the USA by one of the best coaches Dr. Jim Suttie. He also worked closely with Kel Llewellyn and Mark Gregson Walters in Australia and Dubai respectively. Tarun is a well-known face in the Golf Industry in India.

He was a top 5 ranked amateur golfer in his twenties and was sponsored by Bharat Petroleum Corporation Limited who

supported him in his initial formative years as a Golfer. During this period, he had the unique distinction of representing India in various international tournaments abroad. The highlight, however, was leading the India team in Pakistan in 2008. He was also shortlisted for the Eisenhower World Cup also in 2008 in Adelaide, Australia.

A widely travelled and suave personality on board of IPI bus can only contribute to strengthen the Company and reach more ambitious goals!





## SPECIAL SOCIAL ACTIVITY

### Beat the pandemic with ethics and sustainability - Together is easier - *By Vita Zinna*

The tragedy of the COVID-19 pandemic is having a profound effect on the lives of millions of people around the world. The threat of the disease and increasing casualties are destabilising our communities. Recently imposed restrictions to daily life have forced us to quickly adopt different ways of working, learning and connecting with each other.

The future of work place concept and way of working has been rapidly changing.

Innovation and technology are more important now than ever before. Work from home capabilities and remote connectivity with our Customers in the last two years have shone a light on the power of human creativity and collaboration.

Whilst this crisis has brought unprecedented challenges both for people and society, we've been humbled by the wave of inspiring new ideas developed in response.



Now, more than ever, the creativity, the eclecticism of our WOMEN, focused on the solution not on the problem, made the difference.

Now, more than ever, I firmly believe that ethical and sustainability are essential for the right approach to handle different scenarios in order to turn challenges into opportunities. While the whole world is on its knees, we have to look forward to learning a lesson from this unprecedented tragedy.





We need to think ahead and rapidly evolve in line with the new requirements from economical, environmental and social point of view. We need to learn how to respect and care for the nature and for the people, creating awareness that each aspect of our life will have an impact on the planet where we are only temporary guests.

As history has shown, choices made during crises can shape the world for decades to come. What will remain critical is the need for collective action to build economies that deliver inclusive economic growth, prosperity, and safety for all.

Any recipe? Yes, a lot of them: Innovation, digitalisation, new business model, consistent research to excel in our activities, focus on the people and their families to be able to guarantee a welfare policy for the physical well - being and - more important - spiritual one.

In our Company, with foresight and pragmatism, the conditions for cultural growth and acceptance of the needs of our Colleagues, some of whom are mothers,



have been created with the “Together is easier” project. A program aimed at

reconciling the personal needs of those who work in IPI with the professional ones: from the smart working to a flexibility time schedule, and other initiatives, we ensure that well-being and corporate results go hand in hand. For the sake of all.

The world after COVID-19 is unlikely to return to the world that was. Many trends already underway in the global economy are being accelerated by the impact of the pandemic.

I truly believe that only companies with an ethical and sustainable approach are likely to succeed.



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