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Message from Managing Director



Dear Friends,

On my behalf of IPI family, it is my privilege to wish you all a very happy and a successful new year. The year 2010 did manage to wither the storm and global recessionary pressures. Based on a good recovery of previous year, and the overall economic scenario, I feel very optimistic that 2011 will bring some exciting opportunities to drive the growth of our industry.

IPI is extremely grateful that it managed to close the year on a high note. The performance of the year 2010 turned out to be one of its best in terms of growth and number of projects awarded. As always, I wish to convey our sincere gratitude to all our customers in placing their trust in us by

awarding their valuable orders thus giving us an opportunity to serve them.

IPI remains a learning organization committed to finding new ways of improving its service standards so as to meet the customer satisfaction.

Assuring you of our best attention at all times.

Warmest regards,

Ravi Garyali.



Mr. Billy Seccord, Service Operations Manager, International Business, The Toro Company visited IPI in November 2010.. During this visit he had interacted with IPI's service and customer support team and provided a good exposure to IPI team on various tools and resources available to maximize the efficiency of service operations and customer support. He had also shared his knowledge and experience with IPI team on Service Business improvement opportunities.

Distinguished Visitors:



Ms. Karla Holmquist : Business Manager, Asia Pacific, The Toro Company visited IPI in January 2011. She was very impressed with the performance of Indian Golf Industry in the last few years and was very pleased to share Toro's vision and commitment to bring in innovative equipment and services to support the golf industry worldwide. She has also reviewed progress of the ongoing projects of IPI and future business opportunities and attended business meetings with customers.



Paul Goodwin,
The Parts Manager of Toro

Visited IPI in the month of April 2010. He interacted with the parts department facilitating the inventory management and the ordering process.



Count on it.

IPI New Projects – 2010-2011

CIDCO



CIDCO the City and Industrial Development Corporation of Maharashtra Limited, is known for making cities in and around Maharashtra. Now CIDCO is constructing a 18 hole championship golf course at the footsteps of Pandavakada Hills, Kharghar. The Golf Course is designed by renowned, Golf architect, Mr. Phil Rayan of Pacific coast Design, Australia. This project is going to be a new feather in the cap of CIDCO. The project will contain a club House and practice facilities. We are proud to inform that after a tough competition IPI has been entrusted with this prestigious project by the Government of Maharashtra. The IPI has completed 8 holes . The main pump station for the Golf Course has been commissioned which is first of its kind in the country. It is Grundfos submersible pump station with the feature of communication with the Toro central computer.



The project is using Toro Golf and Turf Equipment such as Green Movers, Fairway Movers, and Aerators etc.

The project is also using the Yamaha Golf Carts the best Golf Carts in the world, also supplied by IPI. So far ten Carts have been obtained for the use.

Skytop Golf Village



IPI has been awarded prestigious Skytop Golf Village Project in Mysore being constructed by Skytop Builders.. The work is going to begin shortly for this championship Golf Course which will add to the tourist attractions of Mysore, the city of Palaces. The Irrigation is Design by John Prayor from Hydro gold Australia.

Kalhar Blues and Greens



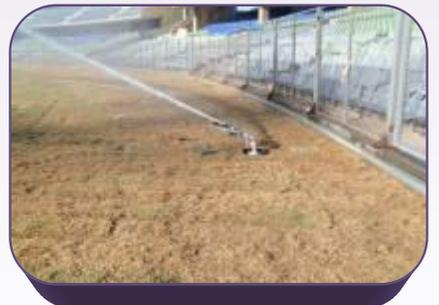
The Kalhar Blues and Greens is a prestigious Golf Course Project by the Navaratna Group of Companies in Ahmadabad, Gujrat. This is a championship Golf course designed by the world famous, great golf designer , Jack Nickaulas. The IPI has been selected to supply the irrigation and turf maintenance equipment. The pump station has been commissioned in January 2011.

TORO Equipment at Cricket World Cup venues in India



The Toro Equipments like Toro Greens Master 1000 (walk behind Mower) and Toro Greenmaster 3250 (Ride on Triplex Mower) and the Toro Procore 648 aerator have been also supplied to other world Cup venues such as Chennai, Nagpur, Calcutta, Delhi, Vizag, Ahmadabad, Kochi etc.

Wankhede Stadium - Mumbai



The Wankhede Stadium, Mumbai's primary cricket stadium, is currently getting a reconstruction for the 2011 Cricket World Cup. As part of the renovation, drainage is being improved, the main entrance is being widened, and capacity is being increased by demolishing and building anew the North and South Stands and refurbishing the East and West Stands. There will also be a new roof covering the entire stadium.

IPI is setting up the Toro irrigation system in Wankhede Stadium, Mumbai, which is going to be the venue of the World Cup in March 2011.

Training Programmes :



Australia & Malaysia

Mr. Ravi garyali, Mr. Antonysamy and Mr. Rangababu attended the Toro Training programme at Australia and Malaysia. The objective of the training was improving the product knowledge for improving the sales and customer service pertaining to Toro Irrigation system and next generation of Equipments like hybrid mowers and Rotary Nozzles etc.



Japan

Mr Antony the general manager IPI went to Japan on training on Foley Reel Grinding Equipment. These equipments are used to maintain the sharpness of the Reel Mower Cutting units and provide the optimum quality of cut and after cut appearance.

Asia Golf Show 2010



IPI participated in the Asia Golf Show which took place at Hotel Asoka, New Delhi with its Collaborators, The Toro Company and Yamaha to jointly promote the Products. The show was inaugurated by, Minister of Tourism Jammu & Kashmir India. IPI showcased world's No.1 brand of **TORO** and **YAMAHA** Products.

The visitors to the Show included High dignitaries, Promoters of leading Golf courses to private companies ranging from real estate to Hotel Industry, who are planning to build townships and golf courses in the coming year. Companies like -Gail (India) Ltd government concern coming up with 9 hole golf course and big groups like Ansal Properties & Infrastructure Ltd are coming up with 18 hole golf course.

Maintenance Tips for Reel Mowers

By V.Antony samy – General Manager

PRECISION EQUIPMENT: Reel mowers are precision equipment that help the Golf Superintendents to maintain the turf with a good quality of cut and after cut appearance. The performance of reel mowers depends on proper set up and adjustment procedures. A surface plate, accurate height of cut setting tools (Gauge Bar / Digital Height Gauge) and proper set up procedure are essential for setting up a cutting unit to provide the optimum quality of cut and after cut appearance

QUALITY OF CUT: This term is used to describe the mowing performance and the amount of damage done by the mower to the tissue and grass tips. This is done by examining the grass close up over a small area. Quality of cut should not be confused with after cut appearance as the visual quality over a large area can still be presentable even if the quality of cut is poor.

AFTER CUT APPEARANCE: After cut appearance is a term used to describe the visual appearance of the turf over the entire area after the mowing. The appearance of the turf can be altered to create different visual effect.

REEL MOWER SET UP AND MAINTENANCE: To obtain the optimum quality of cut and an excellent after cut appearance the Reel mowers have to be set up properly, adjusted and maintained correctly.

ADJUSTMENTS: The cutting units should be adjusted to keep close proximity of the reel with

the bedknife (light contact), a proper height of cut, a proper adjustment of the BCD (Behind Centre Distance) to fine tuned to the turf conditions.

LIGHT CONTACT: Maintain light contact between Bedknife to Reel. Setting the reel to the bed knife with a light contact not only provides the highest quality of cut, but also ensures less load on the engine. This in turn reduces the wear and tear of machinery, back lapping time, grinding time and fuel consumption. It possibly extends the service life of bedknife and reel blades.

HEAVY CONTACT: Never operate a reel mower with heavy contact. It does not improve the quality of cut, or keep the reel sharper. Heavy contact increases fuel consumption, components wear and damage the reel and bedknife with heat friction.

NO CONTACT: Never operate a reel mower with no contact.. It dulls quickly and the quality of cut suffers. If a poor quality of cut is noticed by the naked eye then the reel will most likely need grinding.

FACTORS AFFECTING QUALITY OF CUT: There are several factors that affect quality of cut including turf conditions. Turf conditions such as excessive thatch, sponginess or attempting to cut off too much grass height may not always be overcome by adjusting the cutting unit / equipment. It is important to remember that the lower the height of cut, the more critical these factors are.

Tire Pressure, Height of cut, Reel Speed Traction, Speed Engine, Speed Bed knife to reel contact Bed knife parallel to reel Rollers parallel to reel and Bed knife

Sharpness Conditions and adjustments of Reel bearings Roller and Roller Bearings conditions Bed knife attitude.

BENCH SET HEIGHT OF CUT vs. EFFECTIVE HEIGHT OF CUT: Effective height of cut (on the field. The actual height the grass has been cut) will be different from the bench set height of cut (height set at the work shop). Always remember that the "effective " or actual height of cut depends on cutting unit weight, cutting unit accessories, and turf conditions. If the surface is uneven, spongy, or varies in density, color variation in the turf may result in an undesirable after cut appearance. This is due to the effective height of cut being too low for the existing turf conditions.

To correct this problem, you can start or change the cultural practices, change cutting unit configuration or raise the bench height of cut

TURF CONDITIONS: Turf conditions play a vital role in the after cut appearance, so they must be corrected before attempting to remedy the problem by adjusting the turf equipment. Equipment used strictly for mowing cannot necessarily remedy the turf conditions. But it can often be adjusted to adapt to a given conditions. The goal of the turf equipment technician is to match the equipment to the current conditions which is a partnership between the equipment technician and those responsible for the turf. The ultimate solution is usually a combination of turf remedies and machine adjustment. It is important to remember that the same remedial action will not work for every turf condition and it may not work every time in what seems to be identical conditions

Maintenance Tips

Continued.....

CUTTING UNITS: A cutting unit set up incorrectly can do more harm than good. In order to ensure a good quality of cut and after cut appearance, the following points may be checked regularly and make adjustments if necessary. It must be consistent on all cutting units / machines.

Bed knife : Choose and use the Right type of bed knife for the height of cut range chosen. The Bed knife should be sharp, flat and straight cutting edge.

Bed knife Contact : Light contact between bed knife and reel must be set and maintained on day to day basis

Back Lapping: Back Lapping of the cutting unit should be done on regular basis to maintain the sharpness of bed knife and reel blades

Reel Bearings : Should be in good conditions and adjusted properly with no end play

Rollers : Roller bearings should have no end play and the rollers should have no run outs.

Adjusters, Pivots, Bushings and Compensating Springs: These items must be tight and in good working order. They must be lubricated regularly if necessary

Height of Cut: It should be set to obtain the correct effective height of cut.

TROUBLE SHOOTING:

When trouble shooting after cut appearance issues, it is important to follow these steps.

Define and discuss the issue by asking enough questions so you can see and understand the issue yourself

Evaluate turf conditions for their part in the after cut appearance issues. Make sure you are taking into account climatic conditions such as extreme wet or dry conditions and any cultural and maintenance practices followed recently such as top dressing etc

Check and ensure that the traction unit is operating properly and in good working condition , such as no switches by passed , proper RPM, up to-date maintenance etc.

Check and recheck the cuttings units are properly set up

Understand the terminology, the complaint, or conditions and be able to duplicate it

While attempting to resolve after cut appearance issues, it will be necessary to make physical changes to components of the cutting unit or traction unit. All adjustments, changes and modifications from current condition should be made singularly using a scientific process and not by trial and error method

Make only one change at a time and take careful notes of the conditions resulting from each changes before further changes / adjustments are made.

As always a systematic approach to trouble shooting will assist in timely and effectively resolving issues.

The annual ten days cultural festival Vasanth Utsav was conducted at Sri Kapaleeswarar Temple Mylapore, Chennai by IPI in collaboration with Saraswathi Educational Cultural and Charitable trust. Many leading dancers performed during the festival. The star attraction was the kathak dance performed by Kaveri Sagedar and Sheetal Kolwalkar. Three senior vedic scholars were honored with the title of Veda Shastra Praveena by Shri Sampath Commissioner of Hindu Religious endowments. They were Mullaivasal Dr R. Krishnamoorthy Shastri, Dr. Goda Venkateshwara Shastrigal and Brahmashri Satanur Krishnamoorthy Ganapatigal.

New Entrant in IPI



Mr. P K Sivakumar has joined IPI as service administrator. He is an experienced Mechanical Engineering and has served Indian Air Force earlier. He also holds a MBA (HRM). He has also served as senior manager sales in the Non Banking Finance Industry.



Mr. Dayanidhi has joined IPI as service Manager. He is having vast experience as service engineer. He is specially trained and qualified in the area of earth moving equipments while working in reputed firms.



Mr. Madhiazhagan has joined IPI as Service Technician. He has earned a vast experience in the field of automobile electrical repair and maintenance works while serving India Army the supervisor level and has proven record of providing good leadership.

Corporate Social Responsibility - Annual Dance



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