



# GIA

Golf Industry Association

December 2018

# Newsletter

[www.igia.co.in](http://www.igia.co.in)

## PRESIDENT MESSAGE



This issue will appear when we are about to bid goodbye to 2018-the year which gave Indian Golf and the Industry many proud moments. Earlier the year we moved the India Golf Expo to Bangalore the venue which hosted the inaugural event in 2011. Later in September we organized in association with Rish Narain Golf Management Services most successful “India Learn Golf Week” which inducted nearly 10,000 new comers to the game.

I am pleased that the long awaited newly designed web site of the GIA link. <http://igia.co.in/> is now up and running. The Board of GIA has decided to expand the ambit of the Expo by renaming the name of the India Golf Expo as “INDIA GOLF AND TURF EXPO (IG&TE). This revised title of the Expo will enable the Cricket Industry, Horse Racing Industry, Football Industry etc having “Turf” as a part of the Expo name, the opportunity of approaching their Associations / Clubs to permit the Managers and Grounds persons to attend.

In terms of the International Affiliate Agreement with Australian Golf Course Superintendents Association (AGCSA), the GIA in association with GCS&MAI will offer an annual sponsored Award to an Indian Golf Superintendent to go to the AGCSA annual Turf Conference and possibly spend some time at an Australian Golf Course. Similarly, in order to give incentive to golf clubs to participate in the Expo conference, we shall consider sponsoring a representative from the participating clubs to attend the Golf Course Managers Conference in Melbourne as a delegate from India. A selection criterion for the both sponsored delegates has been worked out and it will be announced with details in due course.

As a result of our persistent negotiation over the years with the Ministry of Tourism, I am pleased to inform you that the Ministry has decided to invite GIA to attend the meetings of the India Golf Tourism Committee (IGTC) as an observer.

Last but not the least; once again I would like to remind our corporate supporters as well as Golf Superintendents for articles on their particular subjects of issues and solutions.

Since my next column will be in next year, I take this opportunity wishing you a very happy New Year-2019.

Deepali Shah Gandhi  
President

Golf Industry Association

# About Golf Industry Association (GIA)

It's a non-profit Industry Association registered under the Societies Act of India, formed by Golf Industry Groups.

## Core Activities:

- 1 Promote Golf in India through researched information dissemination to all levels of government and the general public. The GIA will specifically develop a golf related research document each year to present to all levels of government and to promote this information through media outlets
- 2 Educate and inform its members by the offering of an annual conference, targeted training opportunities and professional Industry interaction.
- 3 Assist to build and promote the Indian Golf industry through the running of an annual Golf Expo.



## Benefits of becoming an GIA Member:

- Receive information about industry developments through GIA website and newsletter
- Make contacts and network with other members - leaders in the industry
- Receive invitations to zonal and national networking and educational programs featuring international and Indian experts
- Receive a 15% discount on Exhibition space fees to the India Golf Expo - the industry's most important annual event.
- Receive one complimentary delegate pass to the India Golf Expo ( For golf clubs who become corporate members) which includes the main conference, lunches, networking coffee breaks and hosted gala dinners
- Gain access to presentations and articles on our "Member's Only" area on the website
- Post questions to members and get answers and insights to problems and queries through vast expertise of our members
- Receive notices about international conferences and events
- Vote at the annual India Golf Expo Awards
- List your company on the GIA website & use the GIA Logo in email signatures & stationary

## GIA Board Members

Name	Designation
Mr. Anil Seolekar	Patron
Mr. Aakash Ohri	Patron
Mr. Devang D. Shah	Patron
Mrs. Deepali Shah Gandhi	President
Mr. Phil Ryan	Vice President
Mr. Karan Bindra	Director
Mr. Anit Mehrotra	Director
Mr. Rakesh Sharma	Director
Mr. Ravi Garyali	Director
Mr. Mohan Subramanian	Director
Mr. Brandon de Souza	Director
Mr. Rishi Narain	Director
Mr. Ateet Gaur	Director
Mr. Vinit Mathur	Director
Wg. Cdr. A.K.Singh(Retd)	Invitee
IGU -Representative	Invitee
Mr. Vijit Nandrajog	Invitee
Mr Chitranjan Bakhshi	Invitee
Mr. Vincent Pinto	Invitee
Mr. P. K. Bhattacharyya	Director General

## Membership


Membership is open to: -

- An individual or company having worked in an official capacity within the Indian Golf Industry for a minimum of twelve months.
- Rs 25000 per annum membership fee for Corporate Company Members and Rs. 5000 for Individual Corporate Members
- Membership of the GIA is restricted to those Associations, Individuals or Companies who agree to and abide by the GIA Constitution and GIA Code of Ethics.
- A full copy of the GIA Constitution is available on the GIA web site.

## GIA Account Details

Account Name: Golf Industry Association  
 Bank Name: Axis Bank Limited  
 Branch: Bund garden, Pune  
 Address of Branch: Ashoka Galaxy, Plot No 1, Galaxy Society, Dhole Patil Road, Bundgarden, Pune - 411001  
 Account Type: Saving Account  
 Account No: 911010034935000  
 IFS Code: UTIB0000073  
 Swift code for wire transfer bundgarden branch - AXISINBB073

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# RAIN BIRD®

## ***DLF Golf and Country Club honored with Asia Pacific Order of Zenith Asia Pacific Golf Personality of the Year Award for Aakash Ohri***

DLF Golf and Country Club, Gurugram has been honored with the coveted 'Asia Pacific Order of Zenith' by Asia Pacific Golf Group at the Asian Golf Awards 2018. The Asia Pacific Order of Zenith is the highest and most prestigious award reserved for a select few golf clubs in the Asia Pacific. DLF Golf and Country Club is the only golf club of the country which has received this honor. The Asia Pacific Order of Zenith is a spin-off from the long running Asian Golf Awards, the only pan-Asian recognition award programme for the golf industry that is now in its nineteenth year. Asia Pacific Order of Zenith is a special award that honors the absolute best amongst the best. A unique award designed to recognize distinguished golf clubs and permanently enshrine these clubs in a hallowed class all their own. The 2018 Asian Golf Awards was attended by delegates from over 22 countries and it was staged in conjunction with the highly successful 2018 Asia Pacific Golf Summit.

The prestigious and much sought- after Asian Golf Awards are devoted to recognizing and honoring the best in the Asia Pacific Golf industry and are widely regarded as the "Oscars" of golf awards in Asian golf industry.

Each of the premier clubs on the award list has distinguished and excelled itself in terms of operating a golf club noted for the quality of its golf course, its club house facilities and services and its commitment to deliver a quality golfing experience to both members and guests alike.

Mr Aakash Ohri, Sr Executive Director - Business Development, DLF Home Developers Ltd, was honoured with the Asia Pacific Golf Personality of the Year award.

The award ceremony was part of the 2018 Asia Pacific Golf Summit which was staged from November 1 - 3, 2018 in Bangkok, Thailand.

Asia Pacific Order of Zenith Award - DLF Golf & Country Club

Asia Pacific Golf Personality of the Year Award to Mr Aakash Ohri

Legion of Leaders Award to Mr Vishal Bharti

Best Locker Room - DLF Golf & Country Club



# Golf Club Management Training



The Asian Golf Industry Federation (AGIF is an International Affiliate of GIA) and The Club Managers Association of America (CMAA) have organized the BMI Golf Management Course, the eighth course to be offered under the BMI Asia Pacific education program. As the official partner, the certification program powered by CMAA will be executed by the AGIF.

During the latest edition of the Course held the last week of October in Bangkok five representatives of GIA members attended the five day program.

Above GIA Members Attending

The curriculum is based on 10 competency areas covering every aspect of a club manager's job. The following BMI programs are currently being offered: -

BMI Club Management / BMI Leadership Principles / BMI General Manager & Chief Operating Officer / BMI Tactical Leadership / BMI Strategic Leadership / BMI Golf Management / BMI Food & Beverage Management



Above The Whole BMI Group

BMI Asia Pacific education program is delivered through 6 sessions of 5-day 40 hours' intensive sessions over a span of between 3 to 5 years (subject to availability in the country).

GIA Board member Phil Ryan was returning to Australia via Bangkok following a GIA Conference / Expo workshop in Delhi and caught up with the attendees at Thana City Golf Club where they had been training (PCD redesigned the Thana City GC).

The next session will be held in Singapore in mid-January. GIA fully supports the ongoing professional training undertaken by members as it assists in more professional approaches to the further development of Golf in India.

## ***INDIA GOLF & TURF EXPO RETURNS TO New Delhi / NCR***

South Asia's Biggest Golf Exposition, April 26-27, New Delhi.

Golf Industry Association (GIA) has announced the 8th Annual India Golf Expo which is scheduled to be held at the centrally located Thyagraj Stadium in New Delhi on April 26-27, 2019. Given the presence of picturesque and ultra-exclusive golf courses in the region, New Delhi/NCR has become the foremost golfing destination in India and this exposition will mark the fourth time that the city has hosted India Golf Expo since its launch in Bengaluru, eight years ago.

India Golf & Turf Expo (IGTE) is the largest and most comprehensive gathering for the business of golf in South Asia and the event will include information on the development of India as a destination for golf tourism, the commercials involved in building a golf course and the know-how to market golf course business in order to generate more revenue, besides other topics. The two-day exposition will bring together experts from different domains, drawn from across the globe to share knowledge and best practices for the development and sustenance of the sport in the country.

The conference will be addressed by world-renowned speakers such as Gregg Patterson (Founder & President, The Tribal Magic Inc.), Peter Walton (President & CEO, IAGTO - the global golf tourism organization) and Mike Orloff (Managing Director, Golf Industry Central - the golf marketing professionals) to name a few.

GIA with its members drawn from the golf industry, real estate, travel and tourism, and urban development sectors is a non-profit body with the aim of building and promoting the Indian golf industry. The exposition will comprise a symposium and an Indian Golf Union (IGU) seminar on turf care—organized on an exhibition area of over 7,000 sq. ft. It will also feature industry awards and exclusive deals on equipment and apparel. There will be ample networking opportunities over lavish buffet lunches and industry dinners, besides entertainment, for those in attendance. IGTE is certainly set to make its mark as an exciting mix of golf and business yet again.



The IGTE has attracted some of the prominent names globally of the golf industry to speak at the conference during the show in previous editions:

Dominic Wall, Director Asia - Pacific The R&A  
 Dr. Micah Woods, Chief Scientist, Asian Turfgrass Center  
 Jonathan Smith, CEO, Golf Environment Organization  
 Spencer Robinson, Asian Golf Industry Federation  
 Iain Roberts, former Executive Director, Mission Hills China  
 James Prusa, Sky 72 Golf, Korea  
 Mike Round, Director Membership, Ladies European Tour  
 Carmen Magro, VP, Stevens Water Monitoring Systems  
 Stacey James Walton, Director, Banyan Golf Club, Hua Hun  
 Guy Chapple, Director, WellPlayed

Why you should be at IGE 2019?

- Meet Over 500 golf industry delegates
- 2500 Walk-in visitors over 2 days
- Plus 50 National & International Exhibitors
- Conferences by eminent speakers
- Networking Lunches
- Gala Dinners and Awards
- Golf Simulators & Putting contests
- Evening Cocktails

For further information, please contact:

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# Asia Golf Industry Federation

With a group of stakeholders committed to help develop and lead the growth of the Asian golf industry, the Asian Golf Industry Federation was formed and incorporated in August 2009. It is a not-for-profit regional organisation with a distinguished Member Roster representing leaders in the Asian golf industry including golf course and club suppliers and professional support services, and golf course architects, to golf real estate and development companies.

The India Golf Industry Association has the same objectives, similar membership and similar structures and so being a 'Sister' organization the GIA felt that mutual support will assist in growing Golf across the whole of Asia.

So the GIA and AGIF have signed an International Affiliate Agreement which outlines how both Associations can assist, promote and mutually benefit all members.

Already the GIA is using the AGIF / BMI Golf Management course to professionally benefit GIA members and recently the AGIF commenced a Turf Management Course with assistance from the New Zealand Sports Turf Institute (online & on-site training).

Recently while both Eric Lynge (CEO of AGIF) and Phil Ryan (GIA Vice resident) were both keynote speakers at a Golf Conference in Malaysia it gave both an opportunity to officially sign the International Affiliate Agreement which had already been agreed to.



AGIF Presentation At Conference Showing GIA Logo

# ***NEW RAIN BIRD SOD CUP KIT ENHANCES GOLF COURSE PLAYABILITY, OPTIMIZES OPERATIONAL EFFICIENCIES***

Rain Bird Golf has introduced a new Sod Cup Kit that reduces the risk of rotors negatively impacting play on closely mowed approaches to golf course greens. The kit also makes it possible for superintendents and their teams to spend less time trimming around rotors, freeing them up to work on other tasks.

“By installing our new Sod Cup Kit on existing Rain Bird rotors, superintendents can achieve a more attractive and seamless course appearance,” said Altan Tolan, rotor product manager for Rain Bird Golf. “Because turf grows directly on top of the rotors, they become practically invisible.”



Installing the kit on Rain Bird 551 and 700/751 Series rotors is a simple process that can be done by hand - no tools required. Because the sod cup is the same size as a standard golf-hole cutter, it's easy to quickly cut sod that's just the right size and shape to fit firmly and securely within the cup. After installation, when the rotor is popping up or retracting, its self-flushing action sends a burst of water through the case. This flushing action simultaneously protects the rotor's internal components from debris and irrigates the turf now growing in the sod cup.

“While improving playability and course appearance is certainly important, we wanted to ensure that the Sod Cup Kit did not compromise rotor functionality,” Tolan said. “That's why, even with the kit installed, our 551 and 700/751 Series rotors maintain their top-serviceability and timeless compatibility with other Rain Bird Golf products.”

For more information about Rain Bird Golf's new Sod Cup Kit for its 551 and 700/751 Series rotors or the company's many other quality products for golf course irrigation, visit [rainbird.com/golf](http://rainbird.com/golf), contact your local Rain Bird Golf distributor or call (520) 741-6100.

# Golf Industry Association Invited to participate in India Golf Tourism Committee

The Government of India, Ministry of Tourism has invited the key GIA Golf Tourism sub-committee representatives to meetings of the India Golf Tourism Committee.

With international tourists expected to grow in the next few years, it is important that India has the right product to meet the need of the visitors. In order to tap this growing interest in golf tourism, Ministry of Tourism is creating a comprehensive and coordinated framework for promoting golf tourism in India, capitalizing on the existing work that is being carried out, and building upon the strength of India position as the fastest growing free market economy.

The Golf Industry Association, through its promotion of the annual Golf Conference and Expo has increased its dedication to discussions of importance to the Golf Tourism in India and has a specific section of the GIA web site dedicated to this (<https://igia.co.in/>).

**PROFORMA FOR APPLICATION**

- Full name (in block letters):
- Corresponding address :
- Permanent address :
- E mail :
- Mobile number :
- Telephone number:
- Date of birth:
- Sex: Male/female
- Occupation/ designation:
- Present employer and address:
- Experience of turf grass management (mention post) :
- Academic qualifications (10<sup>th</sup> and onwards):

Sr. No.	Examination Passed	Board/Univ.	Year	% Marks

(Enclose self-attested documents for date of birth, academic qualifications and experience)  
I hereby declare that above all information furnished are correct to best of my knowledge

Date: \_\_\_\_\_ Signature of applicant  
Place: \_\_\_\_\_

**Certificate for Corporates, IGU, BCCI, etc. applicants**  
It is certified that the information furnished is verified with the office records and found correct

Signature and designation of the sponsoring authority

Date : \_\_\_\_\_  
Place : \_\_\_\_\_





**ADDRESS FOR CORRESPONDENCE**

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