

parklandPRESS

Parkland Opens in Australia

Parkland has opened its first branch in Australia. This is in response to increasing demand for our irrigation consultancy, project management and audit services both in Australia and throughout Asia.

The new office is located in Brisbane and will include two existing Parkland staff members. Irrigation expert, Bill Johns, will manage Parkland Australia. He is transferring from Auckland in March this year after he completes an irrigation project management job in India. He will be joined in Queensland by Irrigation Engineer, Bruce Rome, in July.

Worldwide there is a growing need to optimise water use and reduce costs – no more so than in Australia where severe drought conditions have affected large parts of the country and dried up many rivers.

Parkland has a well-deserved reputation for helping customers achieve the very best out of their irrigation systems. With any new project, this starts with quality planning. Parkland's design engineers calculate the best way to deliver the smallest amount of water required to achieve maximum effect. This can be quite a complex task as many factors including topography, soil and plant type affect different parts of a property.

Control system specification and maintenance is a vital component in an efficient irrigation system. Good irrigation controllers have the necessary monitoring capabilities to precisely manage the amount of water delivered to all plantings, no matter what the weather does. Specifying, installing and servicing sophisticated control systems will be an important part of Parkland Australia's irrigation work.



Parkland's Bill Johns



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What's Happening Underground?

Several new international customers have been commissioning Parkland to complete irrigation audits. A good example is one completed in 2009. It was for the ACT's Department of Territory and Municipal Services in Canberra.

Parkland's Bill Johns and Bruce Rome completed this work in conjunction with Keith McAuliffe of The Sports Turf Institute (Australia). As part of this project, they reported on the condition and efficiency of 28 sports field irrigation systems around the Territory.

The evaluation of each system used quantitative and qualitative assessment criteria, including aerial photos of the fields, visual checks of the system in operation, instrument measurements and sprinkler application catch-tests.

The audit report detailed their findings, specified all problems and recommended solutions and projected costs. It told the Department exactly what they needed to know, enabling them to make effective decisions to ensure future viability of their irrigation operations.

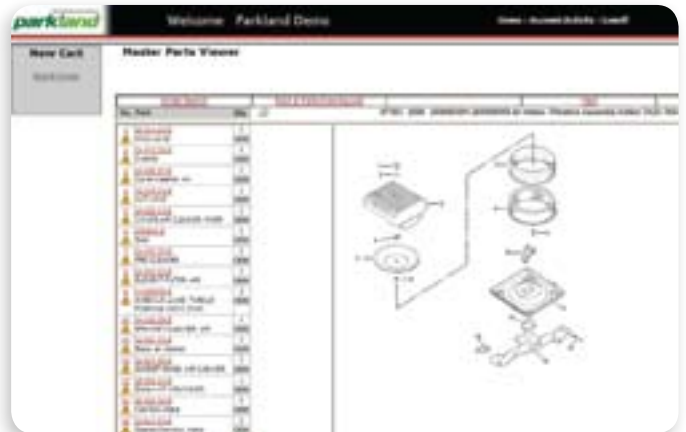


Irrigation audit in progress at the GABBA, Australia

Toro® myTurf™ Management Tool Fleet Module FREE to Parkland Customers

TORO myTurf is designed to make it easier to efficiently manage your fleet of TORO vehicles. It is a state of the art, comprehensive online system which is available 24 hours a day, 7 days a week.

TORO myTurf™ offers 3 service options to suit every need. Notably, myTurf Fleet which is available FREE to Parkland customers.



myTurf Fleet

Simplified Equipment Management

- Track your entire fleet online
- Monitor your costs
- Instant access to the latest TORO manuals & information
- Order parts from Parkland online anytime, anywhere

Cost: Free to Parkland and TORO customers.



myTurf PM

Longer Equipment Life – Increased Productivity

All the benefits of myTurf Fleet plus tools to ensure that preventive maintenance is done & tracked by:

- Automated maintenance alerts
- Creation of work orders

Cost: There is a small monthly charge for myTurf™ PM.



myTurf TCO

Total Cost of Ownership Tracking

myTurf TCO is a fully featured management system with all the benefits of myTurf Fleet & myTurf PM. It ensures all maintenance (preventative and repairs) is done & tracked. In addition, TCO users are able to:

- Track their own parts inventory
- In-depth records on a wide range of golf course costs

Cost: There is a small monthly charge for myTurf™ TCO service.

myTurf guru Mike Anderson



A myTurf™ demonstration is available to view on www.parkland.co.nz/myturf.

For further information on TORO myTurf™, please contact Parkland's resident expert Mike Anderson on 09 414-4791 or call our Auckland Branch on 09 415-0300.

Auckland Irrigation Service Team

The 3-person Auckland irrigation service team boasts a unique blend of experience, commitment and personality – lead by Service Manager Selwyn Matthews, ably assisted by Rob Baxter & Mark Andrews.

Mark is the newest member of the team, joining Parkland in February 2009. A qualified greenkeeper, he came from Titirangi Golf Club where he maintained, developed and operated their TORO irrigation system. Last year, Mark broke his leg playing “social” grade soccer and was off work for a month or so. He wasn’t completely out of action, however. Mark and partner Chelsea are expecting their first child in May!

Rob is well-known to Parkland customers in the top half of the North Island. Our resident comedian and excellent public speaker, Rob has been with Parkland for almost 5 years, primarily in a sales role. Rob has a real passion for irrigation and has been involved in a number of our more complex projects. He joined the company after many years with Aquaflo, an Auckland TORO irrigation dealer. Rob and his wife, Helen, have 2 children.

Selwyn is another who needs no introduction. He joined the company 6 months before Rob and, in the 5 years since, has earned a reputation for his incredible work ethic and irrigation knowledge. During the past year, Selwyn has worked on many interesting projects including the installation of Auckland Golf Club’s new TORO irrigation system and Ashburton District Council’s IRRInet wireless control system at their new waste-water treatment plant. Fortunately for us and our customers, Selwyn doesn’t play soccer – he hasn’t got time. Home, when he is there, is in Pukekohe with Terri-Anne and their 2 children.

We are proud of this outstanding team. They can and do deal with any irrigation service need – from complex, control system maintenance to sprinkler repairs.

For more information
please call 09 415 0300



Left to right: Rob Baxter, Mark Andrews, Selwyn Matthews

TORO Manages the Recession Well

The TORO company got through a very difficult 2009 financial year by maintaining good liquidity and growing market share.

Despite the recessionary environment, the company posted sales US\$1.523 billion (NZ\$2.15 billion) and generated a record US\$251.5 million (NZ\$360 million) in cash flow from operations.

Investors have recognised this prudent and careful management by increasing their demand for TORO shares, resulting in a doubling of the share price in the last 9 months from US\$20 to over US\$43 today. The market value of the company now stands at US\$1.44 billion (over \$2 billion NZ dollars).

“In the face of extraordinarily difficult conditions, we took early and decisive action to balance the short-term challenges against the long-term needs



“In the face of extraordinarily difficult conditions, we took early and decisive action...”

of the organisation,” said Michael J. Hoffman, TORO’s Chairman and Chief Executive Officer. “Through solid

customer relationships and product lines enriched by many new innovations, we had great success winning share even as our markets contracted.”

“Our outlook in the coming year assumes market declines are largely behind us, so we’re currently expecting net sales to be roughly comparable to last year,” said Mike. “We have taken measures to adjust our cost structure, improve our overall operating effectiveness, and will be more flexible to react to retail demand in the year ahead.”

Since 1988, Parkland has been the proud, exclusive New Zealand distributor of TORO products. TORO is a leading worldwide provider of outdoor maintenance equipment and irrigation systems to help customers care for golf courses, sports fields, public reserves, commercial and residential properties, horticultural and agricultural lands.



New Products from Parkland



Parkland Appointed Distributor of True-Surface® range

Superintendents have long been aware of the benefits from regular rolling of greens. To help them with this task, Parkland has successfully gained the exclusive NZ distributorship of the True-Surface® range of rollers and turf maintenance tools.

Importantly, this unique range is designed to fit all triplex greensmowers, thereby enabling full use of otherwise idle machines. This saves thousands in up-front costs.

The True-Surface® Greens Care Collection offers a wide range of interchangeable implements, providing the right tool is available for any given agronomic need. The interchangeable inserts are loaded through the top of a frame, allowing tool-free installation and adjustment. The Collection includes brushes, verti-cutters, scarifiers, slicers, groomers and rollers.



The True-Surface® Vibe V Vibratory Greens Roller is arguably the best tool available to golf course superintendents today. It provides an excellent alternative to standard topdressing dispersion methods by gently vibrating the turf. This allows the sand to vibrate into the turf canopy and thus ensures deeper penetration into the root zone.

The Vibe V consists of a set of 3 lightweight vibrating greens. The unique 5 setting Select-A-Vibe Dial allows you to select the amount of vibration you would like. In addition to light topdressing applications, many people use the Vibe V for growing in new greens, rolling after fertilizer and pesticide applications, for faster green speeds, and consistently true greens.

TRUE-SURFACE®



Greens Care Collection

For further information, pricing or a product demonstration, please contact:

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Or visit www.parkland.co.nz



Oska Precision Tools – Get Them at Parkland!

Perfect for commercial use, these hard wearing, high quality precision tools are ideal for tough jobs.

What's more, the tools are backed by a 10 year contractor warranty and a percentage from all Oska sales go to Variety – The Children's Charity. We have an expansive range and great prices.



The name you can TRUST

TORO Turf Renovation Equipment for Your Every Need



Parkland has begun 2010 with a bigger & better product range for customers interested in turf renovation equipment. TORO's purchase of Southern Green in 2007 & recent acquisition of TY-CROP Manufacturing's turf division means Parkland can offer a complete range of mechanical renovation equipment.



Topdressing and material handling

Through the TY-CROP acquisition, TORO has acquired several models of topdressing and material handling equipment that will enhance the company's position in the turf maintenance industry.

"Golf courses and sports fields rely on these machines to achieve improved agronomic conditions and to create healthy, consistent playing surfaces," explained Parkland's Commercial Equipment Manager, Darren Hannay.

Already used on golf courses to improve turf health, control thatch and provide optimal playing conditions, TORO equipment is gaining increased acceptance on sports fields. Sports turf managers use these machines to evenly apply a variety of materials like topsoil, fertilizer, sand, lime and even crumb rubber for artificial turf.



Full Range of Deep-Tine Aerators

Deep-tine aeration is the best way to break through deep layers of compaction.

Turf managers use these products to penetrate through a hardpan compaction layer (see diagram) created by traditional aeration methods and also deeper compaction layers created during construction when significant soil movement occurs. The benefits from deep-tine aeration include increased drainage, improved gas exchange and deeper root growth. The result is healthier, more vigorous turf.

TORO deep-tine aerators are well established world-wide. There are now 7 deep-tine aerators to choose from, including:

TORO SR48: Designed for use on fairways, sports fields, greens, tees and other turf areas with medium to heavy soil conditions. Compact and heavy duty, the SR48 has a working width of 122cm (48") and depth capabilities of up to 400mm (16"). It is ideal for use with smaller tractors.

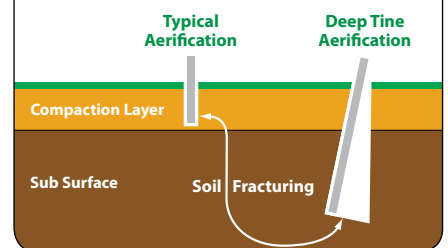
TORO SR54 / SR54-S: Designed specifically for use on greens, the compact, lightweight SR54 and SR54-S can aerify up to 250mm leaving a smoother, softer surface than any other deep-tine unit. The geometry of the frame design allows the tine depth to be adjusted from the tractor without changing the angle of entry. The TORO SR54 is equally balanced on two rollers for reduced ground pressure on soft greens.

TORO SR75: Designed to operate in tough soil conditions including areas with compacted soils, rocks and hard clay. The SR75 features a working width of 190cm (75") and depth capabilities of up to 400mm (16") and is ideal for contractors, large athletic complexes, golf courses and other large turf areas.

SR series features include:

- Wide range of productivity options – from 1.22m to 1.98m in width
- Tine depth adjustable from operator seat
- Dual roller design offers superior ground following on undulating ground
- Heavy duty design – dual chain drive and machined crankshaft alignment provides superior punching power and long term durability
- Wide range of depth capabilities (up to 400mm) and tine options (solid & coring)

The deep tine difference.



For more information and to order call 0800 807 333



Precision Irrigation at Ohau Gravels Vineyard

Irrigating the Ohau Gravels vineyard near Levin has been a great experience for Parkland. Particularly as Ohau Gravels' Pinot Gris and Sauvignon Blanc won a number of honours at the prestigious Romeo Bragato awards with its first vintage – no small feat for such a new vineyard.

Our contribution, other than tasting their delectable Pinot Gris, was to design a cost-effective irrigation system and provide products for the job. The vineyard development (formerly known as Bishop's Vineyard) was originally to be a rural subdivision. However, after the land was found to have a soil type equivalent to the best viticulture land in New Zealand, and that the Horowhenua region was an ideal climate for grape growing, Ohau Gravels vineyard was born.

- The vine planting plan was used to select the right drip tubing for the application, in order to provide the necessary water in a uniform manner.
- Irrigation zones were grouped by plant type, to allow the vineyard manager the flexibility to tailor the watering regime to different varieties of grape.
- The pipe network and pumps were sized in order to provide the most efficient delivery of water to the vineyard.
- A Motorola IRRInet control system was specified, to provide the necessary monitoring and control capabilities that allow the manager to precisely control the amount of water delivered to the plants.

The Motorola IRRInet system provides:

- Monitoring and reporting of actual water used during irrigation through automatic water meter reading. If an unusual flow condition is encountered, the system will automatically shut-down (if necessary) and send out alerts.
- The ability to monitor and control any number of ancillary items, such as pumps, soil moisture, rainfall sensors, tank levels or fertigation. In fact, it could even work the lights and security system if Ohau wanted it to!
- Expansion modules for when the business grows. Ohau Gravels Vineyard has the ability to expand to new sites and still keep irrigation centrally controlled.

Ohau Gravels vineyard's objective was to minimise impact to the existing ecology & environment. Parkland's system does that and more. Congratulations Ohau Gravels on a great first vintage!



Oleo-Mac Good Move for Parkland Customers



Parkland has just completed its first year as the new Oleo-Mac distributor in New Zealand. This outstanding range of garden equipment has a product catalogue that runs to more than 100 pages.

Oleo-Mac offers chainsaws, brushcutters, blowers and other equipment for virtually every landscape gardening need – from home use to heavy duty commercial applications. Hard core forestry contractors use Oleo-Mac chainsaws in preference to more well-known brands, simply for their strength and reliability. The same can be said for landscape contractors. High use operators like Recreational Services have been satisfied Oleo-Mac customers for many years.

The quality of Oleo-Mac machinery is such that some users adapt equipment to meet their particular needs. Rail operator ONTRACK is one such company. ONTRACK buys heavy duty Oleo-Mac 956 chainsaws. They then attach an impact wrench – creating a portable wrench capable of dealing with railway sleeper bolts.

Oleo-Mac products are available to Parkland commercial customers on a direct basis at trade prices.

For the full range visit www.oleo-mac.co.nz or to buy at trade prices call 0800 807 333

Introducing the TORO® GrandStand™ Stand-On Mower



Being on your feet all day never felt so good! The new TORO® GrandStand™ stand-on mower delivers superior productivity, performance and operator comfort in a sleek compact machine.

It features a unique suspension system for a smooth ride over the roughest terrains, plus a retractable platform that allows for operation from both stand-on and walk-behind positions. The GrandStand mower incorporates the TORO TURBO FORCE® deck and twin-lever steering controls, making it easy to use, while providing the landscape contractor an unsurpassed quality-of-cut.

When developing the GrandStand, TORO spent countless hours in the field with contractors talking about what they wanted in a stand-on mower. The answer is the GrandStand – a machine that delivers performance and productivity without the aches and pains operators often feel when operating this type of mower.

The GrandStand range now includes 36-inch, 40-inch and 60-inch models, in addition to the original 48-inch and 52-inch machines. The expanded lineup ensures that TORO has the right size mower for every need from large commercial jobs to small residential properties.

All models come equipped with TORO's industry-acclaimed TURBO FORCE® cutting deck, which produces the high-quality after-cut appearance contractors are looking for, even when mowing long, wet grass. Standard ¼-inch thick, high-strength alloy steel blades resist flexing and wear, and the deck's "bull-nose" front bumper is designed with a raised leading edge that delivers a crisp level cut.



Stand-on or walk-behind positions for mowing

Flex-Ride operator platform for a super smooth ride

TURBO FORCE® cutting deck for high-quality after cut appearance

Twin lever, low effort steering with precision control

Adjust height of cut from the operator platform

All TORO GrandStands feature the exclusive Flex-Ride operator platform suspension system that offers a smooth ride, reducing operator fatigue. The suspension system is self-compensating, to suit operators of differing weights. The weight balance allows the machine to perform well on hillsides and enhances handling around obstacles.

Easy-to-use controls represent another operator benefit. The twin-lever, low-effort steering levers allow precise control of the unit and eliminate the need for operators to remove their hands from the levers to change directions. Height-of-cut adjustments can also be made from the operator's platform.

The GrandStand mower is smaller and lighter than commercial riding mowers and takes up less trailer space. The mower's compact design allows it to easily manoeuvre in tight spaces and pass beneath low-hanging branches.

Like all TORO products, the GrandStand mower is designed, built and backed by The TORO Company.

For further information, pricing or a GrandStand demonstration contact:

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Or visit www.parkland.co.nz



parkland Quick News

TORO Interprovincial Update

The TORO 2009 Interprovincial Tournaments were a spectacular display of our nation's emerging talent. The Women's, which was held at The Grange Golf Club in Auckland, finished with a nail-biting showdown between Auckland and North Harbour. Fourteen year old Jesse Hamilton sealed the victory for Auckland with a clutch birdie putt on the first hole of a sudden death playoff.

Manawatu Golf Club in Palmerston North played host to the Men's tournament which saw Bay of Plenty triumph over Auckland making it their 6th win in 8 years. Bay of Plenty's team was a young and virtually new combination – one to watch in the future; previously Bay of Plenty has had some of the country's best young amateurs, including Danny Lee & Josh Geary.



Bay of Plenty takes the trophy



Malcolm Collins and his TORO Personal Pace mower

TORO Golf Challenge

In October, Parkland and TORO challenged all NZ golfers to beat their handicap each time they played. The more times a golfer beat his or her handicap, the higher the score, with the winner picking up a TORO Personal Pace mower valued at \$1,099.

Malcolm Collins from Weedons Country Club on the outskirts of Christchurch was the lucky (or should we say talented) challenge winner. Malcolm plays off an 8 so was a worthy contender. However, he had some stiff competition – he was confirmed as the winner only after an official countback.

New Irrigation Website

If you haven't already, now's the time to visit Parkland's newest website: www.irrigation.co.nz. It is packed with information on TORO and IRRnet products along with stories on past projects. An online buying facility will be added during Autumn 2010.



Emak Opens New \$16 Million Parts Distribution facility

On a trip to Italy in November 2009, Parkland's Managing Director, Chris Todd, visited Emak's state-of-the-art parts distribution facility near Reggio Emilia. Although 2 months from opening, the fully automated parts picking system had been installed and was undergoing testing. And what an impressive test it was! With just a handful of staff, the "plant" is capable of picking and packing thousands of orders every day. The new parts centre will be fully operational in February 2010.