



LOCATION
Upper Peak-To-Creek
Whistler Blackcomb
February 28, 2010
DATE
Photo: Brad Kesselman

→ Visit us at the Interalpin. 4th - 6th May 2011, Hall 01, Stand 103 → Visit us at the Interalpin. 4th - 6th May 2011, Hall 01, Stand 103 → Visit us at the Interalpin

**PistenBully 600 TwinPower
kind to the environment with
diesel/gas hybrid drive.**

More on page 2.



Dear customers, dear readers,

the 2010/11 winter season is at an end. For months, PistenBully have been in use in ski resorts around the world and have performed outstandingly – including during the Alpine Ski World Championships 2011 in Garmisch-Partenkirchen and the Nordic Ski World Championships 2011 in Oslo. The next highlight for us is the Interalpin. We're presenting our innovations at the industry exhibition and are looking forward to catching up with customers and friends. One highlight of the exhibition is the PistenBully EQ.2 study. The study of the PistenBully 600 with diesel-electric drive (hybrid drive) was on show for the first time at the Interalpin 2009. The PistenBully EQ.2 has been progressively redeveloped over the last few months. We're presenting the result at the Interalpin. One thing is certain: The PistenBully EQ.2 emphasises our standards and is proof that technical progress and greater profitability do not have to come at the cost the environment. We're also taking a look at our neighbour Austria – an extremely interesting sales market – and have prepared other exciting topics for you from the last few months.

I hope you enjoy this issue and look forward to welcoming you to our stand at the Interalpin.

Yours, Jens Rottmair



Environmental-friendliness on Kitzbühel's slopes.

World exclusive: PistenBully 600 *TwinPower* with diesel/gas hybrid drive.



Anyone wanting to lead the market today in vehicle technology has to offer a lot more than just more powerful engines, higher cost-effectiveness or better drive comfort. Solutions that ensure lasting protection for the environment and climate are the focus of sustainable developments. Kässbohrer has also been setting a good example in this arena for many years. The PistenBully's filter technology has won DBU's German Environmental Award and the study of the PistenBully EQ.2 with diesel-electric drive is currently entering phase 2. An absolute world first – the PistenBully 600 *TwinPower*: The first series-ready snow groomer with a diesel/gas hybrid drive is working at the Kitzbühel ski resort. The PistenBully 600 *TwinPower* has been developed with Salzburg AG, the Salzburg firm Infinite and the English firm Hardstaff. The gas for the drive is 100 % biogas and, thus, totally CO₂-neutral.

Less CO₂.

9 metres long, 4.20 metres wide, weighing 9 tonnes with 400 hp. Those are the key facts for the PistenBully 600 *TwinPower*. "With the snow groomer up to 70 % of the diesel can be replaced by a gas mixture. Because we use CO₂-neutral biogas for the drive, we can save 37 tonnes CO₂ per year", declares project manager Johann Schmidhuber from Salzburg AG. The participating companies invested two years on the development of the new drive. The innovation was tested extensively during the last winter season in the Saalbach ski resort; the first series vehicle has been grooming Kitzbühel's slopes since December 2010. The *TwinPower* system can be retrofitted on all PistenBully 600.

Kind to the environment by reducing pollutants.

Natural gas as a fuel is becoming increasingly significant. Natural gas is an ideal, environmentally-friendly fuel because it produces almost no soot and particles when it combusts. In the PistenBully 600 *TwinPower* some of the diesel fuel is replaced by natural gas or biogas. On the one hand this saves on operating costs, because natural gas is cheaper than diesel. On the other hand, pollutant emission, particularly NO_x and fine dust particles, is reduced. Striking: Despite the mix of natural gas or biogas, there is no difference in the drive behaviour and performance of the PistenBully 600 *TwinPower* compared to the PistenBully 600 with conventional diesel drive.

Kitzbüheler Bergbahnen are trend-setters.

"It was important to us to set an example. A snow groomer won't save the environment, but it is a good start and we want to advance such positive developments", according to Dr Josef Burger, President of Kitzbüheler Bergbahnen. The biogas for Kitzbühel is supplied in Salzburg AG's own mobile pumps, so the vehicle can be filled up on-site. Burger: "As a supplier for tourism we have an obligation to the environment and of course to our guests. Taking and taking from the environment will not pay off in the long-term, but responsible and conservative resource management will. We are thrilled to be the first to use the new snow groomer – it reconfirms our position as leaders of innovation."

Technology and functionality.

The PistenBully 600 *TwinPower* has an additional tank for the compressed natural gas (CNG) on its load area. This is injected into the combustion air at around 4 bar in the intake stroke. The diesel fuel ignites in the cylinder and the gas automatically combusts. The original engine signals are fed into a second control unit to ensure an optimum mixing ratio. A computer determines the maximum possible gas content depending on the load and reduces the diesel content accordingly. 100-percent diesel operation is possible on request and the switch to gas inclusion occurs automatically without the driver doing anything.



Help for Japan.

Kässbohrer Geländefahrzeug AG donates 20,000 euros.

Japan – a country of high technology and millennia of culture – is currently dealing with one of the most difficult periods in its history. The “land of the rising sun” is not just struggling with a catastrophe. A severe earthquake shook the whole country on 11th March 2011. The Tohoku earthquake was one of the worst quakes in Japanese history with a severity of 9.0. As though the earthquake of historic proportions and the resulting tsunami were not enough, Japan now also has to face a long, extremely hard battle against the nuclear crisis. Huge accidents in the Fukushima nuclear power station are bringing the Japanese people in particular into direct confrontation with the unthinkable consequences of nuclear power. However, they are also forcing people and politicians all over the world to confront the indirect consequences of Fukushima and the safety and possible “residual risks” of atomic power.

Sapporo prepared the successful track for the PistenBully.

Karl Kässbohrer Fahrzeugwerke, Ulm delivered the first PistenBully to Japan in 1972. The 11th Winter Olympics in Sapporo, Japan marked the start of international market penetration. We then began to build up the third independent product division of all-terrain vehicles. To date, 1,375 machines have been sold to Japan. This makes Japan – in terms of sales figures – the fifth largest market for

Kässbohrer Geländefahrzeug AG after USA, France, Austria and Switzerland. Because of the distance involved, newly ordered PistenBully are despatched in August.

Our partner in Japan is Snow Systems Co. Ltd. – an independent general agency with head office in Tokyo. This houses not only the administrative and sales departments, but also the service centre and the spare parts warehouse. PistenBully are also sold and serviced by the Snow Systems branch near Sapporo, which is close to the ski resorts on Japan's northern island Hokkaido. At the same time, the 20-man Snow Systems team can also call on the branch offices and manpower of the parent company Nippon Cable, which sells the Snow Systems products through its eight branches across Japan.

Countless personal connections have been developed over the years, in addition to many intensive business contacts. “How can I help the people in Japan?” is a frequent question that many people have asked over the last few weeks. With 20,000 euros Kässbohrer Geländefahrzeug AG would like to make a small contribution to alleviating the suffering of the many people in need. “We have made the donation through our agency in Tokyo. Our Japanese

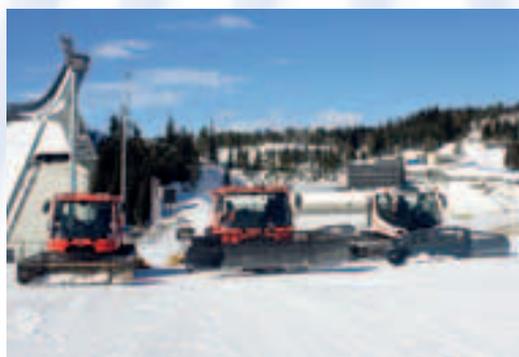


partners know best where the money can be used in a meaningful way”, says Hans-Peter Müller, Head of Sales for PistenBully. The donation has already been passed on to a sub-division of the Japanese Red Cross who are focussed on caring for victims of the earthquake and tsunami.

We – Kässbohrer Geländefahrzeug AG with the whole PistenBully-Team – hope that “the sun will rise” again as soon as possible for the people of Japan and they can return to normal life.

World Championships Oslo 2011.

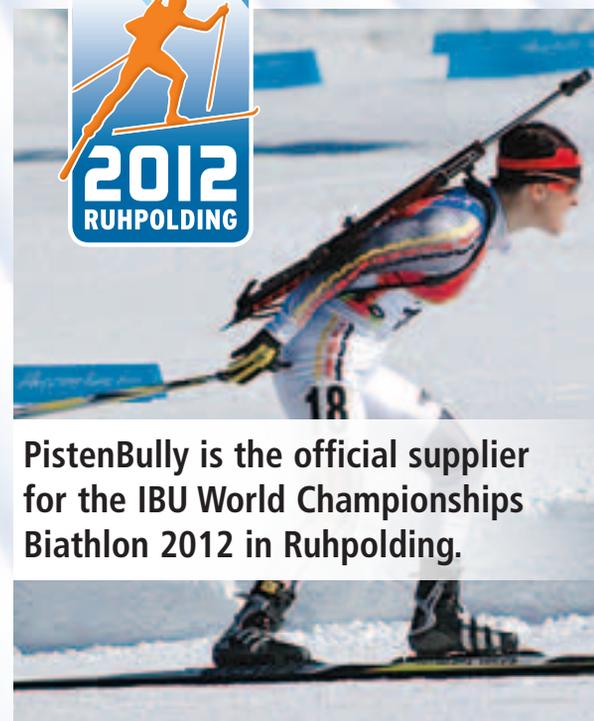
PistenBully make tracks for world champions.



Naturally, PistenBully are always there when ski world champions get together. The Nordic Ski World Championships took place in Oslo from the end of February to the start of March 2011 – and this was for the 4th time since 1930, 1966 and 1982. Kässbohrer supported the World Championships together with its norwegian agency Antra. Kässbohrer provided a Formatic 350, a PistenBully 100 and a PistenBully 600 W for the duration of the World Championships. Antra ensured everything went

smoothly with a 24-hour on-call service. PistenBully have a tradition in Oslo. The local authority bought the first PistenBully in 1980. They were also the first to use winch machines for jumps with the purchase of a PistenBully PB 200 DW in 1992. Over 25 PistenBully have been acquired for slope, track and jump maintenance since the 1980s. The resort has a total of three ski jumps, numerous tracks close to the city and the children's tracks in city's parks.

To create perfect competition conditions for the 2011 World Championships, the event organisers invested around 200 million euros in the complete renovation of the Holmenkollen ski jump, in the development of the Midtstuen ski jump and in the ski stadium in Holmenkollen. The Oslo local authority also acquired new PistenBully: in the addition to the eight existing PistenBully, the city now also has a PistenBully 400 W, a Formatic 350 with 4-way track setter and a PistenBully 100.



PistenBully is the official supplier for the IBU World Championships Biathlon 2012 in Ruhpolding.

Silage instead of snow.

Der PistenBully 300 *GreenTech* is superior to the wheel-loader!



Biogas Show Nuremberg.

Around 5,000 visitors came to the Kässbohrer Geländefahrzeug AG at the biogas conference at the show in Nuremberg 2011 and found out about the usage possibilities of a PistenBully in biogas plants.

Biogas plant operators, who have already had positive experiences of using a PistenBully, emphasised in particular the positive silage results, i.e. the good compaction, and will also continue to use a PistenBully for their 2011 silage work. One of these operators is Josef Hölzl from Schonstett in Upper Bavaria. He started using two machines for silo work this year. Josef Hölzl's company specialises in services for agriculture and the biogas sector.

He has many clients from the biogas sector. "The silo piles are getting higher and higher and the harvesting work for the chaff cutter is always increasing. A wheel-loader is quickly overwhelmed", he says of his experience. He saw an acquaintance using a snow groomer for silo work the year before and was impressed: "I immediately saw that the snow groomer is unbeatable for shifting work and for handling large heights." This is how Hölzl came to acquire two snow groomers for the 2010 season and, thus, expanded his area of activity.

For Josef Hölzl the snow groomer is the ideal vehicle for silo use. He sees a big advantage in the rubberised



summer tracks, which mean the snow groomer can continue in any conditions and can compact the silage extremely well. Although the vehicle has a larger contact area and only weighs eleven tonnes, it can hold its own against a much heavier wheel-loader when compacting. The frame structure comprises 6 running wheels. This means the material is compressed six times with every pass. Compression creates a shaking effect, which is reinforced by the high cleats of the tracks and transferred to the material. The company boss is also happy to sit behind the controls of his PistenBully himself. It is clear from his words that he is impressed with the technology: "With 330-hp engine performance

DLG-Test passed.

The Test Centre of the German Agricultural Society (DLG) has tested the suitability of the PistenBully 300 *GreenTech* for silage depositing, in collaboration with the Agricultural Centre Baden-Württemberg (LAZBW). The PistenBully was used at different biogas operations in systematic tests. An assessment was made on the basic ability of the machine (weight, treads, susceptibility to failure), the suitability for different types of feed, the depositing and compaction capability, and the silage quality (compaction, temperature, feed value, fermentation



quality). The firms had to provide silos with fixed walls and cover the silage with tarpaulin.

The quality of work on spreading and compacting different types of feed in the flat silo was appraised. Thanks to the large multi-function blade and high thrust, the PistenBully was easily able to handle up to 100 tonnes of fresh mass an hour. The PistenBully 300 *GreenTech* spread the supplied volumes of each feed quickly and in a thin even layer over the existing feed up to the side walls, the back wall and even into the corners of the silo, as the blade can be folded

along the width of the frame structure. The silage fermented extremely well and produced good feed values. The vehicle was found to be suitable for these purposes.

The test report is available on the Internet: www.dlg-test.de/traktoren (Sondertraktoren, Nr. 5936F).

You will find images and video of the PistenBully 300 *GreenTech* at work at www.pistenbully.com/silage.

PistenBully GreenTech. The locations at a glance.



and its broad tread, the vehicle has great thrust. There are no slip-ups. The hydrostatic drive and the compact dimensions make the vehicle very agile. In combination with the multi-function blade, we are also able to move large volumes into the silo and compact them quickly."

Josef Hölzl has come up with an idea to familiarise his clients with the new technology: "We bring the machine to the customer and work for three hours on the silo for free. If the client's not happy with the work he just has to pay for the diesel we've used and we go home again." The entrepreneur seems to be on the right track here. With a wink he adds: "No-one has sent us home yet."

Faster. Less consumption. More drive safety.

The silos are getting ever longer and the piles ever higher. A typical wheel-loader is often too slow and overwhelmed when it comes to moving silage. The PistenBully 300 GreenTech is 80 % faster on average than a wheeled tractor. This means fuel consumption is pleasingly low: depending on the height of the silo pile and the access, the PistenBully 300 GreenTech requires between 8 and a max. 15 litres per hour, while a wheel-loader requires at least 15-20 litres.

The PistenBully is unbeatable with regard to working safety and comfort. The low centre of gravity enables driving on slopes without slipping or tilting to the side. The vehicle was developed for use on the slopes. It can also work in problematic areas where wheeled vehicles would sink or tip over. The excellent stability is particularly significant on large, heavily heaped silo piles. Drivers climb out much more relaxed at the end of the day.

Different mowing and mulching equipment can be attached using the standard front exchange system. Depending on the vehicle's equipment, the PistenBully can also mow marsh areas, mulch in forests, help to recultivate wasteland, cut turf, or even clean fish and shrimp ponds after use and prepare them for reuse.



The frame structure with rubberised X-track chain provides high traction and good compaction of the silage. The PistenBully effortlessly drives through loose feed volumes.



Thanks to its enormous thrust, the PistenBully 300 GreenTech works much more efficiently than conventional wheeled vehicles.

Austria. Where winter is at home. And the PistenBully is a bestseller.

The Danube Waltz and Christina Stürmer, the Almabtrieb festive cow trains and the Vienna Woods. Above all though, Austria is a land of mountains. Mighty peaks from the Vorarlberg Rätikon in the west to the Gutenstein Alps in the East. The Alps cover more than 62 % of the country's territory. Half of all citizens live in the Alps and, thus, they make up almost a third of all Alpine inhabitants. The highest mountains are over three thousand metres and are found in the Eastern Alps. At 3,798 m the Grossglockner in the Hohe Tauern is the highest peak. Including sub peaks there are almost 1,000 mountains over three thousand metres in Austria.

The statistics for the Austrian cable cars.

The Austrian national sport of skiing has produced 260 cable car companies and 7,200 kilometres of ski slopes. Around 550 drag lift operators (with one or more drag lifts) and approx. 25,400 ha of slopes, of which 66 % may be snow-covered

The second home of the PistenBully.

After the USA and France, Austria is Kässbohrer's third largest market. The first five PistenBully for Austria were built in 1969 by Kässbohrer Austria in Salzburg. Salzburg was the production location in the beginning. Today, 30 staff work in the Austrian branch of Kässbohrer Geländefahrzeug AG. 8 service engineers are always busy – the most important spare parts always on board. They start work every morning from home to reach the customer in the shortest time possible. If a technician doesn't have a particular spare part locally, then the branch steps in. Around 7,500 spare parts for all vehicle types are stored in Kuchl. From there they can reach all resorts quickly and easily via the Tauern motorway.

There are also 3 authorised workshops in Austria:

- Vorarlberg: Gebhard Burtscher Fahrzeugtechnik & Service, Sonntag
- Mühlviertel, Waldviertel: Klaus Watzinger, Reichenau, Mühlkreis
- Kärnten, East Tyrol, west Styria, Lungau: Gruber Service GmbH, Spittal a. d. Drau

Our customers are at home in nature.

A down-to-earth approach, continuity and reliability are the most important factors for them. This relates to the quality of the products as much as to the staff. The same contacts have been meeting for decades – from Kässbohrer and from the customers.

Peter Soukal – Head of the Austrian branch of Kässbohrer Geländefahrzeug AG since 2006 – has been with the company for 33 years. The same goes for Johann Stabel, Head of the Customer Centre. And also Peter Wilkinson, Head of Inside Sales, who has been at Kässbohrer for 31 years. Those are just 3 examples.

Mutual trust built-up over many years has to be maintained regularly. More than 3,000 PistenBully have been sold in total thanks to the efforts of the Austrian team. Austria now has a market share of around 17.85 %.

Familiar Kässbohrer quality. Anyone confronting the elemental power of nature has to be able to rely on his equipment one hundred percent. And on the team behind it!



Kurt Schreilechner, Andreas Rudigier, Peter Wilkinson, Horst Biechl, Peter Soukal
This sales team maintains direct contact with customers in Austria.

SNAP IT UP NOW!

PistenBully 300 W
Built 2004,
6,348/4,186 operating hours,
combined tracks, All-Way-Blade,
MultiFlexTiller

Call Marc Celewitz.
Tel. +49 (0)7392/900-422
www.pistenbully.com

PistenBully

Sharing know- ledge, great skiing and sightseeing under the Spanish sun.

Together with Doppelmayr Seilbahnen GmbH and TechnoAlpin AG, Kässbohrer Geländefahrzeug AG invited the decision-makers from the German ropeways business on a study trip in Sierra Nevada from 12th to 14th April. The 90 participants enjoyed a full programme with a successful mix of information and entertainment. The Spanish metropolis Granada impressed with old town flair, sights such as the world-famous Alhambra, and a specially organised Flamenco Show. It was then on to the Sierra Nevada for snow, technology and lots of valuable information about ski and slope operations and, of course, there was also time for a little skiing. Conclusion: two great, information-packed days and certainty that there will be another joint trip!



Seen it?
The first PistenBully
stamp!



We can hardly wait until the PistenBully can finally come out again!

SNAP IT UP NOW!

PistenBully 300 Polar W
Built 2006,
4,918/3,277 operating hours,
combined tracks, All-Way-Blade,
MultiFlexTiller

Call Marc Celewitz.
Telefon +49 (0) 7392/900-422
www.pistenbully.com

PistenBully



PistenBully at the Interalp 2011.

From pioneering technologies to good used vehicles.

PistenBully has a great selection of exhibits for visitors to the Interalp. The market leader is showing proven top models for slope and cross-country track grooming, technical innovations like the PistenBully EQ.2 and a large selection of used vehicles. New: the PistenBully 100 has a more powerful engine and the PistenBully 600 W *Polar* is even stronger and safer than before thanks to the new 4.5-tonne winch.

Make way for strong performance.

The stars of the Interalp are putting on an impressive show of the whole range of possibilities that the PistenBully family has to offer. The PistenBully 600 W *Polar* is the master for steep challenges or moving large volumes of snow. Equipped with the new 4.5-tonne winch, working on steep terrain will now be even more of a pleasure. Like the PistenBully 600 W *Polar* the PistenBully 100 has also been "pimped". It has a more powerful engine, improved functionality, more comfort and a more attractive design. The PistenBully 400 *Park*, the *Formatic* and the PistenBully *Paana* reinforce the fact that Kässbohrer can offer the right vehicle for any application and any budget.

EQ.2: the study continues.

With the PistenBully EQ.1 Kässbohrer set the bar high for environmentally-friendly, resource-preserving and, above all, cost-effective driving. The study of

the PistenBully 600 with diesel-electric drive (hybrid drive) was on show for the first time at the Interalp 2009 and was very well received by the visitors to the show. The EQ.1 proved in extensive tests that its fuel consumption is up to 25 % less. On the one hand, this reduces emissions; on the other, the operating costs are lower making the vehicle more cost-effective. This also means that attachments powered hydraulically to date can now be powered electrically. The concept of the hybrid drive also allows the PistenBully to become a kind of power station in future: it provides enough power to operate external electric tools, e.g. for repair work. The PistenBully EQ.1 was redeveloped over the last few months and its successor, the PistenBully EQ.2, will be presented at the Interalp.

GreenTech for summer work.

A machine that has proven its worth away from the snow will also be on show at the Interalp: the PistenBully 300 *GreenTech* is a year-round machine that has proven its ability on steep slopes and extremely sensitive terrain alike. The PistenBully *GreenTech* are ideal vehicles for moving silage in biogas plants, for forestry work on remote terrain, for mowing and mulching work on ecologically sensitive ground or for work on wetlands. Their flexible vehicle concept allows diverse attachments, such as dung spreaders, plant hole drillers, trench cutters and many more.

Great used vehicles from Kässbohrer – a safe choice in every price band.

Anyone interested in a used PistenBully will be able to find out about the wide range of vehicles currently available, their condition, repair packages, prices and much more at the Interalp. The selection ranges from unrepaired vehicles through ready-to-use PistenBully to completely repaired machines with guarantee.

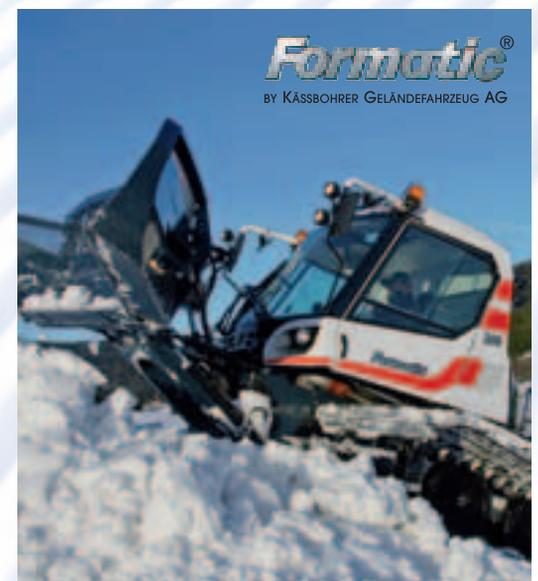
SNAP IT UP NOW!

PistenBully PB 130 D

Built 1984,
4,968 operating hours, aluminium
tracks, U blade, 2-way track setter
with double lift

Call Marc Celewitz.
Tel. +49 (0)7392/900-422
www.pistenbully.com

PistenBully



Profit from the special
Interalp show offer:

Formatic 350 for just
EUR 159,900

For high-speed driving and the most sophisticated ski technology. Combination gold for PistenBully.

Kässbohrer Geländefahrzeug AG was an official supplier to the 41st Alpine Ski World Championships 2011 in Garmisch-Partenkirchen. Ten additional PistenBully created perfect competitive conditions especially for the world championships.

The Alpine world as guests in Garmisch-Partenkirchen. A place that is resplendent in skiing tradition.

Winter Olympics 1936, Arlberg-Kandahar

Race from 1954, FIS Ski World Cup

since 1970 and the Ski World Championships 1978

show why Garmisch-Partenkirchen

is seen as the

cradle of German ski racing. The ski

world champions were in demand on

Kandahar, Horn and

Gudiberg as early as 1978.

It is not just the driving style that has changed a lot since then. Snow grooming and run arrangement have less and less in common with the races of the past.

10 additional PistenBully worked in Garmisch alongside the existing fleet of the local authority

and Bayerischen Zugspitzbahn, to ensure that the 525 athletes from 69 countries found optimum slope conditions. And in the worst weather conditions: the beautifully prepared runs lasted despite the solid heatwave during the whole event period.

The top sporting achievements of the participants were admittedly the focus of the "Snow Festival". Maria Riesch, Viktoria Rebensburg, Kathrin Hölzl and Felix Neureuther competed for the medals and created lots of excitement. The decisions on gold, silver and bronze were taken on the famous "Kandahar" and "Gudiberg". The spectacular Kandahar

with the steepest section on the ski circuit, the "Free Fall" (92 % drop), and the Gudiberg with its arena in the historic Olympic ski stadium, are



PistenBully on the spectacular Kandahar run.

unique sporting venues with a spine-tingling atmosphere.

Nothing can be left to chance for large international sporting events. The reliability of the PistenBully was a crucial factor in the choice of Kässbohrer Geländefahrzeug AG for the snow grooming. Kässbohrer is a proven partner that organisers of large events can really rely on. For over 30 years, Kässbohrer Geländefahrzeuge have been the first choice worldwide for snow grooming.

The top priority of the World Championships was to build on Garmisch-Partenkirchen's top position as a centre of winter sports for competitive sports and tourism. The application to host the Winter Olympics 2018 is of course always in mind.



BeachTech celebrates 20th anniversary.

In the early 90s, the responsables within the former Karl Kässbohrer Fahrzeugwerke went looking for a seasonal counterbalance to match the PistenBully snow grooming brand. They expended their view to not only include the snow market but also the beach market. With the invention of BeachTech beach cleaning machines, they laid the foundation for a small but distinctive product, which in the past 20 years, has become the world's number 1 beach cleaning machine. With the experience and imagination of Kässbohrer design engineers, BeachTech became a novel cleaning concept, which can adapt to the prevailing sand and waste situations on various kinds of beaches. The patented system entails raking over the wet sand, screening of the dry sand, and the infinitely variable combination of both. With this new patented technique, it was possible for the first time, to rake up as little sand as possible during the cleaning process and to react directly and accurately to any bumps or changes in the terrain.

New concept.

The former director and motivator of the division for all terrain vehicles, Erwin Wieland, initiated the first tests on secluded beaches in Italy and France. This new product was not a new PistenBully product being tested but rather a completely new innovative beach cleaning machine. After comprehensive tests and modifications, former Technical Director Walter Haug, signed off on the production of this new innovative machine making it available to customers for the first time in 1991. This new innovative cleaning technique set new standards in this market where mostly farming equipment had been used.

Always one step ahead.

With continuous technical innovations and new models, BeachTech became the indicator for the whole branch in the years to follow. A mile stone in its history of success was the launch of the BeachTech 2000 in 1995. This machine became a more compact alternative to the large BeachTech 3000. The BeachTech 2000 was designed for medium-sized beaches and lite budgets. This was Kässbohrer's worldwide competitive advantage because now a much larger range of customers purchasing professional beach cleaning machines was being marketed to. Launching the self-propelled BeachTech *Marina* in 2002 targeted smaller businesses and service providers, who are more interested in the outstanding manoeuvrability of this extraordinary beach cleaner. Available with optional add-on devices, the multifunctional BeachTech *Marina* can work both on and off the beach. Completing our product line is the BeachTech 2800, a powerful combination of BeachTech 2000 and BeachTech 3000, and the walk-behind BeachTech *Sweepy hydro*. The BeachTech product line consisting of these five different models fulfils all the requirements of our customers in terms of beach size and beach conditions as well as their financial and technical needs.

In just a few years the sales numbers increased several times over. In 1999, BeachTech beach cleaning machines were in operation in 35 countries, providing the grounds for easy-going holidays. And since that time they have been the number 1 manufacturer of beach cleaning machines, with a global market share of more than 50%.

Exotic applications.

Nowadays BeachTech machines are being used in more than 70 countries. From Ireland to India, from South Korea to South Africa, from Norway to New Zealand, from the United Arab Emirates to the United States of America – all over the world BeachTech machines magically clean beaches over night. Beautiful beaches where tourists can relax. Some BeachTech machines, however, are additionally used away from the beach. "In the past 20 years there have been opportunities showing that our machines can be useful in other operations as well," says Stefan Spindler, Head of BeachTech. So some BeachTech machines clean sand filter basins of water treatment works or prepare fields for the next sowing.

Effective against oil

Oil spills that occurred in the past years have made BeachTech an involuntary expert in this field. "We were able to help clean beaches after four large-scale oil catastrophes and we have gained lots of experience and know-how along the way. With some minor technical adjustments to our machines, BeachTech now offers the best concept to take soft blobs of oil as well as hard tar balls out of the sand without having to remove half the beach as before." Stefan Spindler, who experienced the oil catastrophe first hand in the Gulf of Mexico, mentions, "This is a sad triumph – but on the other hand, it is a good feeling to be able to provide quick and effective remedy in such a situation."

Customers in focus – the factor for success.

Not only the technical innovations are important, what's vital for the success of BeachTech are the close and even amicable relations to our customers. In nearly every country to which we have sold a machine, we have dealers or agents to ensure prompt and top quality service.

Well prepared.

From the first trial runs in Italy, BeachTech has made it to being market leader and catalyst of innovations. After these past difficult years in which the global financial crises also affected BeachTech, Stefan Spindler is confident that, "...we are finely positioned with a well-rounded product range and a worldwide sales and service structure, which is unique in this industry. We aim to offer our customers sustainable and affordable products and a good service to respond to their needs. For lasting success in the years to come.



From the first trial runs on the beach....



...to our trademark: the typical BeachTech finish.



You'll find us wherever your PistenBully is.
**Always and anywhere –
 the PistenBully Service
 Team is with you
 straightaway.**

**01.04. to 15.09.2011
 Summer promotion**



Benefit now from original PistenBully spare parts at great prices.

Contact for personal advice:

Christof Heim, Head of Spare Part Sales
 E-Mail: christof.heim@pistenbully.com
 Telefon: +49 (0) 7392/900-135

Markus Haller, Manager Technical Accounting
 E-Mail: markus.haller@pistenbully.com
 Telefon: +49 (0) 7392/900-120

News

PistenBully Shop



PistenBully Baseball Cap
 With PistenBully 400 embroidery on the left and large PistenBully embroidery on the right. Height adjustable using Velcro at the back.

Colour: black/red

EUR 12.90 each



PistenBully Soft Shell Jacket by Schöffel

This jacket is extremely comfortable to wear and offers great freedom of movement. It is elastic, breathable, wind-proof, water and dirt-resistant, and hard-wearing.

Back embroidery: PistenBully 400

Embroidery right arm: FIRE IN RED logo

Embroidery right of chest: PistenBully lettering

Sizes: S-XXL

Material: 89% polyester, 11% elastane

Material properties: VENTURI STRETCH, MTS Moisture

Transport System

Colour: black

EUR 144.90 each

Price incl. VAT, plus shipping. Minimum order: EUR 25.00.

You can order these items from the PistenBully Shop at www.pistenbully.com.

**PistenBully is an official supplier for the FIS Nordic SKI
 World Championships 2013 in Val di Fiemme.**



Service numbers

Technical Service

Gerhard Strähle
 Tel.: +49 (0) 7392/900-103
 Fax: +49 (0) 7392/900-100

Spare Part Sales

Christof Heim
 Tel.: +49 (0) 7392/900-135
 Fax: +49 (0) 7392/900-130

Imprint

Publisher:
Kässbohrer Geländefahrzeug AG
 Kässbohrerstraße 11
 D-88471 Laupheim
 Tel.: +49 (0) 7392/900-0
 Fax: +49 (0) 7392/900-556
 E-Mail: info@pistenbully.com
www.pistenbully.com
 Circulation: 15,000 copies
 Editorial: Michael Hemscheidt

Fax response: +49 (0) 7392/900-556

- My address has changed. Please send me the K-Info to the address below!
- I no longer require the K-Info!

I am a Plant Manager Workshop Manager Slope Manager
 Driver Fan

My new address is:

Surname _____ First name _____

Company _____

Street/ house number _____

Post code _____ City _____

Telephone _____ Fax _____

E-Mail _____

Queries/comments:
