



info

09/2009



1969: PistenBully PB 120 B

1976: PistenBully PB 170 D

1984: PistenBully PB 200 DW

1985: PistenBully PB 240 D

1996: PistenBully 300

2006: PistenBully 600

2020: PistenBully-Vision

PistenBully – a cult brand celebrates its 40th anniversary!



Advertising photo in 1970s style.



Hans-Peter Müller, Head of Sales and Marketing.

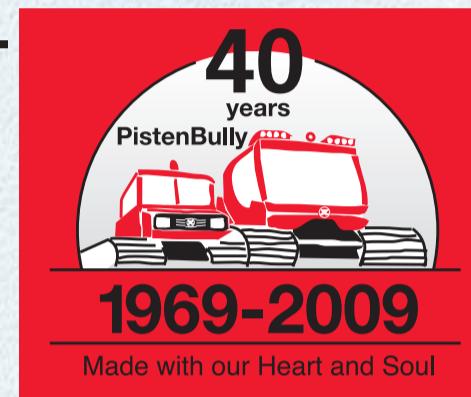
Someone who was there at the beginning and has experienced the rise of PistenBully is Hans-Peter Müller. Since 1991, Mr Müller has had global responsibility for sales and marketing. When he started as an apprentice, PistenBully was still part of the special vehicles department at Karl Kässbohrer Fahrzeugwerke GmbH. "When the first PistenBully prototype was built in 1969, there was still no dedicated sales department, only after the successful winter of 1971. Until then it was not clear whether the build would be re-adjusted", remembers Müller. The impetus for the sudden success of PistenBully came in winter 1970/71 with an international competition for snow groomers in Flaine, France (Haute-Savoie).

At that time, the competition in this market was still really huge; there were some 15 different manufacturers. "PistenBully was awarded the 'best technical vehicle' at the competition in Flaine! The hydrostatic drive was an innovation

that no-one else had. In comparison to the gear changing popular at the time, which increasingly lead to problems, it was clearly superior", explains Müller of the award. Driving a snow groomer was now child's play - Kässbohrer itself acquired the new drive at that time with the words "Driving the PistenBully is really very simple and easy to learn - even women learn how to handle this snow groomer quickly". "A slogan that would be unthinkable today, but was spot on at that time", apologises Müller for the old advertising with a wink. 100 vehicles were sold in 1971, even to the USA and Japan, where the PistenBully prepared the slopes for the Winter Olympics in Sapporo in 1972.

Always a step ahead.

In the following years, Kässbohrer repeatedly set standards for the whole industry with further technical innovations. In 1972, the company was the first manufacturer, for example, to replace the standard petrol engines with diesel ones. "Thus, we took an important step forwards, the others took it later, as the advantages were clear to see. The petrol engines could catch fire; with the diesel engine this risk was eliminated", explains Müller on the pioneering role of PistenBully. Other milestones in the success story were, for example, the technical leap from the PB 145 D to the PB 170 D or the market launch of the first winch vehicle. In 1996, the PistenBully 300 came to the

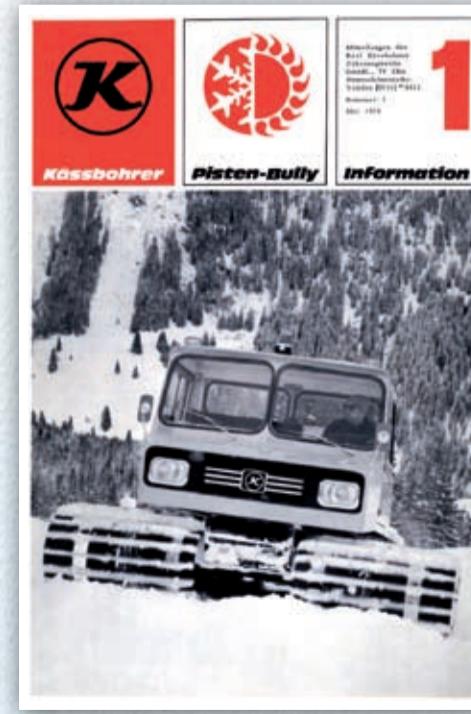


Made with our Heart and Soul

40 years ago, Karl Kässbohrer succeeded in building a vehicle with imagination, know-how, courage and passion, which revolutionised the snow groomer market. The first PistenBully came to the market in 1969 and was a total innovation in the industry with its hydrostatic drive. Since then, the PistenBully success story has been shaped by technical progress, market-oriented solutions and close, friendly customer relationships. This combination has helped PistenBully to achieve a global market share of around 65 percent and helped the vehicles to become the absolute number 1 in slope grooming. But that is by no means all: the red PistenBully is now a cult brand and in colloquial language usage the name is a popular replacement for "snow groomer".

market - its well-thought out vehicle concept combined all the knowledge gleaned from the previous models.

Continued on page 2



There was already a K-Info in 1970 – many have followed since then.

Editorial

Dear readers,

2009 is another milestone in the history of Kässbohrer. We are celebrating our 40th anniversary of PistenBully and look back with pride on an eventful past with many highlights – from the development of the first PistenBully, through exciting events for our customers, to the market-readiness of the PistenBully 600. Indeed, 2009 is not just a special year for us because of the anniversary. At the end of 2008, we underlined our consistent environmental management with the introduction of an environmental management system and certification in accordance with the internationally recognised environmental management standard DIN EN ISO 14001:2004. This award is clear proof of sustainable business from an environmental perspective and orienting our business processes to this wherever possible. To achieve this goal calls on every staff member of our company - on me as the chief executive officer, just as much as on our service technicians. We are sure that the PistenBully team will achieve continual improvement to the ecobalance of our company.

Looking back on the past season, we can say that it has gone very well for PistenBully. The long and snowy winter has increased demand for our vehicles and services and – which is very important for us – our customers also had a successful season thanks to the good winter. We are looking forward to this year's challenges and hoping for a white winter for us all in 2009/2010 as well.

Yours, Jens Rottmair



PistenBully – a cult brand celebrates its 40th anniversary!

Continued from page 1

With over 2,500 units it remains the most sold snow groomer and is used in each of the 66 export countries. "Thanks to consistent technical progress and continual improvement to our vehicles, we have succeeded in making PistenBully a global brand. We are currently focussing on the PistenBully 600. With the combination of the latest technology and hot design we have achieved a new dimension in slope grooming", says Müller on the image of PistenBully. And the global success entitles him to, as there are now only two significant mountains – Kilimanjaro in Tanzania and Popocatepetl in Mexico – that do not have a PistenBully. More than 17,000 PistenBully have been sold worldwide in 40 years.

Customer proximity as a success factor.

In addition to the technical innovations, the close and friendly customer relationships are particularly significant in the rise of PistenBully. "Our customers value our commitment very much. We are not just a supplier, but also a friend who is where you need him", explains Müller of the extreme customer proximity. PistenBully is now set up so that there are representations in every sales country. This guarantees prompt service of the best quality. "We were not afraid of any new country when it came to the expansion of our customer base. Regardless whether it was on the mountains in the Allgäu or in the Caucasus", remembers Müller and then gives the inside details: "We were received everywhere with great friendliness and there were no reservations, neither from our side nor from that of the potential customers. I still remember a very funny story from the Caucasus. A customer had given my colleague and me traditional, floor-length fur cloaks, which we naturally put on. When we then stood with these cloaks and thick fur hats on the slope, a pair of Russian skiers came past and actually thought we were locals and took pictures of us. That was really very strange!" During his almost 40-year career at Kässbohrer, the Head of Sales has been to almost all the sales countries, "I think I have visited up to ten countries in all", says Müller.

Celebrating on the peak.

"It is the 'total package' that has let PistenBully become a cult brand. Our customer events, for example, have also made an important contribution to this", knows Müller. From the start, the events on the mountains or at the Laupheim works were extremely popular. The highlights include the almost legendary summer demonstrations on the glaciers, the funpark-camps, the used vehicle shows and the AfterWork-parties. "In 1992, we celebrated on the Zugspitze mountain with almost 2,500 guests from around the world. The drive, however, became something of a side issue, as the demand was so great that people signed up for a 10-minute trip and possibly had to wait until the late afternoon. The point far more was to spend a lovely day together and to cultivate contacts." Since the first event to today, the popularity of the events has not changed at all. "The customers also value that we organise everything ourselves and the PistenBully team is completely local. You meet any amount of famous faces there and it shows that the team are one hundred percent behind it", explains Müller of the attraction of the events. The whole PistenBully team sees itself as a family and, naturally, includes the customers in that. The high loyalty of individual staff members is demonstrated by many years' employment at the company. There are many like Müller who have been there for decades.



1969 – The first PistenBully PB 120 B, at that time still with petrol engine.



1962 – Kässbohrer already built all-terrain vehicles before PistenBully: the Flexmobil.



1971 – The victorious Kässbohrer team at the CIMPES in Flaine, France.



Are you looking for a used PistenBully?
Call Marc Celewitz, Tel. +49 (0)739 290 0422.
You will also find our latest offers on the Internet
at www.pistenbully.com.

PistenBully®



End of 1970s – The advertising and the vehicles become more modern.



1971 – Concentrated power for the competition run in Flaine.



The 15,000th PistenBully was built in 2006.



A look at production back then.



Modern production at Laupheim.



1975 – A small team celebrates the 1,000th PistenBully.

Stronger from the crisis.

"How strongly the staff stood behind PistenBully, was particularly demonstrated in the crisis year 1994", remembers Müller of the company's most difficult period. At that time, PistenBully was still part of Karl Kässbohrer Fahrzeugwerken GmbH, which had to announce insolvency. The PistenBully department was separated from the company, but at that time it was still not an independent company with the necessary structures. "The customers supported us here with a lot of understanding and encouragement", Müller is grateful. In due course, the all-terrain vehicles department, to which PistenBully belonged, was changed into an independent company. Kässbohrer Geländefahrzeug AG. "Erwin Wieland, the then head of department and Walter Haug, design engineer and 'technical father' of PistenBully, made a huge contribution to us

becoming an independent company. Their commitment inspired everyone and set the course for a promising future".

Well set-up.

And how does the future of PistenBully look? Müller sees an opportunity in the indoor sector – a PistenBully is in use at almost every ski dome "and, from a long-term perspective, this sector can still be expanded". He is optimistic, even if climate change plays a role in the industry and the number of new ski areas and, thus, new customers is limited. "We are very well set-up! The issue now is to continue offering the customers future-oriented vehicle concepts and affordable products, which are tailored to their needs. And naturally, high-level service. Those are our strengths and they will help us to be successful in the future too", Müller is certain.

Kässbohrer introduces environmental management.



Certificate environmental management DIN EN ISO 14001:2004.

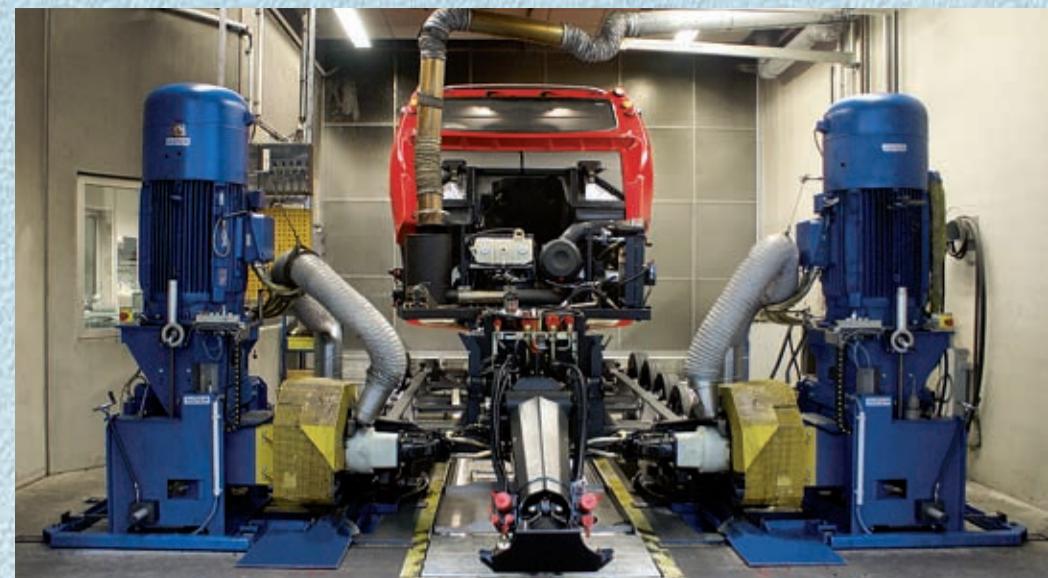
Sustainable business with regard to the environment is a matter of course for Kässbohrer. This is demonstrated, for example, by the fact that environmental aspects were considered in the planning and realisation of the factory in Laupheim as early as 2002. Kässbohrer has now implemented extensive environmental management in all business processes and was certified for this in accordance with the interna-

tionally recognised environmental management standard DIN EN ISO 14001:2004.

Sustainable resource management.

"As a technology company, we feel obligated to manage resources sustainably and to follow environmentally-friendly business practices. With the introduction of the environmental management system, we are underlining this approach and want to guarantee lasting, environmentally-friendly development and achieve continual improvement", emphasises Jens Rottmair, Chief Executive Officer of Kässbohrer Geländefahrzeug AG. As part of the environmental certification, Kässbohrer is obligated to maintain and develop a catalogue of environmental protection measures. These include minimising negative environmental effects through preventative measures, using and developing processes and procedures where materials are optimised and risks are minimised, or storing harmful substances securely. "The best quality performance and environmentally-oriented business are in no way mutually exclusive", knows Rottmair.

The preliminary investigations for environmental certification were implemented with the so-called ecomapping. This tool helps companies to introduce an environmental management system, as it facilitates recognition and improvement of environmental performance. At Kässbohrer, influences on the eco-mapping included analysis of soil protection, storage, safety, waste and energy. Various measures to



Cutting-edge PistenBully test facility.

improve environmental sustainability were derived from the result.

Everyone contributes.

With regard to implementation at all levels of the company, Rottmair stresses: "Environmental protection affects every single person in our company in some way." Kässbohrer, therefore, involves all staff in the process, motivates them to handle precious resources responsibly and furthers their awareness of ecological business through various measures. "Naturally, avoiding waste in all areas is a part of this and where it cannot be avoided, we will try to recycle substantially", says Rottmair. Wherever possible, Kässbohrer would also like to see its partners implement the environmental standards above and will regulate this with additional agreements. To ensure effectiveness, the environmental manage-

ment system will undergo regular testing and the system will be improved or adjusted in the event of any deviations.

What happened before.

Kässbohrer has already realised some measures as part of the environmental programme. These include conversion to more efficient and more environmentally-friendly electrostatic finishing. Additionally, heat recovery has been integrated in the finishing plant. The heat of the outlet air is now used to heat the inlet air via a countercurrent heat exchanger. Moreover, the switch in track production from pneumatic screw drivers to electric screw drivers is contributing to energy saving and to increased quality thanks to greater process security. Kässbohrer has also installed a suction-adhesive device at every assembly station.

PistenBully 300 Polar is used for training at the SBS Training Centre.

Kässbohrer sponsors teaching aids for cable car operators.



Reto Holzer (left), Workshop Manager Kässbohrer Switzerland, presents the vehicle to Michael Nydegger



The SBS cable car training centre in Switzerland in Meiringen, which offers professional basic, job and industry-specific training for staff of cable car companies, has recently become the proud owner of a PistenBully 300 Polar.

The vehicle sponsored by Kässbohrer Switzerland was specially converted for use in lessons, to meet accident prevention and safety regulations. This means that, in future in Meiringen, training is available on snow groomers under perfect practical conditions. The content of the training on the

"living object" ranges from electro-technics and hydraulics lessons, through maintenance lessons, to snow groomer driving courses.

BeachTech continues its successful path in North America.

Step by step, beach by beach – the BeachTech fleet in North America continues to grow. The well-known communities of Fisher Island and Deerfield in Florida and Osoyoos in Canada have been relying on the reliable and efficient beach cleaning vehicles from the BeachTech brand for a short time.

Fisher Island was originally the winter residence of tycoon William K. Vanderbilt. Today, the private island with its 4.2 km coastline of perfect white sand is one of the most exclusive addresses in the world. The rich and the beautiful value Fisher Island as one of the most secure and exclusive islands in the USA – in addition to the proximity to Miami, you can experience luxury here on the highest level. Naturally, the international jet set expect the same comfort on the beach as in their own gardens, which are always beautifully maintained.

To offer the demanding guests perfect beaches, the compact and versatile BeachTech Marina is now cleaning the beaches on Fisher Island. The Canadian community of Osoyoos has also recently imported the professional beach cleaning vehicle from Germany. The Osoyoos lake is edged by exquisite beaches and is very inviting for bathing, watersports or fishing. BeachTech is now ensuring beautifully maintained beaches 5 days a week from March to October. "Osoyoos has been designated as the 'British Columbia Resort Municipality' by the regional government. Thanks to the initiative, which provides financial resources to develop the tourist infrastructure, we are receiving grants in the amount of \$200,000 a year for the next five years", rejoices Glenn Mandziuk, CEO of the Destination Osoyoos. The money for acquiring from BeachTech has also come from this pot.



Representatives of the Osoyoos Hotel/Motel Association and the Town's Public Works Department during a BeachTech demonstration on Gyro Beach.

Lower fuel consumption reduces emissions and operating costs. Kässbohrer tests diesel-electric drives for PistenBully.

Kässbohrer is well-known for its pioneering spirit and innovative strength – features, which have led to the repeated development of trend-setting vehicle technologies in the product's 40-year history. With its new developments, the company not only puts improvements in terms of profitability, functionality and user comfort in focus, but optimisation of ecological aspects is also of high importance. Kässbohrer is presenting a study for the first time at InterAlpin 2009 in Innsbruck on the use of a diesel-electric drive for the PistenBully. The drive was developed in close cooperation with external partners and universities, test vehicles are already in use. K-Info has spoken with Michael Kuhn, the head of the development department at Kässbohrer, about the advantages of the drive.

K-info: The use of diesel-electric drives is nothing new. They have long been used in locomotives and ships in particular. Why is Kässbohrer intensively looking into this topic again now?

Michael Kuhn: Vehicles with diesel-electric drives are actually no longer an innovation. Kässbohrer developed its first projects in 1995 and registered a patent at that time. The additional components for a diesel-electric drive were too large and too heavy in their dimensions at that time, which prevented cost-effective use in a PistenBully. The necessary technology is now available small enough to make use possible in a PistenBully.

K-info: How does a diesel-electric drive work?

Michael Kuhn: The best way to explain it is with a diagram (see illustration below). Strictly speaking, diesel-electric drives are electric drives, which carry their own power plant. A generator that is driven by a diesel engine. The so produced electrical energy supplies electric motors in addition to the propulsion motors for the direct actuation of the tiller and winch. However, the energy produced can also be used for other consumers, like sockets for electric devices. Thus, the PistenBully becomes a sort of power station, which also allows you to connect external devices, for example welding equipment for repair works. The technology can even be expanded, however, to the extent that purely electric vehicles are foreseeable in the future. This is ideal for ski domes, for example.

K-info: What advantages are offered by a diesel-electric drive?

Michael Kuhn: In comparison to a hydrostatic traction drive, the same or even a higher level of efficiency is achieved with lower power. The lower fuel consumption is a particular advantage. On the one hand, this reduces emissions; on the other, the operating costs are lower and the vehicle becomes more cost-effective as a result. Moreover, the energy is regained on the downrides and is used to drive the snow tiller. However, the main benefit is

purely functional, as no hydraulic drive is required for attachments.

K-info: Are there also disadvantages to this technology?

Michael Kuhn: The higher system costs increase the purchase price for a PistenBully with the diesel-electric drive. Until the first vehicle tests are complete, we cannot say over what period the additional costs balance out due to the lower fuel consumption.

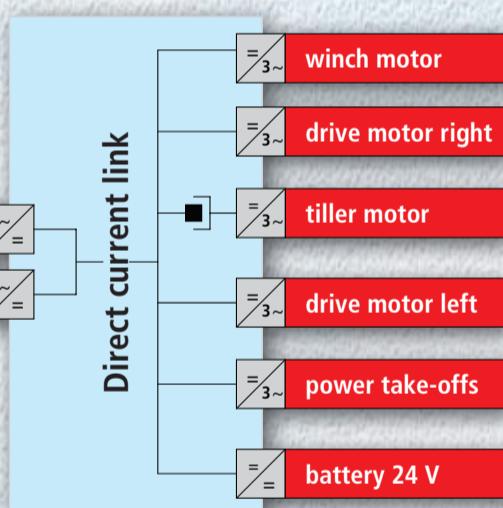
K-info: Does anything change for the driver?

Michael Kuhn: Nothing changes for the driver in the vehicle operation. The driver can operate the PistenBully with steering wheel and pedals as usual. However, anyone driving a PistenBully with a diesel-electric drive for the first time will experience a new driving feel. The driver determines speed with the gas pedal. The engine speed required for the consumption-optimised operating point is calculated by the steering. This means that the PistenBully can, for example, be driven downhill at idle-running speed.



Michael Kuhn

Michael Kuhn, who got his degree at the University of Stuttgart in mechanical and automotive engineering, has been at Kässbohrer since 1995. He had a number of main focuses in his career at the company. He initially worked in Predevelopment and later in Testing. Since December 2007, the graduate engineer has headed the Development department. Before joining Kässbohrer, Michael Kuhn worked at the Fraunhofer IPA in Stuttgart on service robotics. Like many at Kässbohrer, he is a passionate skier and likes to spend his free time with his family in the mountains.



Selected data PistenBully 600 – PistenBully 600 diesel-electric

	PistenBully 600	PistenBully 600 diesel-electric (study)
OPERATING DATA		
Traction force	8,900 daN	9,500 daN
Speed, continuous	0-23 km/h (0-14.3 mph)	0-25 km/h (0-15.5 mph)
ENGINE		
Type	Mercedes-Benz OM 460 LA	Mercedes-Benz OM 460 LA
Cubic capacity	12.8 l (12,800 cm³)	12.8 l (12,800 cm³)
Performance acc. ECE	295 kW (400 hp)	295 kW (400 hp)
max. torque	1,900 Nm at 1,300 rpm	1,900 Nm at 1,300 rpm
Fuel consumption	from 20 l/h (5.3 gal)	from 15 l/h (3.9 gal) (estimated)

Regular beach cleaning is fatal to bacteria.

BeachTech prevents Hamilton's beaches from closing.

The values for E. coli bacteria on lake and sea beaches in the USA frequently exceed the permitted limits. A long-term study by Dr Julie Kinzelmann from the City of Racine Health Department proves that the concentration of E. coli in the sand can be reduced by regular mechanical beach cleaning.

If the concentration of E. coli in the sand exceeds the permitted limit, the local authority must issue a swimming ban until the water quality achieves safe values again. For the local authorities this means financial losses because the tourists stay away and for holidaymakers locally it is an annoyance, because they cannot spend their holiday on the

beach as planned. The aim of Dr Julie Kinzelmann's study was to understand E. coli better. Investigations revealed particularly high concentrations of E. coli in the damp sand. The E. coli concentration grew steadily particularly after heavy rainfall. The causes of this are, on the one hand, the limited capacity of the drains. On the other hand, the gulls and geese, who populate the beaches in their thousands, provide an additional burden. In connection with these investigations, Dr Julie Kinzelmann determined that regular beach cleaning clearly reduces the concentration of E. coli in the sand. The reason: turning over and, as a result, ventilating the sand dries the bacteria's habitat. At the same time, the UV rays from the sun kill the bacteria, which have just been brought to the surface. Thus, an ideal disinfected result is achieved if finishing is avoided in the damp sand. The City of Hamilton in New Jersey has learnt the positive effects of beach cleaning the hard way. The beach has had to be closed very frequently over the last few years because of the hazardous E. coli concentration. Since the start of the 2007 season, a

BeachTech Marina has been cleaning the community's beaches. Since then, the beaches have not needed to be closed once to swimmers.



In drinking water and food testing, E. coli act as indicator germs for the level of bacterial impurities, because, in contrast to many similar germs, they are easier to detect. The result gives information on the frequency of many other bacteria, which cause an array of infections in people. Such infections are triggered by swimming in polluted water or drinking contaminated water.

The PistenBully 100.

The all-rounder just got better!

People who know Kässbohrer know that that company never rests on its laurels, but is continually redeveloping and improving the PistenBully. The challenge of offering customers the best possible solution has lead to PistenBully being the world number one for ski slope and cross-country track grooming vehicles. The most recent development was on the PistenBully 100.

Customers can look forward to completely over-worked travelling gear and an enlarged track contact surface. Both influence the gradability and the engine smoothness. The track tension is now operated hydraulically rather than manually. And even more precise cross-country ski tracks can be made with the newly developed track-setters. The xenon working lights provide good illumination for the working area.

The new, ergonomically optimised gas pedal prevents driver fatigue. The arm rest is also new. It supports the arm and contributes to effortless operation of the front and rear attachments. The electrics for steering the tiller and the track-setters have also been improved. It clearly offers more operating comfort and facilitates precise work.

Last but not least, the new design of the PistenBully 100 impresses all along the line. All details of the "new old-timer" have been harmonised with the design family of the PistenBully 400 and PistenBully 600. In the cockpit, the driver will find a successful combination of modern design and optimised function: the material design of the seat and headlining creates a workstation that offers unequalled opportunities. The headlining also offers improved heat and noise protection. Additionally, all switches are arranged clearly.



Unmistakably a PistenBully of the "new" generation.

The multi-function vehicle PistenBully 100 is available in different vehicle widths. Thanks to its modular principal and a universal interface for accessories, it is suitable for many tasks and different uses. It effortlessly prepares cross-country ski tracks, small slopes, winter hiking trails, drag lift or sledge tracks and even snowmobile trails.



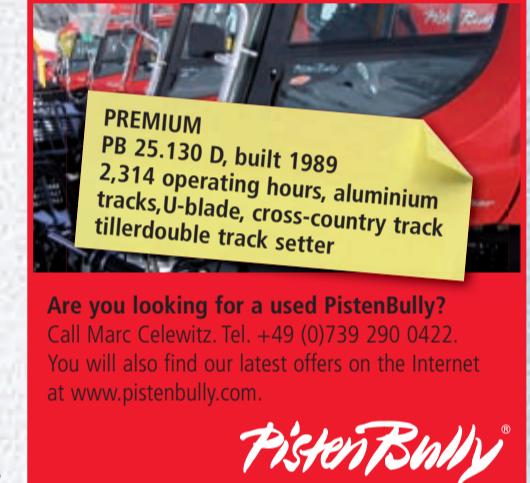
The new hydraulic track tension.



New track-setters create perfect cross-country ski tracks.



A look at the well-arranged cockpit of the PistenBully 100.



PistenBully®

Joint success in Scandinavia.



From left to right: Alexander Dehm (Area Manager Technical Service, Laupheim), Fredrik Lien (Managing Director Antra AS, Norway), Roger Strandberg (Managing Director WinnMarketing, Sweden), Glenn Bergström (Managing Director WinnMarketing, Sweden), Werner Seethaler (Sales Area Manager, Laupheim), Odne Pihl (Head of Sales Antra AS, Norway), Peter Söderholm (Managing Director Kessu Oy, Finland). Not pictured: Veikko Mantila (Managing Director Kessu Oy, Finland)

have been members since 1990. The three representations sell BeachTech beach cleaning devices alongside PistenBully in Scandinavia and have also been responsible for the sale and service of Formatic since 2008.

In Scandinavia, winter sports are the national sport - like football in other countries. This is demonstrated by extremely well established infrastructure at the sports centres. Thus, there are excellently developed cross-country ski networks. Around Oslo alone, the tracks stretch for 3,000 km and 100 km of these are even illuminated. In addition to ski areas specially designated for children, more and more fun parks are springing up, but also ski domes for cross-country skiing. Organised ski tours from hotel to hotel are also popular – a counterpart to the organised cycle tours in warmer regions.

For Kässbohrer Geländefahrzeug AG this is nothing new. Together with the three representations Antra A/S in Norway, WinnMarketing A/B in Sweden and Kessu Oy in Finland, we support over 1,000 PistenBully in Scandinavia in total. Sales Area Manager Werner Seethaler has been responsible for the Scandinavian market for 20 years. Long-term, consistent cooperation with our representations is reflected in a market share of over 60 %. Antra A/S has been handling the Norwegian market since 1972; Fredrik Lien has been there from the start. Cooperation with WinnMarketing A/B in Sweden began in 1983. Since then, Roger Strandberg and Glenn Bergström have been looking after the Sweden customers together. The "youngest" representation in the association is Kessu OY in Finland – though they

Formatic 350: The first went to Sweden.



Björn Ingesson, President of the Edsbybacken Ski Club, and Ola Vedin, Operations Manager.

Since June 2008, the former snow groomer manufacturer Formatic has belonged to Kässbohrer Geländefahrzeug AG. The new Formatic 350 came to the market at the same time. The vehicle was presented for the first time at the SAM 2008.

The concept of the Formatic 350 impressed along the whole line. For this reason, the community of Ovanåker ordered its new Formatic 350 in October 2008. The vehicle is now ensuring well-maintained ski slopes in the Edsbybacken ski region on the Gårdtjärnsberget. It replaces a 20-year-old Rolba

TT 260. They are very pleased with the new Formatic 350 in Edsbybacken.

Formatic®
BY KÄSSBOHRER GELÄNDEFahrZEUG AG

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www.formatic.fi, e-Mail: tore@formatic.fi

Extraordinary solutions in landscape management.



The PistenBully 300 Kandahar also moves huge quantities of peat precisely with its special clearing blade.



The PistenBully 100 AllSeason mowing marsh areas.

The earth is flat PistenBully are pure preparation vehicles. Over time, we acquire new knowledge: The earth rotates. And PistenBully demonstrate their special abilities even out of the snow. A well-thought out vehicle concept with a low centre of gravity, which offers diverse possibilities for use with minimum surface pressure and extreme manoeuvrability.

The applications of a PistenBully are extremely diverse. Everywhere, where low surface pressure, excellent gradability, precise work or enormous thrust are required, PistenBully prove over and over that they were developed for the hardest jobs. The low surface pressure of the PistenBully 300 Kandahar is – determined by the large contact surface of the tracks – depending on the type of track from 0.059 kg/cm². Different structures, such as personnel cabins, loaders, excavator attachments, trench cutters, plant hole drillers, fertiliser spreaders or spray attachments can be mounted on the loading platform up to a maximum useful capacity of 1,850 kg. PistenBully can be fitted for any special requirement. This guarantees tried and tested, technically flawless and reliable function. All PistenBully have a separate, serial main pump, so that different accessories can be connected.

The PistenBully 300 Kandahar was retrofitted for use in peat extraction in such a way that the tough 330 PS can loosen and grade the peat precisely in

individual layers. The capability of the PistenBully vehicle concept in areas without snow is demonstrated by many years of the most diverse applications. Whether on the Lüneburger Heide moorland, in marsh areas in Hochsauerland and in the Saar River valley. To maintain dams, recultivate vineyards or to move large amounts of sludge in the Hamburg dock. PistenBully have even proven their abilities on unusual tasks like reed harvesting or oyster farming.

Used PistenBully in particular are predestined for a second life on special tasks. A PistenBully has a long life, which means it has a few comebacks. Kässbohrer provide the best preparation for this. The right offer for everyone. He goes. And goes. And goes. To guarantee this, Kässbohrer provides replacements parts for PistenBully, which have already been in use for 15 years.

If you are interested, you will always find special offers at www.pistenbully.com under the heading Top Selection.

Original PistenBully replacement parts at reasonable prices.

Spring promotion 2009.

Safety, quality, reliability and, naturally, the price are decisive when choosing replacement parts. With original replacement parts for the PistenBully, Kässbohrer offers its customers top products of original quality. At even more reasonable prices as part of the spring promotion 2009 from 1st April to 31st May. Kässbohrer has collated many interesting offers in the promotional catalogue from the areas of maintenance, wear and accessories – from track parts, filters or tyres to drive wheels and tiller shafts. You can request the promotional catalogue directly from your local customer service or download it from the PistenBully homepage.



PistenBully sets tracks for the world champions.



A total of 8 PistenBully took care of preparing the cross-country ski tracks and ski jumps in Liberec.

Kässbohrer Geländefahrzeug AG was an official supplier at the Nordic World Ski Championship 2009 in Liberec, Czech Republic and prepared the cross-country ski tracks and ski jumps for the competitions. A 4-way track-setter created ideal conditions for the mass start.

Once again, the reliability of PistenBully and the team behind it were the reason the organisers chose PistenBully as an official supplier for the Nordic World Ski Championship 2009 in Liberec, just like in Oberstdorf (1987 and 2005), in Val di Fiemme (2003) and Ramsau (1999). Kässbohrer is a proven partner that organisers of large events can really rely on. Quality is of the highest priority and the unique Kässbohrer service organisation guarantees the fastest availability of the vehicles.

A 4-way track-setter was available for the mass starts at the Nordic World Ski Championship. This is only possible with a 4.20-m-wide tiller due to the minimum spacing of the tracks and the specified track width. The 4th setter is fixed using an additional equipment bar. The track-setters can be lifted individually and are very light. This has the advantage that there is very little snow build-up.



Steve Junghans, Sales Area Manager for Saxony and Thuringia, as well as the Czech Republic, Slovakia, Poland, Slovenia, Bulgaria, Romania, Croatia, Serbia, Montenegro, Russia, Ukraine, Belarus.

For 12 days from 18th February to 1st March 2009, the most successful winter athletes in the disciplines of ski jumping, cross-country skiing and Nordic combination ensured an exciting battle for gold, silver and bronze. Alongside enough snow, the reliable team behind the PistenBully ensured optimum conditions for the competition.

Customer training for your PistenBully. Timetable 2009.

Timetable customer training 2009

CW	Code	Type of course M = mechanic D = driver	Type	Length of course	Days
18/09	01	M summer review	PistenBully	27.04. – 28.04.09	2
18/09	01	M summer review	PistenBully	29.04. – 30.04.09	2
19/09	01	M summer review	PistenBully	04.05. – 05.05.09	2
19/09	01	M summer review	PistenBully	06.05. – 07.05.09	2
20/09	01	M summer review	PistenBully	11.05. – 12.05.09	2
20/09	01	M summer review	PistenBully	13.05. – 14.05.09	2
41/09	42/62	M Switzerland	PistenBully 600 / 600 Polar / winch	05.10. - 06.10.2009	2
41/09	62	M workshop information	PistenBully 600 / 600 Polar / winch	07.10. - 09.10.2009	3
42/09	61/62	D/M Italy	PistenBully 600 / 600 Polar / winch	14.10. – 16.10.2009	3
43/09	41/42	D/M Switzerland	PistenBully 400 / winch	19.10. – 21.10.2009	3
43/09	61/62	D/M Switzerland	PistenBully 600 / 600 Polar / winch	21.10. – 23.10.2009	3
45/09	41	D driver info	PistenBully 300 Polar / 400 / winch	02.11. - 04.11.2009	3
45/09	42	M workshop information	PistenBully 400 / winch	04.11. – 06.11.2009	3
46/09	61	D driver info	PistenBully 600 / 600 Polar / winch	09.11. – 11.11.2009	3
46/09	62	M workshop information	PistenBully 600 / 600 Polar / winch	11.11. – 13.11.2009	3
47/09	61/62	D/M Switzerland	PistenBully 600 / 600 Polar / winch	16.11. – 18.11.2009	3
47/09	62	M workshop information	PistenBully 600 / 600 Polar / winch	18.11. – 20.11.2009	3
48/09	11	D driver info	PistenBully 100 / 200 / 300	23.11. – 25.11.2009	3
48/09	12	M workshop information	PistenBully 100 / 200	25.11. – 27.11.2009	3
49/09	42	M workshop information	PistenBully 400 / winch	30.11. - 02.12.2009	3
49/09	32	D/M technical info	PistenBully 300 / 300 Polar / winch	02.12. - 04.12.2009	3
50/09	42	M in English	PistenBully 400 / winch	07.12. - 09.12.2009	3
50/09	62	M in English	PistenBully 600 / 600 Polar / winch	09.12. – 11.12.2009	3
51/09	55	D/M technical info previous generation	PB 240 D to PB 330 D	14.12. – 15.12.2009	2
51/09	56	D/M technical info previous generation	PB 060 D to PB 270 D	16.12. - 17.12.2009	2

Registration

Recipient:
Kässbohrer Geländefahrzeug AG
Kässbohrerstr. 11, 88471 Laupheim
Germany
Tel.: +49/7392/900-104
Fax: +49/7392/900-100

Course code: _____ Tel.: _____
Your PistenBully type: _____ Fax: _____
E-Mail: _____

Training in week: _____ from: _____ to: _____

Participants: 1. _____ employed as: _____
2. _____ employed as: _____
3. _____ employed as: _____

Room reservation:
 Hotel in Ulm Hotel in Laupheim/surroundings _____ Day of arrival: _____
 Single room double room triple room Day of departure: _____

Date, company stamp and signature:



Are you looking for a used PistenBully?
Call Marc Celewitz. Tel. +49 (0)739 290 0422.
You will also find our latest offers on the Internet at www.pistenbully.com.

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News. PistenBully-Shop.



PistenBully cardigan

Timeless chunky-knit cardigan with stand-up collar and through front zip, straight fit. Ribbed on cuffs and around the bottom. Silver PistenBully stitching on chest.

Colour: black

Material 50% new wool,
50% polyacrylic

Sizes: S – XXL

EUR 74.90



PistenBully work tool

Brand: LEATHERMAN
Weight: 195 g
Length: 10.2 cm

EUR 74.90

Price incl. VAT, plus shipping EUR 5.90.

Minimum order: EUR 25.00

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

Reply fax: +49 (0) 73 92/9 00-556

My address has changed; please send K-info to me at the address below.

K-info no longer required.

I am a works manager workshop chief piste chief
 driver fan

My new address is:

Last name _____ First name _____

Organization _____

House number / street _____

Zip code _____ City _____

Country _____

Telephone _____ Fax _____

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Remarks / Comments:

Service numbers

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