



18th September 2009
10th International Used
Vehicle Show

★★★★ Largest selection of used PistenBully worldwide ★★★★★ direct from the manufacturer in Laupheim ★★★★★ inspected quality and expert advice ★★★★★ you are guaranteed to find your new used PistenBully here ★★★★★ quality and workshop-tested PistenBully ★★★★★ Come and have a look! It'll pay off ★★★★★

Kässbohrer improves its used vehicle offer: **ECONOMY, STANDARD and PREMIUM** are supplemented by Do-It-Yourself packages.



Anyone who knows Kässbohrer knows that the PistenBully manufacturer also imposes the same high standards of quality and reliability on its used vehicles as it does on new production. Customers can define the scope of repair and guarantee themselves. There were previously three different variations available and, as of now, there are Do-It-Yourself packages as well.

Used PistenBully in three variations plus DIY packages guarantee the right solution for every requirement.

From track-setting vehicles to the PistenBully 600, Kässbohrer has the right vehicle for every individual requirement. There is always a selection of up to 100 vehicles. The most cost-effective option, if customers want to service the used vehicles themselves, is an ECONOMY vehicle, i.e. a used PistenBully without reconditioning, service or guarantee. STANDARD vehicles have been partially serviced and are ready to use immediately. Tracks and attachments are also in good, useable condition. Customers get a 12-month guarantee on the Kässbohrer original parts that have been used. PREMIUM used PistenBully have been reconditioned technically and visually and are, therefore, in an excellent condition. Tracks and attachments have also been repaired to a PREMIUM standard both technically and visually. The guarantee lasts for 12 months or 600 operating hours for the

vehicle, tracks and attachments. There is even a guarantee for 24 months or 1,200 operating hours on a PREMIUM-repaired PistenBully 300 Polar / PistenBully 300 W Polar.

An example: with the DIY package, customers get a used PistenBully in ECONOMY condition, which is inspected by trained PistenBully personnel, but is not reconditioned or serviced. Customers can choose freely from a total of 8 sub-packages, which include professional repair work in the Kässbohrer workshop. Customers perform the remaining technical and visual preparation themselves and, thus, can control the level of investment.

The DIY packages at a glance:

Engine package:

- Rebuilt engine
- New vibration damper
- Transfer box sealed on engine side

Drive pump package:

- Rebuilt drive pump
- Rebuilt hydraulic motors
- New high-pressure hoses

Chassis package:

- New axles
- New rocker arms

Bye-Bye-Bonus

Bye-Bye-Bonus promotion for used snow groomers still valid until 31st October 2009

Until 31st October 2009, Kässbohrer is offering all buyers exchanging an "old" snow groomer for a "new" used PistenBully an additional 5,000.00 euros on top of the professionally assessed value of their vehicle.

The Bye-Bye-Bonus works as follows:

You swap a snow groomer made in 1995 or earlier for a new, used PistenBully individually prepared for you.

Are you interested? Then look on the Internet: There are used PistenBully specially available for the Bye-Bye-Bonus promotion at www.pistenbully.com. Or speak to our sales team directly.

- New tensioning wheels
- New running wheels including replacement wheel
- New sprocket wheels
- New spring bars

Winch package:

- New winch cable
- Rebuilt winch gear
- Servicing for the cable guide
- Lacquering

Gear package:

- Rebuilt planetary gear

Pushing frame / rear equipment carrier package:

- New ball
- New hoses
- New screw couplings
- Arm servicing

Vehicle visual package:

- Lacquer driver's cab including supporting frame cover
- Lacquer chassis

Editorial

Dear customer,
dear reader,

40 years ago, Karl Kässbohrer developed a vehicle with such pioneering spirit and innovation that he revolutionised the snow groomer market and, with a market share of over 60 percent worldwide, today it is a leading product in slope and cross-country track care, and fun park design. Following in this tradition we have also developed this year, not just maintaining our technical and innovative leadership, but also expanding and laying the foundations for a successful future. The innovations in 2009 include the launch of a comprehensive replacement parts webshop and a powerful service portal, as well as the development and realisation of the new websites www.pistenbully.com, www.formatic-by-k.com and www.beach-tech.com.

However, we also care about the "old" PistenBully. Thus, we have expanded the repair options for used vehicles with new Do-It-Yourself packages. A Bye-Bye Bonus promotion still valid until 31st October 2009 is encouraging sales of used PistenBully.

And don't forget: Kässbohrer has a better international set up than ever. We speak almost every language in the world. Eastern Europe and Russia are particularly interesting despite difficult economic conditions.

Yours, Jens Rottmair



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Kässbohrer improves its used vehicle offer.

Continued from page 2

- Lacquer push frame and rear equipment rack
- Prepare platform visually
- Lacquer railings

- Visual preparation of the clearing blade
- Visual preparation of the snow tiller

PREMIUM tracks / attachments package:

- New belts
- New cleats
- New locks
- New tiller shafts
- Faulty covers replaced by new
- New finisher
- New hoses

Marc Celewitz is happy to answer any questions you may have on DIY packages.
Tel. +49 (0)739 290 0422,
e-mail: marc.celewitz@pistenbully.com.

Or visit our annual **PistenBully Used Vehicle Show on 18th September 2009 in Laupheim.**



18th September 2009 in Laupheim. 10th Used Vehicle Show.

It will all happen on 18th September 2009: Kässbohrer in Laupheim is opening the doors on the 10th International Used Vehicle Show at 7am. With over 100 used PistenBully, Kässbohrer is offering the largest selection of quality and factory-tested PistenBully in the world on this day. So the right PistenBully for every requirement will be there. Customers can have a used PistenBully individually repaired in the PistenBully workshops according to their expectations and wishes, or repair it themselves.

Attractive daily offers.

It is worth going in any case on 18th September, as visitors will benefit from special price discounts or they can exchange their "old" snow groomer for a "new" used PistenBully and will get another

5,000.00 euros as a Bye-Bye-Bonus in addition to the value of their old vehicle. The vehicles that qualify for the Bye-Bye-Bonus will be specially labelled on 18th September.

Visitors can also look forward to:

- Comprehensive information about special uses
- Spare-tracks at promotional prices
- Spare-parts at special prices
- Factory tours
- Tombola with excellent prizes

Levi: Winter sports above the Arctic Circle.



The lack of high mountains, the darkness of the winter months and the low temperatures have not been sufficient to stop Levi becoming an internationally renowned ski destination. In addition to the many tourists, the professional skiers of the Alpine Ski World Championship also come to Levi. Since 2004, the town with its 800 inhabitants has become a fixed point on the FIS racing calendar.

A special experience for 85 presidents and directors from Italy.

From 15th to 17th April 2009, 85 directors and presidents of South Tyrolean and Italian ski resorts had to

dress up warm. At the invitation of TechnoAlpin AG/SpA, Kässbohrer Geländefahrzeug AG and Doppelmayr Italia GmbH, they travelled to Finland, the land of a 1,000 lakes, to Levi. Jouni Palosaari, CEO of Oy Levi Ski Resort Ltd proved to be a generous host and took his Italian colleagues on a cultural and culinary excursion to his home in Lapland and presented the facilities in the ski resort with pride.

PistenBully ready for any use.

We all know how they work in the snow: the red powerhouse that prepares the world's slopes and tracks late into the night. However, not all PistenBully are used in the mountains. Over 100 vehicles support scientists on expeditions in the Antarctic and PistenBully also prove their strength again and again on particularly sensitive ground, in wet areas and swamps. For example, the PistenBully Scout is used to transport material and personnel and covers the market sectors of utility, safety and security. The target groups are energy, telecommunications and service companies, as well as organisations involved in environmental protection, civil defence and disaster control.

PistenBully Scout: Heavy-duty transporter

Kässbohrer offers a cost-effective vehicle in the PistenBully Scout. Tools and materials can be stored on the large platform. Loads of up to 750 kg are no problem. There is enough space for 5 people in the spacious, comfortable and safe cab. A cab for up to 10 people is currently being developed.

The easy-to-use and low-maintenance vehicle is ideal for mountain inns and restaurants in the Alpine area. Off-piste skiers and snowboarders like to be transported to remote runs. The PistenBully Scout is ideally suited to transport tasks for research stations in hard-to-reach regions and under the most extreme conditions. The PistenBully Scout masters every transport problem on wet agricultural land and in impassable forests. It carries material and personnel to practically any location – and protects the ground. The PistenBully Scout performs



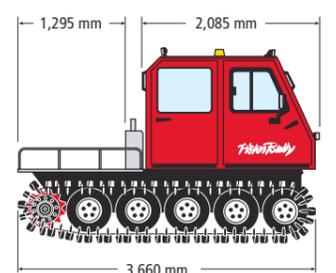
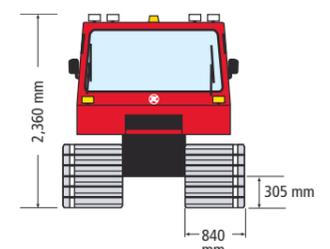
valuable work for mining, whether open cast or below ground. Supply companies from the water, oil, gas and telecommunications industry also access extremely impassable areas with the PistenBully Scout to expand their networks or to perform maintenance.

As an emergency and rescue vehicle the PistenBully Scout ensures safe rescue of people in the most extreme areas. The PistenBully Scout brings tourists to remote, idyllic and exciting locations, where the journey itself represents an

experience. The PistenBully Scout is a welcome addition to the fleet of any adventure or event tourism company, in order to satisfy many tourists' love of technology and adventure. In brief: The small, agile powerhouse transports people and materials practically anywhere.

PistenBully Scout

Engine	John Deere 5030 H, Diesel
Cylinders / displacement	5 / 3,0 l / 3,050 cm ³
Power output	74 kW (100 ECE hp)
Max. torque	342 Nm / 1,400 rpm
Fuel tank capacity	148 l
Speed, 2-stage	0 – 14 km/h / 15 – 23 km/h
Max. payload	750 kg
Spec. ground pressure	0.042 kg/cm ² to 0.055 kg/cm ²
Load area	1,295 x 1,805 mm (2.3 m ²)
Gradeability	80 %
Drive on contour lines	up to 60 %



Future market Russia.

With an average GDP growth of over 5 %, Russia, along with China, is one of the largest future markets. However, the effects of the financial and economic crisis are also visible in Russia. The tourism industry has seen a clear drop. Winter sports have too. K-Info spoke to Steve Junghans, responsible for East European Business and Russia at Kässbohrer, about the opportunities and possibilities in the Russian market.

K-Info: Kässbohrer is no "newbie" in the Russian market. The company already has decades of experience from which you are surely profiting today.

Steve Junghans: Yes, that's right. The first PistenBully were delivered to Russia as early as 1977, so that was still in the Soviet period. The Kässbohrer brand is known as the "Mercedes of snow groomers", "Made in Germany" with the best quality and outstanding service. On the one hand, this creates sales advantages, but, on the other, customers' demands on the market leader have clearly risen over the last few years. The "golden" age, when a lot could be achieved with relatively little expenditure, has long been over. Nevertheless: PistenBully is one of the pioneers in the Russian market. We have gathered experience and that helps us to work the market.



K-Info talking to Steve Junghans.

K-Info: How do business relationships work in Russia? Are there any differences to Germany? People still often have an image of "vodka-drenched drinking sprees" when they think of Russian meetings.

Steve Junghans: That is a cliché, which is not really true. The fact is that hospitality is taken very seriously in Russia. The political change in Russia is also reflected in behaviour towards business partners. The motto of "time is money" also applies in Russia today! However: It is important to know the rules of the game for successful initiation of contact with Russian business partners. Our representative, the company SKADO with head office in Samara, supports us in this.

SKADO is a larger company with several hundred employees, which sells products and services for well-known companies in the ski technology industry. This includes companies like Doppelmayr and SMI (snow guns). Selling through such a large company is generally the norm in Russia. Our competitors are also set up like this in Russia. For us this means: strong competition in a difficult market.

K-Info: What advantages does cooperation with SKADO offer?

Steve Junghans: At over 17,000 km², Russia is an enormous country. In contrast, there are only 143 million inhabitants. Most of the 250 ski areas are in regional centres, like the southern Urals, the Caucasus, in central Siberia and at Baikal. But also in the Murmansk area, at St Petersburg and in the Moscow area. In brief: In comparison to the Czech Republic, for example, which has 280 resorts and a land area of 78 km², Russia's 250 resorts are distributed over an enormous area. SKADO has been



managed from Samara. SKADO already has a member of its service team at Sochi, the Olympic City 2014.

K-Info: You've given me a good keyword with Sochi. I believe that the complete infrastructure – from roads to hotels to stadiums – needs to be built for the 2014 Olympics. How far have the works progressed?

Steve Junghans: Sochi is a typical example of how things are done in Russia. Projects are planned in the long term and then are repeatedly delayed for various reasons. There have also been delays in Sochi. In total, 214 projects have been announced, which are being partially financed by the Olympstroy state company (55 projects). The other projects will be borne by private investors and various state institutions. In particular, 3 venues are being built in Krasnaya Polyana as part of the building measures for Olympia 2014: the Rosa Khutor ski area where the Alpine competitions will be held; a biathlon centre; and a centre for the ski-jumping competitions. In addition to these new projects, the existing ski centres at Pshako Rigde and Alpika are being expanded and developed. The Rosa Khutor ski resort is of particular interest to Kässbohrer. SKADO has already concluded supply contracts with this company and agreements to set-up diverse ski technology and to supply PistenBully. We are delivering four PistenBully this year. Two have already been delivered. Further machines will follow depending on the progress of construction. But, with everything that has happened in Sochi (Krasnaya Polyana), we must not forget that ski sports are also continuing to develop in other regions. Existing resorts are being expanded and new resorts are springing up. In brief: I feel very optimistic about the future in the Russian market. Even if it takes a lot of time and patience.

K-Info: Now back to market cultivation in Russia. You have already mentioned one peculiarity with the SKADO company. What do Marketing and Sales need to consider in Russia?

Steve Junghans: In Russia there are two fundamentally different target groups who build and run the ski resorts. On the one hand are the private individuals and, on the other, large concerns like Gazprom who have and are investing in ski resorts. These two target groups require a completely different approach and support. So that we can offer our customers the broadest information possible, SKADO, for example, hosts a forum every three years with support from its suppliers. This is unique and gives interested parties the opportunity to speak directly to suppliers, but also to find out which legal provisions need to be followed. Government officials are also invited for this reason. Of course, we are also present at the InterAlpin in Sochi.

K-Info: How do you see Kässbohrer's future in the Russian market?

Steve Junghans: As I have said, I am very confident. Russia is a growth market. Above all, the basic conditions have also developed very positively there. The state supports regions and prepares them for tourism. This means that the state heavily supports popular sports and this also includes skiing.

K-Info: With regards to skiing in Russia: what is it like there?

Steve Junghans: The Russian winter guarantees cold and snow. Many of the large ski resorts have now been well developed. There is very good skiing in the Caucasus in particular, but also in the ski centres of the southern Urals. Heliskiing on the Kamtchatka Peninsula is also a special experience. Helicopters take you to the snow-covered slopes of the volcanoes. The slopes are not prepared and you can only reach the runs with experienced guides. However, you also need a little love of adventure if you want to discover the breadth of Russia and its ski resorts.

K-Info: And finally just a question on the market share of the different PistenBully types. Are there significant differences in Russia?

Steve Junghans: Kässbohrer is also a clear market leader in Russia. The PistenBully type that is used in the individual ski resort is always determined by the requirements of the landscape. So there are no differences here to the rest of the world. However, in Russia the ratio of used vehicles to new is 2:1 or higher. There are far more used machines in use and this market is hard fought accordingly. The used machines are particularly popular in the small and medium-sized ski resorts.



Brief portrait Steve Junghans

The 46-year-old graduate economist Steve Junghans has been employed by Kässbohrer Geländefahrzeug AG since 2001 and is responsible for Russia and the countries of the former Soviet Union. Steve Junghans previously worked at an export-import firm. He was also sporadically responsible for regional sales of electronic and electrical items.

9th PistenBully Professional's Camp in Diavolezza, Switzerland a Big Success! 2 days' intensive training at 3,000 m.

After a year off, it was that time again from 25th – 30th May 2009: 75 participants from 13 countries met in Diavolezza in the Engadin for a 2-day course on the construction and maintenance of family parks, the construction of jumps and working with rails, as well as learning how to use the PistenBully economically and to swap experiences.

In a total of 3 groups, selected professionals showed the participants the latest trends and lots of tricks. Once again it was clear how important it is to recognise these trends and to react to them as quickly as possible. You will find more impressions of PistenBully Professional's Camp at www.pistenbully.com.



Award-winning pictures from the 08/09 season photo competition.

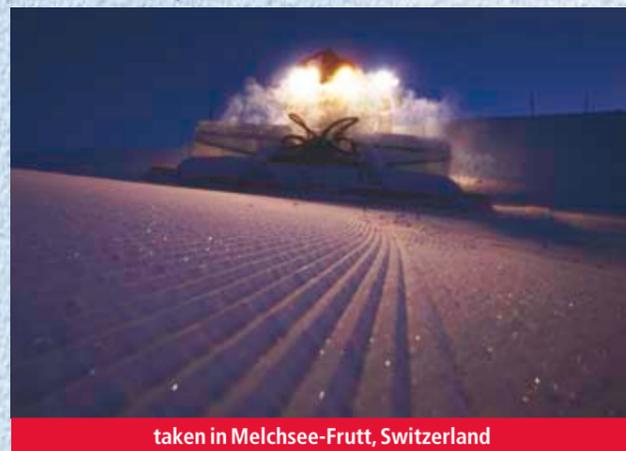
We are grateful for all your efforts and look forward to a repeat in the next winter season.

Arnold Ritter, Italy



taken on the Klausberg, Italy

Florian Diller, Switzerland



taken in Melchsee-Frutt, Switzerland

Gabor Draschitz, Hungary



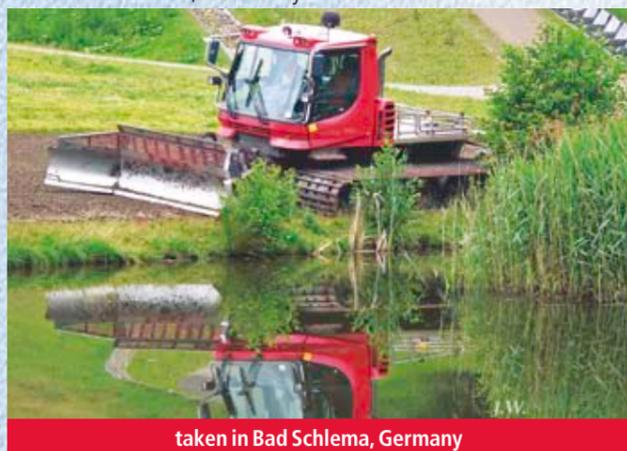
taken in Serfaus, Austria

Frédéric Pansard, France



taken in Haute Jura, France

Jens Weißbach, Germany



taken in Bad Schlema, Germany

Luca Zardini Zesta, Italy



taken in Cortina d'Ampezzo, Italy

Toni Kunz, Switzerland



taken in Lenzerheide, Switzerland

Guillaume Bibollet, France



taken in Val d'Isère, France

Rafael Sanchez Ybañez, Spain



taken in the Sierra Nevada, Spain

Special prize: Herbert Oberer, Austria



taken in Schruns, Austria

Thomas Stolz, Germany



taken in Oberstdorf, Germany

Special prize: Eric Labor, USA



taken in Montpelier, Vermont, USA

Order with a click of the mouse, simple and fast:

Replacement parts webshop and service portal online.

Visit our new designed websites:
www.pistenbully.com
www.formatic-by-k.com
www.beach-tech.com

Kässbohrer Geländefahrzeug AG's new spare-parts webshop and service portal had already been launched by Interpin 2009. PistenBully customers can now use the webshop to order their original PistenBully replacement parts more quickly. Kässbohrer's new service site provides a comprehensive online support centre with accurate up-to-date information aimed at different target groups. K-Info spoke to Christof Heim, Head of Spare-Part Sales and Albert Arbogast, Area Manager Technical Service, about the advantages that both portals offer to customers.



Albert Arbogast, Area Manager Technical Service, and Christof Heim, Head of Replacement Part Sales, who are responsible for the Kässbohrer online service.

K-Info: Speed is one of the fundamental arguments when it comes to launching an online shop. What other advantages are now available to Kässbohrer customers?

Christof Heim: Speed was one of the arguments for developing the new PistenBully spare-parts webshop. Although speed alone was not crucial, as our spare-parts service has always been fast. However, the days of the good old CD-ROM for spare-parts are simply over. A market study had shown that customers demand information updated daily, which is only possible on the Internet. The PistenBully spare-parts webshop offers our customers a convenient and simple user guide. The process that leads the user step by step to the desired spare-part is very intuitive. Access is first effected using the chassis number. To make future ordering simpler, customers can define their own fleet with their own fleet numbers.



K-Info: Are there other specialities that make the PistenBully spare-parts webshop stand out?

Christof Heim: The extremely customer-friendly "automatic memory" of the PistenBully spare-parts webshop is very interesting. Orders are archived and follow-on orders can be set up very easily with one click. Additionally, individual notes can be stored beneath the user name.

K-Info: Will supply of spare-parts be more centrally organised in future?

Christof Heim: No, under no circumstances. PistenBully customers expect the best service from the market leader. Therefore, supply of PistenBully spare-parts will continue to be organised locally to ensure fastest possible delivery to the customer and also to ensure direct personal contact. And that works very simply: customers enter their personal PistenBully service partner when they register online. Supply is organised in the relevant country. Kässbohrer is remaining true to its corporate philosophy of "The customer in focus".

K-Info: How does access to the spare-parts webshop work?

Christof Heim: We send our customers their personal password when they register for the shop. It is ideal for the customers that there is just one password for the spare-parts webshop and the service portal and you don't have to remember several.

K-Info: And now to the service portal. What advantages does Kässbohrer's service portal offer?

Albert Arbogast: The service portal was developed using customer feedback; they demanded an electronic contact point for answers and background information to their technical questions. The central portal gives our customers simple and fast access to product and service information, supplies support offers updated daily and lots of tips and tricks for PistenBully maintenance and servicing, which help to save costs. Customers can see the TOP 10 of the latest entries on the start page. The convenient full-text search gets you the desired search result quickly. Chassis number and model can also be selected.

And don't forget: not only PistenBully customers profit from the powerful database solution; the PistenBully service technicians will have much lighter bags in future in the form of a laptop.

K-Info: What other opportunities does the Internet offer for PistenBully service?

Albert Arbogast: Customer proximity is the watchword here, as, alongside technical innovations, this is one of PistenBully's most significant success factors. Today, customer proximity means not only maintaining close personal customer relations, but it also means an efficient use of a modern communication tool that brings us closer to customers even more quickly. We are certain that we have gone down the right path here. Many intensive discussions with our customers over the last few months have shown that it is not just the young generation who value professional online platforms as genuine working aids.

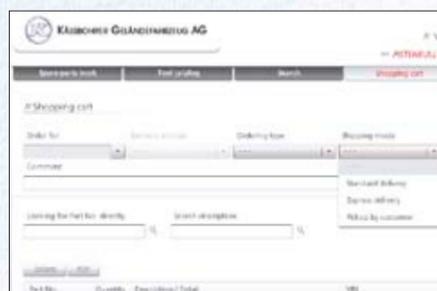
K-Info: The two online portals have now been online for a few months. Have customers indicated their acceptance to you?

Albert Arbogast: The access figures for the first few months on the two new PistenBully online portals have vastly exceeded our expectations. Both offers are a perfect supplement to existing customer information and communication and are used a lot by our customers.

PistenBully
topservice



Register at:
www.pistenbully.com/registration



The advantages of the PistenBully replacement parts webshop at a glance:

- Vehicle-related parts-definitions
- Extensive search option
- Item-related notes and installation tips
- Documentation updated daily
- Order archiving
- Bilingual German / English

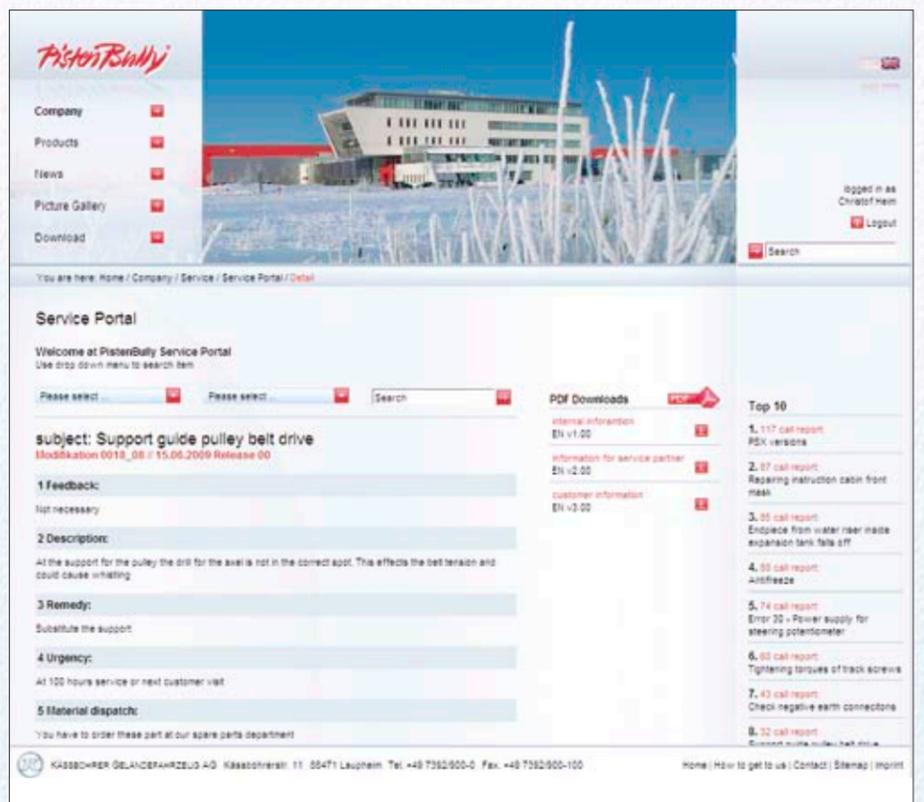
Order with a click of the mouse!
 Simple and fast.



Register at:
www.pistenbully.com/Serviceportal

The PistenBully service portal at a glance:

- Central access to product and service information
- Support offers updated daily
- Access around the clock, 365 days a year
- Fastest possible availability
- PDF documents to download
- Direct and efficient communication
- Bilingual German / English



Model fascination.

Anyone who has been to a model building trade fair knows: the most accurate miniatures fascinate young and old alike and stir the blood of model builders. PistenBully was also present for the first time this year at the "Faszination Modellbau" show with a course of artificial snow. K-Info spoke to Michael G. Peter, long-term PistenBully model maker and exhibitor at the show, about his passion for PistenBully and the Faszination Modellbau.

K-Info: You are a dedicated PistenBully model maker and have been there for many years. How did that come about?

Michael G. Peter: Even as a child I was impressed with PistenBully and I collected everything connected to them: pins, photos, models, videos, and, and, and. As a young boy I got in direct contact with Kässbohrer and, in 1998, I got the chance to present the PistenBully PB 330 D on a scale of 1:8. The fully-functioning model with miniature hydraulics was well-received. And I had laid the foundations for a wonderful hobby and a job that more than fulfils me.

K-Info: How has model making changed from then to today?

Michael G. Peter: The difference between then and now is the specifications that are available for the model blueprints. Whilst 10 years ago I was working with a couple of 3-sided views, today CAD data are available. Incidentally, I have signed a confidentiality agreement so that I can work with original plans and data. A few things have also changed in model making: the electronics are continually progressing and quite a few things have happened in miniature hydraulics. The models are made from steel, aluminium and plastics. The smallest amount is available



to buy, so 90% of the components are fabricated.

K-Info: What does model making really depend on?

Michael G. Peter: A model is especially good when it is as accurate and operational as possible. Therefore, I strive to realise even more details and technical functions on every model. For example, the PB 330 D in 1998 had a miniature hydraulic on board with 14 bar, working PistenBully 300 protective covers and the tilt function of the PistenBully 300 Polar, as well as working emergency vehicle lights.

K-Info: Which PistenBully model are you working on now?



Michael G. Peter, born 1977, is an experienced illustrative model maker. Today, he works mainly as an interior designer. He has realised the following PistenBully models in 1:8 scale.

- PB 330 D
- PistenBully 300 trade fair model
- PistenBully 300 W
- PistenBully 300 Polar
- PistenBully 300 W Polar
- PistenBully 300 Polar with walking excavator

He is working on

- PistenBully 400 Park
- Pipe Magician

Michael G. Peter: I'm currently making the PistenBully 400 Park in 1:8 and 1:12 scale. The ROPS frame is being shown here for the first time in the 1:8 model and is covered with GRP side plates. I am also working on an operational PipeMagician and a snow tiller, which will be unveiled at the model making show in March 2010 at the latest.

A special summit cross – made from original PistenBully track-cleats.

The Fanningberg in Lungau, Austria in Mariapfarr is a top-secret tip! The ski resort is small, but you can reach several wide and clear slopes with a 6-seater chairlift. Carving slopes and a steep slope with a family-friendly bypass offer a whole day of the best skiing pleasure.

The Fanningberg has recently revealed a new attraction. The new summit cross erected at 2,260 m in memory of fallen mountain climbers has surprised visitors with its unusual choice of material. 10 original PistenBully track-cleats were used for the extraordinary summit cross. And it comes as no surprise that this idea came from a real PistenBully driver. Balthasar Kösselbacher has been preparing tracks with a PistenBully for the Mariapfarr community for 25 years.



BeachTech successful in fight against oil on the Australian Sunshine Coast.

In March 2009, the container ship Pacific Adventurer sprang a leak off the coast of Brisbane, Australia. Several containers became loose during a mighty storm and damaged the hulls of two outer tanks filled with heavy oil. The escaped oil contaminated two nature reserves in addition to some very popular beaches. As always with such oil catastrophes the animal world was the first and mostly worst affected. Birds often die wretchedly with oil-covered feathers before helpers can clean them. A state of emergency was declared. Almost 80 km of coastline were contaminated from Mareton Island to Bribie Island to the Sunshine Coast. Lamor Swire

Environmental Solutions (LSES) was commissioned by the shipping company to support the public authorities in cleaning up the oil spilled on the beaches. The head of the LSES reaction force received unlimited access to the state emergency programme and the contaminated areas. Information gathered there led to a "Tier 3" mobilisation of beach cleaning equipment from the LSES oil catastrophe emergency centre in Dubai. The equipment recommended by LSES (and gratefully accepted by the public authorities) also included 6 BeachTech beach cleaners, which were used to remove the spilled light and heavy oil from sandy beaches.

Three BeachTech 2000 and three BeachTech Sweepy were given in by air freight and were given a police escort to the Maritime Safety Queensland Operations Base. In light of the pending election and people's demands for the beaches to be reopened in time for the Easter holidays, the authorities put all their trust in BeachTech and had the most important beaches clear of oil in several days and nights. BeachTech succeeded in removing the top oil layers and the oil clumps from the broad sandy beaches under a lot of pressure and the glare of the world's media. The productivity of the BeachTech vehicles far exceeded the constant but slow sand cleaning – due to the enormous beaches – of the countless volunteers. These volunteers used shovels and similar tools to fight valiantly against the plague of oil by hand. Each BeachTech 2000 – according to the authorities – took on the work of at least 100 people. Under the watchful gaze of a special emergency group made up of several organisations, including international experts, the BeachTech vehicles were in permanent use for 7 weeks until the end of the clean-up. The efficiency and productivity of the BeachTech equipment made a huge contribution to the success of this rescue effort. The shipping company has now donated the beach cleaners to the local communities there, so that they are equipped for such a (hopefully never recurring) event in the future.

LSES received a lot of praise for the immediate use of beach cleaning machines, which proved themselves in the rapid removal of the beached oil – during an oil catastrophe that, in retrospect, must be seen as the worst that Australia has experienced in the last 20 years.



In brief:



Wolfgang Lutz and Bernhard Kafil (Kässbohrer Geländefahrzeug AG) gave the winning team, Franz Schneider and Sebastian Wimmer, the Nordic contingent at the After-Work Party 2008, the PistenBully 100 for 4 weeks.

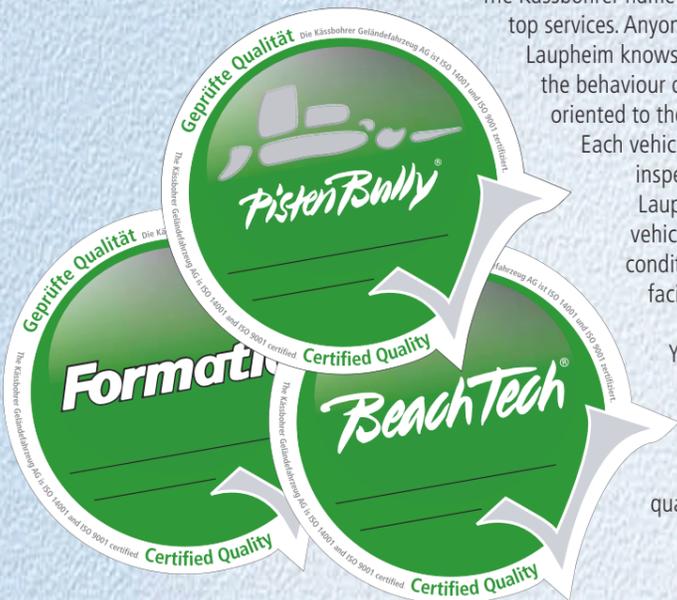
News.

Inspected quality with seal.

The Kässbohrer name stands for top products and top services. Anyone who has visited the works at Laupheim knows that the whole company and the behaviour of each individual employee is oriented to the highest product quality.

Each vehicle is put through its paces and inspected before it leaves the Laupheim works. For example, every vehicle is tested under the hardest conditions in our cutting-edge test facility before delivery.

You will see the green sticker with the green tick on your vehicle when it arrives. It proves that the vehicle meets Kässbohrer's high quality standards.



News.

PistenBully-Shop.



PistenBully knitted hat
Sporty knitted hat with stitched fleece insert (ear band), silver stitching on outside.
Colour: black
Material: 50 % wool, 50 % acrylic
One size fits all, stretches

EUR 9,90/pc.



PistenBully Ladies' Polo Shirt
Fitted ladies' polo shirt with silver stitching on the chest.
Colour: black
Material: 65 % polyester, 35 % cotton
Sizes: S – XL

EUR 19,90/pc.

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.

Anniversary competition Have a go and win.

The anniversary competition: you just need to answer these four questions correctly to take part in our competition. It's worth it. In addition to a factory tour for 20 people with lunch in Laupheim (1st prize), a 200-euro gift voucher (2nd prize) and a 100-euro gift voucher (3rd prize) for our shop are up for grabs.



The deadline for entries is 31.10.2009.

Which anniversary is PistenBully celebrating in 2009?

- 18,000 PistenBully manufactured 40 years of PistenBully

Where is the head office of our representative SKADO?

- Moscow Samara Sochi

When is the 10th International Used Vehicle Show?

- 5th September 18th September 25th September

How many times has the PistenBully Professional Camp taken place including that in 2009?

- 6 9 10

My address is:

Surname _____ First name _____

Street/ house number _____

Post code _____ City _____

Country _____

E-mail _____

Fax to +49 (0) 73 92 /9 00-556

Marketing Department

Employees and their relatives are excluded from entry. The winners will be informed in writing. There is no legal recourse.

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:

Surname _____ First name _____

Organization _____

House number / street _____

Zip code _____ City _____

Country _____

Telephone _____ Fax _____

Email _____

Remarks / Comments:

Service numbers

Technical Customer Service
Gerhard Strähle
Phone: +49 (0) 7392/900-103
Fax: +49 (0) 7392/900-100

Spare Parts Sales

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

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