

SPECIAL



*** Formatic GT 450 and Formatic X-Trail 170 *** Just a few machines left in stock *** Formatic GT 450 and Formatic X-Trail 170 ***

The Formatic 350 is unequalled: unrivalled price-performance ratio, uncompromising, top-class service.

Perfectly groomed slopes, flexible use, safety and comfort – ski operators that choose a snow groomer require these criteria. However, the cost-effectiveness of the vehicle and reliable, local service are just as important when making a decision.

The Formatic 350 meets all these requirements: it scores with an unrivalled price-performance ratio, the latest technology, diverse applications, reliability and a comfortable driver's cab, and you can always rely on the top-class PistenBully Service Team if maintenance work is required.

The Formatic 350 has been part of the Kässbohrer Geländefahrzeug AG vehicle fleet since 2008.

Kässbohrer is initially following a two-brand strategy with its takeover of the Finnish brand. The vehicle will continue to be built at the traditional location in Replot (Finland), whilst sales and service are done under one roof with PistenBully. PistenBully are a synonym for the best groomed slopes and with the Formatic 350 Kässbohrer has gained a vehicle that gives no ground to PistenBully. It has the latest technology under its bonnet and can match the quality and comfort of its "big brothers". The biggest advantage of the Formatic 350: you get all that at a price that is unequalled on the market. You don't need to make any compromises with your requirements for a powerful snow groomer.

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Editorial

Dear customers, dear readers,

Winter is upon us. We are pleased that we can offer you a strong fleet with our PistenBully and Formatic snow groomers.

Kässbohrer Geländefahrzeug AG integrated the Formatic brand into the Group with the takeover of Hydrolink OY AB in June 2008 and is pursuing a two-brand strategy initially. Formatic and PistenBully are pioneers among snow vehicles. We are consolidating our position as the world market leader with this expanded product and service programme. With the Formatic 350 we have a machine with an unbeatable price-performance ratio in our product range.

We wish you a successful 2009/2010 season with good snow conditions and will be there for you with all our know-how.

Yours, Jens Rottmair



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Latest technology.

The Formatic 350 demonstrates its well-engineered design impressively in all snow conditions. Large hydraulic pumps transfer the power of the 350-hp Cummins diesel engine straight to the proven PistenBully original tracks – so it climbs every slope effortlessly. The “Snowrobot” Triflex tiller with two-way finisher with blades mounted one behind the other and the hydraulically adjustable side flaps prepare each track with no obvious overlaps. Fun park work is hugely simplified thanks to the patented auto tracer tiller steering function and adjusting and storing all necessary functions and settings via the can bus

electronics. All the Formatic 350's additional equipment can be steered precisely using the fully proportional “load sensing”-controlled hydraulics and, thanks to the latest on-board electronics, all functions can be controlled effortlessly.

Total comfort.

Like on all vehicles from Kässbohrer Geländefahrzeug AG, the spacious driver's cab of the Formatic 350 is of course ROPS-certified. A center seat with full seatbelts, two passenger seats and the tried and tested sticks steering are standard equipment for the snow groomer.



The electrically heated panoramic windows in the low-vibration cab, coolant-heated front windscreen wipers and an intelligent lighting concept all ensure good visibility and the highest safety for everyday work. There is room for fun as well with the MP3-compatible CR-radio including sound boost system.

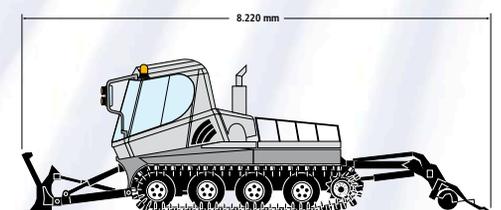
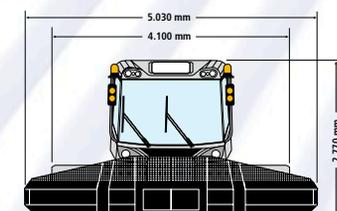
Uncompromising service.

Just like for PistenBully, Kässbohrer offers its Formatic 350 customers top-class local service. With over 130 service stations and offices worldwide, the PistenBully service guarantees immediate action on any maintenance and repair work you need. The service concept also includes advice on all queries concerning the Formatic 350 and training on the best way to handle the equipment and technology.

Technology at a glance

Dimensions	
Width without tracks	2,375 mm
Width over combined tracks	4,100 mm
Width over finisher and Triflex tiller	6,180 mm
Overall height	2,770 mm
Height when driver's cab tilted	3,400 mm
Length with All-Way-Blade and tiller	8,220 mm
Load area	1,950 mm x 1,370 mm (2.7 m ²)
Engine	
Type	Cummins QSL 9
Number of cylinders	6
Displacement	8.9 l / 8,900 cm ³
Power output (ECE)	261 kW (350 hp)
Max. torque	1,519 Nm at 1,500 rpm.
Fuel consumption	from 20 l/h
Fuel tank capacity	200 litres
Emission standard	EUROMOT III A / EPA TIER 3

Brakes	
No mechanical wear using hydrostatic transmission. Two multidisc-holding brakes.	
Electrics	
Low voltage system	24 volts
Alternator	28 V / 175 amps
Batteries	2 x 12V / 145 Ah
Cold start rating	850 A
Weight	
Tare weight with combined tracks	7,660 kg
Gross weight limits incl. attachments	11,170 kg
Payload on platform	2,000 kg
Performance data	
Speed, infinitely variable	0–23 km/h
Ground coverage with Triflex tiller	90,000 m ² /h
Max. ground coverage with Triflex tiller	120,000 m ² /h



Formatic GT 450 and Formatic X-Trail 170. Just a few vehicles left in stock.



Formatic snow groomers are reliable, versatile and powerful. The Formatic GT 450 leaves perfectly groomed slopes behind in all snow conditions and, thanks to the patented Auto Tracer tiller steering function, you get a perfect result in twisty conditions or a fun park. The Formatic X-Trail 170 is a compact, powerful vehicle with a comfortable cab.

Formatic GT 450 – for steep slopes.

The GT 450 has already proven its strengths in many ski resorts. Despite the 450-hp diesel engine, it is capable of quiet, low-noise and low-vibration slope grooming. Anyone who gets behind the controls is impressed by the GT 450: it also climbs steep slopes effortlessly thanks to its well-engineered design with ideal weight distribution, low centre of gravity and hydro-pneumatic suspension. Moreover, operating and controlling additional equipment like the clearing blade, Triflex tiller "Snowrobot 3" or overhead cable winch is child's play with the fully proportional load sensing-controlled hydraulics system.

In addition to these "hard" facts, the lighting concept and comfortable driver's cab with air-sprung Recaro driver's seat, ergonomically arranged switches, electronically controlled cab heating and sound boost system all argue in favour of the GT 450. The Easy Drive Command, a drive and statistics programme, makes driving up and down mountains easy. Additionally, the Super Vision System allows complete monitoring and adjustment of various parameters and, thus, simplifies service work.



Formatic X-Trail 170 – for impractical terrain.

As a small vehicle the X-Trail 170 is ideal for impractical terrain or for "normal" routes like side streets, tunnels or bridges, but also offers a comfortable cab with perfect panoramic visibility. The power of the small X-Trail 170 cannot be forgotten either - an interplay of powerful engine, hydraulic crawler tension system and flawless centre of gravity position. Just like on the GT 450, the Super Vision System simplifies monitoring of all information and operation of all functions. From the diesel engine to the tiller functions; everything is displayed clearly on a screen. The result is perfectly groomed slopes.

You can get more information on both vehicles directly from Kässbohrer Sales. There are now limited stocks of both models.

Technology at a glance Formatic X-Trail 170

Dimensions	
Weight incl. attachments	4,900–5,500 kg
Overall length	6,000 mm
Width over tracks	2,250 / 2,480 / 2,700 / 2,900 mm
Width over finisher	3,200 / 3,400 / 3,800 mm
Width over All-Way-Blade	3,000–4,800 mm
Overall height	2,300 mm
Engine	
Type	SisuDiesel
Number of cylinders	4
Displacement	4.9 l / 4,900 cm ³
Power output (ECE)	127 kW (175 hp) at 2,000 rpm
Max. torque	700 Nm at 1,500 U/min
Speed	0–25 km/h
Fuel tank capacity	180 litres
Electrical system	24 V

Technology at a glance Formatic GT 450

Dimensions	
Weight incl. attachments	9,000 kg
Overall length	9,800 mm
Width over tracks	4,150 mm
Width over finisher	5,000 / 6,500 mm
Width over All-Way-Blade	4,200–5,030 mm
Overall height	2,800 mm
Engine	
Type	Cummins Diesel QSM 11
Number of cylinders	6
Displacement	11.0 l / 11,000 cm ³
Power output (ECE)	335 kW (450 hp) at 1,800 rpm
Max. torque	1,900 Nm at 1,200 – 1,500 rpm.
Speed	0–23 km/h
Fuel tank capacity	280 litres
Fuel consumption	from 20 l/h
Max. ground coverage	135,000 m ² /h
Electrical system	24 V

Formatic – a success story.

From the islands of Finland to the mountains of Europe.



Formatic and PistenBully snow groomers are pioneers among snow vehicles. Like PistenBully, Formatic looks back on an active history: Kaj Carlson, the inventor of the predecessor to today's Formatic snow groomers, grew up in Vaasa, Finland. The town is surrounded by a far-reaching island landscape and the people survived by fishing. However, the cold winters could freeze the sea and the lakes and the fishermen were forced to venture onto the ice to find food for their families. They mostly did this with sleds, which were pulled by horses or tractors, but they needed a motorised vehicle to reach the fishing grounds more quickly. Kaj Carlson presented a track-driven vehicle for this purpose at the end of the 1950s.

The snowmobile.

Kaj Carlson had already worked on the development of a track vehicle during his training period, which

could get the fishermen more quickly to their place of work. In 1957, he realised the first track vehicle with his former school colleague with a Jawa motorbike engine and tested this on the school grounds. The first snowmobile - as the track vehicle was called - was born and it was sold to a fisherman from Carlson's hometown.

Snow-Weasel and Minkomatic.

Four years after the development of the snowmobile, Kaj Carlson was tasked with building a transport vehicle that was as fast as a weasel, could move gently across the snow and had a heated cab. The result of his work was the two-track Snow-Trac, which was called the Snow-Weasel. In 1964, he tackled a "snowless" theme for the first time. He constructed the "Gigantic", a feeding machine for the then largest mink farm in Petsmo. The machine simplified mink feeding and was so successful that Carlson founded the firm NORCAR (Norras/Carlson) with a friend in 1967 and sold 15,000 units of the "Minkomatic". In the following years, the partners constructed a forestry machine with a hydrostatic drive.

From Frosty Systems to Formatic.

In 1982, Kaj Carlson sold his shares in NORCAR and partly returned to his roots. Together with his sons Tore and Mats he founded the company Frosty Systems. They developed "Frosty", a multi-functional track vehicle with hydrostatic drive, which could also be equipped with a steerable trailer on request. It was continually redeveloped and Frosty Systems became Formatic in 1987 as the result of ever increasing competition and expansion. There were more and more challenges that placed demands on the enthusiastic engineers. For example, a Swedish customer wanted a vehicle that he could use to split lime in the summer and to prepare slopes for the Nordic ski racing at Vasaloppet in the winter. The brothers developed the Formatic P6-200T for him, a two-part transport vehicle with the additional possibility of use as a small snow groomer. The Formatic P6-110S, a vehicle for preparing a sled run, followed in 1994. By 1995, the company had outgrown its location thanks to the high level of orders and moved to Replot.



The office and production areas were expanded again in 1997 and, today, the company covers a site of 2,200 m² in Replot.

The adaptation of Formatic vehicles to different requirements, top quality and the simple handling enabled the company to grow continually. Since 2008, the company has belonged to Kässbohrer Geländefahrzeug AG. The development and production of Formatic vehicles continues at the site in Replot, Finland. Sales and service are handled by the globally experienced PistenBully Team, which brings the same advantages that PistenBully customers have come to value for more than 40 years.

Tore Carlson, Managing Director of the subsidiary Formatic Finland OY AB, summarises the advantages of Formatic snow groomers in a chat with K-Info.

K-Info: How do you see the future of Formatic snow groomers following incorporation in the Kässbohrer Group?

Tore Carlson: This incorporation has set the course for a successful future for Formatic. The know-how of both brands is influencing further developments and will make our snow groomers ever stronger than they were in the past. Moreover, we are much closer to our customers thanks to the global Kässbohrer Service and Advice Team.

K-Info: Where do you see the strengths of the Formatic snow groomers?

Tore Carlson: As a developer and programmer I like to keep things simple. Accordingly, operating the vehicles is also intuitive. The two micro-controllers are basically the same as they were in 2003. We have optimised them with Kässbohrer – for example, by adding cruise control. At the same time, the display was made clearer so that learning about the new functions now takes no longer than 5 minutes. And naturally, reliability is a strength of Kässbohrer snow groomers.

K-Info: And how much Finnish heart and soul actually still goes into the vehicles?

Tore Carlson: Our team is extremely committed and some have been with us for decades. Our staff have strong self-confidence and do everything to ensure that only top quality vehicles leave the factory - come what may. I like to compare us to the twisted trees of Lapland, which stand tall in all weathers: the cold winters and strong winds have made us Finns strong. Transferred to our work this means: we always keep both feet firmly on the ground. We don't allow ourselves to be bedazzled by hydraulics and electronics, but rather attach great significance to mechanics. Everything we do has one aim: we want perfect vehicles for our customers.

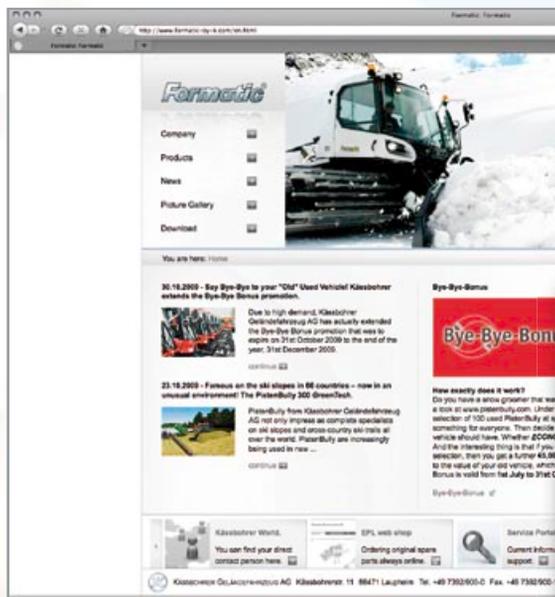


Tore Carlson

Managing Director of the subsidiary Formatic Finland OY AB. Responsible for development and production of Formatic.



Web appearance, Webshop and Service Portal. The whole world of Formatic online.



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



The advantages of the Kässbohrer spare-parts webshop at a glance:

- Vehicle-related subdefinitions
- Extensive search options
- Item-related notes and installation tips
- Documentation updated daily
- Order archiving
- Bilingual: German / English

**Order by clicking the mouse!
quick and easy**

tricks for vehicle maintenance and servicing. 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.

Service engineers also profit from the Portal: they are now on the road with much lighter baggage in the form of a laptop. The replacement parts Webshop and the Service Portal are both available in German and English.

The Formatic brand is presented online at www.formatic-by-k.com: The Internet site presents the products, spare-parts can be ordered quickly and easily in the Webshop and the Service Portal offers a comprehensive and up-to-date online support centre.

Faster way to replacement parts.

The new spare-parts Webshop offers convenient and simple ordering for all parts required. Navigating through the shop is as easy as you would expect: access is first effected using the chassis number. To make future ordering simpler, customers can define their own fleet with their own fleet numbers. The replacement parts Webshop's "automatic memory" is the most customer-friendly aspect: 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. Supply of replacement parts is still effected locally, which guarantees fast delivery.

Up-to-date information and support.

The new central Service Portal offers simple and fast access to product and service information, supplies support offers updated daily and lots of tips and

The Formatic Team.

Our Team in Finland comprises many staff who have been with the company for years and work with unbelievable commitment on the development and continual improvement of Formatic snow groomers. Their aim: only vehicles of the best quality will leave the factory.



News

PistenBully Shop



Formatic Basecap
 Lettering:
 FORMATIC by Kässbohrer
 Geländefahrzeug AG
 Size adjustable with a clasp at the back.
 Colour: grey/white
EUR 6.90



LED Lenser V2 Triplex torch
 incl. batteries 3 x LR 1.5 V
 Service life: approx. 200 hours
 Weight: 165 g
 Size: 14 cm
 Colour: silver
EUR 22.90

Price incl. VAT, plus shipping costs. Minimum order: EUR 25.00. You can order these items from the PistenBully Shop at www.pistenbully.com.

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- My address has changed. Please send me the K-Info to the address below!
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I am Operations Manager Workshop Manager
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Queries/comments:

Service numbers

Technical Service
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