

# PistenBully® NEWS

The customer magazine of the Kässbohrer Geländefahrzeug AG  
for site managers, slope managers, drivers and fans

ISSUE  
N°2  
SUMMER 2013



# BIG DAY

Going, going, gone! The world's largest selection of used PistenBully ...

Don't miss it!  
**20 Sep 2013**  
Laupheim, Germany  
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## PistenBully select Smart investment

Almost new PistenBully with complete new vehicle warranty and X-large service: How a select is made and how our best used vehicles can convince.



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## 11<sup>th</sup> Professional's Camp

Around 70 park shapers intensified their know-how and above all their practical skills in the shaping of snowparks, pipes and also boarder cross on the mountain Corvatsch in Silvaplana, Switzerland.



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## Sport sponsorship for young talents

The Kässbohrer Geländefahrzeug AG sponsors the young telemark athlete Moritz Hamberger from Laupheim.



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A talk with Michael Kuhn, head of development at Kässbohrer Geländefahrzeug AG, about the latest engine technologies and the use of AdBlue®.

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Active safety during slope grooming.

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Jens Rottmair, CEO Kässbohrer Geländefahrzeug AG

## Are you looking for a used PistenBully?

Then come to Laupheim! It is always lucrative to buy here. But especially at our 2<sup>nd</sup> BIG DEAL DAY, which will take place in Laupheim on 20<sup>th</sup> of September, 2013. Attractive offers are waiting for you. And this year again, we will auction some PistenBully. The starting offers will be at 50% of the list price. So join the auction! A unique opportunity to get the PistenBully of your dreams at an even lower price. Or make use of the final round of our Bye-Bye Bonus. There is nowhere a greater selection of used PistenBully and a more professional service than directly on the spot at the manufacturer. I am looking forward to welcoming you in large numbers!

In an interview, Michael Kuhn, our Head of Development, provides information on the latest engine technology, legal emission standards and the use of AdBlue®.

The participants of the 11th PistenBully Professionals Camp again benefited from the numerous tips and tricks in terrain park construction and the preparation with the ParkBully. In the report on our commitment in sport sponsorship, we are going to present you a young, pleasant athlete who is active in a marginal sport of Alpine skiing – Telemarking.

With our photo gallery about the overhauling of a PistenBully 600 select we would like to focus your attention on how much effort we undertake so that the PistenBully select is technically and optically in no way inferior to a new vehicle.

Furthermore, in this issue of the PistenBully News we will inform you on the advantages of our brand-new PistenBully Safety Control system, which actively ensures security on the slopes in your skiing area.

As you can see, we are well prepared: winter can come ...

With kindest regards,

Your Jens Rottmair  
Chief Executive Officer Kässbohrer Geländefahrzeug AG



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Environmental technology – Made in Germany

# Environmentally friendly grooming

A talk about engine technologies and the use of AdBlue®

**As global innovation and technology leader, the Kässbohrer Geländefahrzeug AG promotes many different types of new technologies in order to comply with the latest legal requirements for emission standards. The PistenBully News team talked to Michael Kuhn, head of development at Kässbohrer Geländefahrzeug AG, about the methods and how to get there.**

**PistenBully News team:** Mr Kuhn, at the InterAlpin 2013, the Kässbohrer Geländefahrzeug AG presented the PistenBully 600 SCR. What does SCR stand for?

**Michael Kuhn:** SCR means selective catalytic reduction. This is a method of exhaust gas aftertreatment for diesel engines which helps us to reach the limit values for the Tier 4i emission level.

**PistenBully News team:** Could you please tell us how this method works?

**Michael Kuhn:** Among others, exhaust gas also contains nitrogen oxides (NO<sub>x</sub>). With the selective catalytic reduction, we use a catalytic converter in which the nitrogen oxides are reduced under the effect of AdBlue®. As a result, the exhaust gas then only contains N<sub>2</sub> as pure nitrogen. This is a natural component of air. Thus, through the influence of AdBlue®, NO<sub>x</sub> turns into pure nitrogen and water vapour.

**PistenBully News team:** So that means the system wouldn't work without AdBlue®?

**Michael Kuhn:** That's correct. AdBlue® is a watery urea solution and the reactant with which the exhaust gas is purified in a multistage process in the SCR catalytic converter.

**PistenBully News team:** And when you run out of AdBlue®? What will happen then?

**Michael Kuhn:** First the PistenBully will continue to run in its regular mode. However, the legislators have stipulated measures for this case. An on-board diagnosis device takes care that the emission values of the engine are actually adhered to. Should the vehicle run without the addition of AdBlue® for a longer period of time, the engine performance will be reduced step by step to make the driver refill it with AdBlue®.

**PistenBully News team:** So that means that you as the manufacturer actually assume the responsibility that the emission standards are adhered to?

**Michael Kuhn:** Right, that is a topic that the legislators have decided this way to prevent misuse and we as the manufacturers are obliged to implement the legal stipulations.

**PistenBully News team:** So in other words if the operator still tries to go without the AdBlue®, he has to live with the consequence that the vehicles run at a lower performance rate?

**Michael Kuhn:** Yes, the power reduction is actually that strong that the operation finally even becomes impossible.

**PistenBully News team:** The introduction of the next emission standard Tier 4 final is just around the corner. When exactly will it be introduced? And which consequences will it have?

**Michael Kuhn:** The next emission level, Tier 4f, will become effective on 1 January 2014. It will then become necessary to comply with even stricter emission standards.

In order to fulfil Tier 4 final, the exhaust gas aftertreatment systems have to be extended once again. Depending on the engine type and the performance class, additionally there will be an exhaust gas recirculation inside the engine, an oxidation catalytic converter and/or a particulate filter. But this will always be based on the SCR system.

From 2014 on, it will be principally impossible to carry out the exhaust gas aftertreatment without AdBlue® since the strict emission limits can only be achieved with AdBlue®.

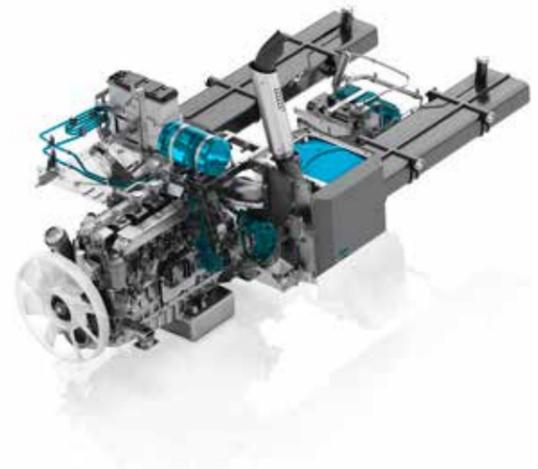
**PistenBully News team:** What does this imply for the Kässbohrer Geländefahrzeug AG and its customers?

**Michael Kuhn:** We are optimally prepared for the introduction of Tier 4i and we will promote the further development of the vehicles towards Tier 4 final. Those customers who with their infrastructure already today pave the way for Tier 4i and thus for AdBlue® will be well prepared for the future.

**PistenBully News team:** So that means that also in the future, engine technology will be clearly determined by exhaust gas purification and the addition of AdBlue®?

**Michael Kuhn:** Yes, exactly!

**PistenBully News team:** Thank you very much for this informative talk.





## BIG DEAL DAY

# Going, going, gone!

**You have certainly already found your invitation for the BIG DEAL DAY in your letterbox. We will enter the 2<sup>nd</sup> round with this year's BIG DEAL DAY. We have collected your ideas and your feedback for our preparations and we have focused on what you find most important.**

### Where can I find the PistenBully particularly for my needs?

Ski resorts' requirements for slope grooming vehicles are quite differing: Some look for a used vehicle in perfect condition for the prompt utilisation on the slopes, others are more focused on finding used vehicles with the most attractive prices as they plan to overhaul them in their own workshop. Others again search for certain types or models which they like to use as a pool of spare parts for their existing fleet.

From a global network, Kässbohrer "collects" used vehicles to be able to offer a wide range of most different vehicle models on BIG DEAL DAY. This represents the largest selection of used PistenBully in one place. Nowhere else is the chance higher of finding a vehicle tailored to your needs and of directly buying there at unique terms and conditions.

### The BIG DEAL DAY – It is always worth to come and see

The attractiveness of the BIG DEAL DAY is of course closely related to whether the object of desire is available at a good price. For customers to be able to assess this even before the event, PistenBully this year has provided a binding vehicle list in the internet at [www.bigdealday.de/en](http://www.bigdealday.de/en) already from 16 August 2013 on. Here you can find a list of all vehicles available at BIG DEAL DAY, with their key data and prices.

### Unique price advantages

With the BIG DEAL DAY the Kässbohrer Geländefahrzeug AG offers several advantages at the same time:

1. Auctions which start from 50% below the list price and immediate purchase prices which are 25% below the list price: You'll only find this here in Laupheim, and only on this day.
2. On top there are many special terms waiting for you: An attractive quantity discount of up to 10%, compensation for travel expenses and a raffle (PREMIUM spare tracks), many pieces of used additional equipment, tracks, cabins and winches at sensational prices.
3. And additionally there is a 20% discount on the spare parts package for Economy vehicles

### Auctions and immediate purchase without any risk

Last year Kässbohrer already offered many vehicles at real hammer prices at the auction on BIG DEAL DAY. Long before BIG DEAL DAY those interested can download and peruse the vehicle list in the internet at [www.bigdealday.de/en](http://www.bigdealday.de/en). On BIG DEAL DAY itself you have the possibility to have a close look at the vehicles before the auction to get a detailed impression of the condition of the used vehicles.

With starting offers of 50% of the list price, there is actually no reason for not joining in. Apart from the fact maybe that it takes some courage to raise your hand during an auction. But on the other hand you have the unique chance of making a lucrative deal. Those who would like to make sure they get the PistenBully of their dreams already in the forerun of the auction can do this through an immediate purchase before the auction – at 75% of the list price.

Additionally, this year there is also additional equipment, tracks, winches and passenger cabins in the auction.



## Greatest selection of PistenBully in four quality categories

- 1. HIGHLIGHTS:** PistenBully select are the almost new, completely overhauled PistenBully with full new vehicle warranty.
- 2. PREMIUM:** PREMIUM vehicles have been completely repaired technically, got an optical facelift, including used vehicle warranty.
- 3. BEST AGER:** PistenBully at their best age – STANDARD-repaired and ready for immediate use, tracks and additional equipment is technically OK – including PREMIUM used vehicle warranty only when purchased on BIG DEAL DAY.
- 4. ECONOMY:** PistenBully with ECONOMY treatment have been technically inspected, including a detailed test report. To be used again on the slope, to be repaired by the customer or as pool for spare parts.

## Time for friendship and exchange

Kässbohrer sees itself as a large family. And the PistenBully customers worldwide are part of this family. The BIG DEAL DAY is a good occasion to meet with others, to talk to sales representatives and to get information on the latest developments. Those who have never been to the production facilities of the PistenBully in Laupheim of course will be offered a tour around the Kässbohrer plant.

And of course there will be delicious food at our barbecue as well as a pleasant atmosphere again. Because we know: The way to a person's heart goes through their stomach.

**For further information on the BIG DEAL DAY 2013 as well as the current vehicle list, please go to [www.bigdealday.de/en](http://www.bigdealday.de/en).**



## Programme 2<sup>nd</sup> BIG DEAL DAY, 20 Sep 2013, Laupheim



8:00 – 9:00  
Welcome



9:00 – 15:00  
Looking around, testing, buying



11:00 – 12:00  
Big Deal auctions



12:00 – 17:00  
Relaxing and enjoying



17:00  
Back to the "Playground"

# ParkBully

At home in the world's best terrain parks



## Great take-up for the 11<sup>th</sup> Professional's Camp

Meeting of shapers on the Corvatsch in Silvaplana

**Around 70 park shapers from 13 countries met for a week from 29.04 – 04.05.2013 for the PistenBully Professional's Camp on the Corvatsch for some practical training and to swap experiences.**

Numbers were so large this year that the Camp was split into 3 groups. Even so, there wasn't time to cover all the questions. The focus of the 2 training days for all the groups was firmly on practising snow park, pipe and also border cross shaping. The participants from all over the world created a great mix and a lively cultural exchange. The shapers from Azerbaijan and the USA had definitely travelled the farthest.

Everyone was unanimously impressed by the great organisation of the PistenBully Professional's Camp effected by Wolfgang Lutz from Kässbohrer Geländefahrzeug AG and Reto Sporrer, who is very experienced and has been a partner of Kässbohrer with regard to terrain park construction and knowledge transfer for many years. The preparation team of Markus Moser worked tirelessly behind the scenes to support the event in Corvatsch.

Like the participants, the team of coaches was also international. Some highlights: John Melville from New Zealand, who will be preparing the pipes for the Olympic Games in Sochi.

Alongside two PistenBully 400 Park and a PistenBully 600 Park, participants also had a PistenBully 600 W, a PistenBully 400 W and a PistenBully 300 with attached PipeMagician at their disposal for park element design. The PistenBully 100 SCR was also able to prove its worth at an altitude of 3,000 m. Also a star of the Camp this year: the PistenBully 600 E+. The first PistenBully with diesel-electric drive naturally attracted a lot of interest.

Good organisation, a superior programme and an extremely high level of practical events. As usual the PistenBully Professional's Camp was an attractive combination of advice, training, lots of information and communication. These are the success factors of the PistenBully Professional's Camp, which will not easily be forgotten by the impressed participants. A successful end to the season!

You can view some highlights of the PistenBully Professional's Camp 2013 on the PistenBully YouTube channel.



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## Nine Knights – the knights of the Freeski scene conquer Mottolino!



Already for the 5<sup>th</sup> time, the Freeski event Nine Knights took place this year in Mottolino, in Livigno. The probably most impressive event set-up in Europe was built by the company Schneestern from Kempten, Germany: The Castle of the Nine Knights in Mottolino.

The Nine Knights event is famous for its unique combination of first-rate athletic performance and spectacular pictures in breath-taking scenery. Enormous quantities of snow have to be moved and prepared before the Freeski scene can conquer the castle. The most important thing is having fun; this is already promised by the motto of Mottolino 360°-Fun.

Of course such sophisticated set-ups like the castle require a lot of manual work from the shapers, but the construction would not be possible without the powerful and extremely mobile PistenBully. The shapers from Schneestern and from Mottolino were supported by two additional PistenBully 400 Park from Laupheim.

And the Nine Knights will return to Mottolino in April 2014!

There is, by the way, a counterpart to the Nine Knights: The best female Freeskiers of the world storm the castle of the Nine Queens in Fiss – Serfaus – Ladis.

More pictures and films about the Nine Knights can be found at [www.nineknights.com](http://www.nineknights.com)



## Who has the most innovative terrain park in Italy?

After the three finals in Monte Bondone (Trento), in Chiesa Val Malenco (Sondrio) und in the Val Senales (Bolzano), the winner had been determined Mitte April. The team from Val Senales had won the competition and designed and implemented the most innovative terrain park in Italy.

The Senales Crew was awarded for its "Jack in the Box" park for the most creative obstacle of the whole contest. With a height of 12 metres and four different lines (Big Air, Spine, Rail and Wallride) the park offers many opportunities for varied tricks.

For this project, the team won the first prize and that means material/services worth Euros 10,000, and next winter they will be supported by a PistenBully 400 Park with their work.

More information on the topic and the winner video: [www.redbullinnsnowation.it](http://www.redbullinnsnowation.it)





Moritz Hamberger at a World Cup race in Bohinj (SLO)

Sport sponsorship for young talents

# Everything is possible for Moritz Hamberger

Already for some years now, the Kässbohrer Geländefahrzeug AG and the German Ski Association (DSV) have had an unofficial cooperation. Since the past winter season, the Kässbohrer Geländefahrzeug AG is now an official sponsor of the German Ski Association in the framework of a partnership agreement. The cooperation makes sure that the DSV has PistenBully available at several events for the grooming of downhill slopes and cross-country tracks. Optimal care for young talents is the foundation for successful top-class sports. Therefore the Kässbohrer Geländefahrzeug AG now also sponsors one young talent directly.

Moritz Hamberger has been a member of the DSV telemarking cadre since 2011 and came in 16th twice at the Junior World Championships 2013 in Chamonix. Although telemarking is still quite exotic in Germany, the German telemarkers were the most successful nation in Chamonix. In the past year, the young DSV telemarkers won all six possible gold medals and one silver medal. The German athlete Tobias Müller was able to continue this racing success by winning all three individual titles at the World Championships in Espo. This is why the DSV starters are counted among the absolute favourites for this year's races in the Sprint and Classic competitions.

## Interview with Moritz Hamberger

**PistenBully-News Team:** How did you discover telemarking?

**Moritz:** My parents started telemarking. Then I just tried it. I liked it immediately and therefore I switched. That was in 2007/2008. It's just great fun. Telemarking is cool: a completely new challenge once you've reached a limit in downhill skiing.

**PistenBully-News Team:** You still go to school. How time-consuming is the training for you? How do you train in summer?

**Moritz:** Gym, slacklining, jogging, climbing. Roller skiing trains strength and stamina. That's what cross-country skiers and biathletes do as well. Slack-lining trains everything – every muscle, the balance, body tension, core muscles – everything. During the winter, I go training every weekend (mostly in the Stubai Valley or at the Oberjoch mountain). So at the weekend I have hardly any time for school or homework. And then there is the problem with the days of absence (this year it amounted to almost 150 hours of absence). I get a special permission from the DSV, but I have to catch up with everything afterwards. This year I once missed three weeks in a row when we were in Norway and Spain. Afterwards, it was really hard.

**PistenBully-News Team:** In how many competitions do you participate in winter?

**Moritz:** About 20 World Cups, and then there are still the World Championships and Junior World Championships. My target for the coming Junior World Championships are the top ten.

**PistenBully-News Team:** What is so special about telemark skiing?

**Moritz:** At every turn, you are so close to the ground, and the snow sprays up. When you ski in deep snow, you are immediately much deeper in the snow. With regular skiing you can simply let it glide downhill – if you want to ski in a relaxed mode. With telemark skiing there is no time to relax. You always have to go full steam ahead, you always need strength. Telemarking is simply an attitude to life. Free your heel – and your mind will follow!

**PistenBully-News Team:** What would you like to achieve in the coming years?

**Moritz:** Next year I would in any case like to be constantly among the top 20 in the World Cup. Whether that will be possible next year in addition to my A-levels will be seen. I will in any case take part in the preparatory training. This year, the pre World Cup in Hintertux is already in November. I will take part and then I'll see what else is possible. After my A-levels I plan to earn some money to be able to travel around the world a little bit. This year, however, I want to really do a lot of telemarking and training. What I'll do afterwards, I don't know yet exactly, but maybe I'll join the German Federal Army and their sports promotion team, if this is possible.

You'll find training and competition reports,  
or what else Moritz finds important  
at <http://mo.hambergers.de>





Moritz is also a pro on the slackline.



Moritz Hamberger at the steering wheel of a PistenBully 600 in Laupheim

## Moritz Hamberger

**Club:** "Skizunft Laupheim" / SSV

**Date of birth:** 23<sup>th</sup> of April, 1996

### Best results:

- World Cup: 21<sup>st</sup> rank Sprint Classic in Kvittfjell (NOR)
- 25<sup>th</sup> rank Sprint Classic in Chamonix (FRA)
- 20<sup>th</sup> rank Parallel Sprint in Geilo (NOR)
- German Junior Championships 2011
- Junior World Championships 2012: 12<sup>th</sup> rank Classic
- Junior World Championships 2013: 16<sup>th</sup> rank Classic, 16<sup>th</sup> rank Sprint Classic

Moritz Hamberger comes from Laupheim, Germany and has been skiing since he was three years old. He discovered telemarking at the age of eleven through his parents. Apart from telemarking, his hobbies are gymnastics, climbing, mountain biking and slacklining. Additionally, Moritz is a member of the boy scouts.

## Telemarking

Telemarking experiences a revival because more and more skiers move away from the mainstream and indulge in the fascination of telemarking. You are still very exotic if you practice telemarking or freeheeling in the Central Alps but in Scandinavia and North America, up to 50% of all skiers trust in the technique with the free heels!

Freeheeling means free feeling – feeling free and floating through the snow. One hotspot for telemarking is the "Stubaital" (Stubai Valley) where you can probably find the largest number of telemarkers.

Originally, the telemarking skiing technique was developed in Norway. While skiing, the skier kneels on the uphill ski while lifting the heel of the rear foot and pushing the downhill ski to the front. The Norwegian Sondre Norheim from Morgedal in the province of Telemark in Norway introduced this competition technique at a ski-jump competition.

International competitions for telemarking are regulated and hosted by the international ski federation FIS. The most important disciplines are Telemark Classic, Telemark Sprint Classic (like Telemark Classic however with a shorter running time, but with two runs) and Telemark Parallel Sprint. In the telemarking competitions, there are penal seconds, so-called penalties, which are added to the running time. A penalty is imposed for not reaching the minimum jumping width, for landing without a telemark and for each pole which has not been passed with correct telemark technique.

More information at:  
[www.telemarkfriends.com](http://www.telemarkfriends.com)



## Environmental technology – Made in Germany

# The PistenBully 600 E+ conquers the Alps

After the Engadin St. Moritz Mountains and the Imbergbahn in Steibis now the Zermatt Bergbahn AG has commissioned the third PistenBully 600 E+ directly after the Interalp in April 2013 – and more customers are already waiting for their first PistenBully 600 E+.

In the coming PistenBully News, you will find first-hand reports on this new technology.



Aerial picture of the landfill in Deetz



The PistenBully GreenTech with laser-controlled blade for the moving of topsoil.

## Moved away

### A PistenBully works accurately to the centimetre at the landfill "Deponie Deetz"

With a total area of 149 hectares, the Deponie Deetz is located in the German county of Potsdam-Mittelmark. Since the 1970s debris from West Berlin has been brought to Deetz. Also test fields for alternative types of surface covering are operated here.

The first vehicle was purchased already two years ago by the STRABAG AG via their subsidiary Heilit Umwelttechnik GmbH (fleet management). Another subsidiary of STRABAG, the BMTI hires the PistenBully from Heilit Umwelttechnik and carries out the work at the site.

Landfills have to be sealed off with topsoil. This is extremely expensive and therefore it is important that only as much topsoil as required is applied. Considering the extremely large area, every centimetre of topsoil means cash! Two PistenBully 300 Polar GreenTech with GPS and **laser-controlled blade** are used for this purpose at the Deponie Deetz, near Potsdam.

As the first PistenBully 300 Polar GreenTech has been completely convincing, a second has now been purchased. Both machines were built in 2003, have received PREMIUM overhauling and have been equipped with a long-life, robust special track for landfills.

Compared to wheeled vehicles or caterpillars, for this particular type of utilisation, their **advantages** are – apart from the extremely high thrust and the considerably reduced consumption – the fast moving in of the material which, due to the extremely low earth pressure, is also possible during rain, and the considerably higher safety for the driver while driving on slopes or in inclined positions.



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# PistenBully select

Almost new PistenBully with full new vehicle warranty and X-large service



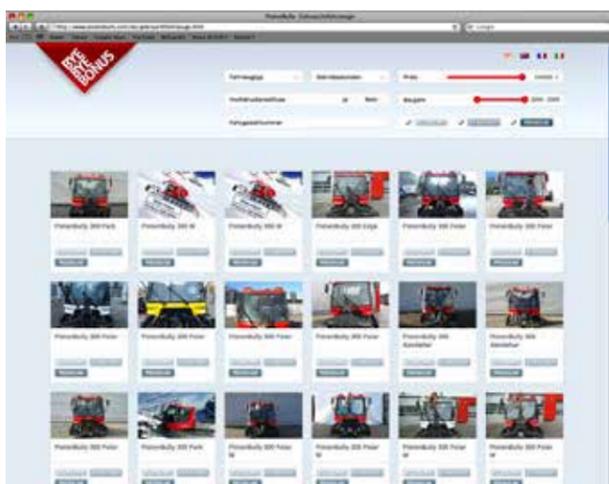
## Smart investment

PistenBully select can easily hold their own against our new vehicles. Our best used vehicles have a whole range of merits: the certified safety check by DEKRA, the new vehicle warranty, a maintenance contract, and, and, and. Because if you decide in favour of a PistenBully, you will get everything PistenBully stands for. Each PistenBully select complies with the highest Kässbohrer quality standards. Both concerning technology and service quality.

Maximum operating reliability, combined with maximum cost reliability – based on this service idea we give our PistenBully select a new vehicle warranty. The extension of warranty for your machine gives you special protection.

PistenBully select receive the full manufacturer warranty like all new vehicles. With the basic warranty, in the first year 1,000 operating hours, the delivery of spare parts and / or the repair of defective parts, the labour costs for disassembly and assembly as well as the costs for travel expenses (500 operating hours) are free of charge. In the second year 2,500 operating hours, with the so-called components warranty, the delivery of spare parts and/ or the repair of defective components is free of charge.

For the first time at Kässbohrer: A maintenance contract with 100 hours of customer service and two summer inspections. And on top of this, a voucher for a training course is also included.



## Bye-Bye-Bonus

Only little time left: swap and save – make sure you get the Bye-Bye-Bonus!

Those trading their old snow groomer (built in 2002 or before) **before 30 September 2013** for a "newer" used PistenBully, will receive the Bye-Bye Bonus amounting to **€ 5,000**, on top of the vehicle value determined by experts. For a look at the vast range of our used PistenBully in top quality, please go to our used vehicle portal.



To database:



# A PistenBully select comes to life



## 01 Vehicle diagnostic

The first step is always a diagnostics. We check all vehicle functions and issue a technical report for each machine. Afterwards we fix the further proceeding with our experts in the repairshop.



## 02 Vehicle disassembly / Engine

The vehicle is completely disassembled by our repairshop. All main components will be changed, the diesel engine is completely factory re-worked with a certificate and new warranty by Mercedes-Benz.



## 03 Vehicle disassembly

Down to the chassis each part is examined, damaged parts are changed and all available retrofits will be included if so far not done.



## 04 Vehicle assembly

The vehicle is reassembled with new or factory reworked parts. While assembling the vehicle we set the same quality standards like in our new vehicle production.



## 05 Vehicle assembly

New high pressure hoses, electrical connections are installed.



## 06 Vehicle assembly

The completely overworked and repainted cabin is installed and the vehicle is filled up with all operating fluids. The start-up is made and the vehicle is checked on our test-bench in the same way as our brand-new vehicles.



## 07 Vehicle assembly

The last steps are done, to make the PistenBully ready for the inspection by our external partner the DEKRA® institute.



## 08 Vehicle inspection

The vehicle is inspected and certified by the DEKRA to confirm our high quality standard on the select. This secures the start of the PistenBully in his "second" life with the warranty known from our brand-new vehicles.

You can find our current select vehicles with detailed descriptions in the internet:



## Backstage How a video is produced

How can I show that from the outside you cannot tell the difference between a PistenBully select and a new PistenBully 600? Quite simple: I'll show you in a film that the vehicles cannot be differentiated. Right!

Well, we thought that would be too easy, we really wanted to prove it! That's why we hired our tried and tested film team. In a documentary, we'll show you how a real PistenBully select is born.



Some facts about the film content: First, the PistenBully is checked by our chief technicians and a to-do list is set up. And it is really adding up. The track, for example, gets thrown into the container right away. And the engine, in its current condition, is sent to the manufacturer to be overhauled there. The same is true for the axles and the planetary gear sets. And that is only the start of it: steering wheel and control lever – new! – cables and wiring – new! – painting of the driver's cab – new! – ...

Three fast motion cameras continuously recorded all work around the PistenBully select. Again and again, there were activities that the three-man film crew wanted to see in more detail. In close-up and real

time, so to speak. The shooting took place with modern HD equipment over a period of 4 weeks. During the work, some compact cameras were firmly fixed to the ceiling. The film transports its message in a couple of minutes. The spectators can see with their own eyes how a PistenBully select is assembled completely new from the frame.

See for yourself. There is almost no difference between a PistenBully select and a new vehicle. Not even in the warranty period. Only in the price!

You'll find the finished video here:



# See more for more safety

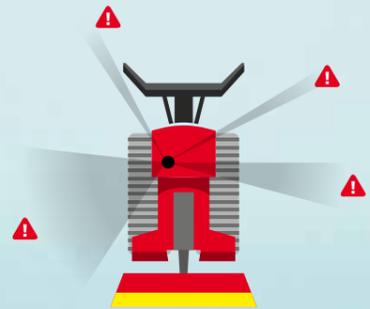
## PistenBully Safety Control – active safety during slope grooming

Working on the slope with heavy equipment is dangerous. Because the driver of the PistenBully often works under extreme weather conditions which are typical for working in the mountains. Be it looking against the sun, snowfall, darkness or thick fog: On the one hand the driver is constantly confronted with the challenge of optimally grooming the slope and on the other with guaranteeing maximum safety.

For the Kässbohrer Geländefahrzeug AG it is very important to make slope grooming safer. This is the reason why the PistenBully engineers have developed a new safety system which offers an answer to the special problems of poor visibility: PistenBully Safety Control.

PSC – The PistenBully Safety Control constantly monitors the surroundings of the vehicle with four heat-sensing cameras. The intelligent software recognises contours and situations, differentiates between objects and persons and whether persons approach or leave the scanning field. In particular also the blind spots are dealt with and made safe here – independent of the visibility conditions. As soon as PSC detects a hazardous situation, the safety system alerts the driver in three steps. At the final level, the PSCtronic interferes with the vehicle control of the PistenBully.

PistenBully Safety Control is available for all 600-type vehicles. It does not matter whether you purchase a new vehicle or would like to retrofit your fleet. Of course we also install the system for you, we test it and instruct your drivers with regard to the correct operation with PSC.



Approaching persons or objects can only be seen to a very limited extent or not at all in blind spots.



During the development phase of the PSC, we gave particular attention to the securing of the lateral edges of the blade.



For more information, please go to:  
[www.pistenbully.com/en/products/  
attachments/pistenbully-safety-control.html](http://www.pistenbully.com/en/products/attachments/pistenbully-safety-control.html)



# Photo contest 2012/2013

Here you can find the prize-winning subjects from our 14<sup>th</sup> photo contest. 294 submissions from 20 countries are proof of the popularity of the PistenBully photo contest. We would like to thank our many participants and are already looking forward to the repetition in the coming winter season!



Michael Siedler, Austria – taken: Ramsau, Austria



Erard Numa, France – taken: La Foux d'Allos, France



Sebastian Kürschner, Switzerland – taken: Zermatt, Switzerland



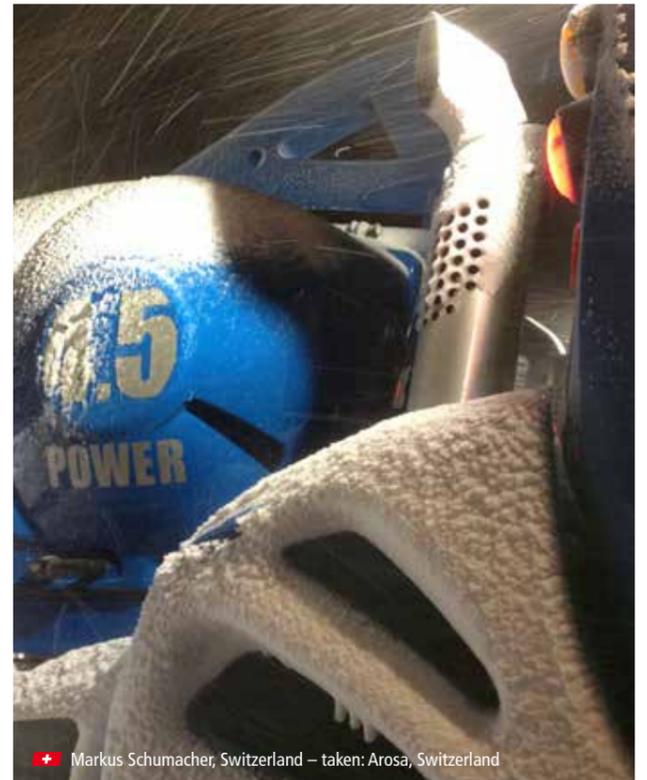
Serge Molliet, France



Takeshi Yamada, Japan – taken: Nagano, Japan



Justin Hanson, Great Britain – taken: Bangor Gwynedd, Great Britain



Markus Schumacher, Switzerland – taken: Arosa, Switzerland



Eric Sent, Germany



Nicholas Ganz, Italy – taken: Falcade, Italy



Javi Moreno, Spain – taken: Baqueira / Beret, Spain



Kristofer Mörnsjö, Sweden – taken: Trysil, Norway



Micha Andreas Meier, Iceland – taken: Hlíðarfjall, Iceland.



Romain Daniel, Switzerland – taken: St-Luc/Chandolin (Valais), Switzerland

★ Winner

Ⓢ Special prize



Everything under one roof in the new spacious facility of KATV.

## Kässbohrer All Terrain Vehicles, Inc.

# New company premises for KATV in Reno

In July it was accomplished: The team of our US-American subsidiary Kässbohrer All Terrain Vehicles, Inc. (KATV) moved to the new company premises.

Over the past years KATV has experienced continuous growth in all fields – from the core business with PistenBully via the BeachTech beach cleaning machines up to PistenBully Scout – the off-road transportation vehicle which is also produced at KATV.

To keep pace with this growth, KATV has moved into a much larger and more modern plant. This new facility houses all departments under one roof – administration, spare parts, service workshop as well as the complete warehouse and the production for the PistenBully Scout.

Since August all departments have now arrived in their new rooms.

With approximately 110,000 square feet, this new location offers 75 % more space than before – an enormous increase that motivates the workforce and enables them to work with new methods. And it represents a clear statement regarding the commitment of Kässbohrer in North America.

We will be able to offer all our know-how in an even more professional way to our customers with this modernization and the possibilities arising thereof.



Tom Scheffer, site manager of Ski Dubai and Wolfgang Lutz, area sales manager of Kässbohrer Geländefahrzeug AG, are pleased about the new PistenBully 400 with special exhaust gas and particulate filter systems for indoor use.

## Skiing in the desert

### And yet another PistenBully for Ski Dubai

The indoor ski center in Dubai is part of the Mall of the Emirates, one of the largest shopping malls of the Middle East. From there you also have a view of the ski slopes through a glass front covering several storeys. Since September 2009, the Mall of the Emirates and thus also Ski Dubai can be reached via an own Dubai Metro station.

On a snow-covered area of 22,500 m<sup>2</sup> there are five ski-runs with different degrees of difficulty, height and steepness. The longest one is 400 metres long and has a height difference of 60 metres. Additionally, there is a 90-metre long halfpipe. The guests are transported via a four-man chairlift, a T-bar lift and a magic carpet. There is the so-called Snow Park for children and parents: on an area of 3,000 m<sup>2</sup>, you can here find tobogganing and bobsled runs. It is the world's largest indoor snow park.

During the day, the constant temperature in the hall is between –1 und –2 °C; at night, when the snow is produced, it is about –7 °C. The overall capacity has been designed for 1,500 persons at the same time. Due to the high temperature differences to the outside world, a particularly high-performing insulation technology had to be used.

We were able to hand over a PistenBully 400 to Tom Scheffer, Operations Manager of Ski Dubai in March. Since its opening, Ski Dubai has been a customer of Kässbohrer Geländefahrzeug AG. The fleet in Dubai now includes a PistenBully 400 with special exhaust and particle filter system, a PistenBully 100, PistenBully 200 and a PistenBully PB 060 D.



## New in the PistenBully spare part webshop Inventory and prices in real time

There are tremendous differences in the suitability, reliability and longevity of spare parts. Each original PistenBully spare part undergoes a tough quality test during its production, using latest test devices and process monitoring. The service organisation of Kässbohrer Geländefahrzeug AG enables a fast provision with spare parts via a network that covers the whole world.

Already since 2009, the PistenBully spare part webshop has been available for time-saving internet ordering. The customer is led step by step to the desired spare part via simple and comfortable navigation as well as a vehicle-specific parts definition. The customer cannot only order here but also gets additional article-related information and installation advice. For the simplification of future orders, it is possible to define a customer-specific fleet with own fleet number. It has also proven helpful to archive orders.

The Kässbohrer Geländefahrzeug AG is continuously working on the spare parts online shop. The most important innovation: From the coming winter season on, customers will be shown inventory and prices in real time. What is also new is an order overview with item-related delivery status (open, delivered, invoiced).

The PistenBully spare part webshop is offered you in 7 languages: German, English, French, Italian, Spanish, Turkish and Swedish.

You get to the PistenBully spare part webshop via  
[www.pistenbully.com/en/products/spare-parts/spare-parts-online.html](http://www.pistenbully.com/en/products/spare-parts/spare-parts-online.html)



Hans-Peter Pleisch and Jens Rottmair

## Development aid in Kyrgyzstan

The former CEO of the "Davos Klosters Bergbahnen", Hans-Peter Pleisch, has revived the dilapidated skiing area of Orlovka in Kyrgyzstan, close to the capital Bishkek, with much discarded material from Europe. Apart from his support for the skiing area and its staff, he now also helps a privately run orphanage. 40 children aged between two and 19 years have found a home there. The orphanage runs a bakery and a local kindergarten. This helps to finance the basics. But unfortunately only the basics.

The Kässbohrer Geländefahrzeug AG is going to support Hans-Peter Pleisch in his commitment for the orphanage and thus for the children.

## Customer training courses Training dates 2013

Also this autumn, the Kässbohrer Geländefahrzeug AG offers again numerous technician trainings which ensure your independence and allow for fast repairs directly on the spot in the skiing area. Detail such as main focus and dates can be found in the table below. The training courses take place at Kässbohrer Geländefahrzeug AG, Laupheim.

### Basic training course for PistenBully 100 / 400 / 600 Reference number 02

Target group: workshop staff of PistenBully customer workshops

Precondition: mechanics

2 days, 240.00 € training flatrate

Week 45: 04.11.13 – 06.11.13 (Mon – Wed) / Week 46: 11.11.13 – 13.11.13 (Mon – Wed) /

Week 48: 25.11.13 – 27.11.13 (Mon – Wed)

### Advanced training course for PistenBully 100 Reference number 12

Target group: workshop staff of PistenBully customer workshops

Precondition: mechanics with knowledge of the basic training course

1 day, 120.00 € training flatrate

Week 48: 27.11.13 – 28.11.13 (Wed – Thurs) / Week 50: 09.12.13 – 10.12.13 (Mon – Tue)

### Advanced training course for PistenBully 400 Reference number 42

Target group: workshop staff of PistenBully customer workshops

Precondition: mechanics with knowledge of the basic training course

1 day, 120.00 € training flatrate

Week 46: 13.11.13 – 14.11.13 (Wed – Thurs) / Week 48: 28.11.13 – 29.11.13 (Thurs – Fri) /

Week 50: 10.12.13 – 11.12.13 (Tue – Wed)

### Winch theory for PistenBully 4-ton / 4.5-ton winch Reference number 52

Target group: workshop staff of PistenBully customer workshops

Precondition: mechanics with knowledge of the basic training course

1 day, 120.00 € training flatrate

Week 45: 07.11.13 – 08.11.13 (Thurs – Fri) / Week 46: 14.11.13 – 15.11.13 (Thurs – Fri)

### Basic / advanced training course for PistenBully 300 Reference number 53

Target group: workshop staff of PistenBully customer workshops

Precondition: mechanics / drivers with technical knowledge

1.5 days, 180.00 € training flatrate

Week 50: 11.12.13 – 12.12.13 (Wed – Thurs)

### Basic / advanced training course for PistenBully PB 240 to 330 D Reference number 55

Target group: workshop staff of PistenBully customer workshops

Precondition: mechanics / drivers with technical knowledge

2 days, 240.00 € training flatrate

Week 51: 16.12.13 – 17.12.13 (Mon – Tue)

### Basic / advanced training course for PistenBully PB 060 to 270 Reference number 56

Target group: workshop staff of PistenBully customer workshops

Precondition: mechanics / drivers with technical knowledge

1.5 days, 180.00 € training flatrate

Week 51: 18.12.13 – 19.12.13 (Wed – Thurs)

### Basic / advanced training course for PistenBully Paana Reference number 57

Target group: workshop staff of PistenBully customer workshops

Precondition: mechanics

1.5 days, 180.00 € training flatrate

Week 49: 04.12.13 – 05.12.13 (Wed – Thurs)

### Technical information for all PistenBully types Reference number 59

Target group: drivers of PistenBully

Precondition: drivers with technical knowledge

1 day, 120.00 € training flatrate

Week 49: 02.12.13 (Mon) / Week 49: 03.12.13 (Tue)

### Advanced training course for PistenBully 600 Reference number 62

Target group: workshop staff of PistenBully customer workshops

Precondition: mechanics with knowledge of the basic training course

1 day, 120.00 € training flatrate

Week 41: 07.10.13 – 08.10.13 (Mon – Tue) / Week 42: 14.10.13 – 15.10.13 (Mon – Tue) /

Week 45: 06.11.13 – 07.11.13 (Wed – Thurs)

### CAN technology for PistenBully 600 Reference number 63

Target group: workshop staff of PistenBully customer workshops

Precondition: mechanics / electricians

1 day, 120.00 € training flatrate

Week 41: 08.10.13 – 09.10.13 (Tue – Wed) / Week 42: 15.10.13 – 16.10.13 (Tue – Wed)

You can register online  
for the trainings at:



# From the PistenBully shop

Our latest fanshop articles



€ 12,90\*

### PistenBully kids T-shirt

T-Shirt features PistenBully 600 on the back and PistenBully lettering on the chest.

**Material:** 100% cotton

**Sizes:** S = 92/98 (approx. 2 – 3 years), M = 104/116 (approx. 4 – 6 years), L = 122/134 (approx. 7 – 9 years)



€ 49,90\*

### PistenBully Hooded Sweat-Jacket

features PistenBully lettering on chest and PistenBully 600 W on the back.

**Colour:** black

**Material:** 70% Cotton, 30% Polyester

**Size:** S – XXL



€ 10,90\*

### PistenBully lunch box

Lunch box with clamping buckles for secure closing. The lid can be completely removed and is equipped with silicone sealing.

**Material:** aluminium

**Size:** 17,9 x 11,6 x 5,5 cm

\*Price incl. 19% VAT excl. shipping costs

## News

Everything important and interesting for you at a glance



### Long-standing cooperation with the forwarding company Trocker in Italy

Founded by Anton Trocker in 1962, the Anton Trocker GmbH has already been supplying PistenBully and BeachTech from Laupheim to Bolzano since the 1980s. And since the 1990s, the forwarding company Trocker has also been delivering the vehicles to the Italian customers – with a flat-bed trailer that is equipped with crane and electrical winch.

In order to emphasise the long-standing and good cooperation between Trocker and the Italian subsidiary of Kässbohrer Geländefahrzeug AG, the entire surface of the semi-trailer has been printed with the PistenBully logo.

We think this is a nice view!



Peter Soukal Johann Stabel

### 70 years of affiliation to the company

In the Austrian subsidiary of the Kässbohrer Geländefahrzeug AG, two anniversaries can be celebrated at the same time. Peter Soukal, head of the Austrian subsidiary, and Johann Stabel, in charge of the service in Austria, both have been working for Kässbohrer for 35 years.

After two years as a car electrician with buses, Peter Soukal joined PistenBully – first in the back office, then in the field service away on the job. At the same time, he held training courses. In December 2001, he became head of the Austrian Service Centre, and since December 2006 Peter Soukal has been successfully leading the Austrian subsidiary.

Being with Kässbohrer since 1978, Johann Stabel first worked as a service technician in the field. He became supervisor in 1984, in charge of the field service and stand-in for the master technician at that time. Since December 2006 he has been the head of the Customer Centre.

The whole PistenBully team would like to congratulate them on their anniversaries and is looking forward to many more years of pleasant cooperation!



Giovanni Leitner

### Change in technical customer service in Italy

At the end of May, Giovanni Leitner, in charge of technical customer service in Italy for 30 years, was bid farewell by the Italian Kässbohrer team. You were always able to rely on Giovanni's statements and he always gave proficient advice. The whole Kässbohrer crew would like to thank him very much for the always very pleasant cooperation and wishes him all the best for his (active) retirement!

We would like to wish his predecessor, Mr. Martin Gasser, who has been working in the Italian subsidiary for several years, all the best and much success for his new position.



Martin Gasser

## Dates

PistenBully 2013



### September 2013

20.09.2013, 2<sup>nd</sup> BIG DEAL DAY

The best used vehicles deals only on this day: the world's largest selection of PistenBully, many special services and great offers.

Don't miss it.

Laupheim, Germany



### October 2013

10.10. – 11.10.2013, VTK conference

Crans-Montana, Switzerland

14.10. – 15.10.2013, VDS Cable car conference 2013

Schauinsland Bahn, Freiburg im Breisgau, Germany

24.10. – 25.10.2013, General assembly SBS 2013

Seilbahnen Schweiz (cable cars Switzerland), Brig, Switzerland

25.10. – 27.10.2013, Moscow Ski & Board Salon

Moscow, Russia



## PistenBully goes social

After Youtube and Flickr now also an official fan page on Facebook

### PistenBully links officially with its fans worldwide

There has been an unofficial page on Facebook for all PistenBully fans worldwide already since 2010. This fan base has grown to more than 7,000 friends in the meantime, and is still growing today. Since 1 June 2013, this is now the first official PistenBully fan page. PistenBully goes social. And this not just once.

Apart from the PistenBully page, since the 1 June 2013, there is another fan page for the PistenBully community. The PistenBullyUSA page is meant for the friends in the USA and Canada and is operated in English only. News and pictures can be posted here which are of particular interest for the North American PistenBully fan. But we are of course also pleased to welcome many visitors and friends from all four corners of the globe.

Exchange views with others on the Facebook pages and learn more about PistenBully!



## The BIG DEAL in September



Every month, a used PistenBully is offered at pistenbully.com at a spectacularly low price. In September, the Kässbohrer Geländefahrzeug AG offers a PistenBully 300.

