



KÄSSBOHRERMAGAZINE

ISSUE 04 – WINTER 2019



SNOW



UTILITY



BEACH

Editorial



Jens Rottmair
Chief Executive Officer
Kässbohrer Geländefahrzeug AG

Dear readers,

1969 – 2019. The PistenBully turns 50. This anniversary defined 2019.

It was an exceptional year for us. You will find a few impressions in this magazine.

During celebrations in many countries with our customers, employees and business partners, I have often been asked what the future of PistenBully may look like in view of the discussions on climate change as well as digitalization.

Not only have we dared to look into the future in 2019 but we have also made very specific predictions. And we at Kässbohrer Geländefahrzeug AG are all very proud of them!

We have introduced the new SNOWsat. For one thing, digitalization at the ski area opens up countless new possibilities, and for another, it calls for new ways of assessing, controlling and supervising the governance of the many processes at the ski area centrally. SNOWsat provides solutions for the digital world of skiing. Read more on this on the following pages.

With the PistenBully 100 E, we have presented a future-proof and trend-setting study of the first PistenBully with an electric drive. The amount of feedback was incredibly large. Not only on roadways but especially in the mountains and in the fragile ecosystem, future drive technologies are of immense significance. We are continuing work on the study and, as always, we do so in customary fashion together with professionals – our customers.

At this juncture, I would like to express my heartfelt thanks to all of our customers for their openness, patience, and trust – both in the past and in the future. Even for a world market leader, not everything always runs without a hitch. But I give you my personal assurance that we will live up to the standard that you all have of us and that we have for ourselves: negotiating problems and new demands in a solution-oriented way. Together with our customers! Just as we have done for the last fifty years.

On that note, I wish you a great start into the 2019/20 season!

Yours, Jens Rottmair

A handwritten signature in black ink, which appears to read 'J. Rottmair'.

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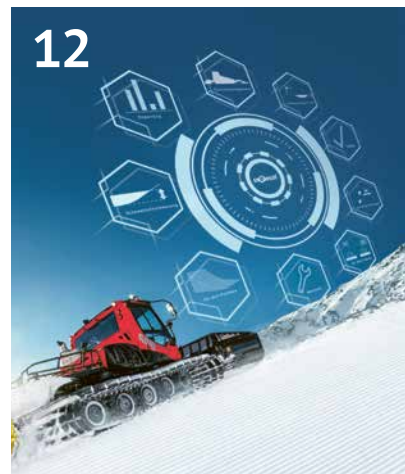
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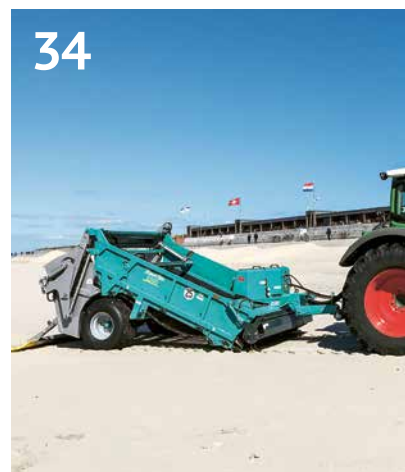
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A snow groomer is shown at night, illuminated by its own lights and the bright, colorful bursts of fireworks exploding in the dark sky above it. The groomer is positioned in the lower right, with its rear lights and a large plume of white smoke or snow visible. The fireworks create a dramatic backdrop of blue, purple, and orange light trails.

The PistenBully turns 50

How do you celebrate the 50th Anniversary of the most famous snow groomer in the world? It is best to do it in style: at its birthplace in the Dolomites. At an elevation of 1,750 meters (5,700 feet) above sea level. And after that, with friends throughout the world.

"On the Seiser Alm plateau in Italy's South Tyrol province, about fifty years ago, the saga of the PistenBully began. Half a century later, we look back with pride at a unique success story that will not come to an end anytime soon.

For us, that is enough reason for extensive celebration!"

Jens Rottmair, Chief Executive Officer Kässbohrer Geländefahrzeug AG



50 YEARS
FREUNDSCHAFT
BY PISTENBULLY
1969

The world congratulates PistenBully!

Its birthplace is the Seiser Alm alp in South Tyrol: Here, Karl Kässbohrer envisioned the idea of the PistenBully half a century ago. On its fiftieth anniversary, we returned to this location – to celebrate together with our customers, employees, colleagues and many others for two days. This event was the start for a series of anniversary parties throughout the world.



Seiser Alm: An entertaining journey through five decades of PistenBully; change is anything but boring!



Visiting friends at home: Parties took place in Italy in good spirits directly at the ski areas.



Once again, the 50th anniversary really offered something: PistenBully was the top dog at Interalp with many exciting innovations.



Even more reason to celebrate: The new location in Altdorf, Switzerland, opened with a great party shortly after going to press.



American barbecue
done Bavarian style!



The PistenBully holds up nicely: a spectacular motocross show at the party in France.

www

You can also find more great stories and impressions related to our 50th Anniversary at:

50years.pistenbully.com

Yipppeee!

The little ones have a great time on Mini-Skis

The PistenBully Mini-Ski and the kids sporting events are gaining traction around the world.

Winter sports day used to be a highlight of the school year – until it eventually disappeared. These days, people are aware of how important these kinds of sporting events are for childhood development. By introducing the Mini-Ski and many national and international kids sporting events, PistenBully is making a small – yet promising – contribution to supporting children in winter sports.



The Mini-Ski is taking over schools.

The Mini-Ski is coming to schools

Each year, the German skiing organizations invite elementary school classes to partake in promotional events. Now, the Mini-Ski is coming to schools at full speed. This means that the Mini-Ski can now be ordered by schools directly as well.



Hanging out with your idols – A chance to go to the PistenBully KidsCamps.

KidsCamps with sports idols

The annual PistenBully KidsCamps are a must-attend event for anyone who likes getting professional tips from their sports idols. Whether it's the legendary SkiCrossCamp with Daniel Bohnacker or the LanglaufCamp (for cross-country skiing) with Florian Notz, having fun in the snow is the top priority.

*"That is the goal of all activities: **

We want to get kids away from the computer and out in the snow – and find a fun way to get them interested in winter sports activities.

Those who find their discipline can work with the pros to get even better.

We held the first promotional events four years ago.

Now they're really coming to fruition."



Thilo Vogelgsang,

Head of Marketing at Kässbohrer

Kids Sportevents around the world

The Mini-Ski from PistenBully makes it easier to organize these kinds of events. As a result, the PistenBully Mini-Ski is bringing fun to several countries: Italy, Austria, the US – the Mini-Ski is a part of countless events.



Ski and Ride Day
in Utah.



Kids Snow Day
on Alpe Tognola.



The Mini-Ski at a kids event in Austria.

**We are looking forward
to the activities of 2020!**

www

Available now in the Fan Shop:
the PistenBully Mini-Ski
shop.pistenbully.com/en/Mini-Ski

Spectacular!

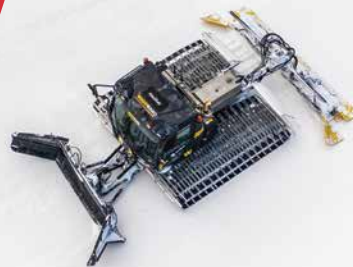
No spectacular winter action sports event is complete without PistenBully. As a strong partner of organizers of international competitions, the vehicles from Laupheim, Germany have long since become a fixture at such events.



Ready, steady, go!

Peak performers know that exceptional performances are not possible unless you have exceptional partners supporting you. The same is true of the collaboration between PistenBully and Snow Park Technologies (SPT). The tremendous power of this partnership has been proven by the Winter X Games Aspen and Norway: The absolute best snow parks – built for the best snowboarders, freeskiers and snowmobile athletes on the planet.

Even at other events, PistenBully relies on teamwork: whether it's Woodward, X Games, Snowboarder Super Park, Audi Nines or the new RedBull Recharged. The objective: providing the professional crews from around the world with top-notch tools. So that they can use a PistenBully fleet to test the boundaries of what is possible.





Back to the roots

A gigantic and radically new style course. A newly developed contest format. And the best riders in the world: In collaboration with Red Bull, PistenBully California created the "Red Bull Recharged" at Mammoth Mountain. A video contest, held separately from the standard competitions, where the spotlight is always placed on the rider and snowboarding.



The mother of all setups: Schneestern and PistenBully make the Audi Nines one of the world's most spectacular events.

Superpark 22



The beauty and the beast

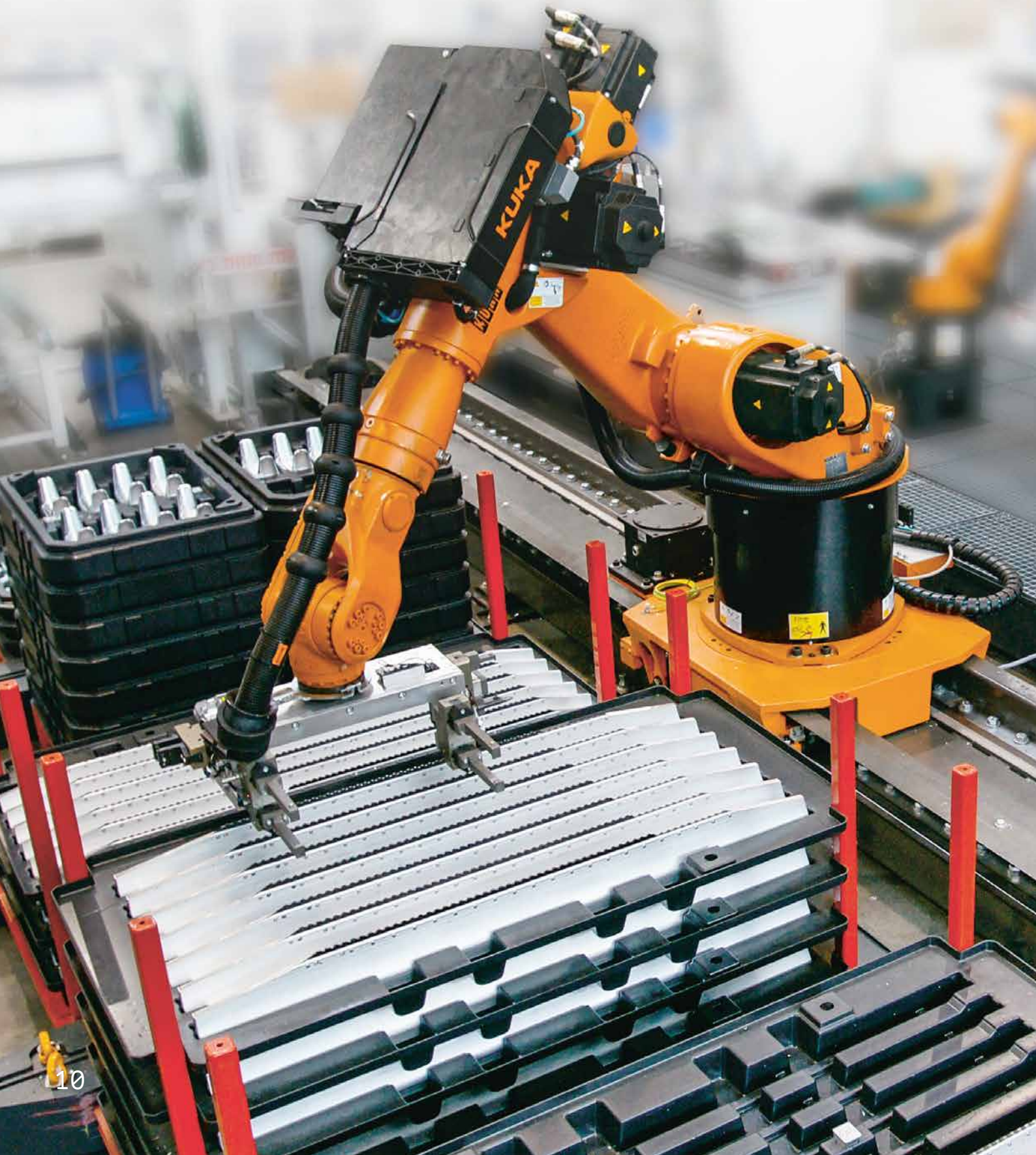
You use the PistenBully 600 for the heavy lifting and the PistenBully 100 for the finishing touches. The result is one of the most inspiring parks in the world: Superpark 22 in Washington state. It was the stage for this year's "Snowboarder Magazine" event, inspiring riders and viewers alike. The dream team – the two vehicles from the latest generation with a 4-axle joystick – complement each other perfectly and show just what is possible in park building.

Our partners:



The best footwear – automatically

The tracks for the new PistenBully generation are now being built by a new automated robot system.



It ensures a precision that was previously almost unimaginable: the new, fully automated robot system. In pre-assembly and production, it positions each screw precisely to the millimeter and with steady tightening torque in the correct spot. Thus, the best possible quality is ensured on an ongoing basis throughout the entire assembly process. Naturally, the fact that at the same time our employees are relieved from physically demanding work pleases us greatly. And this is impressive proof that innovative technology and high-end manufacturing can make for an ideal combination.

544 Number of **track cleats** per day

728 Number of installed **crampon bars** per day

2,544 Number of installed **screws** per day

20,600 kg of **weight** processed per day





The future begins now

Time for new perspectives! The digital SNOWsat solutions support the entire team. On the slope, in the workshop, in the office. With more efficiency than ever.

Give your best every day: with this goal in mind, ski areas are now relying on digital support in all domains. The revolutionary SNOWsat solutions simplify communication and increase safety for operators and guests. The result: ideal slope quality and an incomparable skiing experience!

Smart, smarter, SNOWsat!

What is the current snow situation? What tasks are upcoming? Which vehicles are available? If you want to provide your guests with perfect slopes day after day, information and workflows must be coordinated in optimal fashion. SNOWsat offers customized solutions for any domain: Digital workshop management. Sustainable and safe fleet management. Clear task management. And naturally, snow depth measurement accurate to the centimeter.

What do all SNOWsat solutions have in common? They network the entire ski area and create a transparent basis for information – and thus the best conditions for the long-term increase of your productivity and efficiency.







From the idea to commissioning – the Arber Bergbahnen in Bavaria, Germany, has continuously provided input throughout the development of SNOWsat Maintain.

100 % slope quality

The quality of the slope must be 100% suitable for the guest

In 2017, this guiding idea motivated Thomas Liebl, Chief Operational Officer of Fürstlich-Hohenzollernsche Arber Bergbahnen, to opt for SNOWsat. Thanks to the database that SNOWsat provides, it is possible to reveal unused optimization potential throughout the ski area. "With SNOWsat, we can adjust the most minute details in quality that we would never otherwise identify. The precision of the data analysis makes it possible for us to conduct true fine tuning – for instance, regarding the sustainable use of our resources."

Everyone is a part of the team

In the times of Big Data, the term of "surveillance" plays a central role. At Großer Arber, the position on this is clear: The purpose of SNOWsat is not surveillance. "At the end of every shift, the slope quality has to be correct. Under certain circumstances, it can take even an hour longer," explains deputy COO Stefan Beywl. And what do drivers think about this? Thomas Eckl does not have to consider this question very long. Nobody feels watched. To the contrary: "If in looking at the data you can see for yourself how much room for streamlining there still is in some areas, for example driving in the optimum rpm

range, then you want to improve. This is real motivation!" The COO has received positive feedback from his team as well: "SNOWsat does not eliminate communication between the team members but enriches it. A uniform basis of information creates transparency and incorporates all persons involved. By using SNOWsat, all of them can see their contribution to the common objective: the ideally groomed slope and happy skiers. Day after day. This motivates employees and gives them a sense of pride."



A strong friendship/partnership (Christian Mönig [SNOWsat], Constantin Bayer [Technical Customer Service], Julian Reichle [SNOWsat], Thomas Eckl, Stefan Beywl, Thomas Liebl).

Arber Bergbahnen places its full trust in SNOWsat – both on the slope and off. Thomas Liebl, Stefan Beywl and Thomas Eckl talk about what role SNOWsat plays for them and how the various SNOWsat solutions contribute to common success.

Ideas need to be fertilized and watered

Arber Bergbahnen participated in the development of SNOWsat Maintain from the start. The team accompanied the progress of the digital maintenance management system, from the first workshop during the summer of 2018 to commissioning during the summer of 2019. Liebl esteems teamwork: "Presenting the customer with software without taking the customer's individual requirements into account is of little use."

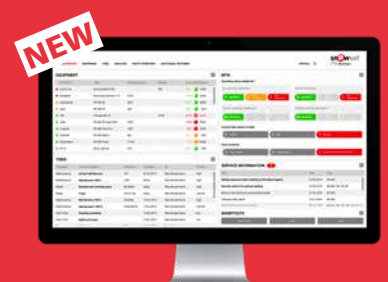
You have to stay on the ball. You have to fertilize and water an idea for it to bear fruit. At Kässbohrer, we know that they're on it!"



Digital workshop management. SNOWsat Maintain

Are all of my vehicles and equipment fully operational? What maintenance tasks are pending? What planned spare part orders are not yet delivered?

- ⊕ Manufacturer-independent administration of all vehicles, auxiliary equipment and systems
- ⊕ Overview of the entire history of the equipment
- ⊕ Display of the service status of the equipment
- ⊕ Can also use via app



Just take a peek here:
www.snowsat.com/en/maintain

100 vehicles – 100 % fleet management

In Kitzbühel, Austria, the entire fleet – that is, snow groomers, snowmobiles and cars – are equipped with SNOWsat fleet management. Dr. Burger, Mr. Astl and Mr. Hasenauer in an interview with Kässbohrer Magazine.



Dr. Burger, Mr. Astl and Mr. Hasenauer, you are using the SNOWsat fleet management solution in 100 vehicles. Why did you decide to equip your entire fleet with it? With SNOWsat fleet management, we can manage all vehicles in a single system. By doing this, we always have an up-to-date overview on where the vehicles are in use. All important machine data is available at all times.

At six operational centers, distributed across several mountains, and at over 500 employees, your team in Kitzbühel is particularly large. How does SNOWsat support you in daily operations? We opted for the non-contact key solution. Operators use it to log in to the vehicle before setting off. Additionally, keys can be created with certain tasks or cost centers. In combination with the web tool, this is a great aid for the accounting of extra pay, for instance for winch hours, or for the further charging of third-party services.

What is user feedback like for the SNOWsat fleet management system? Previously, we used a different fleet management system, and of course, the conversion within a single summer season is a great challenge at 100 vehicles and over 500 employees. SNOWsat has become popular with the entire team. The system is appreciated primarily for its stability and reliability. Opinions on the web solution are entirely positive.

How did Kässbohrer support you in the conversion to the SNOWsat fleet management system, and what aid in overcoming this challenge did the company provide? Kässbohrer is a strong partner with enormous potential, including in the implementation of individual requirements. The collaborative effort is very much a partnership. Thanks to our bundled know-how, we were able to map all required functions. With Kässbohrer, we felt like we were in good hands.



Dr. Burger and Mr. Astl



Mr. Hasenauer

KitzSki

Efficient use of vehicles thanks to fleet management


How efficiently do I utilize my vehicles? At which point is there potential for improvement?

- + Control, analyze and manage your vehicle fleet
- + Manufacturer-independent and for all vehicle types
- + Live display of vehicle locations
- + You can analyze and optimize your vehicle usage based on the data
- + Vehicle-to-vehicle communication in real time



Just take a peek here:
www.snowsat.com/en/fleet

20 countries.
170 SNOWsat customers.
1500 vehicles.
100 % satisfaction.



"Thanks to SNOWsat, we can plan on the demand for technical snowmaking at an early stage and give priority to important locations while doing so. Especially toward the end of the season, it is crucial to identify critical sites in a timely manner and to prepare them accordingly to prolong the season. SNOWsat has become profitable after only one year."

Tim Bayer, Executive Director of Mountain Operations, Camelback Resort, Pennsylvania, USA



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snowsat.com

"As a result of the implementation of SNOWsat, we have saved a total 25 % in the areas of water and energy consumption and machine hours."

Milan Vodička, Snowmaking Coordinator, ČERNÁ HORA - PEC, Czechia

"The communication between operators and snowmakers has improved greatly. SNOWsat provides a transparent database that is indispensable for important decisions. We see exactly how much water we need for snowmaking, and we can budget for the valuable resource of snow optimally."

Mike McCloy, Slope Manager, Mt Buller, Australia

"By using the data from the SNOWsat fleet management solution, we have been able to optimize the utilization of our vehicles and our routes. We can now groom all of our slopes in just a single shift. And all this without any loss of slope quality – quite the contrary!"

Chris Walker, Slope Manager, Coronet Peak, New Zealand

PRO ACADEMY

**Ready for a
success diploma?
Then sign up
right away!**

*Professional training with the PRO ACADEMY.
Designed to turn a good effort into a perfect result.*

*"Our goal is to support customers, take full advantage
of the potential of innovative technology, make slope
management more professional, more efficient and less
wasteful – and to be more successful than the
competition as a result."*

Florian Profanter, Director of the PRO ACADEMY



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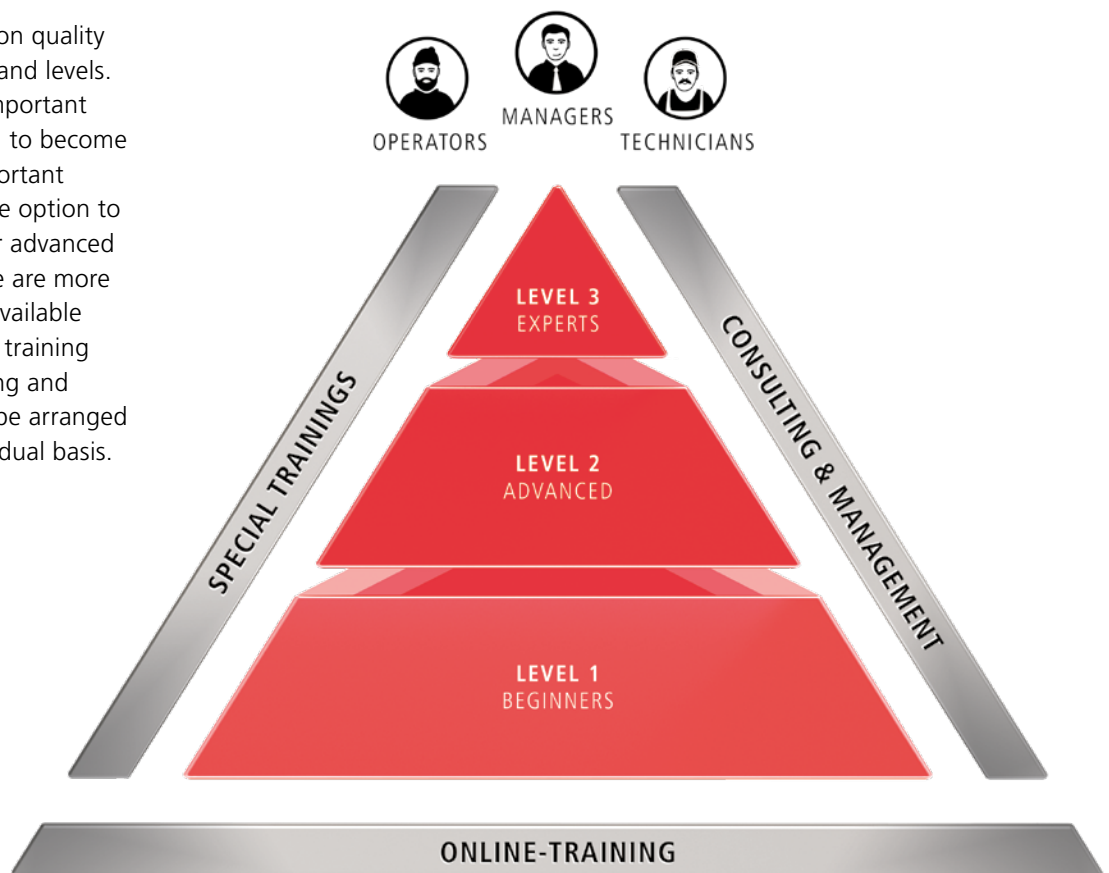
proacademy.info

PRO ACADEMY: an investment in your future

The idea behind the PRO ACADEMY is simple: customized, flexible training courses. Three different academy areas: Level system, special training, consulting and management. The right offering for everyone!

Training for all

The PRO ACADEMY relies on quality over quantity for modules and levels. Beginners receive all the important information that they need to become familiar with the most important subjects. They also have the option to use our online training. For advanced students and experts, there are more in-depth training courses available in the level system. Special training courses as well as consulting and management services can be arranged and combined on an individual basis.



The PRO ACADEMY has official DIN ISO 9001:2015 certification and meets the high requirements placed on professional-standard training and education centers.



Who is the PRO ACADEMY made for?

The PRO ACADEMY training courses benefit all those who play an important role at a ski area. This refers to managers, drivers and technicians. Of course, we also welcome those who are otherwise interested in innovative technology and would like to learn more from us about the career opportunities at ski areas.

How does the level system work?

The three-stage level system addresses both individual people and corporate customers in equal measure. Various training modules, which build upon each other, can be taken however the customer pleases – and this applies to both theoretical and real-world learning. Regular tests and verifiable certifications are ways in which we qualify our technicians. The objective is to enable all participants to reach the top in their respective areas.

What additional training options are there?

The special training sessions as well as consulting and management services supplement the modules of our level system. Within these areas, corporate customers are given tailored training and/or consultation that suits them individually as a company. The goal is to make your work more professional, efficient and sustainable. TIP: Our online training courses ensure that participants can spend time on specific content whenever and wherever they want.

New: Job portal



Winter is around the corner ... and you're still looking for staff?!

We'll share your job postings on our homepage!

Here's how it works:

- ⊕ You have an open position that you need to fill at your ski area (perhaps for a slope groomer operator or a work-shop staff member, etc.)
- ⊕ Send your job advertisement including a link to your website or your email address to jobportal@proacademy.info
- ⊕ Once the job advertisement has been received and then checked and uploaded by us, you will receive a notification



Just take a peek here:

proacademy.info/en/job-board

Where does the training take place? Around the world!

We show up where you need us. We provide special training sessions directly at your location. In other words – at your ski area. Using your own machines and equipment. If you like, you can also visit us. Last but not least, we offer online training courses on specific topics that you can complete at any time and from any location.

PROAC

*For consultation or specific inquiries,
feel free to get in touch with us
via email: info@proacademy.info*

ACADEMY

**Online training**

Professional and user-friendly training courses: That is the concept of the new PRO ACADEMY. For this reason, we offer our participants online training courses that cover a variety of topics spanning a wide range of levels that you can go through as you please: And train when they want and where they want. We would be happy to use our demo version as an example to show you what this type of module might look like.



Just take a peek here:
proacademy.info/en/onlinetraining-demo

PowerBully in Scandinavia

PowerBully machines are all-terrain track vehicles with high payloads of up to 16.6 metric tons. They are customized to meet customer requests. Numerous options offer flexibility in application. This is because the PowerBully features a versatile range of application areas: construction and maintenance of power and telephone lines, pipelines as well as fire fighting, soil testing and much more.



Ideal partners: Advantages of close cooperation

PowerBully machines are the perfect mobile platform for digger derricks, cranes, man-lifts, articulated arm cranes or telescopic cranes. For the Scandinavian market, a PowerBully has been developed with a PALFINGER attachment. The collaboration with the German company August Welte GmbH was a win for everyone involved.

Standardized interfaces

From the very beginning, the primary goal was to standardize the interfaces between the vehicle and the attachment in order to make things easier for other attachments companies. It's a good thing August Welte GmbH is located in our region, since this allowed a lot of issues to be solved much more quickly. Take the overall height for example. The height of this type of crane, including the truck that it is normally attached to, is no more than 4 meters. "But then we have to account for transport on a low-bed truck, too," explains Jürgen Magg, Head of Utility Development. "So, we found a way to integrate the crane directly into the frame without a base element.

We saved ourselves 35 centimeters and avoided exceeding the maximum permitted height!" This is just one example of the advantages of this type of cooperation: This close collaboration brings about special solutions that give the user tremendous advantages.



The PowerBully 18T is being used by companies such as energy utility companies to build and maintain power lines.



facebook.com/powerbullyworld



powerbullyglobal

"Here, we really wanted to make sure that the interfaces were designed in a way that allowed products from other professional attachment companies to also work with the machine effectively."

Jürgen Magg, Head of Utility Development



Jürgen Magg, Head of Utility Development at Kässbohrer and Thomas Schluppeck, working in close collaboration to benefit the customer!



The PowerBully 18T has a payload of more than 16 metric tons. Equipped with a PK 23002 SH with gripper and basket, it is being used at a Scandinavian company. Thanks to the large dimensions of its running wheels, the PowerBully 18T adapts perfectly to the ground below it and is therefore ideal for off-road operation.



Benjamin Sinnl
Head of Business
Unit Utility

Benjamin Sinnl is excited about the PALFINGER crane attachment. "We were in search of both an attachment partner and a crane manufacturer. What mattered to us was that the crane manufacturer covered the wide range of application areas of our customers. The attachment company and PALFINGER representative August Welte GmbH won us over instantly: The company's expertise and consultation are perfect – both in selecting the right crane model and for concerns relating to the attachments. The PK 23002 SH with winch and attachments is perfect for our Scandinavian customers."



Thomas Schluppeck
Managing Director of
August Welte GmbH,
Neu-Ulm, Germany

Thomas Schluppeck is excited about the project: "You don't get this kind of project every day! Installing the crane on a PowerBully had never been done before in this design. The project proved to be a lot of work for the entire team. But when you look at the result, it makes you proud."

www

powerbully.com

At your beach soon



The BeachTech 5500 is the newest self-propelled beach cleaner from Kässbohrer. For the most part, the tried-and-tested technology was taken over from Cherrington, but in doing so, Kässbohrer engineers added a few optimizing features as well.

The distinctive 3-wheel design makes the BeachTech 5500 especially maneuverable. Further characteristics include its powerful turbo diesel engine, a propulsion drive with 3 hydrostatic wheel motors providing optimal power transmission, and low-pressure tires.

The cleaning system guides the sand over a vibrating screen by means of a conveyor system. The sand is sifted out, which creates a beach with guaranteed cleanliness. No matter whether the sand is wet or dry, the BeachTech 5500 cleans the most varied beaches thoroughly and efficiently!



In conversation with our customers

Different countries, different beaches and corresponding challenges. Mr. Fisser from the municipal construction yard in Borkum, Germany and Mr. Mustapha from the French municipality of Ramatuelle in an interview with Kässbohrer Magazine.

As one of the longest-standing BeachTech customers, the municipality of Borkum was of course also one of the first to use the BeachTech 2500.



Gerd Fisser (GF), employee at the construction yard (Municipal enterprises of NSHB Borkum GmbH) and lead driver of the BeachTech 2500

Are there any special challenges at your location?

GF: "We have damp sand here, a lot of shells and stones and also a great deal of uneven ground."

EM: "On our beach, we need highly thorough and fine cleaning because we find a lot of cigarette butts, cotton swabs and bottle caps."

Do you receive feedback on the quality of your beach directly from your guests every now and then?

GF: "Frequently! The guests are enthusiastic about our clean beach."

EM: "Yes, especially often on the Pampelonne beach."

In the end, what was the decisive factor in your decision for the BeachTech?

GF: "Its efficiency, but work simplification tipped the scales for us."

BeachTech 2500 in use in Borkum



What made you decide to go with a BeachTech 2500?

GF: "This beach cleaner's technological innovations, in particular the new composite screening belt, won us over. Suggestions that we shared in the past had also been implemented in the new BeachTech 2500 development."

What is your experience with the new composite screening belt?

GF: "We are highly satisfied with the screening performance of the composite screening belt!"

EM: "The new composite screening belt does a great job and is highly robust."

How do you rate the BeachTech 2500 with regard to its ease of operation?

GF: "The control elements of the BeachTech 2500 are very clearly arranged. You get used to them fast, and the elements are easy to operate."

EM: "A very good beach cleaner and easy to operate."

The French municipality of Ramatuelle has tested the new BeachTech 2500 on the beach of Pampelonne – and has approved! Mr. Elgareh Mustapha (EM) has been operating the new beach cleaner since the beginning of April and is best able to evaluate it.

What do you value in your collaboration with Kässbohrer?

GF: "The employees make the difference. Thanks to their longtime experience, they will always find a solution. They are dedicated and highly competent!"

EM: "The after-sales service in France is excellent! Our contact person always responds very quickly and professionally."

How flexibly does Kässbohrer respond to current developments/ problems?

GF: "Thanks to the great customer service network, a fast response time is guaranteed. The technicians work with great flexibility and are oriented towards solutions."

Can you name an example of how a problem was able to be resolved as a result of the special dedication on the part of Kässbohrer?

GF: "With the first BeachTech 2800 that we received, we had problems after a short while with the waste container. Together with Kässbohrer we modified and improved the container bracket and reinforced the container. These modifications have already entered series production in the BeachTech 2800, and have now been taken into account in the BeachTech 2500 as well."



RJ COSTA/FOTOGRAFOS

Plastics on the beach

Every beach has its own marvel. Beaches tell stories: sagas of desire and the faraway, sailor's stories of flotsam, smugglers and pirate ships. And of enormous amounts of waste!

We are facing a trash crisis. Not only in the seas.

For decades, nature has been wantonly treated like a garbage dump. Every year, between four and thirteen million tons of plastics wind up in the oceans, depending on the estimate. The vast majority of it is microplastics, which is plastic material that has already fragmented into smaller particles that at some point will end up either on the ocean floor or on beaches. Once the garbage is in the ocean, it's there to stay. Plastics have a lifetime of up to 1,000 years!

In addition to a significant health hazard to people and animals, plastics cause serious economic damage to beach communities, tourism, seafaring and fishing. The cleaning of ports, coasts and beaches costs many millions of euros, year after year. The cleaning of beaches must be financed locally by the affected municipalities.

For years, attempts have been made to counteract the pollution of the oceans with garbage through the implementation of various national and international agreements and programs of action for the protection of the maritime environment. All over the world, beach communities and environmental organizations hold "Coastal Cleanup Days" on a regular basis, wherein a large number of volunteers manually clean beaches of refuse while creating awareness of the threat.

Links to interesting publications related to the topic:

WWF article



"The sea is suffocating in plastics"

YouTube video



"Plastik: Der Fluch der Meere" (Plastics: The Bane of the Seas)



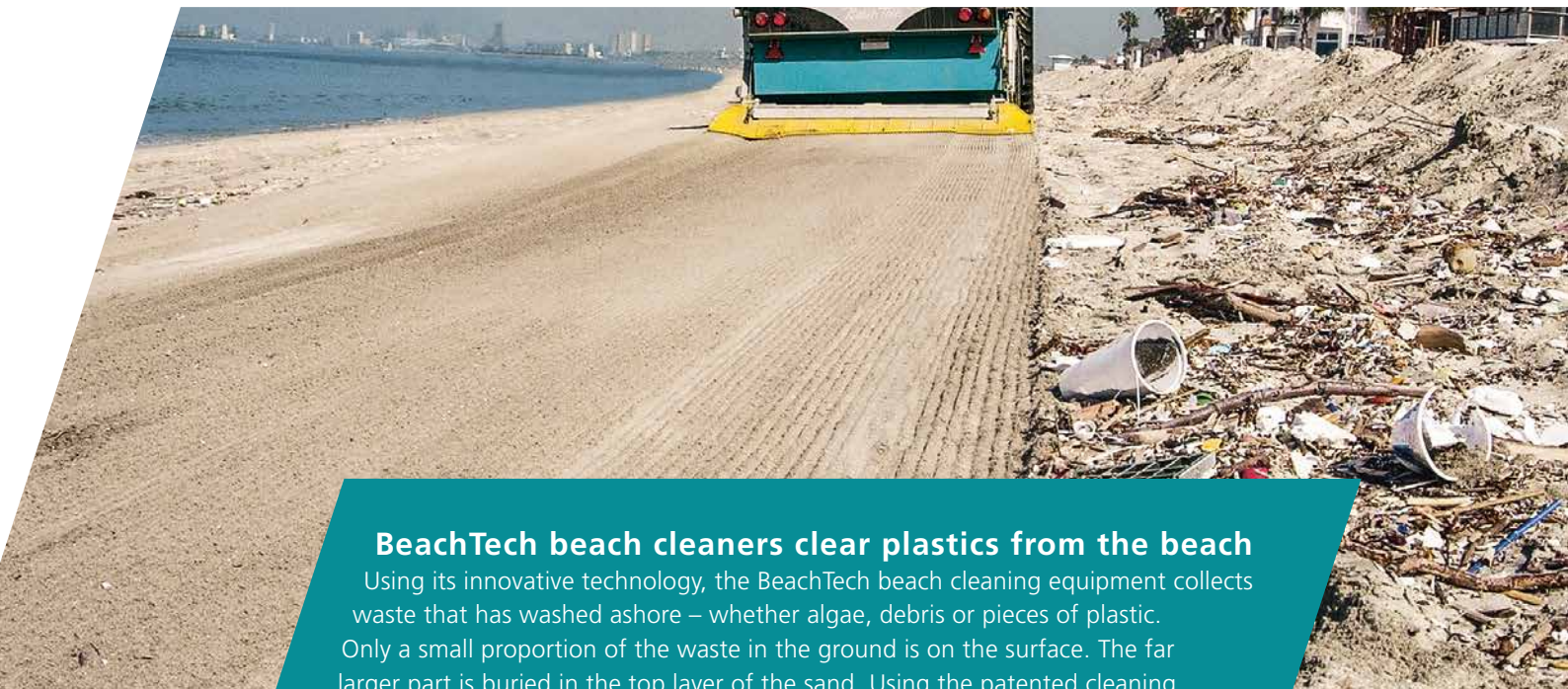
beach-tech.com



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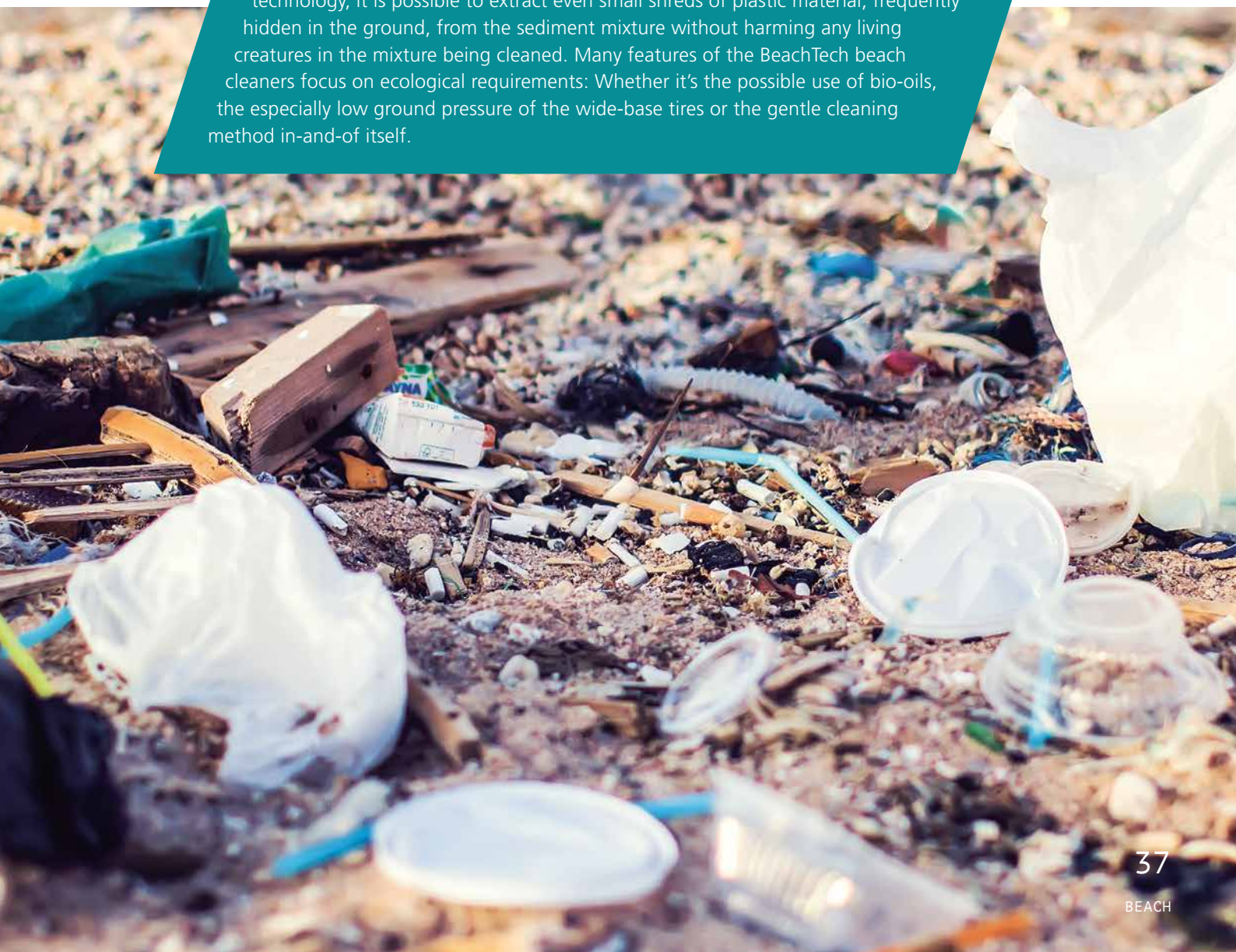


beachtechworld



BeachTech beach cleaners clear plastics from the beach

Using its innovative technology, the BeachTech beach cleaning equipment collects waste that has washed ashore – whether algae, debris or pieces of plastic. Only a small proportion of the waste in the ground is on the surface. The far larger part is buried in the top layer of the sand. Using the patented cleaning technology, it is possible to extract even small shreds of plastic material, frequently hidden in the ground, from the sediment mixture without harming any living creatures in the mixture being cleaned. Many features of the BeachTech beach cleaners focus on ecological requirements: Whether it's the possible use of bio-oils, the especially low ground pressure of the wide-base tires or the gentle cleaning method in-and-of itself.





Racks for carrier frame parts of the PistenBully 600 are waiting to finish being filled.



Winch covers for the PistenBully 600.

"I think it's great that I can see this red component, which I manufacture here, on my next ski vacation when I see a PistenBully. That makes me very proud."

Martin Pehböck, Quality Assurance

Technical expertise from the mountains for the mountains

Quality initiative in supplier management.

By purchasing Kässbohrer Composites, Austria, in April of 2018, Kässbohrer Geländefahrzeug AG made its first venture into in-sourcing a manufacturing process. In other words, the supply chain process has been shortened.



Roof of the PistenBully 600 after being machined in the new milling fixture.

Our subsidiary is from the wonderful region of Kremstal in Upper Austria and manufactures numerous GRP parts for the PistenBully. After purchasing the company we immediately began manufacturing the "red components" of a PistenBully in-house, step by step. After 1.5 years we can proudly claim: The integration is a success! Both in Laupheim and in Micheldorf. As of the 2019/2020 winter season, the new PistenBully 600 will have 100 % of its GRP parts installed by Kässbohrer – including the winch cowling! A European production. The next step will be to convert additional PistenBully models. Some parts are already being manufactured in-house for the PowerBully, too.

Why have we done this? What are the advantages from this? It's quite clear: By doing this we have been able to significantly optimize our production processes. The process of exchanging information between "supplier" and manufacturer is more transparent and faster – also in the case of new developments. Logical and efficient. And customers can be sure: The top-quality manufacturing to which they are accustomed continues to be guaranteed.

We are strongly investing in this new business area. Automated and state-of-the-art machining systems, such as milling machines, optimize the production process and ensure our quality requirements.

"From now on we would like to feed 15 tons of GRP scraps created in production activity to the recycling process each year."

Christian Martin, Managing Director



New management with experience

Since October of 2019 Christian Martin is the new managing director of Kässbohrer Composites GmbH. A longtime and experienced employee who also sets his eye on ecological topics. He is breaking new ground for utilizing and preventing waste. In the future, GRP scraps will be recycled, which will also save in expenses. For us, the Kässbohrer Geländefahrzeug Group, this step is also a sustainable affirmation of the production location in Laupheim and Austria. PistenBully made by Kässbohrer!

There's space!

Approx. **6,000 m²**
of total **floor space** (including offices)



Approx. **300 m²**
of **office space**

**JANUARY
2018**

New logistics center

With 6,000 square meters of floor space, the new logistics center in Laupheim provides enough space for state-of-the-art logistics processes and ensures an optimum flow of goods for the entire production process as well as for spare parts shipping. With this investment Kässbohrer Geländefahrzeug AG is once again setting the course for a continuing successful future.

Start of planning
with Schmid
and the Tress
architectural firm



35-40

employees overall will work in the new logistics center

190

parking spaces in the employee parking lot

**JULY
2018**

Building
application
submitted

**OCTOBER
2018**

Construction of employee
parking lot (190 parking
spaces) and bypass begins

**JANUARY
2019**

Construction begins
Logistics center

**OCTOBER
2019**

Completion

Our team for every situation

In our repair department, mechanics based in Laupheim, the Allgäu region and Upper Bavaria take care of the whole world – and two more colleagues handle the processing and organization.

"This is how it has to run – this is our claim: Good service means reliability, high quality and short wait times. That is what all of us here provide every day to serve our customers – we simply want them to be thrilled with our repairs!"



Markus Haller,
Repair Business Manager



Martin Thumm

Ready for any task

Our question about day-to-day business is first met by a hearty laugh. What are all the things they actually do here? "Whoever works here has to be versatile! That is also why we find a solution for every problem. It is also why we never get bored," explains Martin Thumm with an air of confidence. There is no specialist for hydraulics or electrics, because then under certain circumstances you could find yourself in a real bind once on-site. The mechanics of the "Rep", as the

department is called everywhere, must personally have mastery of the complete system. Whether during the weeks of providing support at the World Cup in Bulgaria or during intensive vehicle training in Dubai – the 17 mechanics can be relied on 100 %. That is why they are also the right ones for select refurbishment, who take used vehicles and conjure up practically new ones. They also provide valuable support during test drives, when vehicles and attachments are rigorously tested.





The service team is on the scene even in the extreme northwest of Iceland.

Calls for help are answered in a jiffy

A little detective work is needed in addition to comprehensive technical know-how. This applies above all to the traditional task of troubleshooting when a customer calls for help. The first step is to communicate via email or on the telephone and clarify whether the customer can solve the problem alone. If nothing at all works, then sometimes things move really quickly. "Then within a couple hours you can find yourself sitting in a plane to Iceland."

18 men and one woman for every situation

One of these "men for every situation" is Michael Bannwitz. The call from Iceland came on a Saturday afternoon: A PistonBully 600 had broken through ice into a lake and the entire electronics system had failed. It quickly became evident: the work of checking, replacing and reprogramming this machine – that could only be done on-site. Everything was clarified over the weekend. On Monday the parts were shipped out by air. The next day he was sitting in a plane and punctually arrived at the customer's location with the spare parts. The rest is history.



Even if it gets complicated, Michael Bannwitz stays cool.



When the men in Rep are done with it, the PistenBully 600 is as good as new: completely overhauled, with new parts and a completely refurbished engine.

Hotlines

**24-hour
on-call service**
+49 171 712 40 96

Spare parts sales
+49 171 373 22 30

Repairs
+49 171 712 40 97

Personal support, open and honest advice

We know what the breakdown of a snow groomer means for a ski resort. That is why we invest a lot of time and money as well as our heart and soul into our ingenious service network, which responds quickly and is available worldwide.

Therefore we guarantee:

- ⊕ Service technicians and original spare parts will be provided within 24 hours
- ⊕ We are on-site when time is of the essence
- ⊕ Over 130 service stations worldwide
- ⊕ Representatives in over 70 countries
- ⊕ We listen well so that every day we get a little better

Available around the clock

You can reach our on-call service around the clock, 365 days a year!

Our service in the Repair Dept.

- ⊕ Refurbishment of used vehicles
- ⊕ Technical support
- ⊕ External customer support – from the North Pole to Antarctica
- ⊕ Select and GreenTech production
- ⊕ Ongoing support at major events such as Olympic Games, World Cups, etc.



Simply tip-top!

TopKarMoto is our authorized dealer in the Czech Republic, Slovakia and western Poland.

20 years of partnership

It has been 20 years now since Pavel Lipenský and PistenBully partnered up. In the beginning, still under the name of ŽIVA, Pavel Lipenský, Jirka Pachel and Jan Kosek were handling various service tasks as early as the late 1990s. As the search for a representative for the Czech Republic was in progress, PistenBully received a recommendation from Austria, and an agreement was quickly reached with ŽIVA. An inspiring collaboration based on trust began. A lot of things have happened in this time.



Pavel Lipenský,
Managing Director
TopKarMoto

With technical know-how and extraordinary dedication, ŽIVA grew continuously. Finally, in 2009, the sales and service area gained its independence and TopKarMoto came into existence. Owner and managing director Pavel Lipenský proudly reflects: "Back then Kaessbohrer actively supported the organization of the company – that helped us greatly and is shaping our relationship to this day."

TopKarMoto is responsible not only for the Czech Republic, but also for western Poland, and as of late for Slovakia. Since 1993 the company called Termont had represented PistenBully there very successfully. When this defining era came to an end a short while ago, TopKarMoto took over. What is important to both parties are customer and service orientation, innovation and reliability. Important factors for continuing to grow in the market.

TopKarMoto in figures



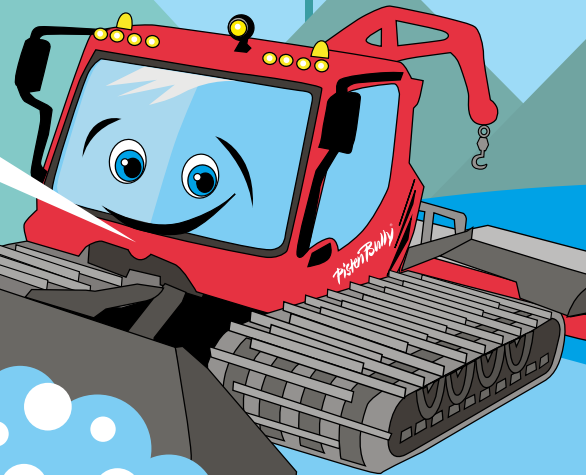
- ✚ 20 years of collaboration
- ✚ 29 employees
- ✚ In three countries
- ✚ Approximately 1,000 PistenBullys
- ✚ At 550 customers
- ✚ 700 service calls per year
- ✚ PistenBully 100 and 400 are the best-selling vehicle types in the region
- ✚ Service shop for extensive repairs on multiple large machines

Hurray! There is a lot to discover today

Welcome to our Kids' Page.

"There is a lot going on today:

Sophie's father needs your help – and quickly! In addition, we're showing you a few pictures. They were painted by the children of our employees. The theme: PistenBully and the future."



Maze

It was snowing all night. Now there is snow lying all over the place. Sophie's dad is a PistenBully driver. He can move the snow out of the way. But first, he has to find the little Bully. Can you help him? Will you find your way through the maze?



PISTEN
BULLY
DE
SECOURS

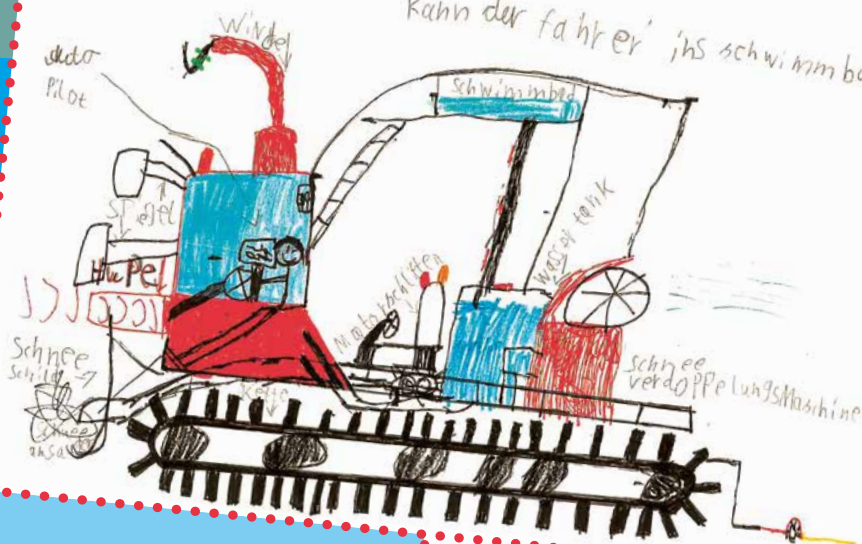


Baptiste Avrillier, 6 years old

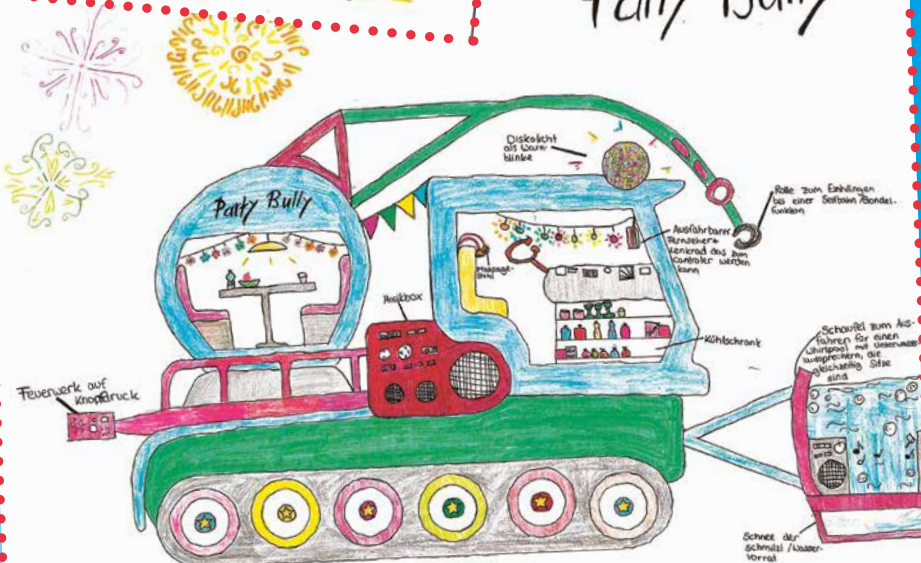
Mats Riegler, 12 years old

Vincent Müntz, 8 years old

Mein PistenBully
wenn der Auto Pilot fährt,
kann der Fahrer ins schwimmbad.



Party Bully



Rosalie Kling, 10 years old

Award-winning!

We're not all that surprised. After all, PistenBully machines can do quite a lot! Some of them are being used to prepare ski slopes on Mars. Others are being driven by sunlight or floating over magnets. It's great to see what our employees' children drew! Don't you agree?



KÄSSBOHRER GELÄNDEFahrzeug AG

The success story continues ...

Sustainability. Growth. Future.

LAUPHEIM
2019

New
logistics center

ALTDORF
2019

New location
in Switzerland

LAUPHEIM
2019

New
training center

BOLZANO ...
2020

New location
in Italy



Your future begins here
[kaessbohrerag.com/career](https://www.kaessbohrerag.com/career)

PistenBully Shop

Christmas presents for true fans



NEW

MINI-SKI
€ 35.90*



NEW

KNIT CAP FOR KIDS
€ 19.90*



NEW

BASEBALL CAP
€ 18.90*



NEW

KNIT FLEECE JACKET
€ 99.90*

[www shop.pistenbully.com](http://www.shop.pistenbully.com)

*Incl. VAT plus shipping costs

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A responsible future
Our company philosophy