

INTERALPIN 2015

PistenBully innovations for the winter sports of tomorrow



Visit us at the
Interalpin in Innsbruck

15th – 17th April 2015

Hall A, Stand 28

SNOWsat on tour: Info roadshow through Europe

Selected customers, small groups and an intensive dialogue – Kässbohrer Geländefahrzeug AG relies on quality rather than quantity to inform customers about the SNOWsat system, the innovations and associated commercial advantages.



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PistenBully 600 Select: Making new from old

A concept that's impressing ski resorts all over the world: top condition, service and warranty like for a new vehicle, the same maintenance costs – and at an attractive price.



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Funslopes: Even more fun in the snow

They excite big and small, beginners and experienced users: funslopes are the new attraction in ski resorts. Kässbohrer Geländefahrzeug AG collaborates with YMM, the operator of the QPark label.



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Professional athletes, pro- fessional slopes

PistenBully supported the World Championships in Falun (Sweden) and Kontiolahti (Finland) as an official supplier.

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Happy Birthday

Mister PistenBully Erwin Wieland turned 75 in February. We wish him many happy returns!

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Jens Rottmair, chief executive officer Kässbohrer Geländefahrzeug AG

Recognizing progress in retrospect

It will soon be time: for three days the InterAlpin in Innsbruck will once again be a showcase of alpine technologies and a meeting place for the whole industry. When I considered this year's trade exhibition highlights it is a colorful mix of best-sellers and innovations; of vehicles that have firmly established themselves on the market, and new concepts that show the path for the future.

During my last skiing holiday, I had to think back to my childhood. What has been done in the ski resorts since then is truly impressive. The quality of the slopes has reached a level that you would previously only have found at professional competitions. Snow guns can now be managed intelligently so that they produce exactly the amount of snow that is actually needed – at exactly the spot where there is not enough. Snow parks and funslopes make the slopes more colorful and draw more visitors to the resorts. The beauty is that economic and ecological interests have been sensibly combined with one another in this development. When you compare the fuel consumption and emissions of snow groomers from the past and today, you can truly talk about progress.

At the InterAlpin you can experience live the contribution that PistenBully has made to this progress. On our stand in hall A we want to get our visitors even more excited about the world of PistenBully! I would be thrilled if you were part of it!

Warm regards,

Your Jens Rottmair
Chief Executive Officer Kässbohrer Geländefahrzeug AG

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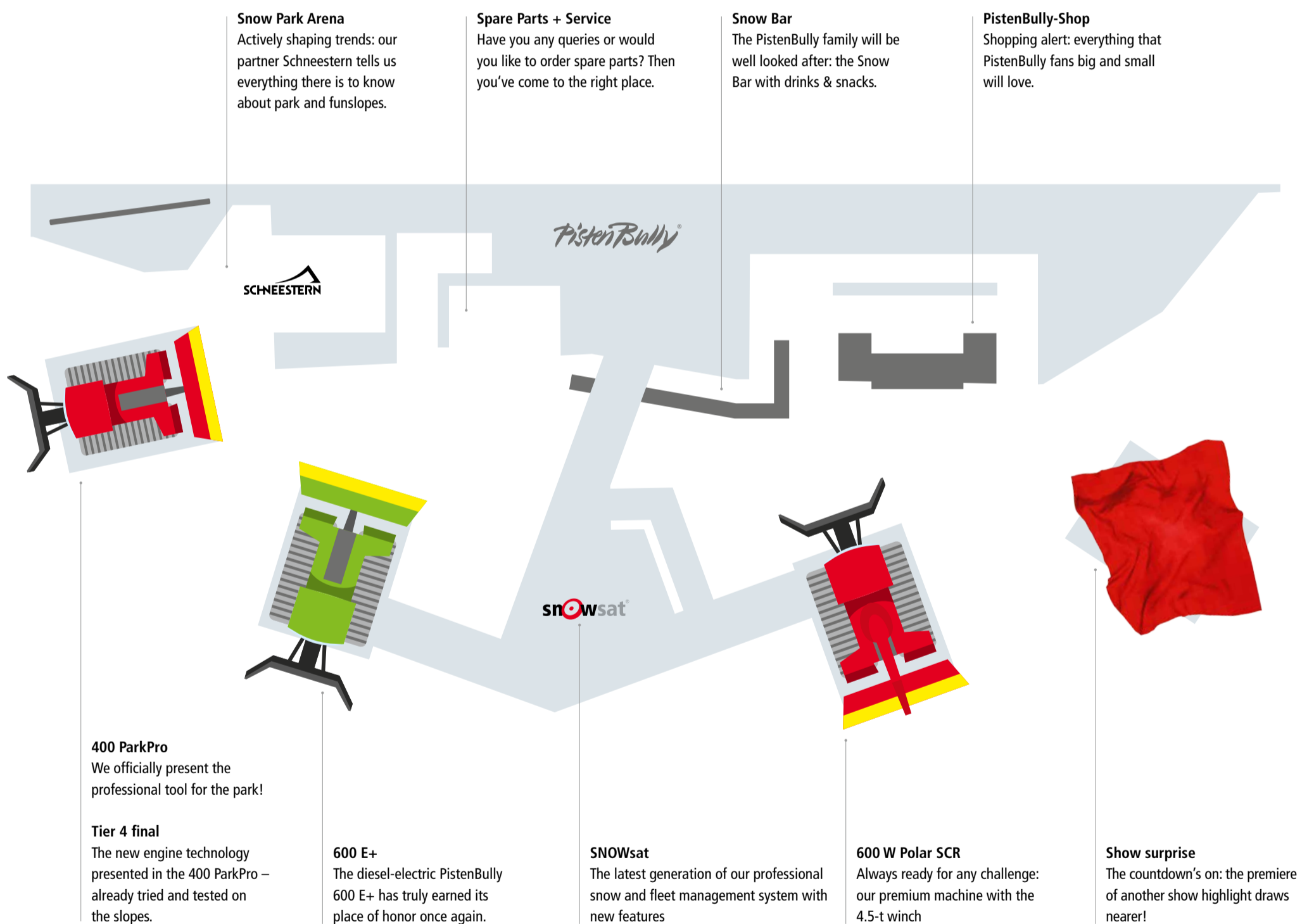
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Funslope not just slope

More winter fun for young & old!

Interalpin: The big meeting of the PistenBully family



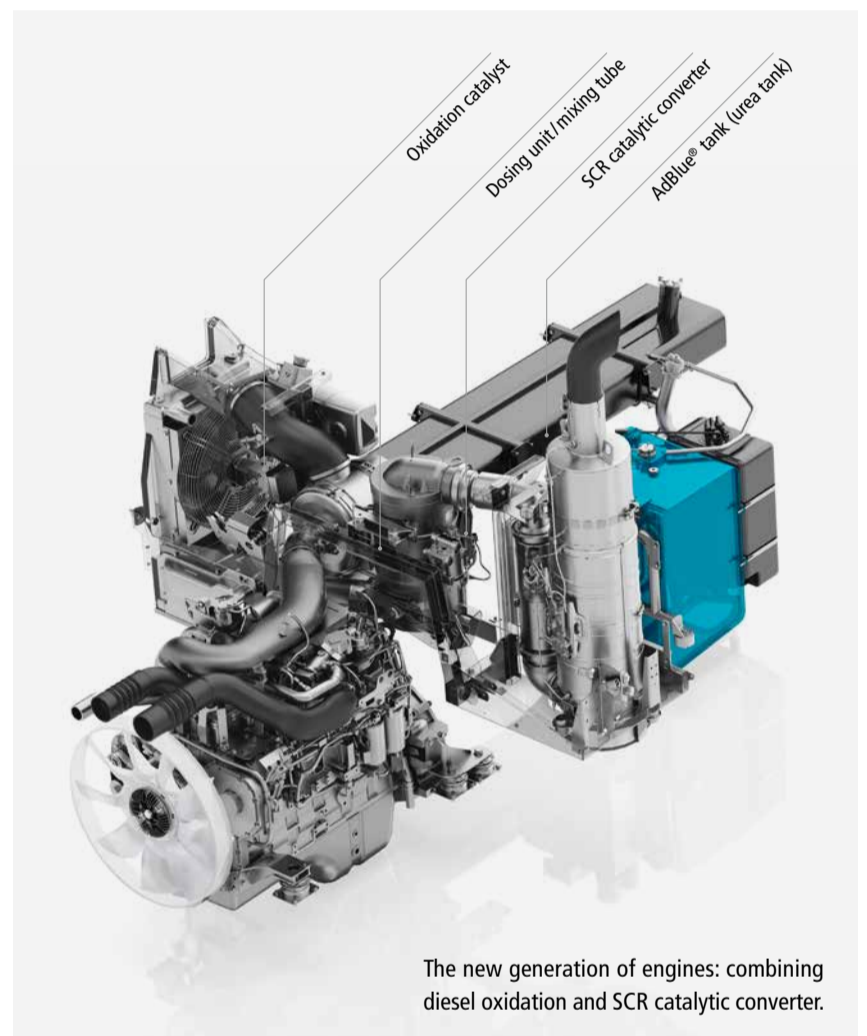
The latest mountain technologies and trends, first-hand info, swapping experiences with colleagues, the unique atmosphere – all this makes the InterAlpin a very special show.

Anyone visiting us at this year's InterAlpin will as always encounter some genuine highlights. We will officially introduce the long-announced PistenBully 400 ParkPro to the public. We are presenting the latest Tier 4 final engine technology, which is working already in the skiing areas of our clients since December 2014. In addition, we have a new product with revolutionary features up our sleeve – a world first that we don't want to say anything about at the moment. Take this opportunity to visit us at the InterAlpin 2015 and get a glimpse of the future of winter sport!

Interalpin: Our highlights 2015



The standards are high: 400 ParkPro has been designed for the requirements of professional snow parks and for family parks as well.



The new generation of engines: combining diesel oxidation and SCR catalytic converter.

PistenBully 400 ParkPro – creativity and perfection in the park You talked, we listened!

The story behind the development of the 400 ParkPro is unique and is an example of how Kässbohrer Geländefahrzeug AG continually breaks new ground to set standards with innovative products. The motivation for it came from Jay Rydd and Josh Lampert, two highly experienced shapers and park developers, who work for KATV in the USA and from sales expert Dennis McGiboney. The project was then crafted in close cooperation with our partner Schneestern. Big thanks to Jay, Josh and Dennis, and to Dirk Scheumann and his team at Schneestern!

What makes the PistenBully 400 ParkPro different is its 100-percent devotion to park needs. Right from the beginning we have listened to those who will operate this machine later on; we have listened to them and collated their wishes and ideas and developed a prototype. During the first test drives Jay and Josh had the opportunity to try out the special park features in practice and help optimize them. The enthusiasm that this machine inspires was tangible even at this stage. The 400 ParkPro was turned into reality in about a year – from the first market research to series production.

Today the 400 ParkPro is the ultimate tool for preparation in the park: a professional machine that masters the special challenges in this environment and satisfies every desire in terms of creativity and perfection. Like in Formula 1, it was developed for high performance in the professional world. That doesn't mean, however, that it is only used for major international events. It also wants to bring a professional edge to smaller and beginner-friendly family parks and funslopes. Because this trend is clear: more and more operators are switching to the future market of the park, thereby increasing their appeal and addressing new target groups.

So it's great that our partner Schneestern will be there with us on our stand at the show this year. The leading European snow park developer designs and creates parks on a world-class level. Thus, visitors to the show have the opportunity to find out about the snow park theme first-hand: about what is actually doable and what is being planned for the future. Because collaboration on the 400 ParkPro was only the beginning – further creative ideas will follow!

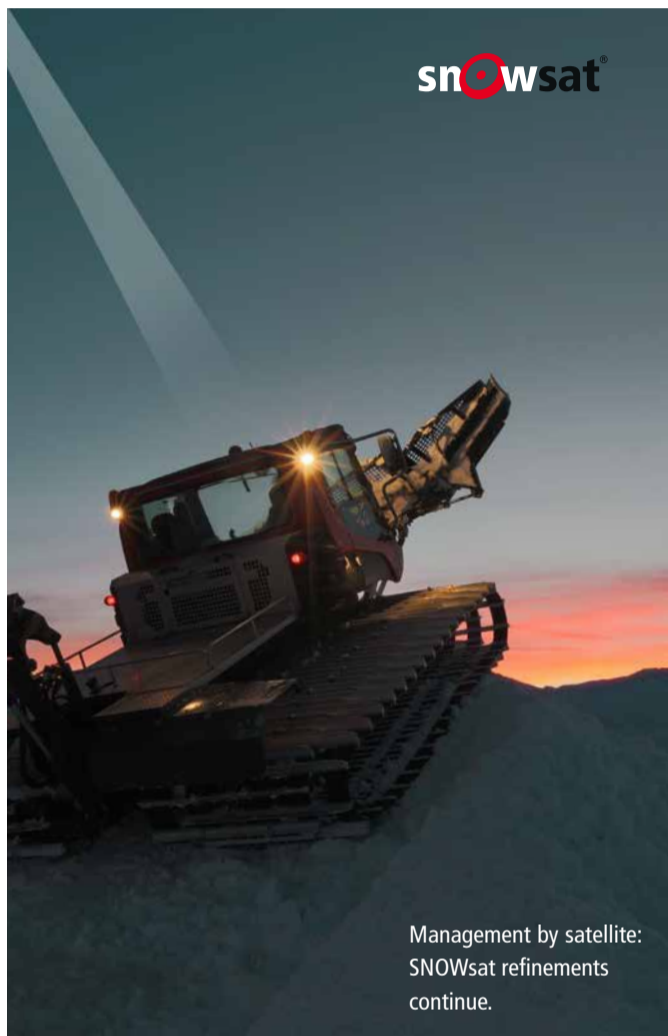
Tier 4 final Even lower emissions

An additional show highlight is also a highlight for our environment: back in December 2014, Kässbohrer Geländefahrzeug AG sold and put into operation two snow groomers with the new Tier 4 final exhaust standard in Saas Fee. Since then, PistenBully with the clean engine technology have been put to daily use in their first ski resorts. The progress is impressive: today 23 vehicles can be operated with the same volume of pollutants that would have been permitted for 1 vehicle under the Tier 1 regulations.

In addition to the environment, our customers also benefit from this new generation of engines, which are not only environmentally-friendly, but are also economical and cost-effective to run. So make way for ski resorts that take care of the environment and want to set standards through a sustainable approach! We show the possibilities that the new Tier 4 final engine technology offers using the example of the PistenBully 400 ParkPro.



You can find more information about the show at www.interalpin.at



Management by satellite:
SNOWsat refinements
continue.

SNOWsat More sophisticated than ever

Snow is a valuable commodity and specially man-made snow is an immense cost factor. For ski resorts the challenge lies in finding new ways to efficiently use snow as a raw material. We started to work intensively on this theme several years ago and recognized the significance for the future of a snow and fleet management system.

We can now offer our customers a completely matured product in SNOWsat – the only system on the market that was specially developed for ski resorts and which has the entire knowledge base of Kässbohrer Geländefahrzeug AG behind it. SNOWsat features top-quality high-tech components and the latest technologies: XFill™ from Trimble®, for example, guarantees precise snow depth measurement even if corrective data from the base station is temporarily unavailable. There's also the fact that SNOWsat is optimized for our vehicles and integrates perfectly with the vehicle technology and equipment of a PistenBully. The extremely precise snow depth measurement of +/- 3 cm and linking of snow production and slope grooming facilitate efficient operation of the entire vehicle fleet, leading to a reduction in overall operating costs of up to 15%. No wonder then, that increasing numbers of customers are turning to this technology: SNOWsat is already being used in more than 150 vehicles worldwide – over 30 ski resorts in more than 10 countries rely on the professional system for snow and fleet management. Find out about all the facets of this system in our special showroom at the InterAlpin!



Show time: the PistenBully 600 W Polar SCR while using the winch.



Kind to nature and the environment:
the diesel-electric driven PistenBully
600 E+.

PistenBully 600 W Polar SCR The king of the slopes

There are vehicles that have set standards in their sector and continue to do so. The PistenBully 600 W Polar SCR is the top dog: a powerhouse and workhorse for maximum coverage, which also cuts a perfect figure on difficult terrain. A high-torque engine with full thrust, powerful hydraulic pumps and excellent tank volume ensure sufficient performance and endurance; the winch holds it securely in place even while working in spectacularly steep locations. Come along to our stand at the show and let us demonstrate to you the other features that make it the reliable premium machine for even the trickiest slope.

PistenBully 600 E+ The Bestseller

The PistenBully 600 E+ with its diesel-electric drive is a true success model. Soon after being launched, it managed to conquer many ski resorts, becoming a firm feature on the slopes, thanks to its unique combination of impressive performance values, high cost-effectiveness and low environmental impact. Up to 20% lower fuel consumption and 20% lower pollutant emissions are arguments that carry weight – to say nothing of the drive and handling highlights: "This full e-power from a standing start, madness!" or "It's really something in the lower revs range!", are just a couple of the enthusiastic reports. The PistenBully 600 E+ has truly earned its place at the InterAlpin once again this year. Anyone who hasn't met him yet, is very welcome to take a close look at the powerhouse at our stand.

Alongside presenting all these technical innovations, we're also really looking forward to lots of interesting chats with our customers, business partners and our PistenBully drivers. Give us your personal feedback, tell us about your experiences and share your ideas and requests with us!

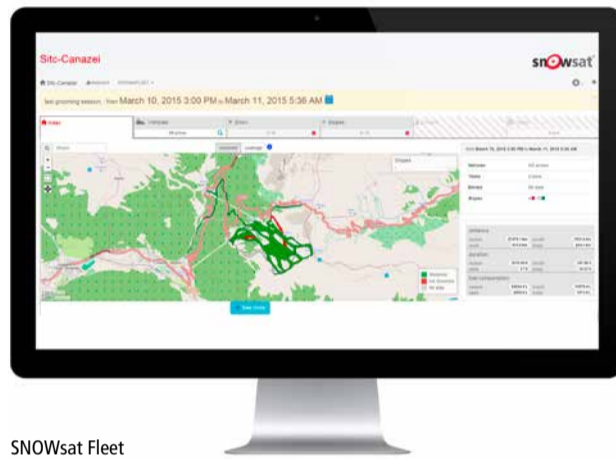
Slope and fleet management

SNOWsat Innovations 2015



At a glance:

- ⊕ Web-based SNOWsat Fleet and CAN
- ⊕ Support for mobile-devices
- ⊕ Support for all vehicles in the ski resort
- ⊕ Driver identification and cost center management



SNOWsat Fleet



SNOWsat CAN

We're also keeping our promise to continually refine and develop the SNOWsat snow and fleet management system for the 2015/2016 season. Optimization is our permanent goal – even though or precisely because SNOWsat proved itself so impressively on the market last season. The high number of sales and satisfied customers is ongoing validation of this. A lively exchange with them is very important to us – and gives us an insight into needs in practice.

The biggest innovations and optimizations will come in the area of **fleet management**. This system records information like position, speed, direction of travel and operating time, but also registers the most important vehicle data like engine data, status of winches and tillers, lights, alarms, operators, cost centers etc. By evaluating this with the SNOWsat software, operators can identify potential savings and optimizations. Implementation leads to dramatic reductions in fuel consumption and, thus, pollutant emissions, in wear and tear and in maintenance. Moreover, the data also provide security in the event of claims. This analysis of vehicle data makes an effective cost control possible in the first place.

Ski resorts do not just operate snow groomers – they are dealing with a mix of different vehicles and equipment. SNOWsat fleet management can now be mounted in all conceivable vehicles in the resort – from snow groomers to snowmobiles and diggers. The new SNOWsat V1 vehicle hardware has several CAN interfaces, plus digital/analogue inputs to record diverse vehicle data and also facilitates operator identification and detailed cost center management.

We have also updated the SNOWsat **software components CAN and Fleet**: both are now based on a universal user interface, which has been specially optimized for the needs of ski resorts.

Supervisors can access a full overview of processes in the ski resort in less than 5 minutes. Customer have repeatedly requested it and we have quickly realized it: both, CAN and Fleet, are now web-based, meaning they can be accessed on all mobile-devices, such as smartphones, tablets etc. This makes it easier for supervisors to make decisions quickly, even if they're away from the office.

This new software is automatically available as a free upgrade to all existing customers with a valid service agreement from the new season onwards. Anyone wanting to equip additional vehicles or test out the new software, please contact your PistenBully dealer or talk to us at the Interalp.

Press reports

Professione Montagna, 131/2015

May I present myself: I am your help from above!

On 22nd January, the German company once again called representatives of the press together to attend a "live" presentation of its new snow and fleet management system.

The day-long event was divided into four separate themed blocks. Three of these took place inside, where the various system functions were explained through a mix of oral presentations and pictures; in the afternoon, it was time for the practical test outside. After a welcome by Raimund Mayer as the representative of the Kässbohrer Swiss branch, the microphone was passed to Stefan Lux, who is responsible for the SNOWsat product. He described how Kässbohrer's corporate policy is currently changing and moving from the historic role as a designer and manufacturer of snow groomers towards all-round consulting on the theme of snow grooming. He stressed that the SNOWsat system specifically is able not only to simplify snow grooming, but also facilitate genuine cost savings for station operators thanks to targeted snow production. Several ski resorts in the Italian towns of Canazei, Madonna di Campiglio and Livigno are already using the SNOWsat system.

Internationale Seilbahnrundschau, 1/2015

Full snow covering thanks to Snowsat!

With all the technical details that stand behind this impressive system, the event was a one-off opportunity to get a good overview of its many advantages. SNOWsat offers advantages for operations managers, snow/fleet managers, workshop foremen and, last but not least, helps to reduce environmental impact. One of the primary goals is to improve commercial operating results in ski resorts. And snow depth measurement is a crucial factor here. Vehicle data and snow depths are displayed easily and clearly on a map of the ski resort. Such valuable information can be particularly crucial to the success or failure of a season during a snow-poor winter. SNOWsat can show precisely almost to the centimeter where and how snow is distributed in the ski resort. This tool will soon be indispensable – the information it delivers is too valuable.

seilbahn.net, 29.01.2015

It requires perspective and you have to experience it in practice

SNOWsat, a practical test: Some things just have to be experienced in person to really appreciate the scope, possibilities and advantages.

When the first presentations of satellite-guided snow depth measurement were revealed, I initially saw this as an add-on application in the nice-to-have category, until I had the opportunity to see SNOWsat at work and learn more in the associated workshops.

SNOWsat impresses with its clear overview and simple operation on the slope manager's PC just as it does in the vehicles. Depending on the options chosen, snow progress is recorded as a comparative figure between set periods like the real-time progress during grooming. Excellent overviews are available for fleet management with regard to time/runs/fuel/speed, giving management an impression of planning and effectiveness in the shortest time, as the goal is optimum snow grooming.

Together with Adrian Mattli (Kässbohrer Geländefahrzeug AG Schweiz) I headed out onto the slope, the practice course, and I am happy to confirm that it was impressive. While we have all long accepted location positioning using GPS in our everyday lives in our cars, the accuracy of the snow depth measurement was a real surprise. You cannot escape the fascination for operators, drivers and investors this new technology opens the door to the management of the future and that goes for medium-sized and smaller ski resorts too.

Roadshow through Europe

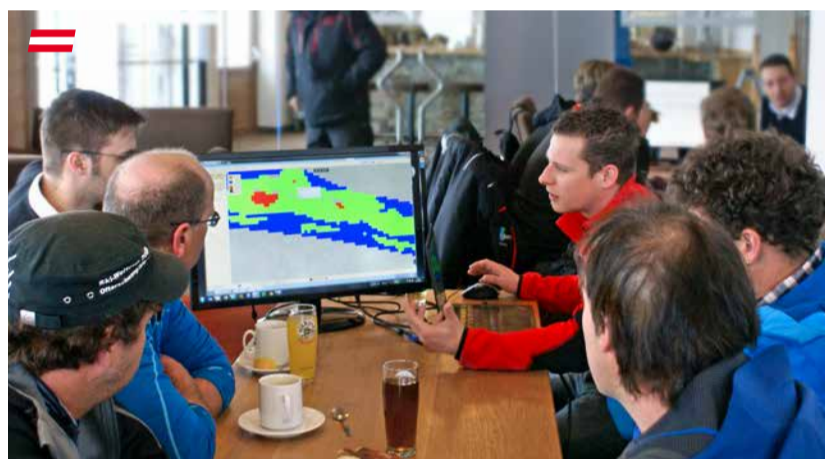
SNOWsat customer presentations in Engelberg/ Titlis in Switzerland, Alpbach in Austria and Canazei in Italy



Engelberg/ Titlis in Switzerland: Product Manager Stefan Lux presents SNOWsat and answers questions.



Adrian Mattli, technician from Switzerland laughs: "The data from the vehicle matches – I checked it!"



Alpbach in Austria: Christian Paar, Head of Sales and Technology for SNOWsat in Austria, explains the system's options for analysis.



Canazei in Italy: customers hear from SNOWsat salesman Josef Fischer, about how clear SNOWsat is on the touchscreen in the vehicle.

With detailed and very informative customer presentations, Kässbohrer Geländefahrzeug AG has been showcasing its SNOWsat snow and fleet management system with all its refinements and advantages in various European countries over the last few weeks. The tour started in mid-January in Engelberg/Titlis in Switzerland. From there, it went to Alpbach in Austria and Canazei in Italy. Customers in Germany, Scandinavia, Eastern Europe and France were also informed.

Selected customers were invited to each event, where they were able to learn every detail about SNOWsat snow management and cost-effective snow production in a small group setting. It's clear to us that such a product can also be off-putting if it is not properly understood. That's why the groups were limited to small numbers with a maximum of 5 participants. Four different themed stations offered all guests ample opportunity for questions, practical tests and individual chats.

This concept of 4 stations gave guests a very clear idea of what it means to use such a complex system, and what they can expect from such a purchase decision – from analysis of the ski resort, planning and installation of measures, to staff training and data evaluation. But also, what they will gain – namely impressive profitability and an enormous saving potential.

And the guests were enthusiastic – as the press reports show.



SNOWsat Product Manager Stefan Lux (right) is pleased to have the support of Christian Zimmermann.

Further support for SNOWsat

Christian Zimmermann joins the SNOWsat team

SNOWsat is on the road to success. The last season has shown us that most impressively. On 15th March 2015, Christian Zimmermann, an expert in the field, joined the Sales department, helping to ensure that the SNOWsat product division is best equipped for the persistent growth.

Christian Zimmermann has many years' experience dealing with PistenBully: He comes from a cable car family and discovered his love of the red powerhouses as a young boy. The professional perfected his ideal of cost-effective, low-impact and high-quality snow grooming on his own ski lift in the Black Forest and later at ski resorts all over the world.

With our joint concept "Eco-SnowDrive", he has for many years been training and raising drivers' awareness of economically and ecologically responsible driving. This extensive experience will now be put to use in his new role selling SNOWsat.

He will support the SNOWsat team under product manager Stefan Lux, handling sales, but also smooth installation and commissioning of the systems.

Welcome and good luck Christian!



Avoriaz in France



La Parva in Chile

PistenBully 600 Select

Successful all over the world

The PistenBully 600 Select is not just successfully established in the Alpine region – this good-as-new model is in great demand all over the world. Our PistenBully 600 Select have been sent, for example, to ski slopes in Japan, Norway, Scotland, Spain, Israel, Chile, Argentina, Iceland and Russia, as well as to Austria and the Italian Alps. Satisfied customers all over the world are a good sign.

Something special happened in France last season: All over the French ski areas PistenBully Select vehicles have found new owners in the last winter. Thus, the PistenBully 600 Select is proving convincingly that it has matured – into a well-engineered and reliable vehicle at an extremely appealing price. In just its second season of availability on the French market, the PistenBully 600 Select has achieved a market share of more than 10%. Ski resorts like Villard de Lans, Avoriaz or Chatel have jumped on the bandwagon – sending a strong signal!

The PistenBully 600 Select can also be found in Chile now: Thomas Grob, General Manager of the La Parva resort, is impressed: "The purchase of the PistenBully 600 Select marked a milestone in the way our slopes are now groomed with the AlpinFlex tiller."

The PistenBully 600 Select meets the high standards that a national team as the DSV expects from a training ski resort. The teams from Germany repeatedly train on the professional racing slopes in La Parva.

The PistenBully 600 Select meets the operator's needs perfectly: thanks to the proven quality of the parts, the vehicle delivers the usual performance, and the upgraded components ensure the resilience that you expect of a PistenBully. And the full new vehicle warranty gives customers the security they need to make such a decision.



Gilbert Muffat and Jérôme Grevat from Avoriaz are very satisfied with their PistenBully 600 Select.

Avoriaz is convinced!

Avoriaz in the department of Haute-Savoie in the French Alps was one of the first ski resorts in France to opt for a PistenBully 600 Select in 2012. "We were one of the trailblazers, although there was hardly any feedback on the Select vehicles. And we have not regretted this decision", says Alain Blas, CEO of Avoriaz. He continues to have faith in PistenBully and confirmed his trust this winter by buying a second PistenBully 600 Select. "We were only really aware of the advantages of the Select vehicles during the tendering", stresses the CEO. The professionalism of the Kässbohrer team in customer service has convinced Alain Blas. By buying a PistenBully 600 Select with winch – and the drivers also share this opinion – they can profit from the refinements that have been made to the vehicles. "And that's why we're very satisfied!"

The PistenBully 600 Select proposed by Kässbohrer Geländefahrzeug AG offered many advantages and convinced due to its lower purchase price compared to a new vehicle – and with the same maintenance costs. The manufacturer has kept its promise. "If a vehicle costs less and yet its service life is the same, then this

means a big profit. And that is very important to us", assures Alain Blas. The CEO is so-to-speak a pioneer in the Select market and adds with a grin: "We get lots of enquiries from other ski resorts that want to hear our experiences."

Avoriaz has a fleet of 11 snow groomers and 4 special machines for snow parks – as this is one of the special features of this resort – and is currently planning a new strategy. "We are now going to replace two vehicles every year, either after 7,000 operating hours or after approximately 8 years. And we want to continue working with 'Select' vehicles."

The mechanic's opinion

Gilbert Muffat, Workshop Manager at Avoriaz, is currently handing over the reins to Jérôme Grevat. The two technicians look after the entire grooming fleet. Here is their report: "We are very satisfied with the purchase of the PistenBully 600 Select for the ski resort. The PistenBully 600 is a great vehicle in general, that stands for longevity. It has a good chassis and is well-designed.

We make sure that the Select models are always in top condition as well. They receive the same service as our new vehicles, ensuring they last just as long. To date it is clear that the two PistenBully 600 Select are actually as good as the new vehicles regarding maintenance aspects. Repairs to the mechanical, hydraulic and electronic systems are likewise comparable. Almost all parts are upgraded and replaced. The principle of the thorough overhaul is a very convincing compromise. It's quite impressive that the motor is serviced and fully reconditioned by Mercedes-Benz. And the decision to buy a Select is good for another reason: **you're recycling a product instead of using more of our planet's resources to make something new.**"



SNOWsat goes America

Diamond Peak is the American SNOWsat pioneer

This past fall, Diamond Peak joined the rapidly growing list of ski resorts using SNOWsat. The slope and fleet management system sets itself apart from competitors with highly accurate snow depth measurement capabilities.

Diamond Peak, which sits on the northeast shore of Lake Tahoe, Nevada faces drought that has plagued the popular winter sports region for the last three seasons. SNOWsat's depth measurement features have allowed for Diamond Peak's grooming and snow making teams to make and move snow where it is most needed on the trails. Capitalizing on efficiency, Diamond Peak has been able to provide the best possible surface to customers despite the low snow year.

Jack Coughlin, Slope Maintenance Manager at Diamond Peak claims: "SNOWsat has been a valuable tool for grooming as well as for snow-making. With this year's low snow conditions the grooming staff is better able to manage the snow surface and reliably find where they can harvest snow to cover over thinner areas and maintain a consistent depth across the trails."

From a snowmaking perspective I am able to use the graphic maps from SNOWsat Z to take a look at where the hill is in most need of snow and concentrate snowmaking efforts there."

Steve Rhodes, Kässbohrer All Terrain Vehicles Inc. resident SNOWsat service technician installed and carefully monitors Diamond Peak's data from a remote computer. Rhodes states that "Diamond Peak has been the perfect match as our first USA customer. It will always be a partnership working with each ski resort as we are not only installing vehicle hardware to collect data, but we are working with the resort to install the infrastructure for the SNOWsat system."

While the Tahoe region hopes for much more snow before the season ends, Diamond Peak plans on continuing to make and move snow efficiently in

preparation for the possible continuation of drought conditions. The data that SNOWsat provides the resort will assure that Diamond Peak does not use water or energy unnecessarily. It should set a big precedent to other resorts in similar situations as Diamond Peak continues to lower environmental impact, while providing a safe and fun surface to customers.

Recommended for imitation!

Green fleet in ski resorts worldwide

PistenBully 600 E+ groom slopes in the USA, France and Scandinavia

This is the third season of work for the PistenBully 600 E+ around the world. Since December 2014, the "green" PistenBully have been reinforcing the fleets in the resorts of Crystal Mountain (USA), Val Thorens (France) and Idre Fjäll (Sweden).



Double pack for Crystal Mountain

The official handover of two PistenBully 600 E+ on 9th December to the US ski resort of Crystal Mountain was something very special for two reasons: the two PistenBully 600 E+ are the first in North America and also marked the 20,000th PistenBully to be sold. As part of the mountain festivities, Jens Rottmair, CEO of Kässbohrer Geländefahrzeug AG, handed over the symbolic vehicle key to Scott Bowen, VP Mountain Operations and CEO of Crystal Mountain Inc. By purchasing these two PistenBully 600 E+ with diesel-electric drive, Crystal Mountain is honoring its responsibility to the mountain landscape and switching to environmentally-friendly technologies.

Val Thorens re-orders

Val Thorens, which was recently awarded the title of Best Ski Resort in the World for the second time in a row, also relies on PistenBully 600 E+. The French ski resort acquired its first PistenBully 600 E+ last winter. Thanks to the extremely high satisfaction with the performance of the "green" PistenBully on the part of the operators and drivers, the fleet was expanded in December 2014 with a second PistenBully 600 E+. "The decision to order a second new-generation snow groomer was made in harmony with our approach to environmental protection and our principles of quality, safety and nature", explains Denis Chapuis, Deputy Technical Manager and Head of Purchasing at SETAM, the ski resort operator. "The PistenBully 600 E+ sets new standards in terms of sustainable technologies and is the concrete response to our commercial and ecological concerns. It facilitates fuel savings of 20 to 30%, and a substantial reduction in CO₂ and NO_x emissions into the atmosphere."

Scandinavia ushers in green era

A PistenBully 600 E+ has also been grooming ski slopes in Scandinavia since December. Idre Fjäll in Sweden is the first customer to choose the "green" PistenBully. Jens Rottmair handed over the vehicle to John Lundmark, CEO of Idre Fjäll, one week before Christmas. Idre Fjäll is one of the largest ski resorts in Sweden. The company has already switched its PistenBully fleet to SCR engines over the last two years and is now working fully with the latest exhaust technologies.



Proud of "its" World Championships: the PistenBully drivers of Falun with representatives from Kässbohrer Geländefahrzeug AG

Track expert Thomas Wassberg (right) with Werner Seethaler, Head of Exports at Kässbohrer Geländefahrzeug AG

Official supplier in Falun und Kontiolahti

Perfectly groomed tracks and jumps
for competitive conditions fit for world champions 🇸🇪 🇫🇮

PistenBully will also act as partner to various major winter sports events in 2015. At the end of February, we supported the Nordic World Championships in Falun in Sweden as an official supplier. The IBU World Championships Biathlon 2015 followed in March in Kontiolahti, Finland.

Good spirits, top sporting performances and perfect conditions – the great atmosphere even came across on screen. The spectators – and the athletes too – had great fun at the Nordic World Championships in Falun!

Falun is the centre of national and international winter sport competitions in Sweden. In addition to being the headquarters of the Swedish Ski Association, Falun is also famous for the Lugnet sport and leisure complex on the edge of the city, which is home to the Lugnet Ski Jumps, as well as extensive cross-country tracks and slopes. These jumps have played host to international competitions on many occasions.

Most recently, the 50th Nordic Ski World Championships. From 18th February to 1st March 2015, the city of almost 40,000 inhabitants, which is famous for its copper mines, provided the venue for the fourth time to the world's best skiers as they battled it out for medals in the disciplines of Cross-Country, Nordic Combination and Ski Jumping.

Falun came across as an impressive and very friendly place for this major event. 1,800 voluntary helpers were on hand to assist the athletes and visitors. With around 27,000 beds, the city welcomed visitors from all over the world – more than 50,000 spectators filled the competition arenas on the first Saturday alone. Well over 200,000 tickets were sold overall.

Falun invested properly in advance. Especially, of course, in the Lugnet Ski Jumps. The renovation of both jumps alone has cost around 21 million euros. The standard jump has been rebuilt with a construction point of K 90, while the big jump has been extended

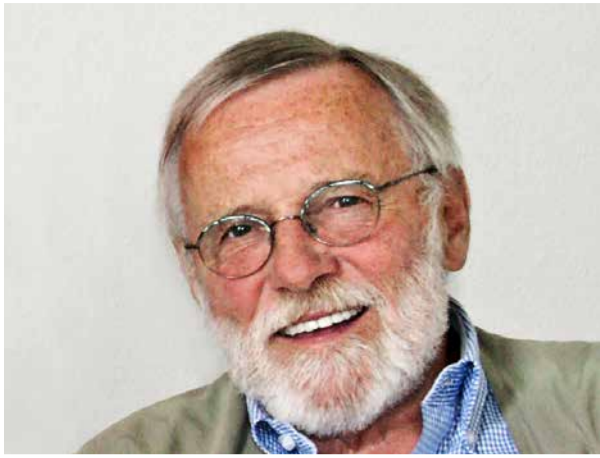
from K 115 to K 120. Work was also undertaken to prepare the cross-country tracks and the approach to the jumps.

For many years now, Falun has been relying on the extensive experience of Kässbohrer Geländefahrzeug AG and the firm's renowned and reliable technical support, and ordered two new PistenBully specially for the forthcoming event. Such a major event imposes very particular requirements – that's why as official supplier PistenBully provided its long-term customer with additional vehicles during the Nordic World Championships: a PistenBully 100 and PistenBully 400 W were used before and during the event in addition to Falun's usual fleet.

Swedish legend Thomas Wassberg, one of the most successful cross-country skiers of all time, was responsible for preparing the cross-country tracks. During the 1980s, he won just about everything there was to win in the Nordic field, including 4 gold medals at

the Winter Olympics and 4 additional gold medals at World Championships. As the Track Manager in Falun, it is very important to him that the tracks are prepared in the best possible way, ensuring that all athletes are offered the same conditions. That's why he was out every night in a PistenBully 100, preparing the tracks himself.

PistenBully has been part of this for many years as the official supplier to the Nordic World Championships. In Val di Fiemme, just as in Oberstdorf and, as well as Falun, also this year at the Biathlon World Championships in Kontiolahti in Finland in March. Kässbohrer Geländefahrzeug AG provides the perfect technology with its PistenBully – ensuring the best athletes in the world also have the best groomed slopes on which to compete.



Mr PistenBully is 75 years old

We congratulate Erwin Wieland, the man who has shaped PistenBully.

There's no stopping him even in retirement – he's working on his hobbies, enjoying his free time and, as ever, is a welcome guest in the "scene". On 8th February 2015, Erwin Wieland, former CEO of Kässbohrer Geländefahrzeug AG, turned 75.

He has managed the fate of PistenBully for 30 years and in 2002 also officially stood down from the Advisory Board. Counsel based on his wealth of experience is still warmly welcomed today.

In 1958 Erwin Wieland began his training to be an industrial clerk at Karl Kässbohrer Fahrzeugwerken in Ulm, eventually taking over management of the new, independent department for PistenBully in 1971, following various positions in bus sales. As a passionate skier, he made a great success of the commission from Karl Kässbohrer Snr, to market the snow groomer developed by his comrade-in-arms Walter Haug. The two quickly became an unbeatable team. This was the start of a textbook example of a Swabian success story: PistenBully is the world market leader.

The right idea at the right time – paired with extraordinary commitment and his casual and thoroughly friendly and humorous manner – those are the pillars of his success. He points to two other extremely important factors: the informal atmosphere at the firm with its committed employees, and the cooperative relationship with customers and suppliers. This mix has enabled the firm to achieve sales of 20,000 vehicles all over the world and its current level of 500 employees.

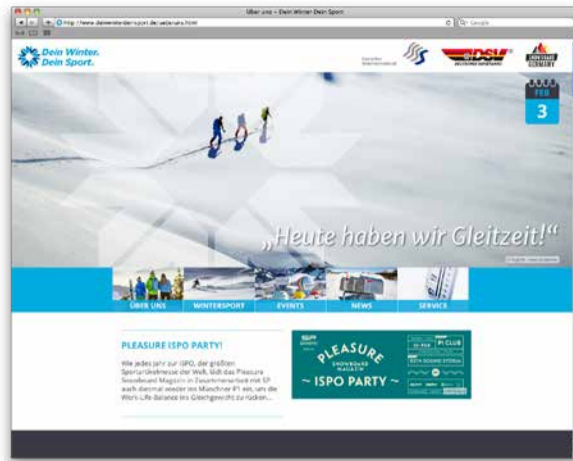
He had to make difficult decisions in 1994: the future of the profitable all-terrain vehicles division was completely open following dismantling of the entire company Kässbohrer Fahrzeugwerke GmbH. There were a few offers, including an extremely interesting one from a competitor. Wieland fought like a lion to preserve the division, as a sale would undoubtedly have led to closure of the site and the loss of jobs. Independence and the later public listing were made possible through a management buy-out with the support of a financing partner. The workforce remain grateful for his commitment to this day.

In addition to his role as CEO, Erwin Wieland was for many years involved with the executive board of the Verband Deutscher Seilbahnen e.V. (VDS – Association of German Ropeways). He remains a well-known figure in this field and an extremely welcome guest at conferences and exhibitions.

Always on the go

Thanks to the support of his lovely wife, his many hobbies, 4 grandchildren, a dog and a large garden, he has no chance of a rest. He is as fit as ever. These days, he still loves to go skiing in his beloved Allgäu.

Our belated best wishes!



Your winter, your sport

We are supporting the initiative of the three winter sport associations to get people excited about winter sport.

Promote winter sports – the initiative "Your Winter. Your sport." has been created with this aim in mind by the three German winter sport associations – German Ski Association (DSV), German Ski Instructors Association (DSL) and the German Snowboard Association (DSVD). Kässbohrer Geländefahrzeug AG is involved as a supporter. Along with the other companies, prominent winter sport athletes and media partners, we are supporting the associations in their mission to get people excited about all aspects of winter sport.

The promotion and sustainable development of winter sport has traditionally been very important to the Kässbohrer Geländefahrzeug AG. We have collaborated with the world of professional sport for many years – as a supplier to the Nordic World Championships, for example, and we maintain friendships and partnerships with numerous clubs, firms and organisers. We are also the official partner of the German Ski Association (DSV). Winter sport depends on the next generation and on the development of new activities. Supporting this growth process is one of our particular concerns. For this reason, we support talented young athletes, such as ski crosser Daniel Bohnacker and others, and sponsor diverse events. In addition, we are supporting the biathlon centre at Dornstadt (Germany) and are working hand in hand with Camp Woodward (USA), which is dedicated to providing professional training to the next generation of talented athletes.

With our commitment to the campaign for "Your winter. Your sport." we are supporting the initiators in the continued development of winter sport as a mass sport. The initiative "Your winter. Your sport." has fostered a strong network of over 40 supporters and 25 media partners, which lobbies for winter sport. The campaign's prominent patrons include former and active top athletes, such as Uschi Disl, Martina Ertl-Renz, Rosi Mittermaier, Magdalena Neuner, Felix Neureuther and Markus Wasmeier.

All network partners agree: the foundation for the development of winter sport must be a fair balance between economic and ecological requirements. It is equally important to all participants to demonstrate the positive aspects and diversity of winter sport in all its variations: exercise, health, friendship, natural adventure, emotions and of course competition and top sport as well. Winter sport is more than just sport. To ensure that everyone can experience the variety and beauty of winter, the initiative helps children and young people with social, physical or mental disabilities to experience winter sport. The initiative also targets political institutions and other associations, and the intention is to expand its work to neighbouring countries in due course. Countless campaigns, events and themes on the part of the supporters will make sure the campaign continues to grow.



More Information:
 ▶ www.deinwinterdeinsport.de
 ▶ www.facebook.com/deinwinterdeinsport



FIS and QParks partnership

PistenBully is expanding its support for winter sport trends alongside strong partners.

With PistenBully Kässbohrer Geländefahrzeug AG is the Official Service Provider to the FIS Freestyle and Snowboard World Cup Tour, and as part of this partnership is supporting selected FIS World Cup events with snow groomers and its extensive expertise in slope preparation.

PistenBully create the perfect conditions during the championships for the competitions in Ski Cross, Snowboard Cross, Ski & Snowboard Slopestyle and Ski & Snowboard Half Pipe. However, it is not just top athletes who will benefit from the performance of the red snow groomers this season. The aim behind the partnership with snow park specialists QParks is to promote freestyle as a mass sport and is a good thing for both sides: the pros from QParks get two PistenBully to build their snow parks, and the Kässbohrer Geländefahrzeug AG gets to hear valuable technical feedback right from the heart of the scene.

The freestyle disciplines are an important future market, as increasing numbers of winter sport fans are getting involved. Young people especially seek new ways to express their individuality and thirst for adventure. It's important to get them excited about new kinds of winter sport and keep them as winter sport fans in the long-term. That's why PistenBully gets involved in promoting mass sport, as well as supporting the professional sector. An ideal partner was found to this end in Young Mountain Marketing and its label QParks, known for its highly professional snow parks. A PistenBully 400 ParkPro and a PistenBully 600 are put at QParks' free disposal for the whole season to build their snowboard and ski parks, and their fun slopes.

In addition to promoting this important area, the Kässbohrer Geländefahrzeug AG sees it as a unique opportunity to get technical feedback on the latest vehicle models and to find out first-hand how this area of winter sports is developing. The most recent commitment is further milestone in PistenBully sports sponsorship.



More Information:
 ▶ www.qparks.com



▶ www.fis-ski.com

The savings in Canazei are already enormous after just one season with 6 SNOWsat-equipped vehicles

Very relaxed as the end of the season approaches



“Despite the warm weather last week we are not worried about the end of the season”, laughs **Fernando Perathoner**, Technical Director of the S.I.T.C. S.p.A. (Società Incremento Turistico Canazei, Italy), “we are very relaxed because we are superbly equipped. Indeed, our slopes are always perfect – and they will continue to be so right up to 12th April 2015, when everything closes. We have SNOWsat to thank for that!”



Silverio Pezzeri, Slope Manager of Canazei, Italy

Silverio Pezzeri, Slope Manager with responsibility for snow production throughout the entire ski resort, adds: “For our firm it is the best purchase of the last few years!”

Following the first winter season during which the resort has been working with SNOWsat, we have interviewed the “real” users of the system to get a true impression of the advantages and above all the savings.

PistenBully News: How did you hear about SNOWsat?

Fernando Perathoner: Four years ago, Valter Tura, Manager of your Italian branch, took us to Madonna di Campiglio to show us what the present SNOWsat V3 is all about. It was still called “Package 4” then. The idea of this satellite-guided system impressed us from the start. The accuracy of geodata was still lacking at that time and, thus, full mapping, but the snow depth measurement was demonstrated in a very credible and easily identifiable manner on the hills that had been specially built for test purposes and then levelled again.

Some functions that we would have liked such a system to have were still missing. However, it was clear to us from that day on that this would be our system of choice for investment in the future, once it was refined. We examined the system very carefully and identified relatively quickly the requirements that we then passed on to Kässbohrer Geländefahrzeug AG: we wanted the data to be available to drivers in real-time on a monitor in the vehicle. We also requested other specific data that was not yet available at that time.

PistenBully NEWS: Why and when did you finally decide to go ahead with your purchase of SNOWsat?

Fernando Perathoner: In January 2014, we were taken along to Engelberg-Titlis to see the progress that had been achieved from three years of development and practical testing. We were all totally astounded and impressed that everything that we had commented on before had since been realised. The only thing that was not quite perfect was the resolution on the monitor. But it was clear to us that this was our product, to which we had contributed to a considerable degree with our high requirements! And the display is razor-sharp now too ...

PistenBully NEWS: And in June of last year you finally made the decision: you ordered SNOWsat V3 for 6 of your PistenBully. Did everything go well with installation and commissioning?

Fernando Perathoner: Admittedly – we did have a couple of concerns at the start. Particularly because of the base station being installed up on the mountain. I was worried that it might not be possible to install this on time if the snow came early. And the base station is ultimately the heart of snow depth measurement! But thanks to your engineers everything happened on time and smoothly – and at the start of the season we were ready to begin this adventure.



Günther Burchia, master snow maker at the Belvedere ski resort

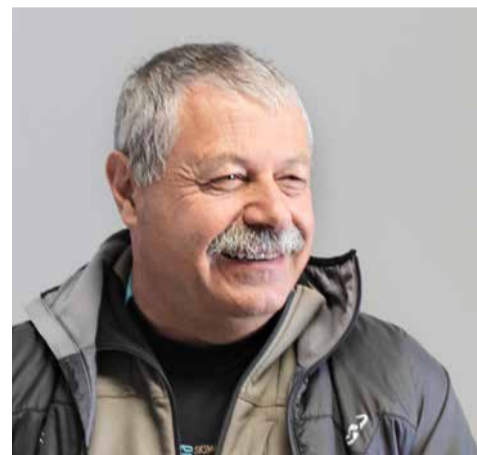
PistenBully NEWS: Be honest – really without any technical problems?

Günther Burchia, master snow maker at the Belvedere ski resort: There were of course a few issues at the start with such a complex satellite system. But one call to the technical team was always enough and any problems were immediately resolved. That always worked really well.

Silverio Pezzeri: One really important advantage is the fact that we got everything from one firm – Kässbohrer Geländefahrzeug AG is our only contact, and we have already been working with their commercial and technical teams for many years.

Fernando Perathoner: I have to say that this investment has truly been made at the right time. If we had still not had SNOWsat during this difficult winter with the little snow that did fall from the sky, then I don’t know how we would have got through this season so well.

Günther Burchia: Previously, we have always been making snow up to the end of February – and definitely when there is so little natural snow. But thanks to SNOWsat, we were able to stop with snow production a whole week earlier, because we had distributed the snow evenly throughout the resort. We know exactly how much snow we have, where it is and where we need to move it. And above all we know that whatever happens there will be enough until the end of the winter season.



Fernando Perathoner, Technical Director of the S.I.T.C. S.p.A.

PistenBully NEWS: What do you see as the major advantages of SNOWsat?

Fernando Perathoner: Completely spontaneously and without doubt I can sum that up in one word: SAVINGS – savings in snow production, savings in the fuel consumption of the PistenBully, savings in labour organisation.

PistenBully NEWS: Is it possible to translate that into actual figures?

Fernando Perathoner: The accounts for the season aren’t complete yet, but I can say with absolute certainty that we were able to reduce our snow production by 80,000 cubic metres – the other savings resulting from this haven’t been worked out yet. And we all know what machine-made snow costs. So I am reckoning that our investment in SNOWsat will have paid for itself in less than three years.

PistenBully NEWS: And what do the drivers think about SNOWsat?

Silverio Pezzeri: I am sure that some of our drivers were worried to start with about being monitored. But they now understand that the documentation of their work, which they can also view on the PC each

evening before their shift, gives them the opportunity to improve their driving performance and control of the PistenBully. The display in the vehicle also helps decisively during their work.

Fernando Perathoner: By doing the same work in the same time, but at lower revs and, thus, with lower fuel consumption and with less wear and tear, they have thoroughly grasped that SNOWsat offers crucial advantages in the economic sense from the company’s perspective, but also with regard to their own safety.

PistenBully NEWS: We are of course thrilled that you are so pleased with SNOWsat, but – hand on heart – where is it lacking, or what would you like to change?

Silverio Pezzeri: Clearly – you can always make anything better! But I am convinced that, aside perhaps from small software optimisations, Kässbohrer Geländefahrzeug AG has the situation in hand and the system will continue to be refined. We have already seen that with our own eyes over the last few months with impressive results!

S.I.T.C. S.p.A. – Società Incremento Turistico Canazei

- Founded in 1947, today the S.I.T.C. runs the entire “Belvedere – Col Rodella – Sass Pordoi” ski resort, covering 120 hectares with 15 cable car and lift facilities.
- 90% of all slopes are covered with 418 snow guns.
- A transport capacity of 27,000 passengers/hour guarantees pure skiing pleasure at any time.
- 30 employees with 15 snow groomers ensure perfect conditions on the slopes.
- The business relationship with Kässbohrer Geländefahrzeug AG began in 1979 with the purchase of a PB 170 D.
- 6 PistenBully have been equipped with SNOWsat since 2014 and are working in the Belvedere ski resort. An expansion of the system is already being planned.

Beautiful home for the 2,000th PistenBully 600

Special delivery for Okuibuki in Japan 🇯🇵

A PistenBully 600 was delivered to Japan last November – and it's a very special one: because this PistenBully is the 2,000th model of the 600 series. And it is also the 1,500th PistenBully that has been sold to Japan since sales began there.



The PistenBully success story has its origins in Japan – the delivery of 4 vehicles for the Olympics in Sapporo in 1972 laid the foundation for the anniversary that Kässbohrer Geländefahrzeug AG is celebrating this year with its 20,000th vehicle.

The ski resort of Okuibuki, 160 km from Osaka and 110 km from Kyoto is a family business and has been a valued PistenBully customer for 37 years – the first vehicle back then was a PistenBully 170 D. Established in the early 1970s by his father, current President Kusano Jota now runs the ski resort with its 9 chair lifts and 7 PistenBully of various model generations. From the start of December until mid-April, the resort offers something for every fan of winter sports on its 7 kilometres of slopes of varying difficulty: a snow park, a ski and snowboard school, ski and snowboard hire and diverse attractions for children.

We are very pleased that we were able to celebrate such an extraordinary “double anniversary” in this popular ski resort at the end of November! PistenBully Head of Sales Stefan Spindler and Head of Exports Werner Seethaler couldn't miss the opportunity to hand over the PistenBully 600 personally to President Kusano Jota and his team, along with long-term local partner SnowSystems Co., Ltd. The symbolic key was presented to the Chairman and founder of the ski resort, Mr Kusano Takehara.

The PistenBully 600 is the most successful model Kässbohrer Geländefahrzeug AG produces after the PistenBully 300. It opened up a new dimension in snow grooming when it was launched in 2006 with its innovative technology and red-hot design. The new concept impressed from the start. 2,000 vehicles is a figure that speaks for itself – and the PistenBully 600 is as much in demand as ever!

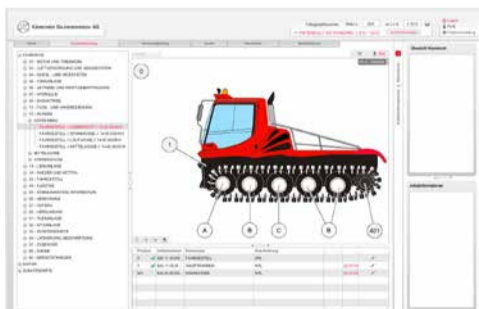


It was still green for the handover: Werner Seethaler, Head of Exports and Stefan Spindler, Head of Sales & Marketing Kässbohrer Geländefahrzeug AG, Mr Masafumi Ohkubo, President Snow Systems Co., Ltd., Kusano Takehara, Chairman, Kusano Jota, President, and Furuta Masayuki, General Manager (all three from Okuibuki ski resort) and Mr Akira Hayakawa, Head of PistenBully Sales, Snow Systems Co., Ltd. (from left to right).

Service: new features for increased comfort

Webshop

Ordering via the Webshop has long been established as a safe and reliable tool for many PistenBully customers. The system now offers even more possibilities.



Up to date and more user friendly: Webshop of the Kässbohrer Geländefahrzeug AG

You can start ordering as soon as you've registered for free in the Webshop and your account has been confirmed. It is incredibly easy to use: a clear tree structure helps you find the right part group very simply, and clicking on the right preview image takes you straight to the part you want. Online ordering provides security: the desired part is vehicle-specific and is also the latest available version. Accuracy that a spare parts catalogue on paper or CD simply cannot deliver. And this accuracy massively reduces misunderstandings, wrong deliveries and the resulting returns.

The PistenBully Webshop now offers other possibilities. Buyers can immediately see the current net price and the availability of the desired part. A fast process running in the background collects this data individually from the central management system of Kässbohrer Geländefahrzeug AG. This ensures prompt processing, commissioning and delivery of the order.

Buyers can also save an order before committing to buy. Once they know exact prices and availability, they can save their order and then seek approval from a superior, for example, before an order is actually placed.

Another new feature – “Order History” – has been added to online ordering: all orders are documented and can be accessed individually: all spare part orders and invoices from the last three years – itemised by delivered, ordered or invoiced item. Already delivered, charged, or outstanding deliveries – are stored here. Customer options also include reprinting a missing invoice online (e.g. for customs clearance).

This saves money, time and nerves.


Summer special 2015



Make use of our top offers in the spare parts area. We have compiled a wide range of maintenance as well as wear and tear parts for you. From track belts via filters, starter batteries, tires and driving wheels to winch ropes. Original PistenBully parts convince through their original equipment quality, certified safety and high reliability. Their longevity and the excellent price-performance ratio make them particularly cost-efficient. Get started with the summer overhauls! Make sure that your PistenBully are well-prepared for the coming season.



The Station

The newly opened snow park in Nesselwang sets high standards all around Europe 

High-quality, challenging, creative and unique – Red Bull The Station, the new snow park in Nesselwang, has set a new bar in park design with some extraordinary features since it opened at the start of January 2015. The company behind it is Schneestern, the world's largest manufacturer of rail products and a partner Kässbohrer Geländefahrzeug AG with head office in Durach in the Allgäu.

Red Bull had the idea back in 2013 to establish another snow park in Germany that would set international standards. A sensational concept would also win over the local scene and create enthusiasm within the German snowboard scene in the long-term. The site on the Alpstizte in Nesselwang was quickly chosen: the decision-makers were easily convinced by the existing infrastructure of the former Alpstiztpark with daily floodlighting, the know-how of the ski resort, good transport connections with the A7 and, last but not least, the close proximity to the snow park designers and builders from Schneestern. "It's cool that Red Bull is focussing on Germany. Major projects like this are usually outside Germany and especially outside the Allgäu", asserts Dirk Scheumann, Schneestern CEO.

"Our ski resort is clearly oriented towards the young market with reasonably priced lift tickets and accommodation, daily floodlit park and other promotions", adds Ralf Speck, CEO of the Alpstizzbahn Nesselwang. "With Red Bull-The Station we have an opportunity to expand on this approach and get young people from the Allgäu and the surrounding regions enthusiastic about winter sports in the long-term."

However, as such a project would not be feasible without the right partners and sponsors and because such a sensational snow park naturally makes a great communication platform, this project was also very interesting to other well-known firms in addition to Schneestern and PistenBully, such as Volcom, GoPro and Nitro Snowboards, who have also come on-board as co-sponsors of the park.

Schneestern not only built the 40 bespoke installations for the new snow park in the typical look of the New York Bronx in a record time of just 50 days at its production site in Durach in the Allgäu, but since the park opened has also been responsible for daily maintenance, servicing and care of this unique street snow park. "We have been developing and build-

ing snow parks for over 15 years, and Red Bull The Station is one of the most exciting projects of all", says Scheumann, commenting on the uniqueness of The Station. As a park with such a special design and such high quality requirements and uniqueness also requires special care, the five shapers have a PistenBully 400 ParkPro and a PistenBully 100 SCR at their exclusive disposal. "With the ParkPro we are of course dealing with the king of park builders", rejoices Tim Gärtner, Head Shaper in Nesselwang.

"But the little PistenBully 100 SCR especially is so agile and powerful, that it is essential for daily shaping of the park." The many compact features of the park on the Alpstizte demand great ability and sensitivity from the shapers and PistenBully drivers, which they can certainly put into practice thanks to the PistenBully 100 SCR. "Additionally, this light-weight model also has the advantage that you can work well with it when there's very little snow covering without disrupting the snow layers unnecessarily", says Gärtner.

As the Red Bull The Station snow park on the Alpstizte in Nesselwang is also open daily from 6pm to 9pm with floodlights, in addition to normal daytime opening, the

shapers also have to deal with extra layers. Three times a day, the kickers, rails, boxes and special obstacles, like the police station or the footbridges, are serviced with the machines and by hand to ensure that all visitors encounter a well-maintained, high-quality park.

Yet it's not just maintenance, but also safety that is more in focus than ever for operators and guests nowadays. "By undertaking maintenance of the park several times a day, of course we also want to keep the safety of our features at the highest level", explains Dirk Scheumann. Moreover, Schneestern is the only manufacturer that submits all its products to the TÜV for independent certification. This awareness of responsibility and safety, the constant striving for technical improvements and the demand for top-quality products are not just things that characterise Schneestern, but are also the mutual values at the heart of its partnership with Kässbohrer Geländefahrzeug AG.

Quotes

Dirk Scheumann,
Schneestern CEO

»Staged street set-ups have already been seen over the last few years – but with the difference that these have been removed again at the end of the event in question. Red Bull The Station will be open to the public all winter after it opens and even longer.«

Ralf Speck,
CEO of Alpstizzbahn Nesselwang

»We have created large compensation areas in close proximity to the newly built and upgraded areas of the snow park. Furthermore, the areas affected by the earthworks were covered back in autumn with ample straw and manure for renaturation after the winter. This will help the fresh pasture grass to grow back more quickly in spring.«

»Preparing the snow park area with earthworks has many advantages: the build time for the park is dramatically reduced and operating times can be extended. The fact that less snow has to be produced because of the earthworks and, thus, less water and power are consumed, leads not only to environmental but also to cost-saving advantages.«

Felix Georgii,
snowboard pro from the Allgäu

»I just think it's incredible to have such a park right on my doorstep. And not just for one event, but for the entire season.«

More park-events powered by PistenBully and Schneestern



**ONBOARD
SEND OFF
SESSION**



FREESKI WORLD CUP



Funslope not just slope

More winter fun for young & old! =

From the idea to the established brand in just 3 years. Funslopes have conquered almost the entire Alpine region in a very short time. In many places, the individually designed funslopes with their waves, high 5s, troughs and snails spring from the snow and cause queues at the lifts near them. But what exactly is a funslopes and more importantly – what makes them such a success?

Technically a funslope is a defined area within the ski resort that has a clear theme. In this sense they are similar to a snow park or a boarder cross. By adding the term 'slope', you could even describe them as a hybrid between those offerings. A funslope is designed as a course with a maximum of two different routes, which are scattered with diverse elements like waves and smaller jumps, bridges, tunnels or the striking "snails", for example. The theme can be adapted to the individual ski resort.

The crucial thing for the fun factor, however, is the flow with which the skier or snowboarder can move through the funslope. It is the length of the funslope that plays a major role here. You need much less snow for an ideal gradient than you do to build a snow

park or cross. That's because a funslope is designed to be fun for every visitor, which makes large snow elements superfluous.

The success of the funslope is clear in Serfaus-Fiss-Ladis, for example: "Kids find the funslope incredibly appealing. Young skiers and snowboarders can practise their abilities here in a fun environment, such as improved balance, coordination or edge control, and these are important for safe enjoyment of the slopes", explains ski instructor Daniel Newman from the local Berta ski school.

The question still remains of who is behind the concept?

The Austrian firm of Young Mountain Marketing (YMM) under the label QParks has already been active in the youth destination development market for 12 years. With around 30 snow parks, YMM is the largest operator of snow parks in Europe, with a reputation for both quality and innovation. With the funslope concept they have come up with a product that has complete mass appeal and is interesting to both larger and smaller resorts. The success speaks for itself, as just 3 years after the first funslope emerged

from the snow, there are already 28 facilities made by YMM scattered throughout the Alps. As a full-service supplier, Young Mountain Marketing takes care of selecting the site, design and construction, as well as daily maintenance of the funslope.

"We are continually working on ways to keep winter sport interesting for the next generation and to meet the demands of the 'fun' generation. We believe that we have done just that with our funslope." declares YMM CEO Jürgen Kipperer.

In autumn 2014, Kässbohrer Geländefahrzeug AG entered a long-term partnership with Young Mountain Marketing. Expectations are high to see what the two innovation and market leaders will come up with now they're working together!



Wegard Matsson (Slope Manager) is impressed by the endurance and reliability of the PistenBully 300 and looks forward to many more years with this PistenBully.

No end in sight

A PistenBully 300 in constant use

The Norwegian ski resort of Trysilfjellet lies around 200 km north-east of Oslo and each season welcomes guests from Norway, Sweden, Denmark, northern Germany and the Netherlands. A PistenBully 300 continues to prove itself most impressively in Trysilfjellet, which is why vehicles from Kässbohrer Geländefahrzeug AG pay off year after year: on average, snow groomers are sent into "retirement" after six seasons or around 11,000 operating hours and are replaced by a new vehicle. Not so a PistenBully.

The high quality of all components, engines designed for endurance and original spare parts ensure that PistenBully carry on working reliably long after normal groomers have given up. This PistenBully 300 owned by the Scandinavian Skistar Group is the best proof of that: it has been grooming slopes and tracks in Trysilfjellet since 2003 and already has 18,000 operating hours under its belt.

After it was bought, the vehicle was first used as a park groomer. Thanks to its flexibility, the firm was able to put it to work on cross-country tracks and as a general workhorse in 2010 without having to convert it in any way – tasks that it continues to fulfil at the highest standard to this day.

From the PistenBully Shop

Our latest fan shop merchandise



€ 12.00*

PistenBully Typenkompass – The PistenBully from Kässbohrer since 1969

A book about the history of PistenBully with detailed information and pictures of all models.

Size: 20.5 x 14 cm

Language: german

Publishing house: Motorbuch Verlag, 1. Edition 2015

Editorial office: Helmut Kanzler, Picture editing: Martin Uhlmann
144 pages – Printed in Germany

RC PistenBully Modell 400, remote-controlled model

The new radio remote-controlled PistenBully 400 is made of quality metal components, with separately mounted plastic parts and highly detailed tracks. The extensive lighting gives the model an extremely realistic appearance. Functions on firm surfaces with gradients of up to 30°. For indoor use only!

Scale: 1:32

Functions:

- orange flashing lights
- front headlights below
- blade lifting/lowering
- finisher lifting/lowering
- forward/reverse
- right/left
- turning in a static position



€ 149.90*



€ 44.90*

Beanie "special edition Daniel Bohnacker"

Knitted hat with signature Daniel Bohnacker, PistenBully logo, adidas logo and DSV logo. **Limited edition!**

Size: one size fits all

Colour: red with white embroidery

Material: 50 % virgin wool, 50 % acrylic

Made in Germany

*Price incl. 19% VAT excl. shipping costs

Decorative pillars



8-corner pillars: Diameter 33 cm, height 100 cm

4-corner pillars: Edge length 25 cm, height 100 cm

All pillars are available with or without lighting. CS-certified, IP 44 splash-proofed, KTL-coated, or powder-coated in all colours. Suitable for indoor and outdoor use. Wide selection of add-ons. Prices on request. These items can only be acquired directly from the manufacturer.

www.tiko-design.de

Dates

PistenBully 2015

April 2015

Apr. 15 to Apr. 17, 2015, **Interalpin 2015**
Innsbruck, Austria



Apr. 15 to Apr. 17, 2015, **Austrian Cable Car Conference**
Innsbruck, Austria

May 2015

May 03 to May 06, 2015, **NSAA Convention 2015**
San Francisco, USA



September 2015

Sept. 16 to Sept. 18, 2015, **BIG DEAL DAYS**
Laupheim, Germany



Customer training

Training dates spring 2015

Make your preparations for the coming season. Here at PistenBully we have made it our mission to support you to the best of our ability. The new training dates are already online. Take part in, e.g. our basic course:

Summer overhaul/basic course for all PistenBully types

Code 1.15

Target group: Workshop crew from PistenBully customer workshops

Requirement: Mechanic/driver with technical knowledge

1.5 days, € 210.00 training fee (plus VAT) per participant

CW 16: 14 – 15.04.2015 (Tue. – Wed.) /

CW 18: 28 – 29.04.2015 (Tue. – Wed.)

You can also register for courses easily online:

www.pistenbully.com/training

The BIG DEAL in April



~~€ 128.000~~
€ 79.000

Every month, a used PistenBully is offered at pistenbully.com at a spectacularly low price. In April, the Kässbohrer Geländefahrzeug AG offers a **PistenBully 300 PREMIUM**, Built 2004, Order number 700.82512192



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