

Success factor slope quality

In addition to the size of the ski resort, slope quality is the most important criterion for a customer selecting a ski destination. It is slope quality that makes skiing an experience – and a decision-making factor for guests to return or not.

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Foto: Fotolia @ Lukas Gojda

Fun in the snow for kids: Our commitment to the next generation

PistenBully wants to inspire kids to spend time outdoors. We have launched multiple campaigns to help the young generation discover the excitement of winter sports and leave entertainment electronics at home.



Page 08

Looking for creative minds: Funslope Innovation Days 2017

What might the future of fun slopes look like? Together with PistenBully, Young Mountain offers an open competition of ideas. The three winners can expect to be awarded checks for the amount of EUR 6,000.



Page 12

The supreme discipline: Snow grooming

Building race slopes is a science by itself. In training sessions at the PistenBully PRO ACADEMY, participants will learn what really matters in snow grooming.



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Jens Rottmair, CEO Kässbohrer Geländefahrzeug AG

Dynamic approach to the future

Dear readers,

Customer surveys sometimes yield highly informative answers. For example, one of these surveys, which included responses from 35,000 skiers (see page 4), confirms that after the size of the resort area, the second most important criterion lending to a ski destination decision made by a winter-sports enthusiast is the quality of the ski runs. In these times when winters are too warm and snowfall scarce, continuously good piste quality requires not only well-trained drivers and the right vehicles, but a great deal more besides.

We are all well aware of how important the issue of artificial snow-making has become. With SNOWsat we are perfectly in sync with the times. Because our ski-slope and fleet management system is the guarantee for perfect piste quality throughout the entire season – the savings on resources and therefore on costs are huge. We gave impressive proof of this just recently in the difficult winter of 2015/16. Read what customers have to say about this on pages 10 and 11.

PRO ACADEMY offers numerous courses for the qualified training of your employees, including courses specifically for efficient piste management. Go to page 16 and 17 to find out all about the latest module, including preparation of slopes for competition skiing. By the way, this is a good time to sign up for courses.

The ground-breaking 4-axis joystick establishes a whole new control generation. We have been paying attention. The outcome is a radically new control concept that includes everything associated with the driver's workplace. One aspect of this will be the disappearance of the variety of different joysticks in favor of a single, universal joystick. First off the mark will be the PistenBully 100 4F and over the next few years the concept will be appearing in our entire range of models. So any operator, once familiarized with the functions, will be able to step into any vehicle and operate it straightaway with the same ease. Go to page 06 and 07 to find out what makes the joystick so special.

Something that matters a great deal to all of us, but also to me personally, is young talent on the slopes – on the competitive level and equally in the touristic sense. Because the youngsters to whom we impart our enthusiasm for snow sports today are our customers of tomorrow. And it is a joy to see the delight the kids take in the various events and competitions. We have no intention of slacking here – and we are keen to support other projects as well. Please do not hesitate to send us your suggestions. The details are on page 12.

And things are about to get going again – the start of the season is just around the corner. So now I would like to wish us all a good start into a snowy winter and a successful season.

Best regards, Jens Rottmair
CEO Kässbohrer Geländefahrzeug AG



An award which makes us very happy

PistenBully wins the SIS Eco Award 2016

Our BLUE IQ corporate philosophy, the first PistenBully with a diesel-electric drive, and above all the SNOWsat snow and fleet management system, proved unbeatable for this year's SIS Eco Award 2016. The Foundation for Safety in Sport (SIS) uses the prize to honour eco-friendly developments in the winter sports industry that are intended to foster sustainability.

SNOWsat is the most important argument for the decision

The development of SNOWsat was crucial in the presentation of the SIS Eco Award 2016 by the Foundation for Safety in Skiing. With SNOWsat, the current snow depth can be determined with precision down to a few centimetres. Machine-made snow only is produced when required. This saves water, energy and fuel and also reduces the operating costs. Additionally, ground damage is avoided when snow is moved from side areas to the slopes. SNOWsat is the most eco-friendly solution there is to date for managing grooming and snow production in a ski resort.



»Our entire approach has essentially been shaped by environmental thinking for years though.«

Jens Rottmair CEO Kässbohrer
Geländefahrzeug AG

Clear target: eco-friendly and sustainable solutions

The focus of the PRO ACADEMY also lies on an economical, sustainable approach to snow as a resource. Ski resort employees are taken through various modules and trained in

resource-friendly, efficient snow management. "It is winter sport itself that reminds us of our duty", declares Jens Rottmair, CEO of Kässbohrer Geländefahrzeug AG. "Our entire approach has essentially been shaped by environmental thinking and sustainability for years as a result. We are thrilled to receive the SIS Eco Award 2016 in recognition of that!" The prize money of EUR 7,500 will inure according to our commitment to encourage the next generation to the benefit of the children

St. Moritz has a major goal

The most sustainable world championship in snow management

Sustainability has long been the name of the game in St. Moritz. Yet for the FIS Alpine Ski World Championships 2017, operator Engadin St. Moritz Mountains AG has set itself an even more ambitious goal: the major sporting event in February 2017 is to go down in the history books as the “most sustainable world championship in snow management”. There’s already been a lot going on in advance of the event. We at Kässbohrer are right in the thick of it too with a variety of products.

The most eco-friendly PistenBully fleet

As a Swiss “Energistadt” (energy city), St. Moritz is no stranger to setting standards – and all new projects nowadays are rigorously reviewed in terms of energy efficiency and sustainability. This obligation is also reflected in winter sports. It all started back in 2008 with the bid to host the Alpine Ski World Championships. Since they were successful, all decisions relating to the major event have been taken with a focus on sustainability and environmental protection. Engadin St. Moritz Mountains AG has raised the bar, by becoming the first ski resort to retrofit, or buy new, all its vehicles with diesel particle filters. Thus, the whole PistenBully fleet for the World Championships is equipped both with emission-reducing SCR technology and with particle filters. Three PistenBully 600 E+ will also be in use in time for the event. And finally, the whole fleet will be fitted with SNOWsat for the World Championships as well. In brief – the most eco-friendly fleet imaginable.



»PistenBully has been our partner for many years now. With the good experience we’ve had, it was obvious that we would master the 2017 World Championships together too, and get the best from our slopes.«

Adrian Jordan, Head of Technology COO at Engadin St. Moritz Mountains AG

Clear specifications are essential

The idea of the most sustainable World Championships is being driven by Adrian Jordan. It has also fallen to him, together with his management colleagues, to define the desired specifications. Whether, for example, the emphasis would be on rapid work to keep personnel costs down, or whether they wanted to focus on an eco-friendly working method. These are significant parameters for our experts: fast speed means high revs means high consumption – and vice versa. Indeed, as Florian Profanter explains, there is also considerable saving potential in optimising the drive strategy – i. e. less fuel consumption and lower emissions – and of course lower costs here as well as a result.

Sustainability as a philosophy

All the optimisation proposals were put on paper over this summer and presented to Engadin St. Moritz Mountains AG. Along with Adrian Jordan’s ideas, this resulted in a joint strategy that all participants could follow. Yet it’s more than a strategy – it’s becoming a philosophy, a management tool. Adrian Jordan knows that his goal can only be successfully implemented if all employees are fully convinced of his vision in line with the motto for the 2017 World Championships “Live the Future”. If the drivers can be sure that it’s not just about pure time, but rather about their driving style. They too must remember what it’s all about.

The figures speak for themselves

The target-actual comparison, which Adrian Mattli and Florian Profanter have now created and presented, is truly impressive. “The figures speak for themselves”, says Adrian Jordan. “And the PistenBully people have conclusively shown us that we will actually achieve the indicated savings in resources and money.”

Now it’s all about intensive training – on the PC just as much as on the slope – making sure all the drivers are not just trained in the techniques, but are also enthusiastic about the idea of the most sustainable World Championships. We are raring to go! The World Championships 2017 can begin.

SNOWsat and the PRO ACADEMY optimising snow management

An eco-friendly approach also has enormous potential: efficient snow grooming, environmentally friendly driving and effective snow management can save more money and resources than you might think. That’s where Adrian Mattli and Florian Profanter come in, respectively our Swiss expert in all SNOWsat matters, and our specialist for efficient and economical snow management from the PRO ACADEMY. Their job in St. Moritz: to provide active guidance and support, as requested by Adrian Jordan, Head of Technology COO at Engadin St. Moritz Mountains AG, as the resort pursues its goal of delivering the most sustainable World Championships in history. Florian Profanter from the PRO ACADEMY demonstrates how and under what conditions our PistenBully are most eco-friendly. And explains the difference this makes in comparison to the previous approach. In parallel to this, Adrian Mattli analyses the optimisation potential based on the data from last season. SNOWsat enables a resort to define precise snow volumes on sections of the slopes and then to target snow production where it’s needed. This means the natural snow is always taken into account. Based on the optimisation proposal, Reto Bieri (Head of Slopes and Snow Production) is convinced that 20 % of the water used to produce snow last season can be saved. And he says that with good reason, because the optimisation steps with SNOWsat are based on real data.



What do your customers say – the skiers?

Good slopes are everything

Another winter is over, meaning it's time to take stock of the past season. Difficult start to the season, little snow and a green Christmas. At least for us here in Central Europe. The key burning question of course is: How satisfied were our visitors? And are they going to come back next winter?

Success factor slope quality?

Our customer satisfaction monitor SAMON, which questions around 35,000 skiers each year, continues to reveal year after year that slope quality is the key factor when people are choosing a ski resort – the core offering of any ski resort. With around 45 % naming this as the reason for their decision, it comes before snow conditions and definitively shows that good slopes are a clear success factor. Only size has a bigger influence on buying behaviour. Based on another recent study we did on the reasons people change ski resort, we also know that dissatisfaction with the slopes is the most common reason people stop coming to a ski resort and switch to a different one. Poor slopes then apparently represent a major risk of losing customers. For every fifth abandonment of a ski resort, dissatisfaction with snow grooming plays an essential role; in 7 % of all changes, bad slope preparation alone is even enough reason to say goodbye to a ski resort forever! Thereby, the younger target group of up to 30 years is particularly sensitive.

What about slope grooming in bad snow conditions?

Quite rightly, snow grooming is very significant in the cable car industry, even and especially in snow-poor winters. That's why we are thrilled to have recorded a consistently high satisfaction level with snow grooming through SAMON over the last few years – in the face of widely differing satisfaction with snow conditions. Even last winter at Christmas, when snow conditions were poor and were evaluated accordingly, the slopes scored well. The outlay seems to be paying off. Modern technology, coupled with our staff's expertise when it comes to slopes, guarantees consistently high slope experience quality for the guests. And does so whatever the snow conditions, which also have much less of an influence on the overall experience than snow grooming. It is certainly good news for many that high slope quality is possible almost regardless of snow conditions. Well-groomed slopes play a crucial role in guests opting to stick with their chosen ski resort next season and in reporting positively about it later on.

How do you win over promoters?

These recommendations are immensely important for ski resorts and normally have a stronger effect than communication and advertising when it comes to winning over new guests – the NPS (Net Promoter Score) is therefore already considered by many to be a key figure or Key Performance Indicator (KPI). Thereby, the share of negative promoters (rather or actively dissuading others from the ski resort) is deducted from the positive promoters. Consequently, it is at least worth taking a closer look at the impact snow grooming has on referrals. So how is the experience of positive promoters different from the "enemies" of a ski resort? As expected, the ski resort ranks among the top, if size as well as orientation inside the resort (also very important!) as well and slope quality add up. A closer analytical look at the slope sub-aspects places great significance on grooming just behind length of the slopes (and thus again size) when it comes to making friends or foes. It is also fascinating to look even deeper into the segments, whereby a significant difference becomes apparent depending on skills in particular: Beginners perceive atmosphere and location as much more decisive, perceived grooming does not play a major role yet (and can hardly be evaluated). With advancing skier skills, snow grooming gains in significance as a separation feature between friend and foe. The group considering themselves to be really good skiers, rates grooming as a decisive "love or leave" criterion at the top of the list. If you consider that these "pros" are also opinion leaders, one thing is for sure: While there are many adjusting screws for the overall winter sports experience, slopes are one of the major points.

»DISSATISFACTION WITH SNOW GROOMING CAUSES EVERY THIRD SKI RESORT CHANGE FOR YOUNG PEOPLE!«

*SAMON customer satisfaction monitor 2016

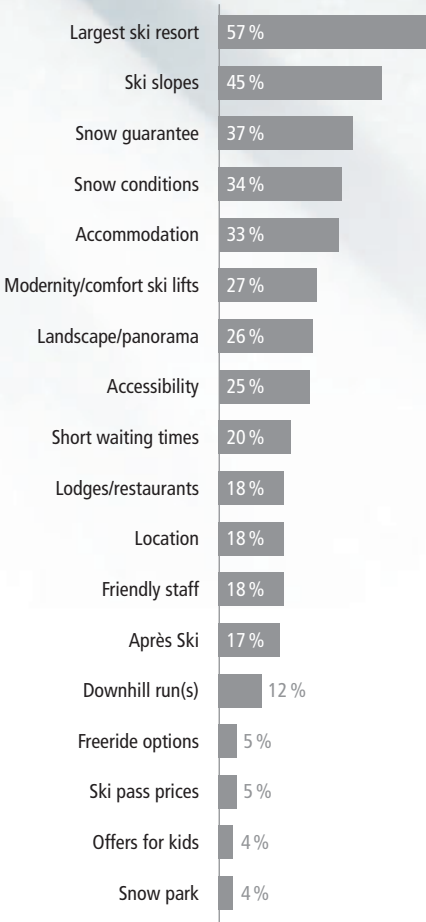
Perfect slopes make it desirable

Need any final validation? In the latest market research product Brand-MARK, devoted to branding, we investigate the question what makes ski resorts desirable from the perspective of (potential) customers. Lo and behold, there are again different hard facts and image components exerting a considerable influence on the desirability of ski resorts on one hand. On the other hand, without going into too many details here, this much can be revealed: the assignment of perfect slopes plays a very crucial role there too. Slope quality can very well be considered the transmitter of a ski resort.



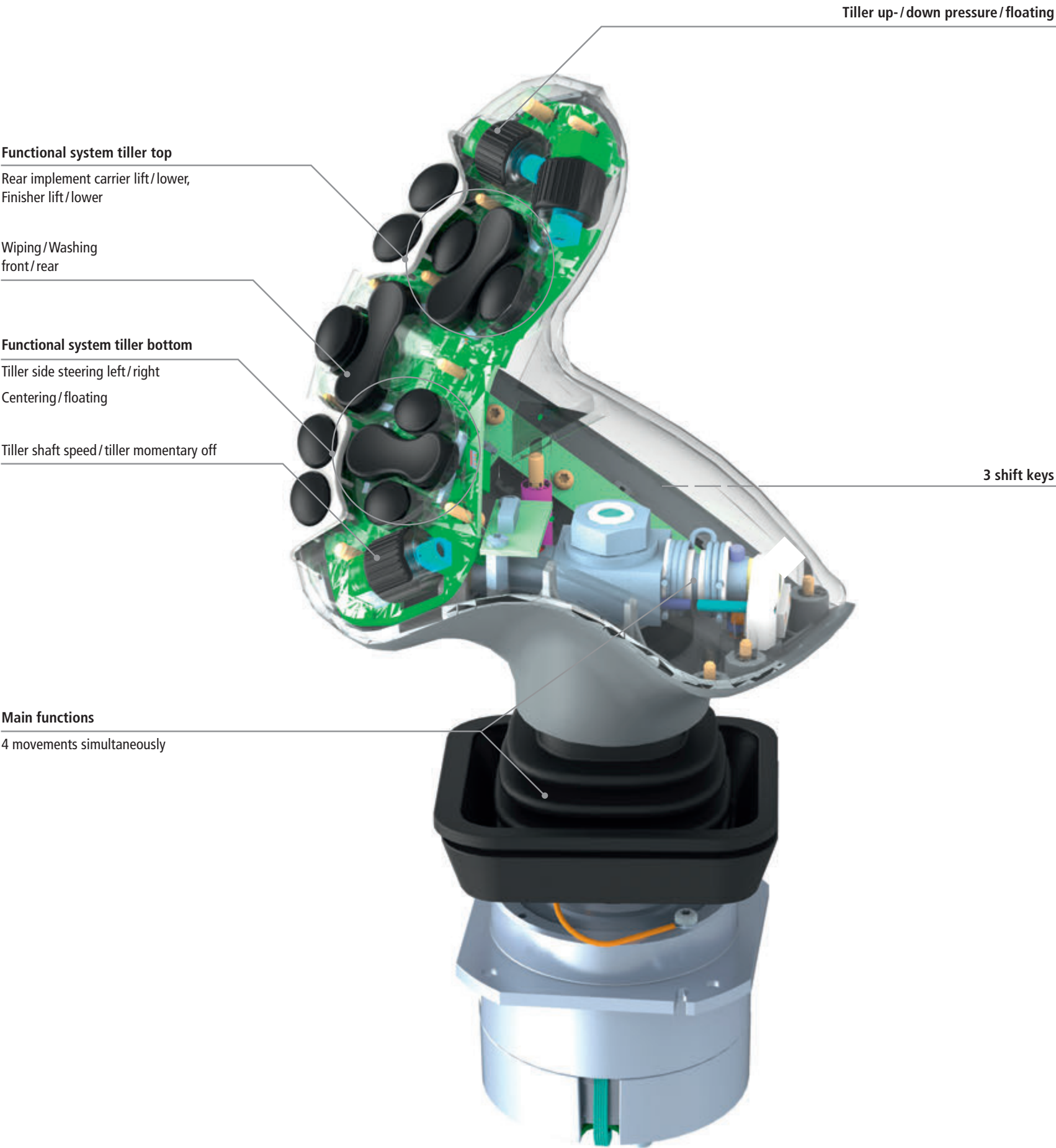
Iris Zehrer, Executive Board Market Research & Business Intelligence Manova GmbH, Vienna

Headline: Good slopes are the best reference*



Pioneering operating concept

Our new joystick times 4



»IT WAS OUR GOAL TO MAKE THE OPERATION AS INTUITIVE AS POSSIBLE. AS A NOVELTY, CUSTOMERS AND CROSS-FUNCTIONAL TEAM MEMBERS WERE HEAVILY INVOLVED AS SOON AS THE PROJECT WAS LAUNCHED AND IN THE DESIGN PHASE.«

Klaus Frankenhauser Kässbohrer Geländefahrzeug KG

Our latest vehicle, the multi-talented PistenBully 100 4F, has really found its feet this past season! It embodies the new PistenBully generation. And represents a completely new kind of operating concept, which includes the operator's entire workstation. The centrepiece of the new control panel, which is fully integrated in the armrest, is an innovatively designed 4-axis joystick, enabling the driver to control the blade intuitively with full freedom of movement with one hand.

Wanted: intuitively operated hydraulic controls

"For a long time, we have been investigating how we could make the complex control of the blade simpler with just one intuitively operated joystick", explains Klaus Frankenhauser, who is responsible for development of the driver's cab / moulded parts at Kässbohrer Geländefahrzeug AG. "This plays a very important role when it comes to exporting our vehicles. In the USA especially, operators often stay for a season and only get a brief induction. So the simplest possible control is helpful."

Admittedly – our requirements were high: the joystick had to be equipped with extra axes to ensure full reproduction of the blade's freedom of movement, and with control elements for acknowledging, adjusting and deploying other functions. Furthermore, we always have the highest standards at PistenBully in terms of robustness and reliability. And in addition to all that, we like a nice feel: ergonomic design of the handle piece, the adjustable position of the joystick – in brief: comfortable, fatigue-free work even during longer stints.

Found: electronics specialist for complex requirements

The search for the right partner was difficult – but ultimately very successful: RAFI from Ravensburg took over development of the innovative 4-axis joystick. There was a lot more behind this idea for us though: we will soon have a universal operating philosophy for all model series. The new joystick combines four axes for complete blade control and is based on different technologies: the joystick's xy setting enables the blade to move horizontally and vertically. In addition, the joystick grip can move in a similar way to a motorbike grip with an extra horizontal joint at the top, allowing the driver to adjust the tilt of the blade. The particular challenge lay in implementing an extra z-axis for control of the blade's transverse positioning. Strain gauges were integrated on the joystick's handle for this purpose, which tracklessly measure the deforming transverse forces. This ensures the operator always achieves the desired transverse position.

"The demands on our Development department were high", reports Ulrich Riegger, Project Manager at RAFI. "On the one hand, they had to realise accurate control without interfering with axis motion. To achieve this the joystick's play, which is normally around 7/10 mm, was reduced to 7/100 mm – a major challenge for the series production." And of course at PistenBully we always insist on 100-% functionality from -40° to +80°.

Supple in the hand, flexible to control

The joystick grip needed to sit comfortably in the operator's hand, while also delivering good control of the many integrated buttons, rockers and rotary potentiometers. This has been impressively achieved: the joystick grip offers 18 control elements in all for rapid function selection, adjustment and input acknowledgement: The thumb field is equipped with nine short-travel key switches, as well as three rocker buttons and

three rotary potentiometers, which deliver an extended range of functions thanks to their double-click action. There are another three buttons on the back of the joystick and a rotary potentiometer to control with the index, middle and ring finger. The company conducted operability tests with lots of operators to start with, in order to achieve this complex range of controls without compromising on the optimum ergonomics of the perfect design.



One for all: intuitive to operate: the comfortable and simple joystick

The first of its kind

The joystick on the PistenBully 100 4F has now been put to the acid test and has already impressed lots of drivers. The new control panel will supersede the existing operating philosophy in the future for all other model series, simplifying tool handling and contributing to a universal look & feel in vehicle cockpits, promises Klaus Frankenhauser: "We have been working for a long time on a pioneering, comfortable operating concept to be installed universally across all vehicles, and have invested a lot of time and money in doing that. With this unique joystick we have succeeded."

Cell phone and PC – more attractive than snow?

PistenBully projects inspires children for wintersports

Our customers of tomorrow are the kids we reach today, showing them how much fun it is to move around in nature, and in the snow. If we inspire the kids, then we inspire the parents as well. And that is precisely the goal of PistenBully's initiatives.

Did you know? Children at the age of 6 to 10 spend as much time sitting down as they do sleeping – namely 9 hours. They stand up 5 hours and move around one hour. However, they only exercise approximately 15 to 30 minutes*. When they get older, the situation is like this: 97 % of the 17-year-olds do not exercise at all or are active less than one hour per day**. Instead, they sit in front of the PC or cell phone. Everyone knows this, but only few do something about it. PistenBully does.

Ski Cross Kids Camp with Daniel Bohnacker
Under the instruction of Germany's best ski crosser Daniel Bohnacker as well as another experienced DSV (German Ski Association) coach, PistenBully organised this camp in cooperation with the Kranzberg Mittenwald Ski Paradise. An inspiring event for kids at the age of 10 to 14 – with warm-up exercises, training sessions, a race and above all many tips from the Olympic athlete. An event that made all the participant's hearts beat faster.

PistenBully Race with over 350 children
For years, PistenBully has been supporting the Oberallgäu Racing Team. This is about youth development in competitive sports – at the age of 12 to 14. In this context, the annual PistenBully Race is organised at Fellhorn. Any interested child can register – even without being a club member. Over 350 children from the entire Alpine region signed up. The event was a complete success for popular as well as competitive sports. Repeat strongly recommended.

Biathlon PistenBully Primary School Cup Finals
In July 2016, the finals of the PistenBully Primary School Cup took place in Ulm. 250 third- and fourth-graders had participated in the preliminaries. Requirements were coordination, concentration, perseverance and of course marksmanship, for PistenBully even provided the mobile laser shooting range. More than 70 children from four schools competed for the 1st PistenBully Cup. In all this, fun took centre stage, without forgetting about the medals as a reward backstage! And as you can see, everyone participated with great enthusiasm.



Contest!

Present an exciting youth-development project for winter sports to us!
There will be a raffle with a chance to win five exclusive PistenBully t-shirts!



Please submit project ideas before 31.10.2016 to: info@pistenbully.com
Keyword: Youth Development



* Activity diaries of 1000 children at the age of 6-10 Prof. Klaus Bös

** Prof. Klaus Bös, KIT Karlsruhe Institute for Technology
(recommended by WHO – World Health Organisation)



From left to right: Jay Rydd, Jeb Ellermeyer, both KATV; Landon Taylor, Mike Binnell, both SPT



The team of SPT at the X-Games



Perfect conditions for spectacular jumps



New on board: SPT

All the worldwide leading park creators count on PistenBully 

It's simple. Joint ventures and strategic alliances allow companies with complementary skills to benefit from one another's strengths. Our cooperations with the worldwide leading park creators as there are Schneestern, Young Mountains Marketing and Woodward, are confirming this again and again. We are excited to share with you the beginning of a new partnership with Snow Park Technologies (SPT), the world's leading consulting team for special projects on snow. SPT is a company that shares our passion and vision for the future of terrain parks and the snow business. Together, we will offer our combined experience in a way that offers unparalleled benefits to our customers.

SPT is located in Verdi, Nevada, just outside of Reno where the North American headquarters for Kässbohrer are situated. Founded by Chris "Gunny" Gunnarson in 1997, in the 20 years since SPT began, Gunny and his crew have designed and built more than 250 competition courses, including all of the X Games winter events in the United States and Europe, the Burton U.S. Open, and the Winter Dew Tour.

SPT's expertise in the action sports world transcends snow sports as the company's offerings have expanded over the years to include action sports event management and production, event development, sport organizing and marketing services. The company's comprehensive array

of services enable their action sports partners to offer some of the most progressive and innovative projects on and off snow.

An iconic, highly respected name in the action sports industry, the SPT team is a collection of the most experienced, talented event organizers and freestyle park and pipe innovators in the world, whose dedication and passion has redefined the winter action sports landscape and what is possible on and off snow.

Innovation and creativity have been key elements to the success of Snow Park Technologies. Through our new partnership, SPT's operators will have access to such PistenBully innovations as the ParkPro, SNOW-sat fleet management and snow depth measurement and winch cat technology. These state-of-the-art technical features will allow SPT's crew to take their creativity to new heights as they push the envelope of trends and developments in winter sports.

Together we are stronger. In mutual cooperation, PistenBully will tap the expertise, experience and knowledge of the SPT crew to further develop and enhance our product offerings. The end result will be to the benefit of our customers and the further advancement of the industry.

Welcome SPT! We can't wait for the partnership to begin.

SNOWsat increas

Snow guarantee, efficiency and all information rolled into one

The real potential in the field of slope and fleet management will prove its worth under difficult conditions. Little snow and last season's warm temperatures therefore inspired many ski resorts to invest in SNOWsat: The result is a rapid market development: 30 new customers, 170 newly installed fleet management and 85 snow depth measurement systems from last season. Meanwhile, 60 ski resorts and nearly 350 vehicles have been equipped with SNOWsat – in 11 countries all over the world. And a lot of positive feedback from the ski resorts speaks for itself.

User friendliness and a lot of useful features

For almost 50 years, we have been known as the reliable partner in the field of slope grooming and management. It therefore made sense for us to offer a convincing slope and fleet management system in addition to PistenBully. SNOWsat is technologically advanced, easy to operate and user-friendly. It goes without saying that we listen to users, always keeping an eye on the varied and special needs of the ski resorts, and develop the system further accordingly – for there is no standing still for us: Since last season, it is possible to exchange real-time data between the vehicles incl. snow depth data, winch rope, machine position, lane. For the fleet management system, a new hardware generation is now available, supporting all vehicles in the ski resort incl. snowmobiles etc. This naturally includes the option to record and evaluate the motor as well as selected CAN data of all snow groomers regardless of their manufacturer. Moreover,

new statistical functions are now possible. For instance, the user may generate, evaluate and export optimised inquiries customised to his needs. And it goes without saying that our designers constantly work on improving ease of use even more.



»SNOWsat involves the future. We want to offer to our customers a product which really provides to them the best slope preparation in an efficient way.«

Peter Senn SNOWsat Expert Team

Very close to the client

In addition to a high-quality product, you expect corresponding service and support from us, as usual with PistenBully. We are expanding these structures further as well. More than 20 of our people

are primarily concerned with SNOWsat. Currently, the numerous installations for the new season are in full swing, e.g. in Gstaad, St. Moritz, the ski resorts of Skistar AB and the latest addition being Soelden, where the entire fleet is now being equipped with SNOWsat. This is how people there are more relaxed awaiting the next winter too!



ingly in demand

There are ambitious plans afoot in Gstaad!

Something’s happening!

Things are in motion at Bergbahnen Destination Gstaad (BDG). A fresh breeze is blowing through the venerable ski resort in the Bernese Oberland with an extensive modernisation and restructuring project. Alongside two new ropeways, they’re also investing in optimum slope quality: with SNOWsat across the whole fleet. A conversation with Matthias In-Albon, the new CEO.

SNOWsat convinces

“Without SNOWsat we would never have managed to open the slopes on time last season and then keep them open either”, says Matthias In-Albon, who became CEO of BDG in autumn last year. “And that’s despite the poor weather conditions in December with only very little available snow. The temperatures wouldn’t allow anything else!”



The SNOWsat snow and fleet management system was installed in 6 PistenBully last winter. “I had already known about SNOWsat for a while. The system has really been upgraded over the last few years. I would say that SNOWsat has now caught up to the competition. And I was and am convinced that it is bringing us massive savings.”

Savings and easier work

That was wholly confirmed by the intensive test phase: “I’m assuming that we will save diesel in the realms of at least 10% in future. And the investment in the total of 16 SNOWsat systems will have paid for itself within just a few years.” In addition to the economic aspect, the new man in Gstaad was also convinced by other arguments: “The drivers are really impressed by the touchscreen controls. The whole system is now web-based, which makes the work enormously easier for all of us. From the start though, what has really impressed me has been the extremely reliable and prompt customer service. We got stuck into the project in mid-October 2015, and implementation was already complete by November, and that’s with a full 3D ski resort survey. The service people from Kässbohrer were always on site quickly and were very committed to solving all the unknowns that cropped up. Significantly: without special rates or unforeseen extra costs. Because really what’s the use of a cheaper product if the secondary costs mount up afterwards?”

One goal: perfect snow quality

In terms of the ski resort’s new outlook, Matthias In-Albon is focussing on two things initially: customer-friendly service and slope quality. The employees are crucial to both points. “Friendliness is a big issue for me. It costs nothing and does a lot. My people have now assimilated

that. Optimising snow quality is also heavily dependant on the staff. “That’s why we were started with coaching to familiarize our people

»I had already known about SNOWsat for a while. The system has really been upgraded over the last few years.«

Matthias In-Albon Bergbahnen Destination Gstaad (BDG)

to the idea of the new Gstaad winter sports experience.” Technical training on snow and fleet management is also planned, because you cannot get the best out of the system unless you’re well trained. “Some drivers already know what they’re in for with SNOWsat: “Some of them were sceptical at the start. I think some of them may also have been worried about too much monitoring. But that passed very quickly. They soon realised that they no longer have to drive just based on feel, but can deliver optimum grooming even in poor weather conditions thanks to the hard facts on the screen.”

Something’s happening in Gstaad – first the decks were cleared and now everything is being polished to a shine. With PistenBully and SNOWsat we are equipped to deliver brilliant slopes. The best of luck with the mammoth task – and many thanks for the insights, Mr In-Albon!

Skistar AB: Happy with SNOWsat

One of the major ski areas in europe relies on SNOWsat

They started with SNOWsat in Åre last year: all 10 of the ski resort’s snow groomers were equipped with SNOWsat – 2 of them with the snow depth measurement system, the remaining PistenBully with fleet management. Based on its good experiences in Åre, Swedish operator SkiStar AB has now decided to install SNOWsat in its other resorts.

An investment which is worth it

Three more vehicles in Åre are now being fitted with snow depth measurement. The resort quickly realised the magnitude of potential savings SNOWsat brings in a ski resort with more than 40 lift facilities and over 100 cross-country ski trails. The entire fleet is networked, facilitating a complete picture and comprehensive coordination of the resort and its snow resources.


SNOWsat on its way from Sweden to Norway

In addition to Åre, SkiStar AB operates 5 more ski resorts in Scandinavia (and one in Austria), making it one of Europe’s most important resort operators. A proven asset in Sweden’s biggest ski resort has to be good in Norway too: that’s why SNOWsat is now also being installed on a big scale in Trysil: for the coming season, all vehicles will be running SNOWsat fleet management in Norway’s biggest ski resort, and 3 of them will also be fitted with snow depth measurement. With 75 kilometres of slopes, it’s an investment that will pay off.

QUICK FACTS

www.skistar.com

Trysil ski resort in Norway is part of the Swedish Skistar AB, which also owns the Swedish resorts of Åre, Vemdalen, Sälen, Hammarbybacken and Hemsdal in Norway.



Trysil lies just 2.5 hours north-east of Oslo and is Norway’s largest ski resort with the 1,132-m-high Trysilfjellet, offering a diverse range of attractions on the slopes and activities for big and small visitors alike.

Lift facilities:	31	Altitude difference:	685 metres
Slopes:	67	Total length of slopes:	75 km
Snow Parks:	Yes		



Creative
Minds
Wanted

Idea Competition

Funslope Innovation Days 2017



Innovation, creativity and a whole lot of fun – these are the key ingredients which make a Funslope a unique experience for skiers and snowboarders of all ages. As the market leader for innovative products in the mountains, one of the major goals of the company Young Mountain has always been the promotion of the development of innovative and creative concepts. Therefore, everybody is invited to participate in the open idea competition on the occasion of the Innovation Days 2017.

It's All about Creativity

What will the Funslope elements of the future look like? This question is to be answered at the Funslope Innovation Days in Sölden on April 29th and 30th 2017. In order to guarantee a fresh breeze for the Funslopes, an idea competition will be held in advance and everybody is invited to submit their vision of the future Funslope elements. Your creativity knows no bounds – no matter if it's snow or non-snow elements, further developments of already existing features or completely new concepts, all the ideas will be collected until January 31st 2017 and eventually analyzed by an expert jury in terms of realizability and fun factor. Prototypes of the best concepts will be realized and can be tested and rated by all the interested visitors on a "showcase Funslope" at the Funslope Innovation Days in Sölden. For the production of the future Funslope highlights we rely on the cooperation with the company Schneestern that has already helped constructing most of the Funslopes with its equipment. At the finals, the originators of the three most popular ideas for new Funslope elements are looking forward to winning checks worth a total of EUR 6,000.

Funslope-Pro PistenBully 400 ParkPro

A PistenBully 400 ParkPro will build all of the new elements because that is exactly what it was designed for. Thanks to its maneuverability and its high action radius it is perfect for the construction and the daily maintenance of Funslopes. Particularly the stick control is helpful with narrow curves, since it enables a very precise and sensitive working process. Funslopes are definitely meeting the pulse of the times; they certainly fulfill exactly what their name promises. Namely, providing tons of fun in the mountains in a specifically designed area beyond the common slope skiing – an exciting experience for young and old, professional winter sports enthusiasts and beginners. "Fun for everyone" – that's the Funslopes' motto and also what is demanded of the new elements that are to be developed during the creativity contest.

Participation Pays Off!

Together, PistenBully and Young Mountain are organizing these future-oriented Funslope Innovation Days in Sölden – a unique event that offers a glance into an exciting future. You feel like getting involved in developing the future of the Funslopes and you already have an idea for a new Funslope element? Then it's your turn to take part in the Funslope Innovation Days creativity competition!





Schneestern builds obstacles for beginners and pros

Visiting the world's market leader

The search for action, fun and entertainment in our society doesn't stop when it comes to winter sports. Many winter sports fans, regardless of age and ability, are always on the lookout for new experiences in the snow. While "freestylers" may have made up most of this target group in the past, a lot of "normal" winter sports fans are now also looking for something more than the usual slopes. Alongside snow parks, offerings like Kidsland and Funslope with beginner-friendly and entertaining obstacles like the "Speed Boost", are responsible for a real freestyle boom among the wider public. Reason enough to take another look behind the scenes at Schneestern, the world market leader in the production of snow park obstacles.



Schneestern builds obstacles in series – TÜV-certified

or from a customer. The triggers for those ideas vary widely. The idea for the new snow park obstacles with a postbox profile, for example, came from the Slopestyle World Cup in Korea: a major sporting event as the starting point for a new series product. In contrast, winter sports fans can submit their own "wild" ideas for new elements at the

Qarks Funslope Innovation Days. These are tested and turned into reality by Schneestern, before being introduced for the first time and rewarded at a showcase Funslope. One product that was conceived like that and is now finding its way to ever more ski resorts is the Rainbow Bridge.

Long before that though, the firm creates a wealth of product drawings that have to be tested for feasibility. Once questions about techniques and materials have been answered, CAD drawings are used as a template for production, in order to create the first prototypes for the critical and often tricky

test phase. The first prototype is rarely perfect – faults have to be detected and resolved, and improvements for them have to be found. A process that can take a really long time. Only then do obstacles go to series production and are finally installed for customers after they have successfully passed the TÜV quality and safety testing. It doesn't matter whether obstacles are intended for beginners or pros – they all go through exactly the same production process. And what counts in the end is that products are created that thrill all winter sports fans, from freestylers to weekend skiers.

The Allgäu firm has been working in winter sports and leisure facilities for more than 15 years now. In winter this means a full-service for snow parks – planning, construction and marketing of snow parks and the related obstacles. Obstacles that are developed by Schneestern, made in their own production hall and ultimately installed all over the world.

From the idea to the product: the journey of a snow park obstacle

But how does the product development of such diverse and innovative products actually work to keep meeting the demands of winter sport fans? It all starts with an idea, either in-house at Schneestern,

FACT BOX

Entry deadline for good ideas: 31st January 2017

What? Snow and non-snow elements, further development of already existing features or completely new concepts

1 st Place:	EUR 3,000
2 nd Place:	EUR 2,000
3 rd Place:	EUR 1,000

For further information visit www.pistenbully.com/innovationdays or www.funslopes.com.

Superpark 20 in the Books

Venue of talented park builders and -shaper in the US

Park elite is building for the snowboard elite

For an impressive twenty years, Snowboarder Magazine's Superpark event has capped off the winter season in an invite only gathering of roughly 500 professional snowboarders from all over the world. This spring, Superpark 20 made its way back to Mammoth Mountain, California. Four build teams were assembled and granted ten days to each produce a portion of the Superpark. The teams, including Mammoth Mountain, Seven Springs Resort, Woodward Tahoe/Boreal, and Bear Mountain, were asked to be creative and build to their strengths, and that is exactly what they did. Once completed, Mammoth Mountain opened two lifts to the private event for 5 days of riding and media coverage. With the help of PistenBully, Snowboarder Magazine pulled off yet another successful event, pushing park building and riding to yet another level.



Professional shapers are developing the Superpark, professional Snowboarders are testing it.

24/7 – park design made by PistenBully

Unique to most events of its kind, Superpark places a great deal of emphasis on the build portion of the event. Build teams are hand selected and invited by Snowboarder Magazine's creative director, Pat Bridges. PistenBully provided 4 ParkPros, a 400 Winch, and a 600 E+ as the official equipment supplier for the Superpark build. The machines ran seamlessly around the clock for the first 10 days, and then were used for finishing touches and branding during the ride portion of the event. The 600 E+, the world's only diesel electric snowcat, proved to be very popular for the early, snow harvesting part of the build due to its instant torque and incredible pushing capability. The ParkPro once again excelled at both snow pushing and detail work of the features.

Jump Sessions and peak performances

Pro Snowboarder, and Superpark 20 participant, Tim Humphreys explained that Superpark 20 was in fact "SUPER!" He elaborated "Every single feature built was to the max in terms of raw size and potential on a snowboard. It was really impressive how all of the PistenBully cats

were running around the clock for 2 weeks leading up to the event, pushing the most massive piles of snow that anyone has seen!" Humphrey's favorite feature was the 110 ft. jump built by the Mammoth Mountain build team. He explained that "It was by far the biggest jump I've ever hit on my snowboard, and it was built so well." He continued, "The landing was steep and had barely any impact for me and the rest of the riders which led to one of the craziest jump sessions to ever go down."

Despite being a long, labor intensive event, the hard work and creativity put in by each build team does not go unnoticed. PistenBully

takes great pride in participating and playing a large role in this one-of-a-kind gathering of talented park builders and riders. It was a privilege to work with the Snowboarder Magazine staff, Mammoth Mountain Resort, and the impressive individual park builders representing Mammoth Mountain, Seven Springs Resort, Woodward Tahoe/Boreal, and Bear Mountain. Another year, and another Superpark in the books!

World Record for the Highest Air

King of the Skies



At the Winter Olympics in Sochi 2014, Russia, the US-American freestyle skier David Wise won the Gold medal in the halfpipe event, which was held for the first time. At the Nine Knights in Watles, he managed to set a new world record for the "Highest Air", the highest jump with 14.20 metres this year. The old record was at 11.27 metres.

PistenBully News: The center take-off looks really intimidating – even from a photo. And add to it the 10 meter tall battle axe. Did that present any concerns to you on the approach?

David Wise: Building features like the Nine Knights castle is truly an art, and one of the finer sides of that art is making the feature look scary, impressive and intimidating while still making it rideable and relatively safe. With the perfect hip feature, the Schneestern guys did just that. The center takeoff was one of the best things about the feature actually because the takeoff actually stuck out a little bit wider than the sweet spot for the landing. That meant that the riders could hit the feature perfectly straight at any speed and still land in a good place on the landing. With a normal hip takeoff the rider is responsible for taking off at the proper angle to land at the top of the transition, which can be really challenging at high speeds. I have gotten a lot of questions about that axe. Some people have even told me that I'm crazy and irresponsible for hitting a feature with a giant axe to jump over. The reality is that the axe was a non-issue for us. In the pictures and video it looks very close, but the axe was actually quite far to the side of our trajectory. Trust me, if a rider was flying anywhere



David Wise, freestyle skier from the USA

close to actually hitting the axe he would have been in for an extreme impact on the deck anyway.

PistenBully News: Did you make any mental adjustments compared to a normal hip jump?

David Wise: It definitely was intimidating at first, mostly because of the sheer magnitude of the feature. The more experience I got with the feature, the more comfortable I felt. I would say that the height that I attained was a definite mental adjustment. I truly never thought I would go that high in my lifetime, but sometimes things line up perfectly, you are feeling good and confident and fate takes over.

PistenBully News: Forty six and a half feet in the air is really high. How far do you estimate you flew before landing?

David Wise: I think the landing zone was about 90 feet long, and I used every last inch of it on that record.

PistenBully News: Any comments about the construction of the jump?

David Wise: The perfect hip castle was truly a work of genius. Not only was it the most visually appealing hip ever built, it was also the smoothest and most fun to ride.

PistenBully News: How was it to be at Nine Knights in the company of a small, elite, by invitation-only group of skiers and snowboarders each with an uncanny ability for flying through the air?

David Wise: It is always an honor being invited to Nine Knights, but this year the invite list was especially small. It's funny because when you are out there, you are just skiing around with your friends, but sometimes you take a moment and realize that these guys are all the best in the world. It's definitely humbling being among such talented company. It's not just the riders that are the best in the world either, the shapers, photographers, event organizers and videographers are right up there too.

PistenBully News: Will you be competing in the 2018 games in Pyeongchang Korea?

David Wise: I can't guarantee it, but you bet I will be doing my absolute best to be there representing again in 2018!

www Have a look at the video:
tinyurl.com/DavidWiseNK16Record

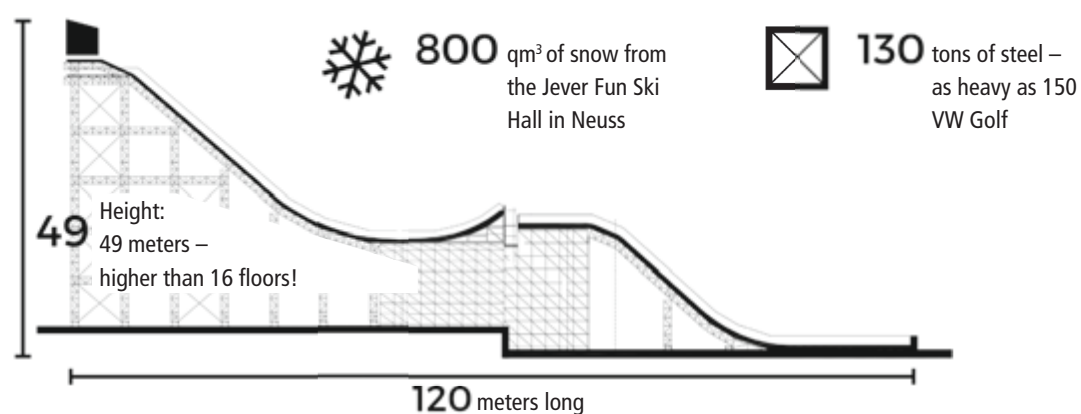
Foto: Nico Zarek (NEAC)



ARAG Big Air Freestyle Festival 2016

PistenBully offers support as premium sponsor

In December, we are going to Mönchengladbach. For this is where the A-list of freestylers will meet up for the Big Air Contest to show what they can deliver in terms of jumps and tricks. We are happy to support Europe's first double Big Air World Cup as a premium sponsor.





Customers learn all news about their vehicle live on the PistenBully

On tour with the service man

We just had to know

They are an established part in the travel plans of our service people: the end-of-season customer visits.

Information is everything!

It already smells like coffee when Alexander Dehm arrives at the workshop manager's office in Mammoth Mountain, California. For they have been expecting him. There is lots to talk about with 45 PistenBully vehicles. And Alexander is happy to listen. The Head of Technical Service from Laupheim plans to spend the whole day with this major customer on his 2-week tour through the US. And it is nice to chat over a cup of coffee. This is when he finds out what is going on at the ski resort, what the general mood is like – and shares news from the corporate head office in turn. Naturally, he brought along Rod Elwell, National Service Manager from Reno. He spends more time at the ski resort, of course, and can elaborate a little bit. The first-hand exchange is very interesting to him as well. This goes for general issues as well as technical details. The two complement each other perfectly! Oftentimes, such opportunities are taken to have

training sessions on site within the scope of vehicle handovers, for instance, in order to demonstrate theory and practice. In short – to exchange ideas about anything related to effective and resource-friendly slope management.



Personal dialogue is very important to him: Alex Dehm, Head of Technical

Emergency assistance on site

These workshop talks quickly come to focus on essential issues. In some instances, the windshield wiper assembly seems to come loose. Alex looks into the matter, in this case directly on the vehicle, and discusses the options such as tightening the

assembly. He records the complaint and then finds out from his colleague in Laupheim that another customer simply uses an M8 screw instead of the M6. In the meantime, this simple solution has proven its worth several times and the series has been changed accordingly. It is often just these small details that help the customer, for instance an optimised tuning in every detail, which can already be implemented on site. Then the customer is happy, and Rod and his service colleagues in North America will have this solution available for other customers as well, of course – perfect!

The customer's wish is our command!

"What is really interesting to us on these tours are the "little ailments", you won't otherwise hear about", says Alexander Dehm. "One relatively small PistenBully driver once approached me, for example, and explained to me that she cannot adjust the armrest far enough for her to really drive ergonomically. Upon clarifying costs and efforts, the re-engineered armrest with a wider adjustment range has now been in production since last year.

Informative road trip

For the next day, visits to three smaller ski resorts are planned. He will explain and learn some things there as well. What was the season like? How is snow production going? What are the issues on the vehicle? What can we fix on the spot? In two weeks, he easily averages 20 visits at best. And many insightful discussions. That is the primary objective of this tour: "We would like to bring as much customer feedback as possible back to the company. After all, we do not engineer the machines for us but for our customers who work with them every day. Then they should comply with their wishes and needs!" So at the end of this visit as well, Alexander Dehm has a pack of information but also assignments and ideas for future vehicle generations which he will forward and process accordingly upon his return.

Training courses 2016

We would like to offer you a program of trainings which is exactly harmonized to your demands. That's why we have asked our clients, have listened to them, and the program improved again. The training dates are planned in a way that you can take part at several different workshops in one week and with only one trip to us. Please be aware that the number of participants is limited. So sign up early!

www Here you can sign up online:
www.pistenbully.com/training

Type of training	Key number	Vehicle type	Time
Basic training Staff at PB customer workshops	2.16	all types	CW 45 (07.–09.11.2016), CW 47 (21.–23.11.2016)
Technology information Drivers, Workshop crew	T.16	all types	CW 48 (28.11.16), CW 48 (29.11.16), CW 50 (12.12.16), CW 50 (13.12.16)
Winding theory/Additional training Workshop crew	W.16	4/4,5t winch	CW 41 (11.–12.10.2016), CW 42 (18.–19.10.2016)
Basic and additional training Drivers, Workshop crew	P.16	Paana	CW 48 (01.–02.12.2016)
Additional training Workshop crew	100.16	100	CW 47 (24.–25.11.2016), CW 49 (06.–07.12.2016), CW 50 (15.–16.12.2016)
	400.16	400	CW 47 (23.–24.11.2016), CW 49 (05.–06.12.2016), CW 50 (14.–15.12.2016)
	600.16	600	CW 41 (10.–11.10.2016), CW 42 (17.–18.10.2016), CW 45 (09.–10.11.2016)
CAN-technology/Basic training Workshop crew	600CAN.16	600	CW 48 (30.11.2016)

Special training
for special work

Competit snow gro

Not all ski slopes are the same. This is especially true of slopes that are used for World Cup races. The higher the level of the athletes, the higher the forces impacting the slopes – and the more challenging are their demands for quality too. The PistenBully PRO ACADEMY is now offering courses on this special topic.

Difference commercial ski slopes – competition slopes

Grooming a competition slope is highly challenging for organisers. During a competition, the slope has to be extremely solid ensure a fair race for all competitors. Then the same slope needs to be available to leisure skiers the day after the competition. A dilemma: you generally need a lot of water to achieve high snow density and harden the snow. This often results in a really icy snow surface. And these icy slopes then have to be laboriously groomed for commercial skiing the next morning.

Basic structure of competition slopes

A proper and even basic structure can minimise the use of water for snow hardening. Less water means fewer icy patches. Thus, the competition slope can be returned to commercial skiing use with less effort after the competition. Positive side-effect: less water costs less money and maintains the natural consistency of the snow!

Various factors affect such an even basic structure for the competition slope:

- ⊕ Type of snow being groomed
- ⊕ Time and weather conditions when the snow is groomed
- ⊕ Quality of the machine-made snow
- ⊕ Procedure for distributing the machine-made snow

Many weeks often pass between creation of the basic structure at the start of the season and the competition event. Accordingly, the slope structure has to be checked for consistency again shortly before the competition event. Only then is the slope profile formed, and obstacles like jumps, mounds, counter slopes, etc. are added, and the top surface is finally groomed and compacted. There are various working methods here too depending on the existing snow subsurface: from opening the slope with the blade to compacting the snow with the front-end tiller and the rotary tiller.

ion oming



Grooming the competition slope shortly before the event

Last-minute snowfall before the races often upsets the organisers' plans. A small amount of fresh snow can be removed from a competition-ready slope relatively easily by the slip crew. It becomes more problematic if the freshly fallen snow is deeper than 10 cm. Snow of that volume can only be handled by groomers: the drivers remove the fresh snow from the hardened racing surface extremely carefully, exposing the competition-ready finish underneath without damaging it. If this fresh snow is not removed, potholes or breaks in the slope can occur very easily during the competition.

The snow groomer driver has to consider a great many factors for this task as well, e.g.:

- ✚ Consistency and volume of fallen snow
- ✚ Type, gradient and profile of the slope section to be groomed
- ✚ Course of the racing line
- ✚ Crossing the racing line with the snow groomer
- ✚ Placement of the winch cable
- ✚ etc.

Professional training in the PRO ACADEMY

Expert creation of the competition slope is everything to a successful competition event. The snow groomer operators play a crucial role in this. Optimum preparation is guaranteed by training at the PistenBully PRO ACADEMY. In theory and practice participants learn everything there is to know about professional, high-quality and energy-saving construction of competition slopes.

By professionals for professionals!



Information and individual advice

Florian Profanter
Head of PRO ACADEMY
Mobile phone +39 331 49 267 78
proacademy@pistenbully.com



For more information about the complete training schedule go to
www.pistenbully.com/proacademy

PistenBully® Fan-Shop



POWERBANK EUR 14.90*

For charging smartphones and tablets · 3.000-mAh capacity · Charge time is approx. 3–5 hours · incl. USB charging cable · Size 92 x 22 x 22 mm



HOODED JACKET EUR 59.90*

Melange look, with brushed finish on the inside feels nice against the skin · Zip fastening and stitching in contrast colour · PistenBully lettering on the chest · PistenBully 600 W motif on the back · Size: S–XXL · Colour: asphalt · Material: 100 % polyester / 240g/m²



WALL CLOCK EUR 39.90*

Material: acrylic · including battery
Dimensions: 300 x 300 mm

*Price incl. 19 % VAT excl. shipping costs

You find these and other beautiful PistenBully products in our Webshop.

www.shop.pistenbully.com

PowerBully 12RT: Heavyweight entirely light on the way

The multi-talent PowerBully in Orlando, Florida 

Kässbohrer would like to welcome the newest addition to the PowerBully family – Orange County Government, Florida – Solid Waste Division. The Solid Waste Division is responsible for the landfill that takes care of all of Orlando, Florida, so you can imagine this is a busy place. With over 5000 acres (2025 hectares) under his supervision, Mr. Doug McPherson, the Utility Section Manager for the County, is constantly looking for new and innovative equipment to help maintain the landfill, while ensuring that all employees are working in a safe environment with high quality equipment. Orange County recently took delivery of a PowerBully 12RT tracked dumper.

One of the areas Mr. McPherson is focusing on are “cells” which are portions of the landfill that are complete and covered for composting. Once these areas are full they become known as a “finished area” and his team then begins the process to cover the cell and seed it for grass.

In the past, the County used rubber tire machines which would leave ruts in the new sod. Consequently, Orange County would have to spend a lot of time and money repairing the damaged terrain. Mr. McPherson was certain there was a more efficient and economical way to handle this work and through the due diligence of machine demonstrations, the County realized that a track vehicle would be the solution. With the low ground pressure, these machines would neither disturb the area nor leave ruts. Ground repair costs would be minimized. When asked what were the



»There are so many applications we have not even thought of yet. The PowerBully 12RT is a huge asset for our Solid Waste Division.«

Doug McPherson, Utility Section Manager
Orange County

features of the PowerBully 12RT that really impressed him and his team, he stated, “Without a doubt, the spacious cabin and steering wheel were major factors in the decision”.

According to Mr. McPherson, “I feel the rubber track dump trucks are a new concept to our operations and valuable to us on building berms for our dirt pits, maintaining roads for our fire lines throughout our landfill.

There are a lot of possibilities that we haven’t even touched yet. The PowerBully 12RT has been a great purchase for our Solid Waste Division.”

Welcome to the PowerBully family!



Top image: Powerful but gentle in the renaturation of waste disposal sites: the PowerBully 12RT
Bottom image: Doug McPherson and his team of the “Solid Waste Division”



Extraordinary conditions on the dam:
extreme inclines and moist subsoil

Preventive measures for better flood control

12 PistenBully 100 All Season mowing the dams in Hungary

Hungary is famous for the Puszta plains and their wild horses, and for its numerous therapeutic baths. Yet Hungary is also the European country that is most frequently afflicted by flooding. The situation along its rivers has worsened in recent years due to forest clearing. In light of this alarming development, damage prevention in the form of flood defences is of national significance in Hungary.

Not just snow imposes extreme demands

Kässbohrer Geländefahrzeug AG delivered twelve PistenBully 100 All Season to Hungary as part of a tender process last season. The new vehicles are working all over Hungary on flood defences, or more precisely on land protection: they are mowing and mulching grass, undergrowth and wood up to 6 cm thick on flood dams and around retention basins.

The special feature of this task is working on extreme slopes on damp ground. The excellent seal on the PistenBully is especially important, as a lot of the mowed vegetation swirls about in the air and comes to rest on the vehicle. The drivers are particularly impressed by the cooler reverse cycle, which allows the system to clean itself. The large windscreen, air conditioning and ease of use of the PistenBully 100 All Season have also been very well received. The specially designed brush guards immediately catch the eye. Important protection for the windscreen in undergrowth as tall as a man. Other additions are currently being considered, such as rear hydraulics to equip the machines for transport tasks too.

A reliable partner on site

In addition to the special technical requirements, completion of the job in a very tight timeframe was also a challenge for all involved. That this was achieved so brilliantly is down to the excellent collaboration between Unikomtech Gép. – the Hungarian agency of Kässbohrer Geländefahrzeug AG since 2015 – and the head office in Laupheim. Having direct representation in Hungary also facilitates faster service for the PistenBully being used in the region for winter work.

Flooding will hopefully now be much less common along Hungary’s rivers in the future thanks to the twelve PistenBully from Laupheim.

Short-News



Always with a smile on her face:
Viola Weyler

Bye-bye Viola

For more than 20 years, she was the poster child of Kässbohrer Geländefahrzeug AG

Now she has actually reached retirement age. We miss her sight behind the reception desk: For more than 20 years, Viola Weyler was the first point of contact for all types of visitors when they entered the company premises. Always a smile on her face and a sunny, positive attitude – those have always been her “trademarks”. For first impressions count!

New Head of Technical Service

After 33 years with Kässbohrer Geländefahrzeug AG, Gerhard Strähle is retiring.

He started out in design, but soon moved on to the customer service department, which he headed since 1995. He always found a technical solution with remarkable persistence, while remaining calm at all times and always available. We thank Mr. Strähle for his extra-ordinary commitment and wish him all the best for the future!

The handover to Alexander Dehm as the Head of Technical Service already took place as per 1st October 2015 in order to ensure a continuous transfer of knowledge. Alexander Dehm has been part of the PistenBully team since 2004. Over the last few years, the trained car mechanic and vehicle engineering graduate was responsible for the technical service in Scandinavia and the US.



Gerhard Strähle hands the management of the Technical Service department over to Alexander Dehm



The PistenBully Newsletter

The latest news to keep you going

Many of you commented in the PistenBully News reader survey that you would like to receive more information. In the last issue of PistenBully News we told you how you can get the latest info on pistenbully.com and via our social media channels. Now there's another way: from May 2016, we'll be sending out a Newsletter at regular intervals. This means we can let you know about brand-new trends and developments, date and event info, reports about PistenBully and more.

Subscribe to the new Newsletter now!



You can register for the Newsletter using this link:
www.pistenbully.com/deu/en/pistenbully-welt/news-presse/newsletter

Dates 2016 / 2017



21 September 2016
BigDealDay
Laupheim
Germany



12 – 14 October 2016
D-A-CH Cable Car Conference
Innsbruck
Austria



14 – 16 October 2016
“Ski Build Expo”
Moscow
Russia



02 – 03 December 2016
ARAG Big Air Freestyle Festival 2016
Mönchengladbach
Germany



06 – 19 February 2017
FIS Alpine World Ski Championships
St. Moritz
Switzerland



15 – 18 February 2017
Alpitem Beijing
Beijing
China



26 – 28 April 2017
Interlpin 2017
Innsbruck
Austria



You find current dates also on our website:
www.pistenbully.com/dates

The BIG DEAL in September



Every month, a used PistenBully is offered at pistenbully.com at a spectacularly low price. In September the Kässbohrer Geländefahrzeug AG offers a **PistenBully 300 Polar**, built 2005, approx. 7.500 operating hours, STANDARD version. **Order number 700.82512649**

Alexander Hörger
Head of Used and Utility vehicles
Phone +49 (0)7392 900-424
alexander.hoerger@pistenbully.com



Christelle can barely wait for winter to start. Then she can finally get back on her PistonBully.

Interview with Christelle Contoz 

Who says that grooming ski slopes is just a job for the men?

The number of women sitting at the controls of a snow groomer can – not just in France – be counted on one hand. Christelle Contoz is one of them. She grooms the slopes of the Les Arcs ski resort by night with her PistonBully 600 – with great passion for this profession, which she has been working at enthusiastically for 4 years.

PistonBully News: There are only a few women sitting behind the controls of a snow groomer. How did you come to be one of them?

Christelle Contoz: I knew a snow groomer driver who suggested to me one night that I have a go with the vehicle. I had a good instinct for it straightaway. And when he saw that I got on quite well, he encouraged me to keep going. So I just began to go regularly of an evening to the drivers to learn about grooming the slopes. One thing led to another and ultimately I got a job. I've been doing this work for 4 years and I love it.

PistonBully News: This was not your first big vehicle, right?

Christelle Contoz: True! I had always been a little familiar with these men's domains. My father is a timber contractor. So I knew my way around excavators and telescopic handlers especially really well.

PistonBully News: Would you say that your driving style and working methods are different to those of your male colleagues?

Christelle Contoz: I try to do everything to make sure there are no differences. As far as the driving, the test routine and even the mechanics are concerned, I do my share of the work and accept the corresponding responsibility. That also includes the technical stuff... if the machine needs lubricating, a grouser needs replacing or such like, then I don't hesitate to do that stuff myself. Quite the opposite: I also really like that aspect of the work!

PistonBully News: Is it important that there are no differences?

Christelle Contoz: Of course. If you apply for a job then you expect the fact that you are a man or a woman to play no part in the decision. But then that means you can't make excuses, just because you're a woman, when things get tough sometimes. If I break down in the snow groomer, then I get my hands dirty with grease too. You have to do those things, otherwise you wouldn't be accepted and the men would only accept us grudgingly on their teams. And if, for example, a slope needs to be reopened after an avalanche, or if dozing work is required, then you do that... just like everyone else!

PistonBully News: How are your work schedules decided?

Christelle Contoz: It is a bit different in the Les Arcs ski resort in that regard: the snow grooming plans are based on the weather report. The decision is made at 1pm on the basis of the weather forecast, and we

are then told about the working hours for the next session. If it's nice, the evening shift runs from 5.30pm to 2am, if bad, it's early shift from 3am to 10.30am or even to midday.

PistonBully News: How do you find working alone?

Christelle Contoz: The solitude is certainly a peculiarity of the work. And people find it harder to imagine a woman in that situation. But it's not actually a bad thing, because you're very focussed on your task, you have a clearly defined goal, working with the snow, driving the machine... you're well occupied. And then of course you've got the radio and very frequent radio contact with the other drivers.

PistonBully News: What would you like to say to women about your work?

Christelle Contoz: There are no male or female professions. If a woman wants to drive a snow groomer, then the doors are completely open to her. She just needs to be motivated and passionate and really get stuck in. I'm a good example of that: I'm facing my 5th season and I can hardly wait for winter to come, so that I can climb back into my snow groomer and carry on working at this fantastic job!

Imprint

Publisher: Kässbohrer Geländefahrzeug AG, Kässbohrerstraße 11, 88471 Laupheim, Germany

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Photos: Kässbohrer Archiv/Martin Uhlmann, p. 3: Engadin St. Moritz Mountains/Aestivation, p. 9: SPT, p. 14: Nico Zacek/Klaus Polzer (Destillery)

Run: 13,500

