

PistenBully® NEWS

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

ISSUE
N°4
WINTER 2014/2015

45 years of a cult



The road to world market leader: Jens Rottmair and Erwin Wieland take a look back and talk about fighting spirit and customer proximity, sustainable business and snow management.

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Help from above! Fit for the future with SNOWsat

It saves working hours, water and energy: SNOWsat is an innovative system, which delivers precise data on snow depth via satellite and facilitates targeted grooming of the slopes. Read on to learn about its functionality and the individual modules on offer.



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The future on the kicker

What does the future hold for winter sports? A couch interview in Livigno at an altitude of 2,700 meters with Kässbohrer CEO Jens Rottmair and Schneestern CEO Dirk Scheumann.



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Addition to the family: the PowerBully® is here!

High payloads and difficult terrain: that's where the PowerBully® feels right at home. It's the new muscleman in the Kässbohrer Geländefahrzeug family.



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Sponsoring

PistenBully is expanding its partnership with the German National Ski Team and has signed contracts with new talents.

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Superpark

The best snow boarders in the world met in Oregon in April with one aim in mind: to build the best fun park with the most creative features.

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Jens Rottmair, chief executive officer Kässbohrer Geländefahrzeug AG

Building on old strengths for the future

There have been many opportunities for reflection over the last few weeks. Our 20,000th PistenBully was produced, making us think about the beginnings and the road we've travelled to reach this impressive figure. The product has changed dramatically over the last 45 years – with pioneering innovations we have set milestones again and again, which remain relevant to this day. We have essentially stayed true to our original idea, however – and have always insisted on consistency and reliability whatever the trappings. This is borne out by the facts: we are delighted to have loyal customers who have been relying on PistenBully for decades. The same goes for collaboration with our suppliers, some of whom have been partners since the birth of the PistenBully. The extremely low fluctuation of employees in our firm is a validation of our approach to management.

Yet we always look to the future alongside the past. That applies to our latest product SNOWsat just as much as to the kickers and halfpipes built all over the world using our PistenBully 400 ParkPro vehicles, enabling snowboarders and free skiers to soar to dizzy heights. That's exactly the mindset we started 2015 with too – always reaching for the top!

I wish you all the best and every success for the New Year and a great winter season! Enjoy reading!

Your Jens Rottmair
Chief Executive Officer Kässbohrer Geländefahrzeug AG

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You choose. We repair

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Fun when the work is done

Boisterous winners at the 5th PistenBully After-Work Party

The 5th edition of the now legendary After-Work Party at Kässbohrer once again drew customers from all over the world to the firm's headquarters in Laupheim at the end of the season.

More than 1,300 PistenBully customers travelled from 24 countries, some of them covering great distances: guests from the USA, from Iceland and from Scotland had travelled the furthest.

Naturally, they were not going to pass up the opportunity to take part in the now famous biathlon competition. Once again, the prize up for grabs was a PistenBully free of charge for four weeks. The biggest rush and indeed a new record too came on the 2nd day: 73 teams started on the Wednesday alone as the sporting highlight of the event. On this occasion, overall victory across the three days went to Saastal Bergbahnen AG from Switzerland and to Bauhof Hindelang from the Allgäu.

Alongside sport and fun, the guests also had a chance to find out about the latest PistenBully models and all the other products on offer from Kässbohrer. There was also a presentation of the SNOWsat satellite navigation system. Videos made by the firm's partner Schneestern, one of the biggest players in the snow park scene, were extremely well received too: from conception to construction and after-care, Europe's biggest snow park equipment manufacturer is the expert in this thrilling field.

A large selection of used PistenBully were also available to buy with different levels of reconditioning: BASIC, ECONOMY, STANDARD and PREMIUM. Many of these second-hand vehicles found new owners during the After-Work Party.

The Spare Parts team were also on hand to offer some expert tips: webshop handling, the summer promotion for current wear and summer review parts and especially the helpful advice from the Service team were very popular as usual.



Overall winner across three days: Bauhof Hindelang, Allgäu (left), and Saastal Bergbahnen, Switzerland (right).

Overall positions May 13 to May 15, 2014

Alpine ski resorts

Rank	Ski resort	Country	Runner 1	Runner 2
1	Saastal Bergbahnen AG	Switzerland	Florian Dillier	Benjamin Fritz
2	Skilifte Ruhstein	Germany	Jens Gaiser	Thomas Krause
3	Sluzby Vitkovice s.r.o.	Czech Republic	Lukas Hanc	Lenka Johnova

Nordic ski resorts

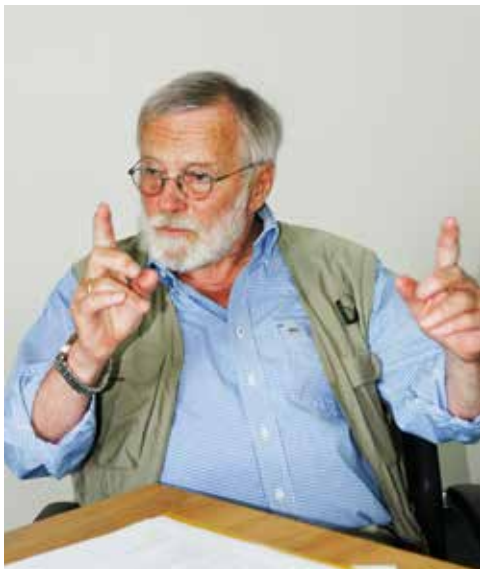
Rank	Ski resort	Country	Runner 1	Runner 2
1	Bauhof Hindelang	Germany	Manfred Führer	Siegfried Hetzel
2	Gemeinde Ruhpolding	Germany	Franz Schneider	Sebastian Wimmer
3	Skiclub Hülben	Germany	Andre Kuder	Oliver Eisenlohr



The twenty-thousandth PistenBully comes off the production line

45 years of a cult: PistenBully!

The PistenBully success story now covers 45 years. The 20,000th PistenBully recently left the production line for Crystal Mountain in the USA – and the prognosis for the future is promising. A chat with Jens Rottmair, CEO of Kässbohrer Geländefahrzeug AG and Erwin Wieland, former CEO and co-founder of this success story.



Erwin Wieland, 74, married, 2 daughters and 4 grandchildren. He came from bus sales at Karl Kässbohrer Fahrzeugwerke and became the PistenBully pioneer. From 1971 to 1994, he ran things there as Director of the all-terrain vehicles division, from 1994 to 2000 as CEO of the now independent Kässbohrer Geländefahrzeug AG. He remains a welcome guest and source of advice in his retirement.

PistenBully News: Mr Wieland, you are one of the men of the first hour – and to many you are “Mister PistenBully”. For 30 years you stood at the helm of the all-terrain vehicle business, first for Karl Kässbohrer Fahrzeugwerke and later as chief executive officer of Kässbohrer Geländefahrzeug AG. When you look back at the beginnings, what were the decisive factors that set PistenBully off on this successful path?

Erwin Wieland: Very off-the-cuff: Our fighting spirit! Our curiosity! The team! And the intensive and often friendly contact with customers and suppliers! The success of PistenBully is naturally down to many things. It was simply the right time back then to get into this market sector. The vision of Karl Kässbohrer Snr undoubtedly played a part too – because he let us “young ones” loose and trusted us. My valued friend and comrade-in-arms Walter Haug – the “father of the PistenBully” – quickly developed the first prototypes. As a skier I was naturally enthusiastic about the idea of mechanical snow grooming. We were a very passionate team – he the designer, who trained me so-to-speak in the technology – and I, the salesman who presented the new technology to customers very convincingly. So we each profited from the other and this resulted in pioneering innovations that remain relevant to this day.

PistenBully News: PistenBully are now used in over 70 countries around the world. How was the international break-through initiated?

Erwin Wieland: Before our first foreign trip to Japan we had also learnt a couple of polite phrases in Japanese – pronounced more or less correctly. After several days, we finally succeeded in having a meeting with the President of the Japanese Olympic Committee. The atmosphere was very formal. He was very sceptical and was really worried that we would “demolish” the laboriously compacted slope during a presentation

of our vehicle. At the end I politely said farewell to him with the words: “Sayonara nakkanaidene”. The President started, considered for a moment and then began to laugh heartily... with that we were finally given the approval to groom the slopes and delivered four vehicles to Sapporo in 1972. He later explained what my Japanese farewell meant: “You must not cry if I leave”!

PistenBully News: Did things continue in this way after this impressive market launch?

Erwin Wieland: The success of the first time really overwhelmed us. Our advantage in international marketing was that we could access the sales network for the buses. The subsidiaries of Kässbohrer Fahrzeugwerke in Austria, Switzerland, France and Italy were significant building blocks in our success – and remain so to this day!

PistenBully News: Were there agents overseas at that time?

Erwin Wieland: To start with not. But we soon found our first contact in North America: Don Waterman, an agricultural machine dealer in Maine on the East Coast, who was already involved in mechanical snow grooming. He coined the term “snowfarming”. Don with his “Oliver Stores” became one of our first and long-term representatives in North America. Other stories are being published in this issue of PistenBully News – otherwise I would be mentioning courageous pioneers, informative meetings and resulting friendships from so many countries.

PistenBully News: You mentioned the team in particular at the start. Why is that so special in your opinion?

Erwin Wieland: Because every member has always given above the norm. Obviously the sales team cannot leave for the day at 5pm. But even when a customer has called on Christmas Eve our engineers have rushed straight out. From the start we had big events, like the legendary summer presentations in the 1980s, which we put on completely independently. This always meant an extraordinary, hugely time-consuming amount of work for the staff. But it has also made us from the start what we remain to this day: an unbeatable team. And I know that our customers are aware of that and still value that very highly.

PistenBully News: Mr Rottmair, does that correspond to the impression you had when you joined the firm 8 years ago?

Jens Rottmair: The business has unquestionably changed a lot over the last 45 years. Ski resorts are managed like large companies and are far more concerned these days with maximum profitability. A sustainable approach to business is noticeably more of a concern. But this personal, relationship of trust with customers and also suppliers remains as important as ever. Our staff play a crucial role in that. These close contacts are the motivation for our work. At the same time, however, they are an invaluable asset, when you think about the input that we get from our customers and suppliers. And that have brought us to where we stand today with the 20,000th vehicle.

PistenBully News: Is there a highlight when you look back at your time here?

Jens Rottmair: When I groomed a slope myself for the first time at night. Driving a PistenBully is a fantastic experience! I personally also found the handover of the first PistenBully 600 E+ to be a very special moment – the beginning of a new, environmentally oriented era. Because that is the path we have to



Jens Rottmair, 47, married, 2 sons,
CEO of Kässbohrer Geländefahrzeug
AG since 2006.

follow – and have already been doing so successfully with developments like the diesel-electric drive, the SCR engine technology, with the SELECT vehicle overhaul scheme, or with SNOWsat under the umbrella of “BLUE IQ”.

PistenBully News: In 1994 Kässbohrer Fahrzeugwerke was split up, which resulted in independence for the all-terrain vehicles. You especially, Mr Wieland, had to make some very difficult decisions as Managing Director. How did you find these turbulent times?

Erwin Wieland: That really was a difficult time, which depleted our strength and our nerves at the management level. That is also when my beard finally went completely grey! I really do not want to think about the countless presentations and statistics that we had to come up with. But we fought against a few bids and finally achieved our independence with the support of the Schroeders Group. That was the best thing that could have happened to us. For me a sale to the competition would have been a betrayal of my team. Unthinkable!

PistenBully News: Kässbohrer Geländefahrzeug AG has been headquartered in Laupheim since 2002. Everyone is very proud of the modern factory. Yet after 12 years, conditions have once again changed enormously – are there changes ahead for the factory?

Jens Rottmair: The factory was designed to produce 500 vehicles a year. But we now produce up to 700 units here. That’s why the building was expanded in 2008 by 4,000 sqm. And we now have the latest in track production. Our gigantic spare parts warehouse guarantees optimum availability of parts. In terms of logistics we are planning to increase automation in the near future. Many of our vehicles, as well as spare parts, are stored at a nearby shipping firm before they are delivered. And we have the option of additional land opposite the site, which we can use if necessary.

PistenBully News: You have been at the helm since 2006 and have witnessed around 5,000 vehicles and continually increasing revenue. To what do you attribute this impressive success?

Jens Rottmair: The challenge was no small one, because making sure a very successful firm continues on this level is a major undertaking! We are still profiting today from what the team then had achieved up to that point – you only get to be world market leader when you have a great product of course, but the whole package has to be right too. Mr Wieland had advised me right from the start to go to the customers and listen to their concerns. Without question: customer proximity is everything to us. Communication methods have completely changed over the last few decades. The telephone might no longer ring as often, but I could be quickly sending a customer a photo via WhatsApp. But what remains: we are local, we listen, we take the time to talk and we do our utmost to implement what customers want. What connects us is actually not a typical customer-supplier relationship –



it is more of a partnership, a mutual obligation, a give and take! We deal honestly with our customers and try to be as reliable as possible – and people value that.

PistenBully News: The successes of the last few years are a real challenge for the future – how is Kässbohrer equipped to meet the difficult conditions of the market in the future?

Jens Rottmair: We have to adjust to the changing climatic conditions. And we have to do so in a dwindling market, as no new ski resorts are being opened. This naturally leads to our efforts to create impressive innovations: in sustainable vehicle technologies, for example, like the diesel-electric drive on the PistenBully

600 E+, and the implementation of the new exhaust emission standards. We are convinced that the topic of snow management will become ever more important in the future and we want to support the ski resorts in this with SNOWsat. Entry into the utility sector is a totally new step. In summer, we bought a firm in the USA that sells commercial vehicles with extremely high payloads, and we now want to enter this market sector in a major way under the name PowerBully. I am convinced that we are very well equipped to handle the market for the next few years.



A proud team and the 20,000th PistenBully

Reason to celebrate

Facts and figures

2014 is a year of celebration for Kässbohrer Geländefahrzeug AG. Not because it marks a notable birthday. But because the 20,000th PistenBully was built in September. It was 1968 when the idea began and 1969 when it was realised... Who would have thought back then? Time for a look back at a few figures.

The first 105 PistenBully...

... were made, as was usual then, with petrol engines. The switch was soon made to diesel engines, however, which quickly became the global standard. The first attachments were also developed, e.g. to create cross-country tracks. Over 4,000 PistenBully cross-country vehicles have since been sold.

The world's first winch vehicle for slope grooming...

... was built by Kässbohrer in 1985. Over 3,000 have followed.

The world marvelled when the first PistenBully was delivered to the Antarctic...

... as a research vehicle at the start of the 1980s. To this day, every nation conducting research there has done so with PistenBully.

The most successful model on the planet...

... also comes from Kässbohrer Geländefahrzeug AG – over 3,000 vehicles from the PistenBully 300 series have been sold worldwide.

In around 70 countries all over the world,...

... anywhere in fact where snow falls and people go skiing, you will find the red powerhouse hard at work.

Back to the 20,000th PistenBully...

This was built at the start of September. The 20,000th is a PistenBully 600 E+ with diesel-electric drive. The "green" PistenBully 600 E+ left the factory as soon as it was finished and headed off by ship to Crystal Mountain, Washington, in the USA.

If that's not grounds for a celebration! On Friday 26th September, Kässbohrer celebrated its 20,000th PistenBully with a delightful BBQ party.



And the success story continues

The 2,000th PistenBully 600 is being delivered to Japan.

A PistenBully 600 is currently on its way to Japan – 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 overall.

Japan is a very special market for Kässbohrer Geländefahrzeug AG – the success story ultimately began there. The delivery of 4 vehicles to the Winter Olympics in Sapporo in 1972 was the start of something, which Kässbohrer is celebrating this year with the production of the 20,000th vehicle. All the more fitting then that we were celebrating this extraordinary double celebration at the end of November in the Okuibuki ski resort near Osaka!

The PistenBully 600 is the second most successful model Kässbohrer 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 concept impressed from the start. 2,000 vehicles sold speaks for itself – and the strong demand shows no signs of abating!



PistenBully Turns Alaskan Glacier into World Class Ski Training Surface

For competitive skiers it is important to practice, maintain and improve upon technical skills, even in the warm summer months. This, for the Alaska Pacific University Nordic Ski Team (APU) and head coach Erik Flora, means finding snow to ski on. Eagle Glacier, nestled 6,000 feet straight up from Girdwood, Alaska has become that source of snow. To create the necessary world class surface for these athletes to train on, a PistenBully 100 is flown piece-by-piece to the glacier, reassembled and put to work for seven training camps during the Alaskan summer.

Erik Flora, 2013 recipient of the United States Olympic Committee's Coach of the Year Award has his work cut out for him when he is on Eagle Glacier. Not only is Flora coaching full time, but he also performs most of

the grooming and groomer maintenance. A former A/P Aircraft mechanic, Mr. Flora has learned how to work on a PistenBully, which he dubs „amazing machines.“ Flora and two other APU staff members prepare 10 kilometers of Olympic level track every day. APU athlete, Eric Packer described his coach taking the PistenBully 100 out twice a day to make sure that athletes had freshly groomed trails for each ski. He recalls that „Even with three feet of fresh snow over the course of a week (in June), the track was consistently firm and made for great training.“

Many of Flora's athletes have either competed on an Olympic Team or are in strong contention to do so. His most recognizable athlete is undoubtedly Kikkan Randall, winner of the overall World Cup Sprint title

and recipient of the Crystal Globe Award three years in a row. It is important for these athletes to practice on surfaces similar to those that they will be competing on at the World Cup and Olympic level.

The Kässbohrer Geländefahrzeug AG is proud to have passionate operators such as Erik Flora driving its machines and wishes the best of luck to the APU and US National Nordic Ski Team this coming season!

A "thank-you" in reverse Italian customers honour PistenBully staff

A highlight of the After-Work Party 2014 was the performance of customers from Funivia al Bernina S.r.l. from Italy, who appeared on stage in traditional costume. They didn't miss the opportunity to honour three deserving staff members of Kässbohrer Geländefahrzeug AG, for the extraordinary dedication shown to them as long-term customers. Their thanks went to Franco Poletti (a Sales Agent for the Italian branch for over 30 years), Valter Tura (Manager of the Italian branch) and Harald Häge (Area Sales Manager for Italy for 25 years). There was high praise: "With unfailing and personal dedication they always do everything possible to ensure our PistenBully do a superb job, that the slopes can be perfectly groomed and, above all, that our staff receive optimum support."

Funivia al Bernina S.r.l. can look back on an unbelievably long partnership with Kässbohrer Geländefahrzeug AG. The first PistenBully 240 started work there 25 years ago. The relationship over the years has gone beyond a commercial connection – it is true that friendships have been formed.



In full costume on stage: staff from Funivia al Bernina S.r.l.

Specially produced watches made from the typical stone of the region from Operations Manager Livio Lenatti for Valter Tura



Slope and fleet



- 1 2 Touchscreen in the vehicle**
- Clear display of anchor points, snow guns, slope barriers and other infrastructure in the ski resort
 - Display of already groomed slopes
 - Snow depth display for current position and the area that has already been groomed



- 3 SNOWsat CAN**
- Enables display and evaluation of the collated vehicle data (e.g. engine values vs. speed)
 - Configurable views of the various types of vehicle data (e.g. fuel consumption relating to vehicle use)
 - Favorites can be selected individually

How it works!

SNOWsat is a professional slope and fleet management system with snow depth measurement, which is based on satellite-guided positioning.

Snow depth measurement

The current position of the snow groomer is continually plotted to an accuracy of a few centimeters. The value that results after deducting the vehicle height is then compared with the depth value of a digital terrain model (reference depth) stored in the system. The snow depth at the current vehicle position is the difference between these two heights.

Infrastructure

Precise positioning is essential for high-accuracy snow depth measurement. This requires correction signals, which eliminate system-related inaccuracies, increasing positioning accuracy still further. The SNOWsat base station calculates these figures using GPS, GLONASS and GALILEO satellite signals. The correction signals are sent to the snow groomers directly or with the help of repeaters. These may be required to guarantee optimum reception in ski resorts with complex topography.

In the snow groomer the GNSS receiver and the on-board computer continually calculate position, snow depth and other vehicle data, record it and present it on the touchscreen in the driver's cab. When the vehicle is within range of a SNOWsat WiFi access point the data is automatically transmitted to the SNOWsat server and stored there.

Slope and fleet management

The analysis software being used with SNOWsat enables the slope and fleet managers to access diverse information and perform additional analysis processes. This results in diverse effects: optimized workflows and vehicle routes, for example, increase efficiency and also reduce fuel consumption. Vehicle data and snow depths are displayed easily and clearly on a map of the ski resort.

The production of man-made snow is one of the biggest cost factors in a ski resort. SNOWsat delivers detailed information on which snow guns need to be activated and when. This enables the resort to optimize use of the snow groomers and produce snow only as needed. There is also an optional data interface to the control software of these snow-making facilities, e.g. ATASSplus® from Technoalpin. An enormous financial advantage, which covers the investment costs in a surprisingly short time.

Orientation and safety

SNOWsat also provides the driver with an overview of all important information. It actively supports orientation around the site – regardless of the weather or visibility conditions. In addition to displaying snow depths, slope edges, snow-making facilities, roads and paths, the system also warns drivers of danger zones and alerts them to the presence of other snow groomers and their winch ropes, if these vehicles are equipped with SNOWsat systems.

Vehicle system

Your PistenBully or even a third-party vehicle are equipped with the chosen SNOWsat vehicle system. This can be done either ex works or locally in the ski resort. There are various systems to choose from, individually tailored for slope management and/or complete fleet management.



SNOWsat enables the operations manager to implement a continuous improvement process in the ski resort. This makes SNOWsat an investment in the future. SNOWsat adapts to changing conditions and, thus, also enables continual evaluation and optimization in the future, which are the key factors for a profitable operation. As a technology leader Kässbohrer Geländefahrzeug AG is always refining SNOWsat as part of its commitment to continuous improvement.

More Info on:
www.pistenbully.com



management



4 5 SNOWsat Fleet

- Graphic display of groomed areas
- Facilitates more efficient deployment of vehicle fleet
- Graphs and statistical tables showing detailed vehicle data for optimization of vehicle use
- Data export for additional data processing is possible
- Available in several languages
- Driver identification
- Cost center management

6 7 SNOWsat Z

- Graphic display of current snow depth with an accuracy to within ± 3 cm
- Display of snow guns and anchor points
- Facilitates optimized snow production
- Interface for exchanging snow depth data with the snow-making facilities

Installation



A digital site model (DGM) can be created using heli-mapping.



GNSS and UHF antennas for the base station



Set-up of the base station



SNOWsat server



Analysis with SNOWsat software



GNSS antenna on the vehicle



Vehicle system (GNSS receiver and on-board computer)



Touchscreen in the vehicle

Please ask us
for our **SNOWsat**
brochure!



References



Satisfied faces: Anton Ostler, Karl Dirnhofer and Christian Wurmer (from left to right).



Well equipped: bring on the snow!



Eagerly awaiting SNOWsat: Martin Hurm from the Zugspitze (left) with Wolfgang Lutz from Kässbohrer.

Second SNOWsat system for Bayerische Zugspitzbahn Bergbahn AG SNOWsat goes “Top of Germany”

Bayerische Zugspitzbahn AG (BZB) has already been working successfully with SNOWsat in the Garmisch-Classic ski resort for two years. The firm has now acquired an additional snow management system for more effective snow grooming on the Zugspitzplatt. We found out all the details in a chat with the decision makers from Garmisch-Partenkirchen.

It is actually unbelievable that downhill runs were still possible in the Garmisch-Classic ski resort in Garmisch-Partenkirchen until late March, given that snow was rather scarce in the northern Alps last winter. This is not actually that serious a problem nowadays – the resort has numerous snow guns and a sophisticated snow production concept. As long as temperatures play along. And they were decidedly too high. Looking back on the 2013/14 season, the talk in Garmisch-Partenkirchen is of “snow hours”, rather than “snow days”.

After the base snow was laid in November and December, snow production was actually over – too warm to start up the guns. “In the past, that would have been the end of the season”, states Anton Ostler, Head of Snow Production in the Garmisch-Classic ski resort. “Our experienced drivers would certainly have found some snow deposits and re-distributed them accordingly. There was often more snow in the depressions than we believed, however. This only became apparent in the spring when the slopes melted unevenly.” That has totally changed: “Now that we can plan and deliver the snow so precisely, the melting period is much shorter. That’s because the snow deposits are now used much more efficiently during the season and deposited exactly where the snow is needed” – Karl Dirnhofer, Operations Manager at Garmisch-Classic, Slope Manager Christian Wurmer and Anton Ostler, all agree. “This is not only kind on the ski resort’s budget but also on the environment.”

The ski resort of Garmisch-Classic now has two seasons with 6 SNOWsat-equipped PistenBully behind it – and is more impressed with the system than ever. Anton Ostler: “SNOWsat definitely saved us last season. We were hardly able to produce any snow, but had ‘managed’ the November snow so well that it was still on the slopes at the end of March – exactly where it belonged and was urgently needed. Every evening, we took the snow deposited by the skiers and put it back on the slopes. The snow depth display meant we were able to groom a snow covering of 5 – 10 cm with precision, distribute the snow from the deposits where it was

needed and keep the peaks permanently covered.” Christian Wurmer adds: “Up on the Joch, for example, there is a trench that we emptied completely. I am convinced that we would not have been able to keep this downhill run open otherwise.”

“This is about a lot of money”, adds Karl Dirnhofer. “We all know what it means financially to be able to keep the downhill runs open for three weeks longer. SNOWsat also facilitates detailed costing and allocation, however. It is conceivable, for example, to work out precise expenditure for an event like the World Cup as a separate amount from the cost of daily grooming for tourists. For the World Cup we need a lot more snow – ultimately there are very precise regulations for the runs.” With SNOWsat these can be planned and prepared perfectly in advance. Toni Ostler adds: “I produce the snow promptly and can then use it specifically where needed.”

Karl Dirnhofer hesitates somewhat over the level of saving: “The last few seasons have been unusual. We don’t have any relevant figures for comparison. I would accept a cost reduction of 20 % as realistic though. Ask me again in one or two years! The data will become ever clearer as the years pass and, thus, better for comparison.”

In the past, you had to rely on instinct and experience, but in SNOWsat drivers today have a fantastic tool at their disposal, says Karl Dirnhofer: “Out of fear of picking up not only the last snow, but also stones and dirt, you often stopped snow removal too soon. Now drivers can work with far greater precision. That gives them certainty. It is now the case that our drivers – especially when the conditions are difficult – only want to drive the vehicles equipped with SNOWsat.”

Based on all these positive experiences, BZB has now decided to use SNOWsat in the Zugspitze ski resort. Two PistenBully 600 from the vehicle fleet will now take up work in Germany’s highest ski resort. “I am very excited about the new system”, says Martin Hurm, Operations Manager on the Platt. “As we have no snow-making facilities up here, we have to manage the existing snow more carefully. We normally get a total snow depth of around 4 – 5 metres through the winter – last year this figure was only 2.5 metres. So it’s becoming scarce for us up top too. It’s crucial, therefore, to make optimum use of the natural snow deposits that mother nature often leaves us in late autumn.” This is especially true for the start

of the season as well. Because we usually have snow then, while people in lower resorts are still dreaming of it. “We have a total advantage during these weeks and can already offer ski operations to visitors with perfect slope conditions.”

What’s most important to Martin Hurm, however, is safety: “We often have extreme visibility conditions on the Zugspitze – fog or massive snow fall. Then the Platt becomes a white snow desert and orientation in the terrain is a real challenge. Even for our experienced drivers – snow grooming with almost no visibility. That’s why I now count on SNOWsat completely. The touchscreen in the cockpit show exactly where the vehicles are. I am convinced that this additional tool will be very well received by our drivers.

But there is still one thing we want despite SNOWsat and PistenBully – and that’s snow. We’re hoping that mother nature will be a bit kinder in that regard that she was last season!”

We at PistenBully naturally wish for that too and will continue to support the ski resorts of Garmisch-Classic and Zugspitze in any way we can.

Bayerische Zugspitzbahn Bergbahn AG (BZB):

Winter sport from tradition and passion – that’s what the Olympic town of Garmisch-Partenkirchen stands for. A mighty Alpine panorama before you, Germany’s most snow-safe ski resorts at your feet. Even when winter fog sits in the valley, the glacial ski resort of Zugspitze at an altitude of almost 2,700 metres is like a sunny island in a sea of cloud. Germany’s highest ski resort offers pure skiing pleasure on 20 km of natural snow slopes. The 40 km of slopes in the ski resort of Garmisch-Classic, which covers the three mountains of Hausberg, Kreuzeck and Alpspitze, has ideal conditions for beginners and pros alike. Ambitious skiers and boarders are drawn especially to the demanding Kandahar run, on which the best racing skiers in the world regularly test themselves.

Are you interested in the slope and fleet management by PistenBully? We would be happy to offer free advice.



Stefan Lux
Product Manager SNOWsat
Telephone +49 (0)7392 900-410
stefan.lux@pistenbully.com



The President of Funivie Madonna di Campiglio S.p.A., Ing. Marcello Andreolli (right), and the CEO Geom. Francesco Bosco.

Funivie Madonna di Campiglio s.p.A. gets equipped

Funivie Madonna di Campiglio S.p.A. has been a loyal customer for 35 years. The firm is familiar with almost all the products by Kässbohrer Geländefahrzeug AG – and has tried pretty much all of them over this long period. From the first PistenBully 060 in the late 1970s to the current powerhouse, the PistenBully 600 Polar W, the technology has evolved to an impressive degree.

What has remained throughout is the trust placed in the PistenBully brand and Kässbohrer as a firm by Funivie Madonna di Campiglio S.p.A.

The managers at Funivie Madonna di Campiglio S.p.A. recently decided to equip their entire vehicle fleet with the SNOWsat V1 System for the coming season – to ensure more economical and greener snow management. 18 vehicles – from the PistenBully 200 and a few PistenBully 300 and 400, plus all the models of the 600 series – will be fitted with the GPS technology by the start of the winter season. This will enable the managers of the different areas to achieve precise and safe planning and grooming of all their slopes.

Funivie Madonna di Campiglio S.p.A. is part of the Alpine ski area Campiglio, Dolomiti di Brenta, Val di Sole, Val Rendena, which offers 100 different runs of every difficulty level. Up to 95 % of these are equipped with snow making facilities and the slopes cover a total area of 150 km.

We are very proud of this long-term collaboration with Funivie Madonna di Campiglio S.p.A., which has been reinforced once again by this large order – and grateful for the trust and the worthwhile exchange of experience, which is of enormous value to both sides!



From left to right: Werner Arnold (KGF), Spindler Stefan (KGF), Schelbli Stephan (Titlis), Mattli Adrian (KGF), Loosli Daniel (KGF), Menegon Aldo (Mazzetta-Menegon AG), Senn Peter (Mazzetta-Menegon AG)

Engelberg-Titlis and Flumserberg: successful season thanks to SNOWsat

The 2013/2014 season on Titlis was not just a success with regard to visitor numbers. It also went extremely well in terms of snow and fleet management.

According to Edwin Hurschler, Head of Snow Groomers, and Christoph Bissig, Head of Patrols & Rescue Service, SNOWsat enabled the resort to open all slopes with a sufficient quality right from the start, despite the very light snow covering. Whatever is missing on the slopes has to be brought from outside the slopes. “Snow imports” of this kind a very risky on the stony ground of Titlis – vehicles are easily damaged here because of it. Thanks to SNOWsat, however, the PistenBully drivers knew where to find lots of snow at all times and were able to go about their daily work without damaging the natural environment or their machines. Time is a particularly valuable commodity during the season. The resort was able to invest its time in grooming precisely where needed – and perfect distribution of snow deposits was guaranteed at all times. In addition, according to Florian Bechtiger, Head of Snow Production, the amount of snow produced was tailored perfectly to actual need. Another interesting fact is that around 50 % less time was needed at the end of the season to clear paths and roads compared to the season before. The run into the valley was cleared on time thanks to targeted shifting of residual snow – also achieved in both cases here without damage to the environment or the machines.

Because the system proved to be such a resounding success, Kässbohrer Geländefahrzeug AG was commissioned to equip a competition vehicle with SNOWsat before the season was even over. This will increase the area covered by SNOWsat by a further 50 %.

Due to the excellent experience from last season, Bergbahnen Engelberg-Trübsee-Titlis AG has decided to add another PistenBully equipped with SNOWsat to its fleet. This will again increase efficiency in the forthcoming season – and further reduce costs.

Bergbahnen Flumserberg AG:
Positive decision made about SNOWsat! Bergbahnen Flumserberg AG can also look back on a successful 2013/2014 season, which is now the resort’s 3rd season supported by SNOWsat. This has helped to convince the operators of SNOWsat’s merits and to adopt the system definitively.

According to the managers responsible for snow production and grooming, the potential of the system has been exploited to the full once again, enabling optimum use of the valuable resources. SNOWsat also offers many benefits with regard to safety: slopes and paths can always be identified and prepared regardless of how bad the weather gets! Thus, there is no longer any risk of running right off the slope, or entering a dangerous area unintentionally.

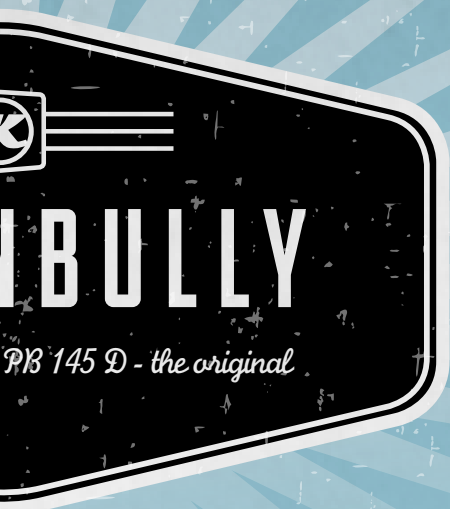
The maintenance department are also pleased about the seamless reporting on the snow groomers: action can now be taken on a preventative basis to avoid suspected defects, reducing associated downtimes to a minimum.

This positive result makes us confident that Flumserberg will also soon have an additional snow groomer equipped with SNOWsat as part of its fleet.

**A few ski
resorts who
are already
using SNOWsat**







What does the future hold for winter sports?

A couch interview at an altitude of 2,700 meters.



The three men on the couch are shivering a little. They are sitting in Schneestern's Castello at Livigno, one of the world's most spectacular snow features in the Lombardy Alps. As if that were not enough, they are in fact sitting on the narrow ridge of a 10-meter-high kicker. Jens Rottmair, CEO of Kässbohrer Geländefahrzeug AG, and Dirk Scheumann, CEO of Schneestern GmbH & Co. KG, met with Tobi Stricker to mark the Nine Knights Supersession in April 2014. The CEO of the sons marketing agency, which supports PistenBully in marketing and communication, issued the invitation to swap ideas at high altitude. It is no therapy couch, but one on which the talk revolves around lifestyles: on the future of winter sport and the commercial opportunities in light of changed market conditions.

Crazy visions

The nine best free skiers in the world met up at an altitude of 2,700 meters for the Nine Knights Supersession – to raise the bar in free skiing, to create some amazing photos and to celebrate their sport together. Oscar Wester, the Big Air Contest Winner, gushes about probably the best set-up he has ever jumped. For everyday skiers, however, the Castello on Mottolino Mountain is something of a taboo. It is not hard to see why when you are looking down at the drop from the lofty couch.

The snow castle was designed and built by the leading European snow park design firm Schneestern GmbH & Co. KG. Personal passion has been at the core of the firm's rapid rise. Dirk Scheumann himself comes from the free skiing scene and eventually began building his own kickers. With each new idea he wanted to exceed the one before. He believes you just have to trust yourself to be crazy. Of course that is only partly true, as the vision needs a sound foundation. That's why Dirk Scheumann recognised the value of professional structural design early on.

Maximum safety

Schneestern GmbH & Co. KG has now developed its own software for park design. Such an enterprise demands that you be creative and an engineer in equal measure, as Dirk Scheumann emphasises. Unfiltered ideas evolve first into a vision, which then has to withstand the engineers' testing. Schneestern adopts the highest industrial standards in terms of safety and processes. "Ultimately we are building something that has never been built before", adds the CEO. All parameters have to be taken into account, such as the structure of the snow, the weather and the ability of the user.

The future on the kicker

A couch interview with the Kässbohrer Geländefahrzeug AG
CEO Jens Rottmair and Schneestern CEO Dirk Scheumann.

Livigno, Mottolino (Italy)



Future market – adventure course

When you're building using snow and nothing but snow, you need the right special tool. This also explains how the CEO of Kässbohrer ended up in the heart of the young free skiing scene: PistenBully sees the snow park as an important future market, because the ski industry as we know it is in upheaval. Falling visitor numbers are attributed to the lack of interest among young people. Accordingly, we need to find concepts to increase the appeal for target alpine groups and get a young audience enthused about new kinds of winter sports.

Many ski resorts are already expanding their facilities with small parks to make their offer more adventurous. Jens Rottmair is convinced that this trend will continue: adventure courses, funslopes and family parks in the most diverse forms have managed to breathe new life into some ski resorts. In future the difficulty level of the parks will be adapted to the level of the customers and not the other way around. This was the starting point for PistenBully in developing the ParkPro – especially tailored to snow parks. The aim of this highly specialised new model is to make it easier for ski resorts to increase their profitability with park elements.

Learning from Formula 1

Jens Rottmair concedes that the high development costs for the ParkPro are still up against low numbers. The main aim of the pro finisher though is to act as a springboard into mass sport, and that is where a clear increase in demand is expected in the not too distant future. Nevertheless, the engineers were looking for the extreme when it came to designing the ParkPro. They found it in the Castello with its unparalleled, tough preparation conditions. "It is like in Formula 1", believes Jens Rottmair. "Developed for the highest demands, so that all sectors profit."

A global trend

The daring young stars jump and fly ever higher over kickers and halfpipes. "Snow parks are about serious business, rather than fun for us", confirms Dirk Scheumann. Intelligent safety concepts could definitely minimise risk. Schneestern is planning to advance such concepts soon in collaboration with PistenBully. The synergy effects are bound to be of benefit to all players.

Finally, the three leaders look out from the couch over the pond: to what extent are European and global trends interwoven with one another? Jens Rottmair reports that the main motivation for the ParkPro came from the USA. In turn, people overseas are increasingly looking to Europe. For the CEO it is beyond national borders where things get interesting: "You have to take the cultural background of potential markets into account, and that requires good communication." That's exactly what PistenBully is striving to do with the next generation of talented athletes at the American Woodward youth camps. This work with young people demonstrates how Kässbohrer views its responsibility to revitalise winter sport.

Courageously breaking new ground

When asked for details of the new snow groomer, Jens Rottmair refers Solomon-like to the forthcoming InterAlpin. The ParkPro will be on show live for the first time there in April 2015. With that he settles back with the other gentlemen, providing scope for a conclusion. The location of the brand couch certainly appears to be a fitting symbol. You have to be prepared to take on the kickers if you want to soar spectacularly into the air on the other side. The gamble is always worth it. You cannot just go around them and that applies to the changed markets too.



These are the guys who build the playground for more pleasure on snow with our vehicles. Our partner Schneestern gives us a look behind the scenes.

Park professionals

Creative, top-quality, safe – Schneestern, collaborative partner of Kässbohrer Geländefahrzeug AG, designs and realises snow parks at the highest level. This means that work doesn't just start on site, but in the firm's own production workshop in the Allgäu.

When genuine master craftsmanship meets innovative thinking and a passion for action sports: producing over 1,500 parts a year, Schneestern has developed into the world's largest manufacturer of rail products since the firm was founded 15 years ago. Customers like ski resorts, sales partners and even other snow park firms from across Europe all place their trust in Schneestern's expertise in the production of high-quality, safe and trend-oriented obstacles.

Developed and produced in Germany. At the Durach-Weidach production site in the Allgäu the firm's 45 employees process 20 tonnes of material year-round into equipment for a diverse range of applications. Sustainability is a central part of this for Schneestern – professional work combined with a relaxed, freestyle-typical environment:

a 600-square-metre solar power system provides all the energy the firm needs. 4,000 square metres are available for production, storage and distribution activities – more than 1,000 customers from all over the world have already profited from this central processing with expert and on-schedule completion.

While rails were previously designed and built by independent enthusiasts, in today's rapidly developing market tested safety is more in focus than ever for operators and guests alike. Schneestern meets these safety requirements and is the only manufacturer to submit its products for independent testing by the TÜV. This awareness of responsibility, the sense for technical details and creative solutions are what make Schneestern special – and are also jointly held values within the partnership with Kässbohrer Geländefahrzeug AG.

Additionally: at the next Interalp in Innsbruck in 2015, we will be presenting the professional tool developed with Schneestern specifically for snow parks: the ParkPro. You will also be able to get to know Schneestern personally at the show.

Spring's last party:

ParkPro Superpark-Event



In April 2014, five PistenBully 400 ParkPro and a PistenBully 600 W were shipped to Mount Hood Meadows in Oregon, USA, in order to work round the clock for a week to build the park for one of the largest snowboarding events of the year: the Superpark.

The idea behind the event being hosted for the 18th time by SNOWBOARDER magazine is as simple as it is ingenious: the focus is the rapidly evolving art of fun park construction. Some of the best snowboarders then go there to shred for several days at a time – with no competitive pressure – an unusual, almost perfect set-up, presenting the state-of-the-art in the fun park to a large public audience. Kässbohrer had the opportunity to support this year's Superpark with PistenBully 400 ParkPro – a perfect platform as all the well-known park builders were there! Representatives of the Woodward Camps (Boreal Mountain, Mt. Bachelor, Park City and Copper Mountain), Seven Springs, Pennsylvania, and Keystone, Colorado, produced a site with the ParkPro with a challenging course, which inspired the snowboarders to perform more and more new, innovative tricks and feats.

The Superpark is one of the few events of this size and type in which the creativity of the park builders and the snowboarders themselves is given equal attention. The teams work flat out to develop the most advanced, most creative park features. Ultimately, the title page of SNOWBOARDER's Superpark edition beckons!

For the boarders it is an unbelievable honour to be involved with the Superpark. Around 500 are selected and invited to the event every year by SNOWBOARDER magazine. For the park builders this week is about hard work, but it is also an opportunity to present the ski resort, or the association to which they belong, to a huge public audience. From the planning meetings and endless conversations over the radio to shifting tonnes of snow and creative development of features: the work is only done when the first feats are actually performed. The five ParkPro worked

in three shifts for 8 days to complete the park. A true test of the vehicles' durability. The first users were enthusiastic about the new features and improvements to the mechanical performance and control of the ParkPro. The winch on the 600 also proved absolutely essential for transporting the snow uphill to the steep landings. The precise control of the 4.5-tonne winch allowed for accurate positioning of the snow itself along the extremely precipitous drops of the features.

Pat Bridges, Creative Director of SNOWBOARDER and a legend in this sport, commented on the durability required of the ParkPro machines: "The park builders really couldn't have done better than the ParkPro and the support provided by PistenBully for the Superpark. The functionality of the machines exceeds anything that has previously been seen – these snow groomers all ran for 200 hours during the construction phase! If a snow groomer was able to win the title of 'Superpark MVP', then the PistenBully 400 ParkPro would be the foremost contender!"

"It makes us proud to have been the only snow groomer sponsor at this year's Superpark. We will also continue to work on improvements in the future, ensuring that snowboarders can keep working away at defying gravity in the parks", promises John Gilbert, CEO of the American subsidiary Kässbohrer All Terrains Vehicles, Inc.

PistenBully sports sponsorship

Official outfitting of the athletes at Würth's premises in Künzelsau, Swabia

An expanded collaboration between the DSV (German Ski Association) and Kässbohrer Geländefahrzeug AG was announced at this year's After-Work Party. The Alpine Director of the DSV, Wolfgang Maier, and Fritz Hollweck, Head of Skipool and Sponsoring from DSV Marketing took the opportunity to sign the contracts at the event. Accordingly, PistenBully is an official partner of the German national ski team for the next two years.

The official outfitting of the athletes took place on 2014-10-17 at Würth's premises in Künzelsau, Swabia. A PistenBully 600 E+ was also present. Daniel Bohnacker, Olympic competitor who finished third in the Skicross at the 2014 World Cup, was pleased about another contract signing: with PistenBully as his main/head sponsor he is all set for the coming season. Alongside Felix Neureuther and Maria Höfl-Riesch, he was awarded the Golden Ski by the DSV for his accomplishments last season. This the second time he has been honoured in this way since 2011.

In addition to main sponsoring for Daniel Bohnacker, Kässbohrer Geländefahrzeug AG has also agreed sponsorship with another athlete. Since 1st October 2014, Florian Notz has also been sporting PistenBully-red headgear for the World Cup season. The 22-year-old cross-country skier from the Swabian Alps took part in his first World Cup races last winter. Florian Notz is starting for Skizunft Römerstein on the Swabian Alps.

The PistenBully team wish their athletes all the best for the coming season and are crossing their fingers very tightly...



The DSV Ladies Alpine Team



Celebrating the expansion of the contract between Kässbohrer and the DSV (from left) together: Fritz Hollweck (DSV Marketing), Wolfgang Lutz (Kässbohrer Sales), DSV-Alpine Director Wolfgang Maier and Kässbohrer CEO Jens Rottmair



The DSV Ski Cross Team.



Cross-country skier Florian Notz



Ski crosser and Olympic competitor Daniel Bohnacker

Photo contest 2013/2014

Here you can find the prize-winning subjects from our 15th photo contest. 340 submissions from 23 countries are proof of the popularity of the PistenBully photo contest. We would like to thank our many participants and are already looking forward to the repetition in the coming winter season!



★ Moritz Dürre, Germany: taken at the Falzarego Pass, Cortina d'Ampezzo, Italy



★ Marco Melotti, Italy: taken in Centro Fondo Alta Lessinia, Italy



★ Arthur Jacquot, France: taken in Courchevel ski resort in Savoy, France



★ Eric Katich, USA: taken in Riksgränsen, Sweden



★ Bernhard Lang, Germany: taken at the Hannibal-Festival 2013 in Sölden, Austria



★ Melvin Crittin, Switzerland: taken in Grimentz, Val d'Anniviers, Switzerland



★ Dominik Boesenthal, Germany: taken in Baiersbrunn, Germany



★ Rémi Bras, France



★ Yann Thiesoz, Switzerland: taken in Valais, Switzerland



★ Mattia Monticelli, Switzerland



★ Matthias Hofer, Italy: taken in the Klausberg ski area, Italy



★ Kazimierz Przybyła, Poland: taken on the Skalité jump in Szczyrk, Poland



★ Alexander von Büren, Switzerland

★ Winner

★ Special price

Soft Track Supply, Inc.,
joins the Kässbohrer family.

PowerBully® is born



The U.S. subsidiary company of the Kässbohrer Geländefahrzeug AG purchases Soft Track Supply, Inc., a well known maker of tracked utility vehicles located in Cartersville, Georgia.

On June 20, 2014 Kässbohrer Geländefahrzeug AG finalized the purchase of Soft Track Supply, Inc. Soft Track Supply, Inc. has been manufacturing custom all terrain, low ground pressure carriers since 1989. The production facility is located in southeastern United States. These are high payload tracked vehicles capable of operating in the most demanding conditions. From now on known as PowerBully®, these rugged tool carriers offer the perfect mobile platform for digger derricks, cranes, man lifts, knuckle booms and backhoes. Uses include maintenance and construction of gas and oil pipelines and of power and telephone lines, fire control, soil testing, mulching to name just a few. Soft Track Supply is known for its dependability and functional, straight forward design.

Kässbohrer is the market leader for vehicles for grooming ski slopes and trails and special purpose utility vehicles. The PistenBully brand is known throughout the world as the premier vehicle for grooming ski slopes, Nordic trail networks and snowmobile trails. The portfolio includes the innovative fleet and slope management "SNOWsat" which not only collects and analyzes operating data but which is used as a navigational tool as well and also determines the snow depth. BeachTech beach cleaning machines; PistenBully GreenTech and the PistenBully Scout round out the special purpose vehicle sector. With the addition of Soft Track Supply, Kässbohrer substantially strengthens its position in the utility market.

PowerBully carries large payloads ranging from nearly 3 to 15 tons (6,000 lbs to 33,000 lbs). There are four standard models. A PowerBully can be built to individual customer specifications. PowerBully is capable of crossing almost any terrain with minimal environmental impact. Options such as hydrostatic or mechanical drive, enclosed or open mesh cabs, steel crosslinks or urethane track pads plus various steering controls provide flexibility in application.

Under the umbrella of the Kässbohrer Geländefahrzeug AG, Soft Track Supply will enjoy the benefit of 45 years in tracked vehicle innovation, know-how, production and sales. Sales and servicing for the PowerBully vehicles will be handled by the established Kässbohrer sales and service network of over 130 service stations and agencies around the world in 68 countries and Antarctica.



Visit our website:
www.powerbully.com





Combined Tracks Plus

The new Combined Tracks Plus for the PistenBully 600 SCR/600 SCR W/600 E+.

The Kässbohrer Geländefahrzeug AG produces tracks of the highest quality and endurance in the most advanced production facility in the world. Now available: the fully re-engineered Combined Tracks Plus. They impress thanks to well-conceived improvements and refinements for drivers and mechanics.

That's what the combined tracks were originally designed for: universal use, from "normal" terrain to steep slopes. Increasing volumes of machine-made snow have also had an impact on the demands placed on the tracks, however. These all-round tracks still deliver the perfect combination of materials with lightweight aluminium cleats and high-performance cutting edge. There's a reason why they are the best-selling track type worldwide. These powerful and extremely wear-resistant track plates are a synonym for high stability and optimum power transfer. The cutting edge combined with additional track elements ensures optimum handling and slope performance on any type of snow.

The new arrangement of 7 instead of the previous 5 belts reduces bending forces on the track belts due to improved distribution on more belts.

The new track plates are not only 10 mm higher, improving gradability and thrust, but are also 45 mm wider. The new profile creates more stability overall as a result. In addition, the cutting edge is now better connected to the cleat because of the new central guide and the tighter rivet spacing of 40 mm.

The central connection of the various track elements, such as spikes or lateral guides, to the cleat also increase stability. Additional positions on each cleat provide extra fitting options for the individual needs of the different slopes.

A new type of connection concept increases stability at the shackle connector, because the risk of elongation has been eliminated. This prevents pitch errors in the connector area and ensures consistent power transmission and very high tensile force.

The spacing of the combined tracks has also been increased. Greater spacing means fewer track plates and, thus, a crucial weight saving. The drive wheel has also been adjusted to this new spacing and now comprises 13 rather than 15 teeth.

Notable optimisation has also been achieved in relation to parts handling: the left and right tracks are now identical, as the cutting edge sits in the centre of the track plate. An important innovation that dramatically reduces component variety and makes stocking and ordering replacement tracks and cleats much easier: just two different track plates and three different belt types reduce customers' storage costs. And make fitting easier too!

And don't worry – one thing that hasn't changed is the track width. Your PistenBully will still fit in the garage in the future!



The technology on the new Combined Tracks Plus has been optimised, making life easier for drivers and mechanics.



The Combined Track is well-known, proven and still available for the PistenBully 400 and as spare parts.



PistenBully was there to support her, alongside sponsors Red Bull and under armour, for the official press conference in Hall in Tyrol.

Lindsey Vonn: the comeback

Lindsey Vonn is back! After her serious fall at the World Championships in Schladming/Austria in 2013, the US skier is returning to the World Cup feeling invigorated. A PistenBully was part of the official press conference in Hall in Tyrol.

This season, the most successful US female skier of all time wants to go back on the offensive and break the "immortal record" of 62 World Cup victories set by Annemarie Moser-Pröll. She just needs three more wins to do it.

The road back to the Ski World Cup has been one of agony and tribulation for the 29-year-old. But she always had one goal in mind: her comeback! This will to keep pushing herself and keep fighting for her ideals has driven the athlete to ever more new records. Lindsey Vonn trained 4 to 6 hours a day and that was 6 days a week. During her strength training, she pressed a total weight of approx. 1,560 tonnes, which is 130 times the weight of a 12-tonne PistenBully.

She also did 27,000 jumps. For endurance training she preferred racing bikes. Lindsey Vonn covered approx. 6,500 km like that – and that means she cycled the distance from Innsbruck to New York. Not forgetting the countless hours of balance exercises, physiotherapy and icing.

These facts and figures of Lindsey Vonn's comeback story show the mental and physical barriers she has had to overcome over the last few months, in order to make her successful comeback in the end.

The PistenBully-Team wish Lindsey Vonn all the best for her comeback!



Full steam ahead

PistenBully 600 Polar W in the peat

Infinite thrust. That is the unbeatable advantage of the PistenBully 600 Polar W GreenTech. And its strength is precisely what counts with peat. Whether you're exposing and distributing peat or renaturating and maintaining old excavation sites. PistenBully are equally at home with both milled peat excavation and block peat preparation. Thanks to the large chain contact surface and their relatively low weight per square centimetre, PistenBully are ideal for driving over very soft and wet ground. As of

April 2014, the PistenBully 600 Polar W GreenTech already has 900 hours of work under its belt. Because very high temperatures develop on the ground due to the heat in the peat, a second cooler is required for the engine in addition to the cooler under the cab. The cab is also reflective. The winch is regularly put to good use: Christoph Behrens frequently relies on it to get stuck tractors out of the peat!

In April Kässbohrer Geländefahrzeug AG and mera rabeler delivered a new PistenBully 600 Polar W GreenTech to Christoph Behrens in Gnarrenburg (northern Germany). As a long-standing customer he already had plenty of experience of PistenBully in special applications: Christoph Behrens has, for example, been using PistenBully to harvest thatch reeds since 1993 (we reported on this back in 2011). His fleet includes 2 PistenBully 170, a PistenBully 100 Flexmobil, a PistenBully 100, a PistenBully 240 and a Formatic 350. Above all it is the quality that impresses Christoph Behrens about PistenBully, which also includes appropriate documentation of converted PistenBully, and the reliability of the partner firms, Kässbohrer Geländefahrzeug AG and mera rabeler.

He started out as a thatcher and now also employs 14 people as an agricultural contractor, working with both reeds and peat, as well as grass silage, mulching and mowing and marshland conservation. The sale of harvested reeds is a new addition to his product portfolio – previously he only used the harvested reeds for his own needs and his thatching business. Though he mainly works in northern Germany for obvious reasons, he does also undertake jobs occasionally in Scandinavia or Poland. He has also been offering training since 2004.

PistenBully 300 GreenTech are especially well suited to special uses: they can be fitted for any special requirement. Of course a supply of original spare parts is always guaranteed.

You choose. We repair.

New repair category »BASIC« for used PistenBully

Quality knows no compromise at PistenBully. Just speak to us about the scope of repair or warranty: you decide whether your used vehicle will be finished to an ECONOMY, BASIC, STANDARD or PREMIUM standard. Top of its class and as good as new you can get a PistenBully 600 also as a SELECT.

ECONOMY: ...is the cost-effective option to buy a used PistenBully. You get a used PistenBully without reconditioning, maintenance and guarantee.

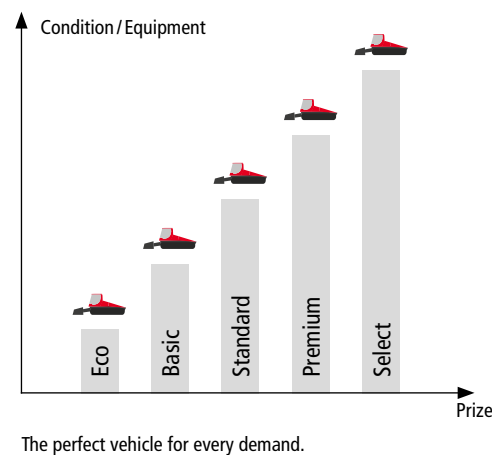
BASIC: ...is the cost-effective option for the repair of your used PistenBully. You get a used PistenBully, reconditioned ready to use, without guarantee.

STANDARD: ...offers you a used PistenBully with functional operational readiness to Kässbohrer standards. We guarantee Kässbohrer original parts for twelve months and the first 500 operating hours. Services in the event of a claim: supply of the spare parts or repair of faulty parts that are replaced or repaired under the STANDARD repair option. Cover the costs for removal and fitting and the travel costs of our mechanics.

PREMIUM: ...is a even more extensive repair and warranty option for your used PistenBully 100, PistenBully 200, PistenBully 300 (W) and PistenBully 400 (W). You get a completely repaired PistenBully with refreshed appearance and a guarantee for 12 months or for the first 1,000 operating hours. Services in the event of a claim: supply of the spare parts or repair of faulty parts that are replaced or repaired under the PREMIUM repair option. Cover the costs for removal and fitting and the travel costs of our mechanics (only within the first 12 months or 500 operating hours).

SELECT: ...is as good as new and the most extensive repair and warranty option for your PistenBully 600, PistenBully 600 W, PistenBully 600 Polar or PistenBully 600 W Polar.

A PistenBully can reach a considerable age. During its working life it usually has two or three owners. There is always strong demand for a secondhand PistenBully, because it remains so reliable even after many years of loyal service. Parts subject to wear and other functional items are still available for PistenBully models that are now more than 15 years old.



Are you interested in a used PistenBully direct from the manufacturer? We would be happy to offer free advice.



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



PistenBully now with Teufelberger winch cables

Kässbohrer opts for the latest technology from Austria

Kässbohrer Geländefahrzeug AG is now using the newly developed BS909SQ winch cable produced by Teufelberger in its PistenBully.

“We have very deliberately chosen to change the cable and the supplier, because the new PistenBully BS909SQ winch cable from Teufelberger is superior in many ways to the previous PWtrac® cable used in the PistenBully winch”, adds Raimund Mayer. Both cables were designed for the winch in collaboration with Kässbohrer Geländefahrzeug AG. Other cables available on the market were developed without the input of the Laupheim experts. Only cables sold by Kässbohrer are approved for PistenBully winch vehicles.

Naturally, customers who bought a new vehicle from Kässbohrer Geländefahrzeug AG with a PWtrac® winch cable or who bought a replacement PWtrac® cable up to 2014, will enjoy the same warranty conditions and the same service as if they had bought a PistenBully 400 or 600 W with the new PistenBully BS909SQ cable. This only relates to PWtrac® cables bought direct through the Spare Parts department. “The warranty lapses if customers are using other winch cables and damage is caused by the cable”, confirms Raimund Mayer. “Our Spare Parts and Service teams are very experienced and are more than happy to assist you.”

	PistenBully BS909SQ	PWtrac®	PWtrac ^{plus}
Cable diameter:	11 mm	11.2 mm	11.2 mm
Calc. breaking strength:	135 kN	130 kN	133 kN
Minimum breaking strength:	116 kN	109 kN	115 kN

About Teufelberger

What began in 1790 with simple hemp ropes has now become an internationally successful firm specialising in the development and manufacture of fibre ropes and steel cables, straps and composites. The firm’s broad product range now includes steel cables for cables cars and cranes, synthetic fibre ropes for industrial safety and naval use, as well as plastic strapping and baler twines. In addition to the head office in Wels, Teufelberger also has additional production sites in Austria, the Czech Republic and the USA and is represented worldwide by a dense network of sales partners. In 2013 the firm achieved a turnover volume of around 182 million euros with its 850 employees – approx. 90 % of which came from exports.



Head Driver Flims-Laax, Armin Schmid



Rebecca Harris, PistenBully driver in Flims-Laax

PistenBully 600 E+ on the road to fleet vehicle

Flims-Laax relies on “green” vehicles

The PistenBully 600 E+ continues its victory tour through the high Alpine peaks. Following in the footsteps of numerous famous ski resorts that have bought a “green” PistenBully in the first two years, the Weisse Arena Gruppe, Flims-Laax, has just ordered its second PistenBully 600 E+.

This second PistenBully 600 E+ was handed over to the Weisse Arena Gruppe Bergbahnen last week. Armin Schmid, Head Driver in Laax, had seen a presentation of the PistenBully 600 E+ three years ago and was immediately impressed by the new technology. “I was immediately drawn to the innovation and the prospect of simply saving fuel and being kinder to the environment with this technology.” The technology of the PistenBully 600 E+ corresponds to a drop in fuel consumption of 20 %, which goes hand-in-hand with a 20 %-reduction in both CO₂ and NO_x emissions.

That was the motivation behind the acquisition of a PistenBully 600 E+ last season. “The diesel-electric drive causes drivers to rethink, as full performance is achieved with much lower revs”, continues Armin Schmid, “and this means the PistenBully 600 E+ even uses much less fuel as well”.

Our experience from the first season of using the 600 E+ also underlines this. “That’s why we have just decided to buy another green PistenBully”, confirms Martin Hug, Member of the Weisse Arena Gruppe Board with responsibility for Cable Cars, Lifts and Buildings. Sustainability is very important to the Weisse Arena-Gruppe. “We offer our guests adventures in a unique natural landscape. Accordingly, our approach to business is always in harmony with these natural resources and we feel an obligation

to use them sustainably, because an unspoilt environment is the guarantee of our future and that of the next generation”, says Martin Hug of the firm’s policies.

Modern technology – special drivers

One of the two 600 E+ is usually shared by 2 female drivers. Rebecca Harris, one of the two women, is very enthusiastic about her job. “I always wanted to drive PistenBully. The powerful vehicles fascinated me even as a young girl. Last year I made the decision to resign from my job in the sports shop and fulfil my dream”, explains Rebecca Harris. “And I have not regretted this decision either – you have to assert yourself a bit among your male colleagues, but maybe that’s not a bad thing too”, continues Rebecca Harris with a wink.

The young driver is now starting on the new PistenBully 600 E+ with her colleague. She does have one problem though. She finds the new PistenBully 600 E+ too quiet.

From the PistenBully Shop

Our latest fan shop merchandise



€ 89.90*

PistenBully down jacket
Ultralight down jacket with hood in a stylish sporty design.
Soft, lightweight, wind and water-repellent material.
Jacket is easily packed away in a separate bag.
2 inner pockets with zip fasteners
2 inner pockets
Size: S, M, L, XL, XXL, XXXL
Face fabric and lining: 100 % polyamide
Padding: 90 % down, 10 % feathers
Colour: red/blue



€ 22.90*

PistenBully kids Sweatshirt
Hooded Sweater features PistenBully 600 on the back and PistenBully on the chest.
Size: 104 (S), 116 (M), 128 (L), 140 (XL), 152 (XXL)
Material: 50 % cotton, 50 % polyester
Colour: red



€ 29.90*

Brand new:

PistenBully Model 600 Polar SCR
Scale 1:43



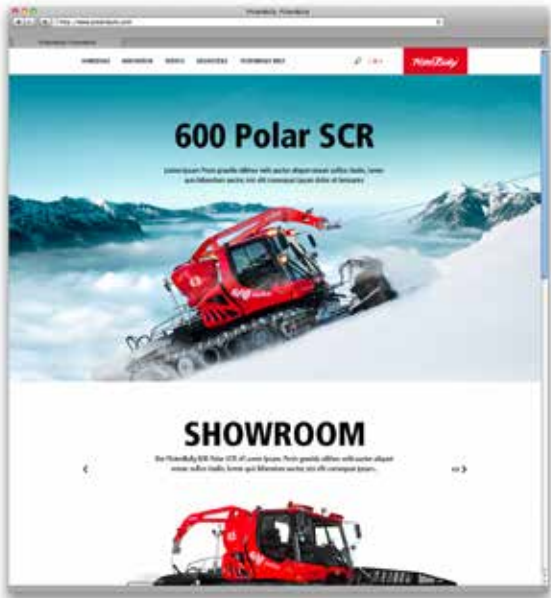
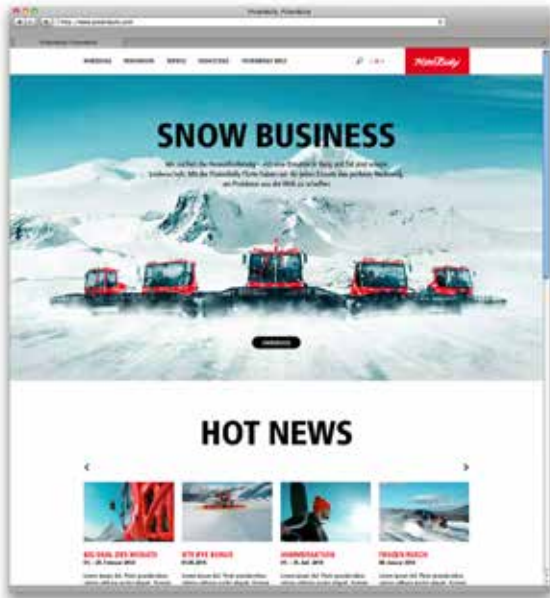
€ 39.90*

PistenBully Model 600 W Polar SCR
With winch
Scale 1:43

*Price incl. 19 % VAT excl. shipping costs

New snow online too!

www.pistenbully.com – the new website



Take a look:
New perspectives and impressions at
www.pistenbully.com

Anyone visiting the PistenBully website in the near future will find some “new snow” to get excited about. We’re launching our new look just in time for the start of the season.

There’s more! Visitors will find more product information, faster access to the Alpine, Nordic, Park and Special Vehicles sections, an improved user experience, and of course more content. Come take a look: www.pistenbully.com.

Dates

PistenBully 2015



January 2015
Jan. 28 to Jan. 31, 2015, ISPO Beijing / Alpitem China
Beijing, China

April 2015
Apr. 15 to Apr. 17, 2015, Interpin 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
Innsbruck, Austria

Video Competition USA



We have been thrilled with the fantastic videos and would like to thank you for taking part in the 2nd Video Competition 2013/2014!

You can watch the videos on our YouTube channel.

Winner: Alden Giles of Brighton Resort
2nd place: Eric Rosenwald of Boreal Mountain Resort
3rd place: Jade Whirley of Park City Mountain Resort
4th place: Corey Bradburn of Massanutten
5th place: Day Franzen of Mount Snow
6th place: Pete Dobsch of Whistler Blackcomb
7th place: Kevin Krill of Crested Butte Nordic Council
8th place: Robert Alyanakian of Park City Mountain Resort



The BIG DEAL in January



€ 115,000
€ 85,000



Every month, a used PistenBully is offered at pistonbully.com at a spectacularly low price. In January, the Kässbohrer Geländefahrzeug AG offers a **PistenBully 200 BASIC, Built 2008, Order number 700.82311233**



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