



## Raymund Mayer lays the tracks for the PistenBully Paana From Scandinavia into the wider world.

Having established themselves on the market over 25 years ago, Paana machines are the outright leaders in the Scandinavian cross-country ski-trail segment. Robust technology, reliability, an excellent price-performance ratio and low running and maintenance costs all argue in favour of the PistenBully Paana. With its two-stage tilling system, it prepares ski trails to meet FIS requirements in a single work cycle. At just 2.2-metres wide, the PistenBully Paana really comes into its own on narrow forest tracks or when preparing winter hiking trails.

A few months ago, Raymund Mayer became Managing Director of Keiteleen Latukone Oy, where he will shape the future of the PistenBully Paana. What better candidate for an interview?

### Mr. Mayer, what are your first impressions?

Keiteleen Latukone Oy is a small, mature company and the staff are very flexible, which has enabled them, among other things, to build up tight customer relationships.

### How's your Finnish coming along?

I only know a few words I'm afraid, like:  
Hyvää huomenta = Good morning  
Hyvää Päivää = Good day  
Terve = Hello  
Finnish is a really tricky language.

### What's it like working on the ground with the Paana team? What's special about the Finnish mentality?

Working with the Paana team is great. The Finns are very calm, level-headed people; I feel really comfortable in Keitele.



### The PistenBully Paana is a well-established ski-trail machine that has been on the market for years. What do you see as its strengths?

As you rightly say, the PistenBully Paana has been on the market for many years, albeit with a few light adjustments. One of its strengths is its compact dimensions. This makes it highly appealing to many communities. What's more, the Paana's ski-trail system is very practical. Customers also rate its price-performance ratio very highly. With the PistenBully Paana, Kässbohrer has incorporated a remarkable product into its portfolio. That's something we're very proud of!

### What challenges do you face in getting the PistenBully Paana ready to take on the international market?

The emphasis in the development of the PistenBully Paana was placed firmly on cross-country ski-trail

maintenance. One clear challenge is bringing this remarkably practical design home to our global customers. However, since the PistenBully Paana appeals greatly by virtue of its appearance alone, I'm confident that we'll succeed.

### How did the staff at Keiteleen Latukone Oy react to Kässbohrer as the new owner?

The previous owners didn't inform the staff until very late in the day; on 29.06 in fact, just two days before the official sale. Consequently, when I took up my post on 02.07, there was still a certain amount of scepticism among the staff. That's perfectly normal though, in my eyes. We've already made much progress. We've been sent the dispatch figures from Laupheim and the staff are working avidly to manufacture and dispatch the machines on time.

### What are the indications in terms of the reliability and durability of the Paana machines?

I've taken a good look at the PistenBully Paana and I am absolutely convinced of its durability and reliability. The machine is made from robust, tried-and-tested components. The track that the PistenBully Paana sets in the snow is remarkable. The PistenBully name guarantees quality. Obviously that also applies to the PistenBully Paana!



Raimund Mayer, 44  
Managing Director of Keiteleen  
Latukone Oy

"Still to this day I get excited when I see a PistenBully on the mountain or get the chance to drive one myself. It's just fun and it's still great to experience what all these machines can do. We at Kässbohrer are also lucky enough to have a great team and I don't just mean in Laupheim, but at our subsidiaries and representative offices around the world too. You can feel the enthusiasm that makes us so strong."

## Editorial

### Dear Readers!

I have some excellent news with which to kick off this issue of K-info: we have a new edition to our PistenBully family! On 1 July 2007, Kässbohrer Geländefahrzeug AG took over cross-country ski-trail specialists Keiteleen Latukone Oy. As the manufacturer of Paana ski-trail-maintenance machines, based in Keitele, Finland, Keiteleen Latukone Oy is the undisputed leader on the Scandinavian market. As such, it is the perfect addition to Kässbohrer, a global market leader.

The Paana machines' strengths lie in its robustness, reliability and exemplary price-performance ratio – characteristics that meet the high demands placed on PistenBully models. We have a simple yet strong vehicle to add to our premium product portfolio in the form of the Paana machines. Raimund Mayer – a long-standing member of the PistenBully team – has taken over at the head of the Finnish plant and sales will be made via

Kässbohrer Geländefahrzeug AG's well-established global sales and service organisation. Existing Paana customers will thus benefit too.

The takeover of Keiteleen Latukone Oy is a strategic move that will boost our competitiveness in the cross-country ski-trail segment. I am confident that the PistenBully Paana will complete its task in an exemplary fashion and, in so doing, will enthuse customers everywhere, not just in Scandinavia, the home of cross-country skiing.

It was only back in January 2006 that the Kässbohrer product range saw its last addition, the PistenBully Scout. In the 2007/2008 season, we will start to extend the marketing of this transport vehicle outside North America. Thanks to its cost effectiveness and multifaceted usage options, the PistenBully Scout will establish itself very well on the global market too.

Our 8th International Used-vehicle Show on 21 September will have every PistenBully fan's heart racing. It's no secret that used PistenBully vehicles are in high demand. And for good reason, too: their excellent durability has to be the most persuasive argument. And we have parts subject to wear and other functional items available even for PistenBully models that are now well over 15 years old. Some simply live longer – a fact on which you can rely entirely with our PistenBully models!

Best regards,

Jens Rottmair



## Keiteleen Latukone Oy - How it all began...

- Olavi Paananen, Technical Manager of Keiteleen Latukone Oy and man behind the Paana ski-trail machines' name, had seen a snowmobile only twice previously when he built one of his own in 1972. Even his first ever tractor featured a track-setting pan. A year later, Paananen built his second snowmobile, which was powered by a 1,200 cm<sup>3</sup> petrol engine. At the front of this version were a hydraulic ski and an extended carrier.
- The next big innovation was the snow tiller for the track-setting pan, an idea dreamt up in the church in Keitele, in the mid 1970s.
- A repairman and blacksmith, Olavi Paananen carried out the development work on the ski-trail machine in his workshop.
- In 1982, Paananen got together with friend Pentti Sirkeinen to create the company Latukone Oy.



▲ The Keiteleen Latukone Oy plant in Finland

- Initially, they envisaged building ski-trail machines as add-on equipment for other manufacturers' tractors. 1984 saw the first ski-trail machine with hydrostatic drive, an 81 hp diesel engine and sticks-control.
- The basic concept has not changed. The ski-trail machines' job reports have diversified though. Both the tractor and the track-setting pan have been enhanced with much hydraulics.
- The ski-trail tiller launched in 1993 facilitated ski-trail maintenance on very hard, icy snow.
- Today, Keiteleen Latukone Oy employs a staff of 20, some of whom have been with the company since the very start.

## PistenBully models are free of soot and particles Clean operations in Engadin

In many ski regions, respecting nature and the principle of ecological sustainability is part of the tradition. This is certainly true of Engadin/ St. Moritz, the first winter-sports region in Europe to employ soot-free PistenBully vehicles.

Climate change, storms, CO<sub>2</sub> and particulate matter: there's no end in sight to the stresses and strains placed on man and the environment. The soot from diesel engines puts additional strains on our environment and health. The EURO 4 standard sets a 0.025g/km limit on diesel-engine particulate emissions and it is anticipated that the EURO 5 standard will make diesel particulate filters mandatory. The Swiss legislators have already demanded that every piece of construction machinery has a filter fitted. An important factor in many tendering procedures, the VERT approvals (Swiss filter list) can be found on the internet, as can the USA's CARB listing (Link: [www.arb.ca.gov/diesel/verdev/vt/cvt.htm](http://www.arb.ca.gov/diesel/verdev/vt/cvt.htm)).

With the advent of discussions on harmful particulate emissions, those in Engadin didn't want to wait until the legislators issued appropriate directives; they wanted to tackle the problem head-on. In the coming season, two new PistenBully models with particulate filters will be maintaining the Engadin slopes on Furtschellas and Celerina-Marguns without emitting any soot. What's more, the Celerina mountain railways are planning to retrofit other PistenBully vehicles with the particulate filter: a sign that environmental protection is taken seriously in these parts, even when it costs. The ski resort operators have no doubt that the extra cost of acquisition is worth it though. At the end of the day, it's all about helping to keep the air clean and maintaining a sustainable relationship with their employer, Mother Nature.

PistenBully vehicles feature sintered-metal diesel particulate filters made by HJS. This new filter

technology was awarded the German Environmental Award in 2003. Sintered-metal filters offer major advantages thanks to their design and the material used. Excellent heat abstraction and metal elasticity protect the filters from the effects of thermal regeneration and enable maximum soot loading with minimal pressure losses. A flat inflow angle and large inflow surfaces on the engine side reduce backpressure to the technological minimum.

PistenBully vehicles are fitted with environmentally friendly diesel engines with exhaust emissions control, not only in ecologically sensitive areas and climatic spas, but in every indoor ski dome too.



### A good diesel particulate filter's quality criteria at a glance

- 99% filter efficiency
- Optimal in- and through-flow
- Low exhaust-gas backpressure
- High ash-storage capacity
- Minimal cleaning and maintenance requirements

## Rabanser Seilbahnen from South Tyrol Over 35 years of dedication

Once upon a time... That's actually quite a fitting opener to the story of Karl Kässbohrer and his 1967 winter holiday on the Seiser Alm. Since he wasn't happy with the quality of the slopes back then, this seasoned vehicle manufacturer started to consider how the slopes could be better maintained. This was the advent of the PistenBully. Its characteristics, such as steering-wheel control, spacious driver's cab and, above all, hydrostatic drive, were revolutionary at this stage of mechanical slope maintenance. No gear shifts and no coupling; power was transmitted continually on the slippery terrain and the vehicle operated in the optimum rotational-speed range. The PistenBully's triumphant success was unstoppable thanks to its technical supremacy. Today its basic principle is the benchmark for all snow groomers.

The first lift was erected on the Seiser Alm back in 1938; others followed between 1960 and 1964. Until the 80s, thorough slope maintenance on the Seiser Alm was carried out just once a week, with daily touch-ups in between. Now, Rabanser Seilbahnen has four PistenBully models notching

up 800 to 1,000 hours of operation each season. They also have a classic—a PistenBully 145—in the fleet. It performed slope maintenance work until 1989 and for the next ten years was used as a snowgun carrier.

Much has changed since 1967, on the Seiser Alm and at Kässbohrer. Nonetheless, the exceptionally good, well-established link between Kässbohrer and Rabanser Seilbahnen remains. Since 1999, Matthias Rabanser has been in charge. He still takes the 'snowcat' for the odd spin and his eyes



▲ How do you maintain a strong partnership? Side by side  
Franco Ambrosi (Kässbohrer Italia, left) and Matthias Rabanser

still light up every time. He was eight years old when he was first allowed a ride on a PistenBully; at 12 or 13 he was let loose on his own. "My father—Paul Rabanser—had already tried out various attachments and even fiddled about trying to make some himself", Matthias Rabanser recalls, smiling to himself when he thinks back to the attempts.

Since 1971, Rabanser Seilbahnen has used only PistenBully models. When we asked Matthias Rabanser what he valued most about them, he didn't hesitate for a second. It was obvious: the vehicles' reliability, durability and tidy workmanship. Rabanser Seilbahnen has a new arrival for the 2007/08 season: a PistenBully 600.

Kässbohrer would like to thank Rabanser Seilbahnen for its outstanding loyalty and Matthias Rabanser for a very pleasant conversation.

### The Seiser Alm ski resort.

The 58 kilometres of slopes on the Seiser Alm are suited to novices, families and snowboarders alike. All the inclines catch the sun, they're remarkably wide and, for the most part, are free of trees.

Numerous cross-country ski trails, stretching 53 kilometres in all, weave their way down the Hochalm.

The snowboarding section on the Laurinlift is the largest snowboarding park in Italy: It has a 110m-long, 15m-wide halfpipe, plus four rails, two boxes, a quarter pipe and jumps.

The extensive family FunPark with plenty of snow tunnels and cartoon characters has the child in all of us in raptures.

## 8<sup>th</sup> year running: The ParkBully Professional's Camp. Top-level knowledge exchange!

Experts from all over the world come together each year at the ParkBully Professional's Camp hosted by Kässbohrer. This classic event, which was held for the eighth time this year from 11 to 15 June, has proved that interest is far from waning. The ParkBully obviously took centre stage, but it shared the spotlight with the PistenBully 600W.

The ParkBully Professional's Camp is a winning combination of advice, training and all sorts of information and communication. A blend that once again attracted 40 drivers – not only from the European alpine region, but also from Sweden, Finland, Spain, Israel, Scotland and Island. We even had one participant travel from Dubai to take a look at the latest FunPark trends and technology. The key is to respond quickly to these new trends and to keep developing new attractions. The number of participants, sadly, is limited. It would be impossible otherwise to host such a top-level event that is so highly valued by the various ski regions. The great demand, however, means that the

FunPark Camp has become a permanent fixture in Kässbohrer's training calendar.

Hand-picked professionals from Switzerland, France, Germany and New Zealand were called in to present the latest trends and the many little tricks in Fun- and FamilyPark construction. They didn't just go through the theory; participants also witnessed practical exercises on the ground. On centre stage stood the ParkBully. This equipment carrier's special kinematics enable the attachments to be lifted an extremely long way. Its range is 134 degrees at the front and 132 degrees at the rear. The snow tiller can be operated when raised, in accordance with all relevant safety regulations, which is often necessary to enable optimal operation on ramps, radii and more. The upshot is clearly defined edges for take-off and landing in a single work cycle. For the driver that means no more manual finishing touches and thus huge savings in time.

Alongside the ParkBully, the agenda again included exercises involving the PipeMagician. Participants saw how the PipeMagician can help put together FunPark elements even on limited amounts of snow. This is made possible by its large working radius. The pipes themselves – thanks to the PipeMagician's circular reach – can be continually rearranged and raised throughout the winter. You can keep adjusting the angle of inclination to suit the snow conditions and the PipeMagician can work to the right or left. Quietly and with very little vibration, the digging, transportation and compression elements of its patented drive system get the halfpipe or the boarder cross in shape.

With the ParkBlade, objects can be moved or transported quickly and easily. Be they Fun Boxes, Rainbow Rails or Flat Rails, all elements currently in use in FunParks can be repositioned regularly using the ParkBlade, thus keeping every FunPark as multifaceted as it is appealing. The ParkBlade makes transporting objects with the relevant attachment

points a one-man job, with no need for onerous, dangerous lashing.

Learn about new technology the fun way: participants were also offered a ride controlled purely by GPS. More pictures from the 8<sup>th</sup> ParkBully Professional's Camp can be found at [www.pistenbully.com](http://www.pistenbully.com).

For further information about FunParks, Family Parks, the ParkBully Professional's Camp, the ParkBully, the PipeMagician or the ParkBlade, contact our expert, Wolfgang Lutz, on: Tel.: +49 (0)7392 900 415, Fax: -445, E-mail: [wolfgang.lutz@pistenbully.com](mailto:wolfgang.lutz@pistenbully.com).



## Every cm counts. New procedural standards on the slope Strong alliance

Kässbohrer, Topcon and PowerGIS make a powerful team when it comes to cost-effective maintenance of your slopes. All the necessary geo data, including plot of land, snow conditions, slopes, power lines and more, is shown on the ARENA operation-information system. A communication unit fitted to the PistenBully passes the data, which has been collected by GPS+ technology from Topcon, to the ARENA operation-information system via GPRS. The depth of snow on the slope is illustrated at an accuracy of 3-5cm on a geo-referenced aerial photograph. Using GPS+, the snow cover can be traversed in cm-blocks and snow can

be produced precisely where it is required. The huge costs associated with artificial snow-making can thus be cut considerably.

Topcon GPS+ technology uses signals from American and Russian satellite systems to ascertain its position. Topcon demonstrated its innovative, satellite-based technology – which is characterised by ease of use, effectiveness and practicality – on the PistenBully 600 at InterAlpin 2007. GPS+ technology functions absolutely independently of weather and atmospheric conditions. The system is accessible 24 hours a day.

The system is in use, among other places, on the Planai-Hochwurzen mountain railways in Austria, where it has more than proved itself. Technical Manager Karl Höflechner estimates savings of up to 5%. "No one can afford not to utilise this potential anymore."

Are you interested in implementing a GPS+ system in your ski region? If so, contact Robert Sölkner on: Tel.: +43 (0)662 89 09 52, Fax: +43 (0)662 89 09 52 50, E-mail: [robert@powergis.at](mailto:robert@powergis.at) or visit [www.powergis.at](http://www.powergis.at).



## Some 1,000 visitors from all over the world made their way to Laupheim for 22-24 May 2007. Lively crowd gathers for PistenBully season finale

Kässbohrer presented its entire product range at the After-Work Party, with the emphasis on its latest addition, the PistenBully Scout transport vehicle. On centre stage stood the PistenBully 600 Polar with winch. "Well-built muscle man seeks racy companion" could be the tag line for this presentation of the PistenBully 600 Polar and Ferrari F430 Spyder: both delivering 490hp, both equally alluring.

### Bang on target

Alongside myriad information, there was also a sporting highlight: the PistenBully Biathlon! To ensure a level playing field, the cross-country and downhill ski regions competed separately. With plenty of snow and glorious weather, around 130 teams lined up at the start. The biathlon pairs went head to head with enthusiasm and a keen sense of competition. The teams had to cover a distance of 280 metres for the free-style and quickly catch their breath before firing laser guns at five targets. There was a 40-metre penalty loop for each missed shot, meaning numerous diversions for some. Just like the real thing.

The performance spectrum in the biathlon ranged from "didn't complete the course" and "absolute beginner" right up to outstanding, world-class athletes. Irrespective of class, one thing was certain: all participants, without exception, had a whale of a time!

The victorious overall winners were Kongsberg Skisenter AS, from Norway, for the alpine ski regions and, in the cross-

country ski region category, visitors from the small Upper Bavarian village of Ruhpolding. The winning teams were awarded four weeks' free use of a PistenBully 600 and a PistenBully 100 respectively. So it was not only the champions on the day who took home a prize; the ski companies also profited from their staff's sterling performance at the Kässbohrer AfterWork Party.

Around 900 cubic metres of snow was amassed the night before the first day of competition, with a further 250 cubic metres introduced each day to replenish the course. First-rate conditions were thus maintained on the ground, even on the second and third days – despite rain alternating with 33° sun. The fastest time, achieved on 23.05.07, was testament to the excellent snow conditions. Snow production for the PistenBully Biathlon got underway 10 days before the event. Kässbohrer Geländefahrzeug AG had help from Neuss ski dome, biathlon legend Fritz Fischer and the companies Salomon and snow + promotion to ensure the biathlon was handled professionally and went absolutely to plan.

All in all, a very successful end to the season and the prelude, perhaps, to another PistenBully AfterWork Party? For all those who missed out on this year's event....

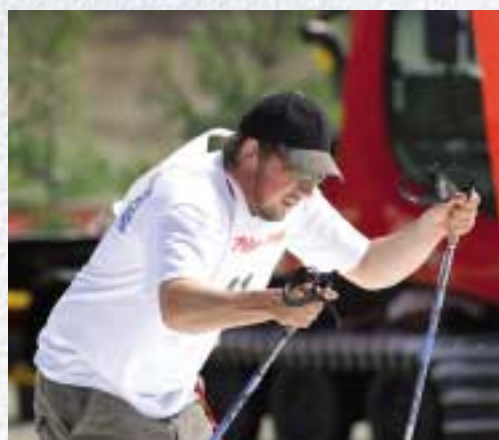


▲ A quick photo op and then its back to cheering them on: Hoards of fans lining the course provided highly vocal support for their biathlon 'stars'.



▲ A special kind of fiery red passion: the PistenBully 600 Polar with the Ferrari F480 Spyder.

▼ First work, then pleasure! After the biathlon everybody dined and celebrated together.



▲ Full speed ahead! These participants fought for every meter of the course.



▲ "We are the Champions" – The victorious winners of the alpine ski region from Kongsberg, Norway.



▲ Bang on target every time: The biathletes were on top shooting form.

◀ Empty stomachs after the exhausting biathlon – and the irresistible allure of a well-stocked buffet.

## Final standings, 22-24.05.2007, alpine ski regions

Rank	Ski region	Country	Team member 1	Team member 2	Overall time
1	Kongsberg Skisenter AS	Norway	Peer Bake	Terje Karlsen	02:31,8
2	Skizentrum Bournak	Czech Rep.	Jiri Zmitko	Karel Blaschke	02:42,3
3	Meaudre Sata-Alpe d'Huez	France	Christophe Repellin	Alexandre Meytras	02:49,5
4	Piz de Sella S.P.A.	Italy	Richard Glück	Lisa Glück	02:53,0
5	Tatranska	Slovakia	Jaroslav Sokol	Jan Gavalier	02:54,4
6	Rankenlift	Germany	Christoph Berger	Johann Berger	02:54,6
7	Stöfeli AG	Switzerland	Michael Beck	André Huser	02:56,7
8	Ulen	Bulgaria	Dimitar Petrov Tsukov	Martin Dimitrov Kerandzhier	02:59,9
9	Skilift Vogelskopf	Germany	Christoph Klumpp	Daniel Klumpp	03:01,0
10	Llanos del Hospital	Spain	Mario Garcia Gallego	José María Carrera	03:01,5



▲ Every position was hard-fought for. The biathletes giving it their all.

## Final standings, 22-24.05.2007, cross-country ski regions

Rank	Ski region	Country	Team member 1	Team member 2	Overall time
1	Gemeinde Ruhpolding	Germany	Franz Schneider	Sebastian Wimmer	02:11,8
2	Gemeinde Neuschönau	Germany	Norbert Wurm	Josef Wurm	02:19,7
3	Silver S.P.A.	Italy	Christian Cusini	Nicola Pozzi	02:53,1
4	Olympiastützpunkt Garmisch	Germany	Gustav Albrecht	Korbinian Witting	02:55,3
5	Stadt Isny	Germany	Josef Schiller	Erhard Pferdt	02:56,2
6	Sportstätten Oberstdorf	Germany	Erich Dressel	Peter Schöll	03:12,3
7	Mairie Rencurel	France	Frederic Lattard	Jean Marc Idelon	03:14,3
8	Praz de Lys	France	Jean-Claude Charvier	Jean-Louis Long	03:27,2
9	Gemeinde Langdorf	Germany	Manfred Tremmel	Michael Perl	03:31,2
10	Mottolino	Italy	Dario Cusini	Viviani Elio	03:34,6

▼ In the high temperatures you may well want to take it a bit easier.



◀ 900 cubic metres of snow went into preparing the cross-country track – with the aid of a PistenBully of course.

▼ As ever, the competition motto: Team work is everything!



▲ The teams wait anxiously for the off.

▼ Sharp shooting: A professional shows us how it's done.

▲ A very special kind of PistenBully.

▼ So that's what winners look like: The Ruhpolding team – cross-country ski region – on stage for the awards ceremony.



## BeachTech and BlueFlag – a powerful pair



At this year's SEP in Padua, Italy – one of the most important international trade fairs for environmental technology – Blue Flag and BeachTech stood hand in hand for the first time. On the Kässbohrer Geländefahrzeug AG stand, Blue Flag's Italian arm introduced itself via its director, Carla Creo, who presented Blue Flag's numerous environmental-protection programmes and showed the local authorities and beach operators how to obtain the Blue Flag distinction. K-info met with Carla Creo to discuss the joint venture between Blue Flag and BeachTech.



▲ Blue Flag and its host, BeachTech, on the joint stand at SEP in Padua.

### Ms Creo, what was it like joining forces with BeachTech?

Sharing a stand with BeachTech at SEP was something I would definitely like to repeat. It gave representatives from the different communities the chance to find out all there is to know about the professional beach-cleaning options from BeachTech and, at the same time, we got to have some interesting talks with beach officials and employees who we were able to motivate with the Blue Flag project.

### So, a joint venture that could be used as a model for other countries?

Yes – this is a great example of cooperation that benefits both sides and will be enhanced in the future with many more joint activities. The objective behind such activities is a synergy effect: at the forefront is the common goal of reinforcing the topic of the environment on beaches and setting certain standards in terms of beach cleanliness. Of course, it's also a great opportunity to make new and interesting contacts.



▲ Carla Creo: Head Coordinator of Bandiera Blu in Italy

### How many Blue Flags are flying on Italy's beaches this year?

In 2007 we have awarded Blue Flags to 96 communities and their beaches – for the most part to well-known bathing spots that have actively sought to have good quality beaches for a long time now. Each year also sees new applications though, and even returnees who had previously lost the distinction. This goes to show that communities are aware of the impact a Blue Flag can have.

### To what extent do you think that tourists take account of Blue Flags when picking a destination?

We have no objective data because there has never been a study carried out. I can only go on what the mayors of Blue Flag communities tell me, i.e. that they don't apply for nothing. They say that even foreign tourists opt in large numbers for their beaches because of the Blue Flag seal of approval.

### How are the beaches assessed nowadays?

In terms of the cleanliness or dirtiness of the beaches, we still go on visual impressions.

### For the last two years, BeachTech has been working with Blue Flag to develop a system that can ascertain the actual level of beach pollution. We have now come up with a technique that can depict the precise state of the beach. What do you think of this?

Even though beach maintenance is a key factor in our selection of Blue Flag communities in Italy, there's no doubt that the assessment criteria need improving, especially if we are to guarantee absolutely fair assessments. I can't wait to see the results of this year's pilot tests, which are being carried out in various countries. We are already planning to implement the practices and incorporate them into the Blue Flag criteria checklist for the coming season.

## Tracks of Life – real-life stories



For what is now the second edition of Tracks of Life, we got back on the trail, this time hitting the jackpot in Meiringen-Hasliberg, in the Bernese Oberland (CH). It could almost be classed a 'historic discovery': Hans Neiger has been making tracks in slope-maintenance vehicles for the last 40 years. Conversely, the PistenBullys have obviously left their mark on this record-breaking driver too. But you can read all about that for yourself!

If you have a PistenBully story to tell, send an e-mail to [info@pistenbully.com](mailto:info@pistenbully.com) so that we can contact you and transform your experiences into a Tracks-of-Life story. All hot leads will, of course, be rewarded. Whoever supplies the 'raw material' for the printed story, will receive a new model of the PistenBully 600 as a token of appreciation. It pays to get involved!

### Your under-snow-cover agents

## Record-breaking: 40 years at the slope-maintenance helm

Hans Neiger has spent his winters driving slope-maintenance vehicles for Sportbahnen Hasliberg Käserstatt in the Bernese Oberland since December 1966. Forty years maintaining slopes and shifting countless tonnes of snow under the cover of darkness – does it not get boring?

"Absolutely not." Hans Neiger is adamant. After all these years, he's as fascinated by driving slope-maintenance vehicles as he ever was: he loves working with nature and with other people and, above all,

## Photo competition winners 2006/2007 season

Thank you to everyone who took part and here's to a repeat performance in the next winter season.



▲ Tobbe Nilsson, Sweden  
taken in Fjätervålen, Sweden



▲ Mark Schröder, Germany  
taken in Hintertux, Austria



▲ Sebastian Kürschner, Germany  
taken in Zermatt, Switzerland



▲ Oliver Wannicke, Germany  
taken in Königsleiten, Austria



he loves the new things he's constantly learning, despite his decades of experience. "Back when I started out, no one had a clue about slope maintenance," Neiger explains when he looks back to how it all began. A driving license and a basic course in slope maintenance were all that then-22-year-old Neiger required. Born and bred in the Bernese Oberland, Hans Neiger not only knows the land inside out; he also knows his vehicle back to front – a PistenBully 300 that he's been driving for the last 10 years. He notices straight away if something isn't right with the vehicle. "There are some people who notice nothing." Enthusiasm alone is not enough if you're to become a really good PistenBully driver. Hence Neiger's recipe for success: learn from your mistakes! "Even if you do something badly, the important thing is to ask yourself why it turned out how it did." You also need a "musical ear", as Neiger describes it – the feeling that a driver has to have for his vehicle in order to maintain a good-quality slope. "Lots of young drivers think that all they need to do is put their foot down and drive. Someone with no experience won't create a nice slope if he doesn't use his tiller thoughtfully."

Despite having a wealth of experience, working with nature is not without its risks and even seasoned drivers get a scare every now and again. Neiger recalls a situation in which he and his vehicle were carried away by a snow slab and thrown into the upright of a ski lift. Where you OK? Yes, but we busted the ski-lift", says Neiger in the quiet, cool-headed manner that proves he's an old hand.

A short while ago Neiger, who is actually a farmer before all else, decided to calm things down a little for the sake of his health. "I wanted to take a step back; I decided the young blood should do the driving now. I thought I'm starting to get too old for all this." Neiger's retirement was short lived.

Before long he was hopping back behind the PistenBully wheel every now and again and couldn't help but notice: "I'm still really good at this and feel no fear." Neiger opted for a compromise: he would no longer drive at night and has since become a daylight driver. He doesn't seem to have calmed down much though: "For me, being a PistenBully driver is all about action."

#### From driver to snow chaser

The Alps in the Bernese Oberland, like so many other mountain regions, have suffered from very warm winters with little snowfall. Neiger is concerned about the lack of resources; he would much prefer to be "shovelling snow" again than "seeking it out and scrapping together muck." He'd like it to be as it was, when there was up to 80cm of fresh snow in one night. "It wasn't easy with the old, light machines. We didn't even have a clearing blade on the first three." Certainly, much has changed in terms of technology over the last forty years.



The hydrostatic drive was one of the biggest revolutions in Neiger's career, which made driving that much easier. In spite of the new, exceptionally operator- and driver-friendly models like the PistenBully 600, working with slope-maintenance vehicles necessitates ever greater levels of responsibility, instinct and concentration - not least because of the higher demands and changing requirements of the winter-sport industry.

Hans Neiger hopes, as long as his health permits it, to work as a PistenBully driver for another two to three years. Records, after all, are there to be broken. Might we catch a glimpse of him every now and again in a PistenBully cab after that? "I think that will be it," says Neiger, who already sounds convinced. "Although I can well imagine jumping in if something needed tweaking," he quickly adds. You get the impression, listening to Neiger, that after over forty years at the helm of slope-maintenance vehicles it's not all that easy to walk away...

## More space for logistics

PistenBully vehicles are successfully in operation all over the world. Newly developed models fill out the product portfolio and with them the number of spare parts required also grows. A company that rests, among other things, on its first-rate service provision must anticipate these rising demands. That's why, in February 2007, Kässbohrer Geländefahrzeug AG decided to expand its plant in Laupheim by a whopping 3,300 m<sup>2</sup>. The world market leader will thus have 31,000 m<sup>2</sup> at its disposal. The investment totals around 3 million euros.

The expansion will primarily reduce the time it takes to access spare parts. Until now, all components have had to be stored externally. Even so, 96 percent of all spare parts could be delivered over night and there were 18,000 in stock, even for models that had long since been dropped from series production. This excellent service quality will be boosted yet further with another 2,500 m<sup>2</sup> earmarked for logistics. "On the one hand, this will improve the flow of goods considerably and, on the other, it will ensure greater spare-parts availability," says Production Manager Franz Beer. "What's more, the construction work will increase production space by another 800 m<sup>2</sup>, which will open up spatial bottlenecks caused by the rapid increases in production volume." The expansion will also house a foreman's office for track production, an office for incoming goods and logistics and additional staff rooms and sanitation facilities.



Around 20 people will work in the new building. "Those involved in track production are particularly excited about the extra space," acknowledges Production Manager Franz Beer.

Building work got underway on the expansion on 10 April 2007. Once track production and its production-parts store moved into the new building in mid August, the door and body-side-rail preassembly departments followed. Alterations are now being made in the existing building: the parts paint shop, for example, is to gain an extra 180m<sup>2</sup> once a wall has been moved. Finally, spare parts – which were previously housed off-site – will be returned to the Laupheim plant.



▲ **Johannes Thaler**, Austria  
Special prize



◀ **Philou Gilliot**, France  
taken in Les Arcs, France



▲ **Emanuele Patocchi**, Switzerland  
taken in Zermatt, Switzerland

◀ **Moritz Dürre**, Germany  
taken in Hochzillertal, Austria

▶ **Pierre Rohm**, France  
taken in PRA-LOUP, Les Alpes de Haute Provence, France



▲ **Benedict Lincoln**, USA  
taken in Sölden, Austria

◀ **Thomas Stolz**, Germany  
taken on Ifen, Austria

## Practical tips: Servicing your PistenBully

With the new winter season nearly upon us, we would like to give you some information and technical tips to enable you to service your PistenBully as easily and efficiently as possible.

### 1. Manually releasing multi-disc brakes with 8.322.240 / 242.000.0 wheel drives on the PistenBully 300/300 Polar

Warning: The onboard toolkit in certain vehicles may be missing a screw which you will need in order to manually release the above-mentioned multi-disc brakes. The screw in question is a cpl./M18x1.5 set screw (material no.: 825.45.41.210.50.0). For older brakes with M12 thread, you will need an M12x50 set screw (material no.: 0.100.913.011.0). It is impossible to manually release the brakes in the wheel drives without this screw. Please check whether you have one in your onboard toolkit. If not, you can order one from our spare-parts service. (For information about how to release the brakes, please consult your vehicle's operating manual.)

### 2. Grid heater for Daimler-Benz engines, 900 series

We recommend that you check this component every year. The most practical time to do this is during the summer inspection. You will need to check for cracks in the heating coils. We also recommend that you replace this component every three years or after every 3,600 hours of operation.

### 3. Replacing the three-stage-fan coupling holder

After a certain number of operating hours, the coupling holder can become damaged and need replacing. Previously, the only option was to replace the entire coupling. Now, on the OM 926, OM 457 and OM 460 engines, it is possible to repair the coupling. This repair job, which merely involves replacing the holder, can be performed in just two hours or so at our service support bases. Alternatively you can of course carry out the work yourself, with reference to the instructions issued by our technical customer service staff.

### 4. Oil for the wheel drives in the PistenBully 600

Regarding the oil in the wheel drives, the VG 150 ISO Viscosity Grade was prescribed; now the VG 220 ISO Viscosity Grade is prescribed for winter as well as for summer operations. We would also like to remind you that API GL 4 oil is to be used. The quantity of oil recommended has been increased from 1.2 to 1.8 litres. Please make sure, when filling, that the oil-fill plug is at 9 o'clock-position.

### 5. Replacing fan v-belts in the PistenBully 600 and 600 Polar

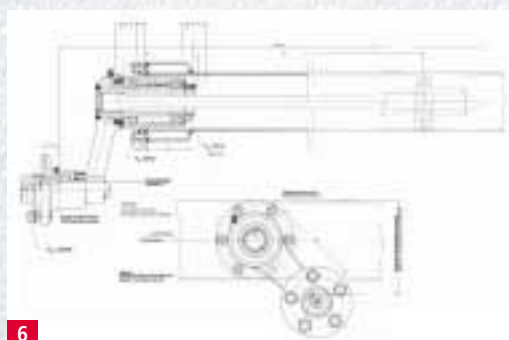
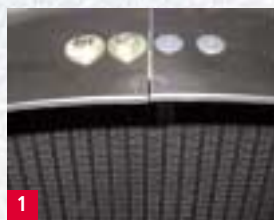
When replacing fan v-belts it used to be necessary to move the radiator with built-on fan v-belt forwards slightly. This was a very time-consuming procedure. We have now come up with a much simpler solution, which requires the following adjustments to be made to the vehicle:

#### a) Changes at the ventilation plate

The ventilation plate must be divided in three parts (see figures 1 and 2). Between each part you need to place an aluminium strap with 5mm pop rivets on one side and two M6x16 screws with washers and locknuts on the other. This will enable you to remove the ventilation plate easily in order to quickly replace the v-belt.

#### b) Changes at the fan attachment

For the simplification of development and re-installation of the fan, the stud screws are replaced through a retainer ring (see 5). Warning: You may need a removal tool to detach the stud screws from the electromagnetic coupling. Please contact our technical customer service staff about this. These two technical optimizations greatly reduce the time it takes to replace v-belts.



### 6. Adjustments of the running gear PistenBully

Below is a table showing the series adjustment values of the radius arm for the PistenBully 300 to PistenBully 600W:

Type	Engine	Torsion spring diameters	1 <sup>st</sup> LA	2 <sup>nd</sup> LA	3 <sup>rd</sup> LA	4 <sup>th</sup> LA
PistenBully 300	DC OM 926 LA	reinforced torsion bars left: 825.24.00.113.06.0 right: 825.24.00.114.06.0	195	197	200	203
PistenBully 300W 4 to	DC OM 926 LA		195	205	210	215
PistenBully 300 Polar	DC OM 457 LA		175	175	185	190
PistenBully 300W Polar	DC OM 457 LA		180	180	190	195
PistenBully 600	DC OM 460 LA	28.7 mm	172.0	169.5	167.0	164.5
PistenBully 600W	DC OM 460 LA	28.7 mm	178.0	183.5	188.0	193.0

## News

# PistenBully-Shop



### PistenBully leisure backpack

- large main compartment
- front compartment with zipped front pocket
- two side net pockets
- padded shoulder straps with chest belt
- padded back section

Size: 31 x 45 x 15 cm  
Volume: 21,5l  
Colour: red/grey  
Material: 600 D High Density Polyester

EUR 19.90



### PistenBully Samsonite wallet

This wallet features two notes pockets, a coins pocket, six pockets for cards, three miscellaneous pockets and a mesh pocket. It has a stylish PistenBully stamp on the front.

Size: 10 x 13cm  
Material: Leather  
Colour: Black

EUR 24.90

Prices including statutory VAT, plus EUR 5.90 all-inclusive delivery costs.

Minimum order value: EUR 25

You can order these articles from the PistenBully Shop at [www.pistenbully.com](http://www.pistenbully.com)

## Fax reply: +49 (0) 73 92/9 00-556

- My address has changed. Please send me the K-Info at the address below.
- I no longer require the K-Info

I am a:  Business Director  Workshop Manager  Driver  
 Ski-slope Manager  Fan

#### My new address is:

Surname  Forename

Company

Street/house number

Postcode  Town

Country

Telephone  Fax

Email

#### Suggestions/remarks:

#### Servicenumbers

**Technical Customer Service**  
Gerhard Strähle  
Tel.: +49 (0) 7392/900-103  
Fax: +49 (0) 7392/900-100

**Spare-parts sales**  
Christof Heim  
Tel.: +49 (0) 7392/900-135  
Fax: +49 (0) 7392/900-130

#### Credits

Published by:  
**Kässbohrer**  
**Geländefahrzeug AG**  
Kässbohrerstraße 11  
D-88471 Laupheim  
Tel.: +49 (0) 7392/900-0  
Fax: +49 (0) 7392/900-556  
E-Mail: [info@pistenbully.com](mailto:info@pistenbully.com)  
[www.pistenbully.com](http://www.pistenbully.com)

K-Info is published every six months. The next edition of K-Info will be issued in spring 2008. Circulation: 2,000 copies  
Editor: Sabine Denzler