

SELLING POINTS FOR THE PISTENBULLY GREENTECH

PERFORMANCE

How many operating hours can the PistenBully GreenTech deliver after a retrofit?

After a retrofit and no other work the PistenBully GreenTech can perform for over 5,000 working hours. In addition, Kässbohrer provides a sufficient supply of spare parts. Wheel loaders can of course perform for more than 5,000 hours, but they often need to be repaired or reconditioned.

What output does the PistenBully GreenTech achieve on the front and rear tractive units?

On the front tractive unit the PistenBully GreenTech can muster an output of up to 130 hp, putting the PistenBully GreenTech on a par with a medium-class tractor and guaranteeing an optimum working speed.

What is the maximum performance of the PistenBully GreenTech?

The PistenBully GreenTech can shift 230-250 tonnes of silage per hour.

What is the maximum performance of the PistenBully GreenTech including compaction?

The PistenBully GreenTech can deposit and compact 180 tonnes of silage per hour. This makes it much more effective than a wheel loader, which can only handle around 70 tonnes.

How many wheel loaders does a PistenBully GreenTech replace?

Up to 3 wheeled vehicles can be replaced by a GreenTech. In a standard case 2 wheeled vehicles are working in the silo, depositing and compacting approx. 120 tonnes of silage per hour. 180 tonnes per hour would equate to 3 wheeled vehicles in the silo, however. Up to a maximum of 180 tonnes per hour is now possible with one vehicle: the PistenBully GreenTech. This drastically reduces the costs for fuel and manpower. The table shows this very clearly!

Capacity per hr	System	Estimated machine costs	Estimated manpower costs €20 / driver	Fuel consumption (€1.20)	Total costs for 8 operating hours a day
120 t/hr	1 PistenBully	€75/hr	1 driver	11-13 l/hr	€884.80
	2 wheel loaders	€120/hr	2 drivers	5,060 l/hr (25 -30 l/hr per vehicle)	€1,856.00
180 t/hr	1 PistenBully	€75/hr	1 driver	11 – 13 l/hr	€884.80
	3 wheel loaders	€180/hr	3 drivers	75 – 90 l/hr (25 30 l/hr per vehicle)	€2,784.00

Is the engine performance sufficient on the PistenBully GreenTech?

Numerous tests have shown that the PistenBully GreenTech is not exploiting its full capacity. That means the engine performance is completely sufficient.

Why would a lighter vehicle be better than a heavier one?

Because the All-Way-Blade ensures the vehicle deposits and compacts an optimum layer thickness of 10-20 cm. It is also down to the special grousers and to the fact that each wheel of each grouser runs individually, creating a shaking effect, which compacts the silage better than the wheels of a wheel loader.

Why is there no compactor or vibrating plate fitted at the rear to improve compaction of the silage on the surface even further?

That would slow the PistenBully GreenTech down and fuel consumption would increase. In addition, the driver would continually have to lift and re-lower, reducing working speed. Quite aside from the fact that it is unnecessary to apply more pressure, as the special X-track chain and the rollers already ensure optimum compaction.

Why are the tracks not made narrower to increase ground pressure?

At 330 or 430 hp, the PistenBully GreenTech has too high a performance for a narrower track. If a narrower track were used the PistenBully GreenTech might damage it.

Is the silage compacted to the optimum at the rear wall and in the corners?

Thanks to the All-Way-Blade, targeted, precise and even positioning of the silage is guaranteed, even at the rear wall and in the corners of the silo. This means the vehicle can run in parallel to the side walls, the side wall and the X-track chain are not damaged by contact as a result. Moreover, the low centre of gravity guarantees optimum traction control, enabling the vehicle to master steep inclines and slopes with ease. Moreover, the PistenBully GreenTech's incomparable climbing ability makes light work of any extremely high and steep slopes in the silo.

Does the PistenBully GreenTech create channels during compaction and turning?

No material is pushed to the side of the tracks during compaction of the feed, which means that no channels can arise. Fast turning manoeuvres on the spot are to be avoided in the silo to prevent disturbance of the surface by the tracks.

How is the shaking effect created?

Each single-row guided track produces a shaking effect, as the cleats are moving continuously and only have one track guide. The frame structure comprises 6 running wheels. This means the material is compacted six times with every pass. Compression creates a shaking effect, which is reinforced by the high cleats of the tracks.

What advantages does the PistenBully GreenTech offer for compaction aside from the shaking effect?

The vehicle facilitates excellent compaction at a fast working speed, thanks to extremely broad caterpillar tracks, a relatively low operating weight and the powerful engine.

COSTS

What are the purchase costs of the PistenBully GreenTech?

The PistenBully 300 GreenTech is available from 69,000 euros.

Why can't I buy a PistenBully from a ski resort – this is much cheaper?

A PistenBully from a ski resort has none of the features specially developed for the PistenBully GreenTech. This means it is not suitable for summer use, as the winter cooling system is not built for temperatures over +15°C. In addition, it will not have the special X-track chain, which delivers optimum silage compaction and is gentle on the ground beneath. The cleats on the X-track chain combine a steel core with rubber cladding. The rubber cladding has a zigzag profile, enabling the vehicle to traverse marshy and boggy terrain with ease. A winter track would destroy the floor of the silo because of the metal inserts that are needed in the snow.

What exactly is changed and replaced during retrofitting of the PistenBully GreenTech?

The PistenBully GreenTech is fitted with a different cooler with fan for oil, water and charge air. This guarantees perfect work up to +40°C. It is given a reconditioned chassis, new star wheels, the special X-track chain, an enclosed underside and enclosed side parts. Both drive pumps are overhauled, as well as the cylinder head. Additionally, a central lubrication system is installed for final drives, plus the special All-Way-Blade with drawing edge and 5-m working width. The PistenBully GreenTech also gets a comprehensive customer service warranty from Kässbohrer.

What special equipment is available?

There are extensive equipment options, e.g.

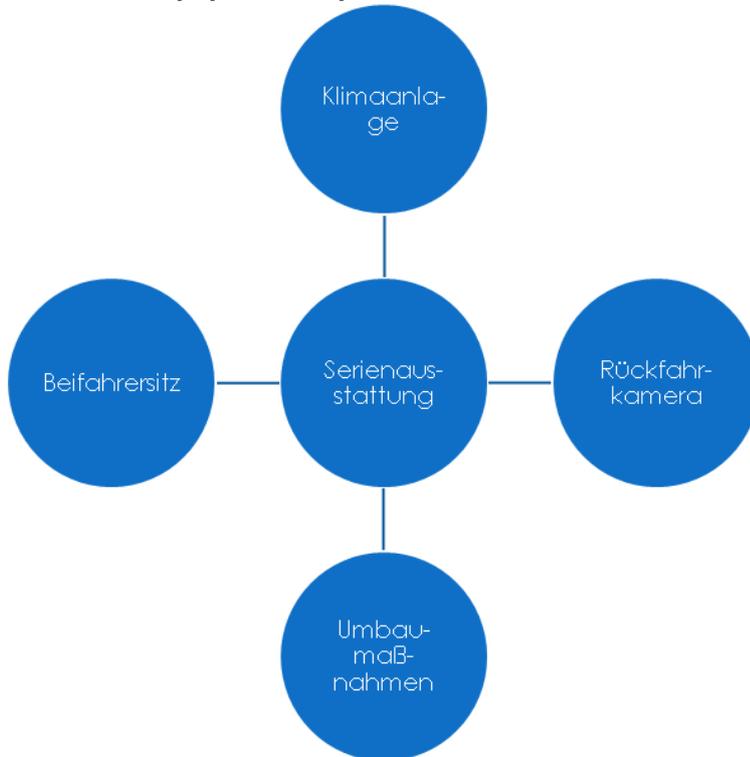
- Front/rear 3-point
- Front/rear universal joint shaft
- Municipal frame
- Double rear control unit
- Rear camera
- Painted driver's cab
- Steel star wheels

There is also a PREMIUM option: This package includes:

- New engine
- New pumps
- New gear box
- New high-pressure hoses
- New final drives
- The electrics and electronics will be serviced as needed

- Complete paint job
- Warranty for 12 months, or 600 operating hours.

What standard equipment is pre-fitted?



Air conditioning
 Passenger seat
 Retrofitting options

Standard equipment

Rear view camera

Illustration 1: Standard equipment

Does a PistenBully GreenTech not require more maintenance than other vehicles?

No, the service intervals are similar to wheel loaders and cars used in a standard way. Kässbohrer also supplies a repair manual.

What is the fuel consumption of the PistenBully GreenTech?

The PistenBully 300 GreenTech consumes around 11-13 litres per hour; the PistenBully 300 Polar GreenTech takes around 11-15 litres per hour. A wheel loader needs around 16.7 litres per hour. This means the PistenBully GreenTech is more economical and, therefore, more cost-effective to maintain.

Are there several tracks for the PistenBully GreenTech for different uses and how high are the costs for these?

It is possible to buy special steel tracks; these are available from 19,000 euros. However, these are unsuitable for use in silos, as they are designed for mulching or moving work, for example.



Illustration 2: Photo of the special steel track

What are the sales opportunities for me as an agricultural contractor when I have a PistenBully GreenTech and what are the potential uses of the vehicle?

The PistenBully GreenTech can be used for a multitude of tasks: it is perfect for the toughest moving work, which makes it perfect for depositing silage in biogas plants. It can also be used for mulching work in nature reserves, as the increased bearing surface delivered by its tracks makes it more suitable for this than a tractor. The sensitive terrain is protected and left undisturbed by the low ground pressure. Moreover, the PistenBully GreenTech works with the highest precision, preventing unwanted moving. The PistenBully GreenTech also has a mower attachment used for mowing and turf work.



Illustration 3: Photo of the PistenBully GreenTech mowing

When can the PistenBully GreenTech be used during the year?

The PistenBully GreenTech has multiple uses. If it is only being used for silage then it can be used for 10-15 weeks. It can be used for mulching and shifting work for almost the entire year. Grass shifting work takes place within a period of 2-3 weeks. GPS processing passes in 3-4 weeks.

How does the drive for the X-track-chain work on the PistenBully GreenTech?

The chain tensioning is effected via the front guide wheel. The driving wheel on the rear of the machine is steel and has a sprocket that is hydrostatically powered.

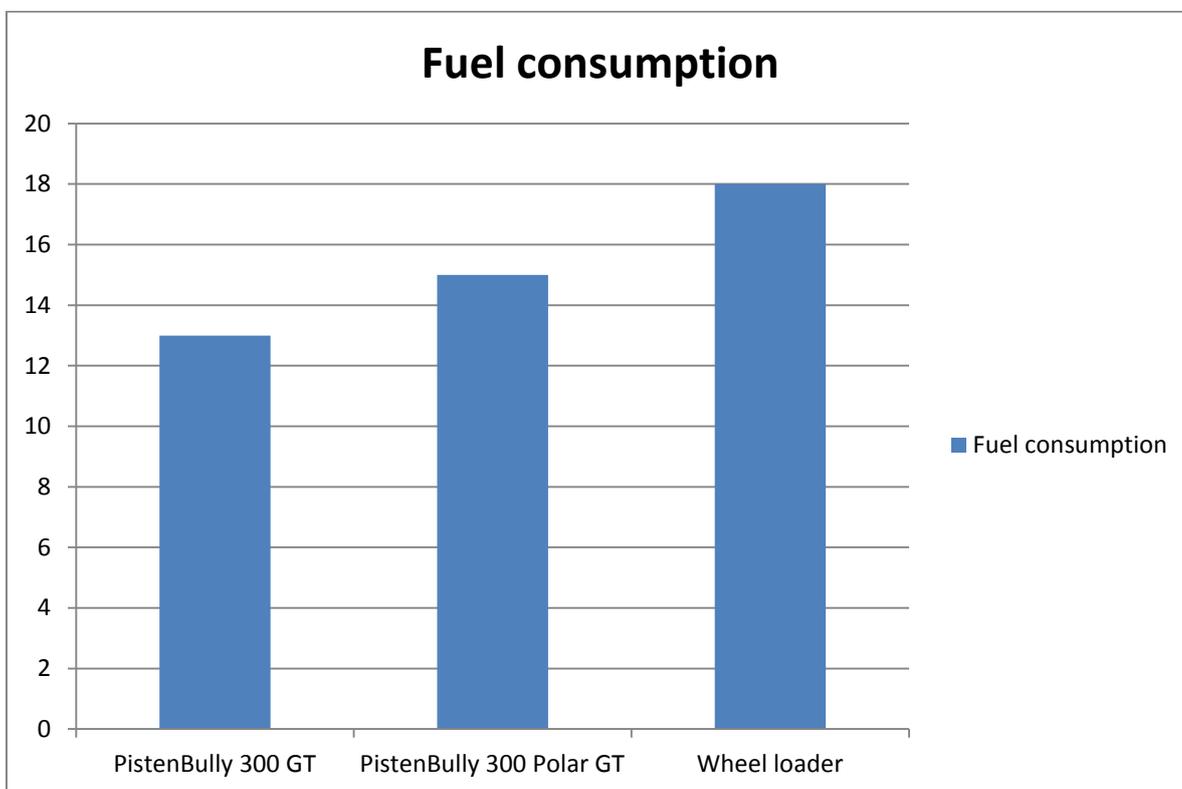
How much do you have to work the PistenBully GreenTech to make it a worthwhile investment?

The required minimum utilisation of the machine is around 250 hours a year.

SUSTAINABILITY

How high is the fuel consumption?

The PistenBully 300 GreenTech consumes around 11-13 litres per hour; the PistenBully 300 Polar GreenTech takes around 11-15 litres per hour.



Am I being environmentally conscious when I go for a PistenBully GreenTech rather than a wheel loader?

Yes, because the PistenBully GreenTech is faster in addition to its lower fuel consumption, which means the ratio of fuel consumption to speed is lower.

OTHER

Is the view of the blade not better with a wheel loader than with a PistenBully GreenTech?

Visibility is much better on a PistenBully GreenTech, because the driver has a perfect view of the

All-Way-Blade and the silage through the lowered front windscreen. Furthermore, the driver sits very close behind the blade, giving him a better overall view of the blade and silage.

Do you need extra training to drive the PistenBully GreenTech?

The PistenBully GreenTech is easy to operate thanks to the simple joystick control and semi-circular steering wheel; a detailed introduction is sufficient. Kässbohrer offers a 2-day training course when you buy, which aims to provide an introduction to the vehicle and teach you some smaller repair jobs.

How comfortable is the PistenBully GreenTech to operate?

The PistenBully GreenTech is comfortable to operate. Thanks to the air conditioning fitted as standard, plus countless special options, the PistenBully GreenTech is a comfortable place to work for long periods.

Are there several tracks for the PistenBully GreenTech for different uses and how high are the costs for these?

Kässbohrer has a special track for almost every use. These are normally made of steel, but may also be made from plastic or rubber. There are no standard products here. Each track is designed for the customer's specific needs and manufactured to order. The price for special tracks starts at 18,900 euros.

What special equipment is available?

A mowing or mulching unit with oil motor drive can be fitted at the front or rear in place of a shifting blade. Special attachments, such as a pushing fork, can also be used.

What are the advantages of the All-Way-Blade?

The special blade enables drivers to position the silage exactly where they want it. The twelve different positions of the blade guarantee optimum compaction of the silage. In addition, it is

possible to deposit a layer thickness of 10-20cm, which also aids compaction.

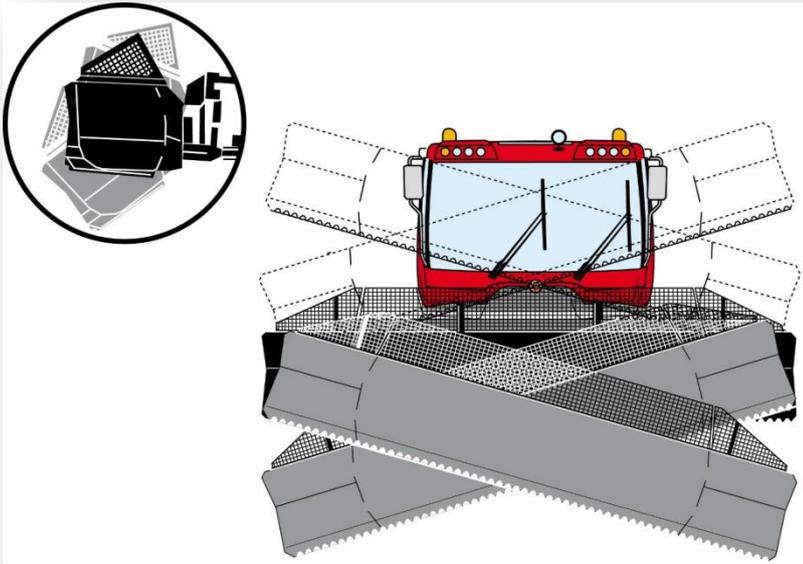


Illustration 4: Animation showing the functionality of the All-Way-Blade

Does Kässbohrer also convert smaller vehicles to PistenBully GreenTech?

Kässbohrer also offers the PistenBully 100 GreenTech and a PistenBully Paana GreenTech. These vehicles are not suitable for silage work, however, as they are too narrow and are not powerful enough. They are needed for regions and work where low ground pressure and narrow working widths are required (max. 2.5 m with the PB 100 or 2.2 m with the Paana).

Can the PistenBully GreenTech also work in the dark?

Yes, the bright floodlights provide excellent illumination in the silo at night. This guarantees safety during work.

What happens when my PistenBully GreenTech breaks down? Are there regional contacts?

There are 12 sales and service partners across Germany, and you can request a replacement vehicle in Laupheim. Worldwide there are 135 contact points.

PistenBully GreenTech:
Für jeden Einsatz bereit.
Ready for any application.

PistenBully
GreenTech



Illustration 5: Map of contact and repair centres

Do I need a low loader when I buy a PistenBully GreenTech?

Yes, to transport the PistenBully GreenTech you will need a low loader or a large trailer. The PistenBully GreenTech is not authorised for road use and, therefore, you cannot drive it on public roads.

Will it be possible to drive the PistenBully GreenTech on public roads in the future?

There will not be an option to drive the PistenBully GreenTech on public roads ex works, but you can obtain a special permit in each case from the appropriate local authority. This enables you to drive on public roads for short distances.

What are the considerations for transporting the PistenBully GreenTech?

The blade can be folded down to a width of 3 m. This makes the PistenBully GreenTech very quick to transport. You can fold up the blade in just a few minutes.

Why should I buy the PistenBully GreenTech from Kässbohrer and not from a private dealer?

In addition to the guaranteed good working condition, Kässbohrer also offers extensive service for the PistenBully GreenTech, which can be activated very quickly as needed, and provides you with a supply of original spare parts. Courtesy vehicles are also available to customers as needed. Moreover, Kässbohrer offers training for the PistenBully GreenTech, enabling you to familiarise yourself with how the vehicle operates. The customer gets ONE point of contact for everything. Independent dealers are not in a position to provide warranties and fast assistance (and do not want to either).

How reliable is the PistenBully GreenTech?

The technology and engine of the PistenBully GreenTech worked smoothly and without faults all independent tests. Accordingly, the PistenBully GreenTech can be seen as very reliable.