

SPECIAL

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FOCUS



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Bauma 2016 – the biggest standard
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Working on the moon.
In a former strip mining site. > 4

We are the foundation of Porsche.
Soil stabilisers in Leipzig. > 20

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Grounds
maintenance



Forestry
Brush



Construction
Transport



Winter
Maintenance



IMPRINT

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Peter-Josef Paffen and Ilse Aigner, Bavarian Minister for Economic Affairs and Media, Energy and Technology, visit the Fendt stand.

Dear Readers,

I can remember our first in-field operation with a Fendt 1000 Vario very well. It was over two years ago. The tractor was a prototype and was undergoing an extreme load test on a large farm in the former East Germany. I was immediately enthralled by the machine and especially by the completely new intelligent four-wheel drive.

The driving sensation and power delivery are unparalleled.

Today I am more than ever convinced by the vehicle concept of the Fendt 1000 Vario. The driving sensation and power delivery are unparalleled. The Fendt 1000 Vario will also find its application in the area of ISU (industry, road construction and environment). On the following pages, you can already read the first stories about this.

The 1000 Vario is also visually convincing in the new colour "Fendt Nature Green". This year it was the only tractor to be awarded the internationally renowned iF Design Award in Gold as well as the Red Dot Award for Product Design.

But please, have a look at the 1000er and our other tractors for yourself. I hope you enjoy reading the stories, looking at the photos and watching the videos.

Yours sincerely,

Peter-Josef Paffen
Vice President and Chairman
of the AGCO/Fendt Management Board



Working on the moon

The wind is whistling. And it's raining, too. Nothing for friends of fair weather. And also not the environment for nature lovers. Because the way the former brown coal mining area Klettwitz looks now, it could be on the moon. But then one hears the sound of engines and sees plants growing in the distance and one slowly suspects that this moonscape will become a nature reserve in the future.

The team that has been moving masses of earth here since October 2015 belongs to the BTF Rönnebeck GmbH. The brothers Marcel and Renè Rönnebeck manage the family-run company specialising in construction and transport services.

"Renè and I originally each had a one-man business," explains Marcel Rönnebeck, Managing Director.

"After a while, we received more and more jobs, so we merged our companies in 2013. A year later we founded BTF Rönnebeck GmbH and invested in construction equipment and tractors," says the younger brother. The company now has 17 permanent employees.

Renè Rönnebeck, the older brother, is responsible for job coordination as well as on-site construction project completion. He was the one who drove the idea with the tractors forward. "When we take part in tenders, it is an advantage, if the vehicles are approved for on-road driving. Furthermore, the machines must also have extreme off-road capabilities. If you look at the area here and observe the weather, you don't have a big choice. A truck with four axles wouldn't make it through here. No way!", says the construction manager, confirming his choice of the Fendt 930 and 939 Vario. "Fendt tractors clearly have the advantage here: they are approved for on-road driving, drive 60

The exhibition mine with the conveyor bridge F60 in Lechterfeld: 500 m long, 80 m high and 11,000 t weight, one of the largest movable technical facilities in the world. The site there has been used as an event location and a local recreation area for many years. The accessible conveyor bridge is a true visitor attraction. A tour of the giant steel structure takes 90 min.



km/h, make it through tough terrain and give me different mounting options, for example, I can use a soil stabiliser with them. With a dumper I can only drive earth back and forth and the same thing with a truck."

Slippery ground and deep water holes

The challenge on the grounds of the former brown coal mine Klettwitz are the dumps, which lie far above the water table, and the nutrient-poor soil, comprising gravel, clay, loam, top soil and coal. Add to that the steep, erosion and landslide-prone embankments, which have a number of residual holes. A typical state after mining has been abandoned.

Through the new intelligent four-wheel drive and the integral tyre pressure regulation system VarioGrip, even the deepest furrow is no problem for the Fendt 1050 Vario.

Today's landscape is the result of a long history of mining, some of which already began 150 years ago. In order to mine coal, rivers and ditches were moved, whole villages had to make way for strip mining. Here a conveyor bridge in the Klettwitz strip mining area in the 1960's. (Photo: ©LMBV)

The goal of the restoration is to remove any dangerous mining waste, prevent hazards and enable the reuse of post-mining landscapes. To do this, enormous

»We moved 450,000 m³ of earth in the time period from November 2015 to July 2016, incl. work on the embankments.«

masses of earth must be moved.

"We moved 450,000 m³ in the period from November 2015 to July 2016, incl. profiling work on the embankments," says Renè Rönnebeck explaining the massive earth-moving work. "Our machines must transport approx. 2,000 m³ every day. Depending on



the weather, however, it may be less on some days. When it rains heavily, the ground becomes slippery and deep holes fill with water.”

The two Fendt tractors have been in continual operation for nearly a year now and have about 2,500 work hours behind them – all without problems or major repairs. “The work those two have done is quite an achievement,” says Renè Rönnebeck, praising his two 900 Vario tractors. “The Fendts are tougher than all the others. I notice it on the troughs that I build. The machines are constantly subject to short, small shock loads on the tracks here. We tried several different tractor models: the attachments for the wheel arches

Marcel Rönnebeck (right) and Renè Rönnebeck (right) talk over the next work steps.



(from right) Denny Schulz from the BayWa Technik Vetschau provides consultation for the family-run enterprise: Renè Rönnebeck is responsible for job coordination, his mother, Petra Rönnebeck, works in the office and Marcel Rönnebeck takes care of management.

often broke off. The tractors literally fell apart while driving because of the vibrations! And the transmissions and engines from other manufacturers couldn't handle this tough terrain. The Fendt is the only one that made it through here. The same goes for the electronics: the sensors on the others failed because of the dirt. Then the whole tractor was stuck and I couldn't do anything anymore.”

The entrepreneur appreciates what the two Varios can do and knows the differences to agricultural applications. “In the field, I have relatively uniform loads and draft forces. During our work, loads vary greatly: I am always driving from level ground to slopes and back again. A lot of power is required to get up the slopes. I also have water holes, giant furrows and soft, sandy soil – the tractor must also be able to drive here. And the tractors are subject to

changing loads a hundred times a day!”

1050 Vario in endurance test

Since Renè and Marcel Rönnebeck have already made a bid for a new major job for the reclamation of a former strip mining landscape, they are already planning machine operations today. In any case, Fendt tractors will be used on the construction site again. With this heavy-duty work, the new Fendt 1000 Vario is also of interest for the brothers. They had the opportunity to test a Fendt 1050 Vario for one day in their fleet.

Renè's verdict is clear: “The Fendt 1050 Vario drove up inclines of more than 12 percent. Not even the dumper made it up, and it has six-wheel drive. Very impressive!”

The new intelligent 4WD concept on the

Fendt 1000 Vario, along with its 500 horsepower, convinces both operator and boss. "What I also find very impressive is that the 1050 Vario doesn't even need a front weight. It can pull the large three-axle tipper without a front weight and remains firmly on the ground. We drive the 900 series with front

»The Fendt 1050 Vario drove up inclines of more than 12 percent. Not even the dumper made it up and it has six-wheel drive.«

weights here, because otherwise they would float."

From the moon to a paradise for plants and animals

Until July, the team from the BTF Rönnebeck GmbH still has to take some 200,000 m³ from the embankment and drive it into the trough. Then the soil in the landslide-prone area in front of the dump and around the banks will be compacted and stabilised. The embankments are arranged as terraces to facilitate water flow out of the trough. "Talk amongst construction companies says that there are enough areas that need to be recultivated in the former brown coal mining areas to last 30 to 35 years," says René, describing the upcoming jobs. "The legislative authorities stipulate that every gravel or brown coal hole and every landfill must be recultivated. In this way, the current moonscape will first be a reclamation area and then turned into a natural paradise for plants and animals in the future – with the help of two Fendt tractors.



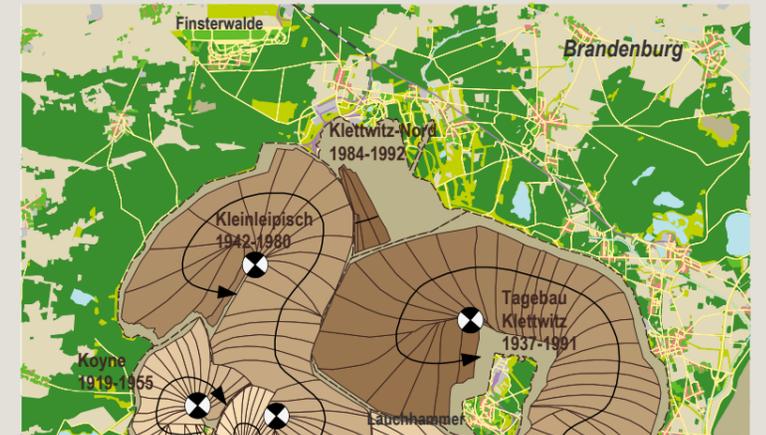
THE GRÜNHAUS NATURAL PARADISE

In the mid-1970's, about two thirds of the current Grünhaus nature conservation area was excavated by the Kleinleipisch strip mining operation.

»It is our obligation to leave, or reclaim, an intact environment for the next generation.«

NABU National Natural Heritage Grünhaus Project

Today's Grünhaus nature reserve covers the area of the three former strip mining operations Klettwitz, Klettwitz-Nord and Kleinleipisch between the Finsterwalde and Lauchhammer. It encompasses an area of 1,930 hectares. The greater part of the area was acquired through the NABU foundation National Natural Heritage 2003 from the LMBV and has been under environmental protection since then. Characteristic of the young post-mining landscape is that it was quickly populated by rare, in part strictly protected, species of plants and animals. In the meantime, over 3,000 types of plants and animals have found their home in the Grünhaus. The Naturschutzbund Deutschland (Nature and Biodiversity Conservation Union) or NABU is committed to ensuring that these areas can continue to develop freely without human intervention.



The post-mining landscape of the Lauchhammer mining fields comprises the former strip mining areas of Kleinleipische, Klettwitz and Klettwitz-Nord. The entire area comprises 9,880 hectares (Graphic: ©LMBV).



Today around 6,800 ha are subject to mining laws. Of these, approx. 3,900 are forests, 350 ha agricultural areas and 1,800 ha other areas (nature conservation priority) and 750 ha water areas.

(Graphic: ©LMBV – Lausitzer und Mitteldeutsche Bergbau-Verwaltungsgesellschaft mbH)



The bauma 2016: giant of the construction machinery industry

The world's largest trade fair in terms of exhibition space opened its gates on Monday, 11 April. Every three years the construction machinery industry presents its latest technology on 605,000 m² of exhibition space, which is approx. 56 football fields. And right in the middle, the world's biggest standard tractor: a Fendt 1050 Vario.

Some 3,400 international exhibitors presented their newest products and innovations for the construction machinery industry over the seven days of the trade fair.



Time for customers: Fendt sales engineers provide competent consultation

Ilse Aigner, Bavarian Minister for Economic Affairs and Media, Energy and Technology, visits the Fendt stand: "With Fendt, the high-tech industry has a top brand, because the name stands for quality and for outstanding technology."



The "rear view" of the tractor also plays a big role for visitors.



Whether in a suit, jeans or traditional Bavarian costume – everyone from the construction industry meets at the bauma.

YOU WILL FIND THE VIDEO ABOUT THE BAUMA 2016
AT WWW.FENDT.TV





Fendt driver
for the state-run
business for road
construction
Stefan Schonk.

Cleared roads in the Saarland

Excluding the city states, the Saarland is the smallest state in the Federal Republic of Germany with a total area of 2570 square kilometres. It stretches over parts of the Hunsrück, the Lorraine Scarplands and the Saar-Nahe Uplands. This region is connected by an excellent highway and road network. It is maintained and repaired by the state-run business for road construction, the "Landesbetrieb für Straßenbau" (LfS). It uses eleven Fendt tractors.

The Landesbetrieb für Straßenbau is an institution in the Saarland. The enterprise turns over some 120 million euros annually for an efficient, safe and environmentally friendly highway and road network. More precisely, that amounts to 240 km of highways, 300 km of national roads, 1430 km of state roads,

more than 490 km of cycling and walking paths and 1,900 buildings, which all need to be maintained and repaired. Some 560 employees at twelve subsidiaries throughout the entire state are working on that. "A very important prerequisite for a functional economy is unlimited mobility," explains Hans the require-



One advantage of the Fendt 209 F is its manoeuvrability.



Hans Mosbach (l.), Head of the Central Workshop and Bernhard Brischwein, Fendt Factory Representative.

Mosbach, highlighting the significance of the road construction business. The automobile mechanic has been with the company since 1980 and has been managing the central workshop of the LfS in Theley for 20 years. No wheel turns without him and his 18 employees. All machines and implements come here for inspection, maintenance or servicing in the ultra-modern workshop: from the smallest power saw to big trucks. All repairs are carried out here. That is why Hans Mosbach also has a decisive word when new purchases are made.

The Saarland starts large-scale testing

Based on good experience with tractors for road work in other states, the Saarland thought about using tractors. "Honestly, I was very sceptical at the

beginning. Tractors on the Autobahn? How is that supposed to work?" recalls Hans Mosbach. Before a decision was to be made, he had a suggestion: He wanted to test the tractors from all the well-known manufacturers. The Saarland started large-scale testing: five employees thoroughly tested tractors for five weeks. "Then we quickly agreed," he admitted grinning: "Fendt was ahead of the pack!" The main reason was their profitability. "That plays a decisive role in a state-run business like the Landesbetrieb für Straßenbau, considering the tight budget," said Mosbach. With increasing Europeanisation, the amount of traffic in high-tech countries like Germany is increasing steadily. Particularly because the Saarland is located in the geographical centre of Europe. With increased wear on the roads, not only

A weed brush is used to clear grass and weeds from the manhole cover to permit further work on it.





The Fendt 209 F Vario is used to repair walking and cycling paths.



The three-point safety belt and the head rests provide more safety in road traffic.



Wolfgang Finkler (front), mechanic, and Norbert Fickinger, responsible for ordering spare parts, in the central workshop in Theley.



Stefan Müller-Rackwitz is responsible for the trainees, career changers and employee training.

Hans Mosbach, Head of the Central Workshop (2nd from left), Bernhard Brischwein (3rd from left), Fendt Factory Representative, and Christof Poth (3rd from left), Managing Director RWZ Agrartechnik Lebach, speaks with employees in front of the new Fendt 714 Vario.

ments for roadside maintenance are growing, but also those for the vehicles, machinery and implements used. That is why all the machinery and vehicles that belong to the LfS are managed, tested and compared in a performance directory. Mosbach's employees document all the costs that accrue for the machine, starting with its purchase. "For Fendt those are primarily inspections and the replacement of normal wearing parts. Now they already have ten years of running time or 7,000 to 10,000 work hours behind them," sums up the workshop manager. In the meantime, there are now 15 Fendt tractors,

including a 714 Vario and a 200 Vario, at work on the roads and pavements in the Saarland to keep them safe for traffic. In the summer, these services primarily consist of mowing work, in the spring and autumn, cutting brush.

Three-point safety belt increases safety

However, not only safety on roads for drivers, but also for the workers in the tractors are of major concern at the LfS. Especially because the tractors are travelling on public roads and highways. Together with Fritz Obermaier, the former Fendt Sales Manager ISU – Intelligent solutions for industry, roads, envi-

ronment – they found a solution where the driver seat is equipped with a three-point safety belt and headrests like in an automobile. The company König Komfort- und Rennsitze GmbH, headquartered in Ilsfeld, has been manufacturing driver seats that meet these demands and are also compatible with Fendt tractors since 2010. That shows that good collaboration between companies in the Saarland and Allgäu regions functions well – especially in matters regarding safety. The RWZ Agrartechnik Lebach, represented by Managing Director Christof Poth, plays an important role here. Besides the employees from the ISU division in Marktoberdorf and Bernhard Brischwein, Fendt Factory Representative for this region, is the primary contact person regarding agricultural equipment.

Good prerequisites for the new challenges for the Landesbetrieb für Straßenbau in the Saarland. The list of new tasks is long. In addition to maintaining the roads, which also includes the road accessories such as signs, road markings, light signals and crash barriers, this also includes planning as well as new construction, modification and expansion of national and state roads. They are controlled and managed from the headquarters in Neunkirchen, eight Autobahn and road maintenance depots, a telecommunications maintenance depot, a traffic centre, a bridge maintenance depot and the central workshop. The LfS spends three million euros every year for new machinery purchases alone. The old vehicles are auctioned off after seven to twelve years, depending on area of application, model and running time. Hans Mosbach is tending towards purchasing further Fendt tractors in the upcoming years, since they meet the requirements of road construction very well.

DID YOU KNOW?

The Saarland ...

- has a population of about one million.
- is the smallest state, excluding the city states, in terms of area and the second smallest, before Bremen, according to population size.
- is one of the warmest regions in Germany.
- was never a French-speaking region. However, as an act of solidarity with the region, the first foreign language taught in school is French, not English.
- The landmark of the capital city Saarbrücken is the Ludwig Church. Together with St Michael's Church in Hamburg and the Frauenkirche in Dresden, it is one of the most prominent Baroque buildings in Germany.
- Saarlouis is often called the "The Queen of the Saarland". A visit to the fort is always interesting.
- The landmark of the Saarland is the Saar Bow near Mettlach.





Jürgen Stehr is pure innovation. He holds 61 patents. Everything began in a small garage in Schwalmatal-Storndorf in Upper Hesse.



Jürgen Stehr has annual net sales of 12 million euros with his implements.

Dust-free solutions from the think tank

Jürgen Stehr is an entrepreneur through and through. Solid and pragmatic, but a visionary at the same time. One would tend to say that he is an old-school entrepreneur, were it not for the enormous innovative power, which covers the grounds of the Stehr Spezialmaschinen company in Schwalmatal-Storndorf. "Those who do not want to change things for the future will lose what they want to keep." That is his motto. The history of the Stehr company almost sounds like a fairy tale.

Jürgen Stehr's success story starts in the year 1983 in a small garage in Schwalmatal-Storndorf near Alsfeld in Upper Hesse. Here the agricultural machinery mechanic already started working on his implements for road construction and civil engineering work. It was not until 1989, however, that his enormous inventiveness resulted in the first implement, a plate compactor for road construction. "In the mid-90's, we started to develop implements for tractors," explained the 66-year-old, who has been around construction machinery all of his life. After his training, the meticulous entrepreneur first left Hesse to

go out into the wide world. "When I was 18 years old, I first wanted to get out into the world, everything here was too small for me," says Stehr with a calm, resounding voice. So young Stehr set out to explore Africa and the Arabic world. Then he worked for the construction machinery company Liebherr in all countries of the world, until he came back to Upper Hesse in the 1980's, where he has remained until today. The reason behind Stehr's success lies at hand. "Our aim from the very beginning was to listen to customers and to find individual solutions for their problems," says the enthusiastic hobby rally driver. A

long list totalling 61 patents shows that his visions are not just crazy ideas. When you sit across from the down-to-earth managing director, you quickly have the impression that everything that he does makes sense.

At Fendt, the strategy has also always been to listen to customers and to offer them products tailored to their needs. Stehr, who bought his first Fendt 824 at the beginning of the 1990's, was immediately enthusiastic about the performance capabilities of the green tractors from Marktoberdorf – even though they did not have a continuously variable transmission at that time. "Fendt was the first manufacturer to bring the sensational Vario transmission onto the market a bit later, and that is exactly what you need on a construction site," he raves. The other advantages for him are clearly the high PTO power, since his implements are driven by the PTO, and also the excellent service provided by Fendt in Germany. Stehr, however, is a pragmatist. "I honestly have to say that the different tractor manufacturers have moved closer together in terms of quality and performance. There aren't any really bad tractors nowadays," his smiles. However, he still finds that the trac-

Stehr's specialty machines need power. He swears by the high PTO power of his Fendt tractors.



tors from the Fendt brand and his implements fit together perfectly. Just like Fendt with its revolutionary continuously variable transmission, Jürgen Stehr is also a true pioneer with his specialty machines. The milling cutters and soil stabilisation machinery from the Vogelberg district are also in operation on construction sites in foreign countries. "Ninety percent of roads around the world are unpaved," explains the visionary inventor, who now sells his machines to Australia, India and the African continent.

Distribution around the globe

We are going to change locations. From the warm and comfortable conference room of the Stehr company to India. It is the rainy season, a few hundred kilometres north of the capital of India, New Delhi. When it rains buckets here for weeks at a time, one cannot even think of driving on the roads and tracks. These often flooded and almost impassable paths are being paved bit by bit – with machines from Stehr. "The roads are built on a type of dam, so that



they are protected from the water. Our compact specialty machines for soil stabilisation are also used for that here on location," he explains. However, Jürgen Stehr had to get used to the working habits of Indian and African workers. "Everything is much more relaxed there," he reports.

In addition to innovative power and the inventiveness of the company founder, a competent, efficient team is required for success. Some 42 employees build the innovations of tomorrow on 80,000 m², another 50 do the preliminary work for the company in the near vicinity of Schwalmatal-Storndorf.

One advantage at Stehr is that the company has its own testing grounds. The implements are thoroughly tested there, in practical operation and then presented to customers on site – no matter what the ground conditions. In most cases, they are towed by a powerful Fendt Vario tractor from Marktoberdorf. Stehr also runs a restaurant on his company grounds. Without much ado, Stehr turned a historical barn that was to be torn down into the pub "Ideenschmiede" (idea forge). He receives customers and holds training sessions in his own pub. He even already has a pop song for his "Ideenschmiede".

During the talk with the managing director, a flat bed truck drives up with a transport trailer for his specialty machines, which can be lowered completely so that both sides can be loaded without having to use ramps and can carry a load of up to 10 tonnes. Also his own creation. Another innovation from Stehr is the new soil stabiliser model SBF 24-8 for dust-free soil stabilisation. It was just recently used for construction at the Porsche production facilities in Leipzig. The rotor can be adjusted to a depth of 50 centimetres to work the binding agent into the ground.

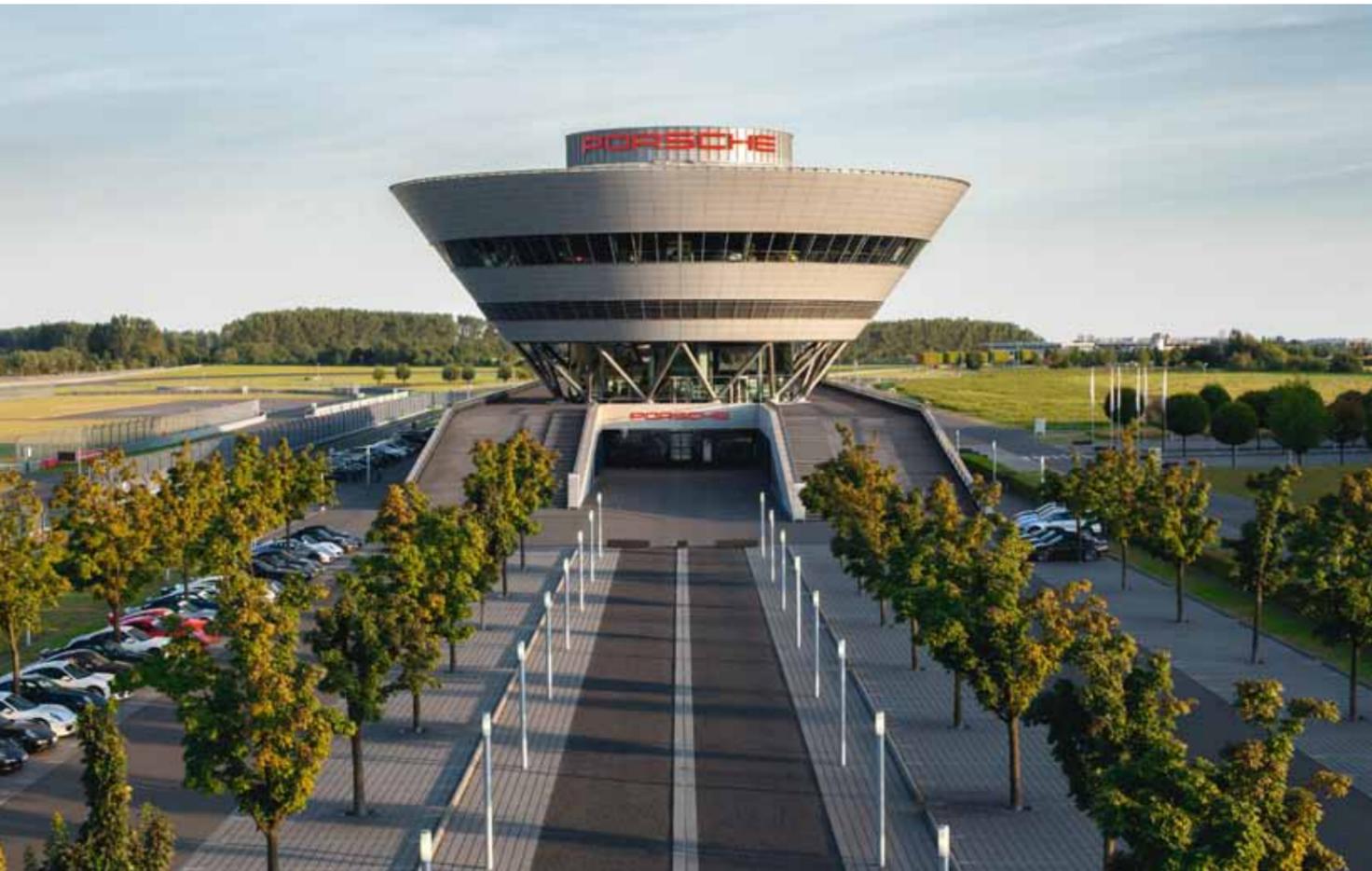
You will find the story on the next page.

The Stehr soil stabiliser SGF 1300 has a working depth of 1.3 m and is the biggest soil stabiliser in the Stehr product portfolio.





“We are quasi the foundation of Porsche”



(Photo: ©Porsche)

“Keep on schedule, that is our motto, short and simple! We only accept jobs if we know that we can meet the deadline,” says Denny Gebhardt, Construction Manager at the Süß Bau GmbH, self-confidently. And rightly so, because his team expanded the Porsche works (Panamera G2 project) in Leipzig by 183,000 square metres in barely three months.



Porsche Leipzig: the area of the site, which was opened in 2002, grew from 76,000 to 259,000m² in 2016, the number of employees from 1,000 to 2,500. (Photo: ©Porsche)

Porsche invested 500 million euros in the new factory for building its Macan SUV. The biggest construction project in the history of the sports car manufacturer started in September 2011 with the Macan project and was expanded with the Panamera G2 project in June 2014. The new factory was officially opened in February of this year.

“Top priority: absolutely no formation of dust, so that Porsche production is not impaired in any way.”

The entire underground engineering work for the new car production facilities was carried out by the Süß Bau GmbH from Taucha. “Our job for the Porsche Panamera project was to stabilise the base level and at the same time to regulate the terrain in two layers,” says engineer Denny Gebhardt, construction manager for the project. “Parallel to that we moved 600,000 m³ of earth and stabilised 380,000 m³ of soil on the

construction site. Right over there where the new building is located now.” The crux of the job was in the very short construction period. The engineers from Süß Bau had to plan in advance how to manage this immense construction project within the narrowest time frame. “To increase the speed, two low-dust soil stabilisers did the preliminary work, followed by another big stabiliser. Top priority: absolutely no formation of dust, so that the production of new Porsches is not impaired in any way. We have to work without producing any dust in this area,” says Denny Gebhardt, explaining the self-defined procedures.

Preliminary work with dust-free soil stabilisers. A Fendt 930 Vario with a low-dust Stehr soil stabiliser SBF 24-6 and a Fendt 939 Vario with the newest model, an SBF 248, were used. The Stehr stabilisers work the lime-cement mixture into the ground directly within the milling drum housing. Dust is only produced within the housing and therefore remains contained. “We have been using these low-dust soil stabilisers for 15 years now and we were the first to use them in

(Photo: Daniela Müller)



Porsche invested in the expansion of the factory in Leipzig. Additional halls for assembly, painting and bodywork are being built this year to accommodate the complete production of the Panamera series at this location. (Photo: ©Porsche)



Fendt 930 Vario with a SBF 24-6 soil stabiliser. The mixed binder is determined according to the soil type as well as the moisture class, e.g. B50 is 50% lime and 50% cement (Foto: Daniela Müller)

Engineer Denny Gebhardt has been working at the Süß Bau GmbH since 2010. The construction manager is always there for all the big construction projects.



(Photo: Daniela Müller)



Father and son, Carsten (right) and Christopher Schräpler (left) drive the 900 Vario: "The comfort and performance of Fendt tractors have convinced us. The suspension and springs are really good on Fendt tractors. And the power transmission to the ground is very important for our work. You don't get stuck!" Klaus Voigt (centre) from the BayWa Wurzen is the sales consultant for municipal operations.

Germany at that time," says the civil engineer. "The power of our tractors must match the soil stabiliser, because it rotates against the driving direction in order to dig itself into the ground. If I don't have enough engine power, I can't go forward and have frequent downtimes on the construction site."

The Fendt 930 Vario already racked up 9,250 operating hours since it was delivered in September 2007 – without any major breakdowns. The Süß Bau GmbH bought the new Fendt 939 Vario in

Service partners just have to be flexible and even come to the construction site, if necessary.

2014 for the soil stabiliser model SBF 24-8. The tank for the binder agent on the SBF 24-8 can hold 8.5 m³ of mixes. These can be worked into the soil with a rotor that can be lowered to a depth of 500 mm. Of course, this demands a lot of tractor power.

"Choosing a machine is a question of quality. We have chosen Fendt," explains construction manager Gebhardt. "We also tried other brands, but

Fendt 1050 Vario with the SBF 24-8 soil stabiliser in an industrial park in Northern Leipzig. A new parking area for commercial vehicles will be created here within three weeks.



(Photo: Stehr)



(Photo: Süß Bau GmbH)

The family-run business Süß has been in Taucha for nearly 30 years. It was founded during the time of the German Democratic Republic and expanded successively to a company with 100 permanent employees. Today it is managed by Thomas Süß (jr).

had too big losses with them. Because we are a performance-oriented business, we cannot afford to have machine failures. We need powerful tractors and that is why we have chosen Fendt, because the machines fit to our implements and we hardly have any breakdowns."

In addition, the Süß Bau GmbH has a reliable dealer in Saxony, the BayWa Wurzen. "Service is also a decisive factor for a brand. The BayWa is our service partner and has to react quickly. We have scheduled all of our machines, so they all have to work. Service partners just have to be flexible and even come to the construction site, if necessary. It is of no use to me, if I have to wait a week until somebody finally turns up to look at the machine," says Gebhardt, expressing his demands on his service partner.

Thanks to the Süß Bau GmbH, the Porsche factory was put into operation right on schedule. "We have been working for Porsche since they first opened the location here in Leipzig, since the foundation stone was placed. We have been part of every one of their bigger earthmoving projects since then. We are quasi the foundation of Porsche," he laughs. And then he already has to go, because he wants to check on a current project. A new parking area for commercial vehicles still has to be built this month in an industrial park in the northern part of Leipzig.



Sand & gravel are his business



The Fendt 939 Vario offers many operating options.

The Starkenberger Baustoffwerke GmbH SBW in north-eastern Thuringia excavates high-grade sand and gravel. Thousands of tonnes of earth are moved every day. The company has been using a Fendt 939 Vario to do this work for a few years now. The tractor is more flexible and economical than conventional construction vehicles.

Full power! 390 hp in operation in the sand pit at the Starkenberger Baustoff GmbH. The broad range of high-grade building materials is used in construction and civil engineering projects as well as for road, pipe and rail laying work.

One finds them increasingly more often on large construction sites. Sometimes they are powdered white with lime dust or full of mud in the rain: Fendt tractors. A Fendt 939 Vario has been in operation in the sand and gravel pit at the SBW for a few years now. "Its versatility has convinced us. Where we would have had to use a dumper, dozer and an excavator before, we now only need to use one Fendt 939 Vario. That saves costs," explains Kai Plügge, General Manager and Head of Production and Technology at the Starkenberger Baustoffwerke GmbH SBW.

Use machinery as effectively as possible

The business, located between Altenburg and Gera, was founded in 1978 as the Wismut Company, a supplier for filling sand for the stabilisation of mining shafts for the uranium mining at that time. That is why there is such a good infrastructure here today, which includes an efficient rail connection. Customers can be supplied with building materials year around via the Autobahn A4 and the extensive road network. "Despite this, a sand and gravel quarry is always regionally bound and the transport costs are not negligible," emphasises Kai Plügge. That is why the subsidiary company of the Starkenberger Quarzsandwerke always aims to use its machines as effectively as possible.

"First reports in relevant trade magazines about the use of tractors on construction sites made me curious. We made our first contact with Fendt at the Bauma trade fair in Munich six years ago," he reports. An important point in the decision to purchase a powerful Fendt tractor was the near vicinity to the AGCO/Fendt sales partner LKS Landmaschinen and Kfz-Handel in Starkenberg. Tilo Leipnitz, Managing Director of LKS, provides Plügge and his colleagues with advice in all matters concerning the Fendt-green tractors. The advantage is that it is only a three-minute drive from his office to the building materials plant with his car.



THE SKAT TOWN ALTENBURG

Starkenberg lies only a few kilometres away from Altenburg, the town that is world-famous for its playing cards. Anyone who plays Skat in Germany holds a product from Altenburg in their hand.

But why is Altenburg the Skat town? Firstly, because Germany's most popular card game was invented here in Altenburg, a former seat of royal power, at the beginning of the 19th century. Based on the card games "Schafkopf", "L'hombre", "Solo" and "Tarock", "Skat" was developed from 1810 to 1817 and soon became known beyond the city limits. The German Skat Association (Deutscher Skatverband, DSKV), the umbrella association of all the German Skat associations, has its headquarters here. Moreover, the highest decision-making body for any conflicts regarding Skat in Germany, the German Skat Court, is located in Altenburg. That the people of Altenburg honour Skat and carry the title of "Skat Town" with pride, can be seen in the many inns and pubs in which playing Skat is simply part of life at the regulars' table. The countless number of Skat clubs is evidence of the game's significance for the city and its people.



From left: Steffen Winkler, Fendt Sales Consultant at the LKS Starkenberg, Tilo Leipnitz, Managing Director LKS Starkenberg, and Kai Plügge, General Manager and Head of Production and Engineering in the Starkenberger Baustoffwerke GmbH SBW, in front of the SBW headquarters.



Earth is removed with a scraper bucket to reach the underlying layer of sand.

High-grade sand and gravel with 93 percent quartz content.

The sand pit starts just a few hundred metres behind the buildings housing the offices, workshops and garages of the Starkenberger Baustoffwerke. Their grounds look like a moonscape. Sand as far as the eye can see. Only the countless, busy machines at work are a sign that sand and gravel are being excavated here. Overall some 800 hectares belong to the company, which employs 63 people and has an annual turnover of 16 million euros.

The high-grade sand and gravel excavated here is much in demand and finds many different kinds of uses in the construction industry: aggregates for concrete, mortar and screed, building material for road, canal or rail construction and also for gardens, playgrounds or sports facilities. "The special thing about this deposit is its high quartz content, averaging about 93 percent. That is why we are able to produce many different specialty products, for example, crushed sand, in addition to the usual sand and gravel," continues Kai Plügge. He has a degree in electrical engineering and has been with the company for more than eight years and knows his way around. A Fendt tractor with a maximum output of 390 hp is in

the sand pit excavating burden earth with a scraper bucket and transporting it to Halde. For all of this work, the tractor already replaces an excavator, dumper and crawler.

95 percent of the area is returned

The burden layer over the sand and gravel layer can be a mighty four to fifteen metres thick. The valuable topsoil is carefully stored so that it can be replaced for recultivation at a later time. The company is in constant motion. On the one side, areas are devastated for removing gravel and sand, and on the other, the areas where gravel has been removed are being recultivated. That means that what was previously agricultural land is restored with the same fertile soil that was once removed there. Fendt tractors are also used for these kinds of operations: towing a tank wagon, they apply fine minerals suspended in a liquid onto the areas to be recultivated.

"About ten to fourteen years pass from the first mining measures up until the time we hand it over," explains Claudia Rehnert, General Manager and responsible for finances, accounting and human resources at the SBW and adds that about 95 percent of all the areas are given back to their owners, primarily farmers. This method of sand and gravel excavation, even if it may take several years, leaves the least amount of scarring behind in the landscape and preserves the earth.

Fendt tractors, which play their part through their flexibility, profitability and high resale value, are becoming increasingly more interesting for companies like the Starkenberger Baustoffwerke GmbH.

A view into the Starkenberger sand pit.



Fendt factory representative for ISU

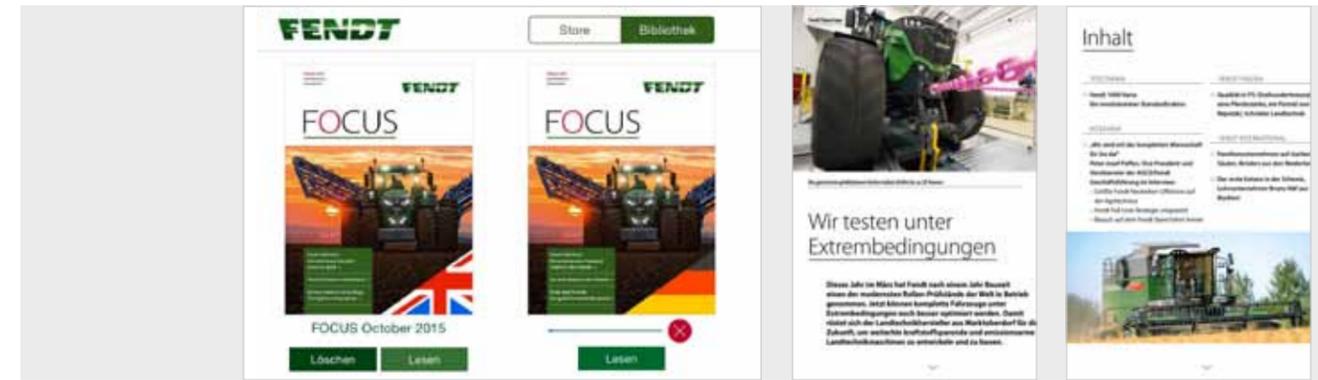


The experienced Fendt Sales employee, Jan Schulze Zumhülsen, has been the new factory representative for the Fendt business division ISU (industry, road construction and environment) since 1 August 2015.

Jan Schulze Zumhülsen is the Fendt factory representative for the ISU (industry, road construction and environment) division.

He started at AGCO/Fendt as a sales engineer in Sales Promotion in June 2000. He has been working as a factory representative in Sales since 2008; first for the regions Central/North and since 2015 for Mecklenburg-West Pomerania. "In the area of ISU, we are increasingly offering turnkey solutions that assist customers in executing their work," says the 46-year-old, explaining the particulars in his area of business. Jan Schulze Zumhülsen receives support from the ISU Team, comprising Thomas Steinheber, engineer in Sales Promotion and Gerd Bruns, ISU product specialist.

Get to know Jan Schulze Zumhülsen. We met him for a brief interview at the Bauma 2016 in Munich. You will find the video in our new: **Fendt Focus App**.



Experience the Fendt Focus magazine interactively. Read exciting reports, informative interviews and entertaining stories from all around the world. Learn about the latest Fendt technology and watch the corresponding videos.

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Modern technology for an attractive city

The town of Zella-Mehlis is a centre for winter sports and tourism and is a major economic location in the district of Schmalkalden-Meiningen. Despite this, a demographic change is also noticeable here. Mayor Richard Rossel would like to counteract this by offering young people a reason to stay in his town. That starts with an attractive town. And this is where two Fendt tractors come in.

Zella-Mehlis lies in a valley on a southern slope of the Thuringian Forest. By car, the town is best reached through two imposing mountain tunnels on the Autobahn A 71: heading towards Erfurt through the Rennsteig Tunnel, which is 7,916 m long, heading towards Meiningen from the south or Coburg through the Berg-Bock Tunnel, which is 2,738 m long. Then the town literally lies at your feet. Typical Thuringian houses with slate facades or half-timber

“We already have two Fendt tractors now and are planning on a third one. And to think that at the beginning, I was totally convinced that I didn’t have any areas of application for the tractor.”

houses and narrow winding streets, which make their way up the slopes. “We have a distinct settlement pattern. Many streets are just as narrow as in the 1920’s, when they were first built,” explains Richard Rossel, mayor of Zella-Mehlis since July 2012. That is a true challenge for winter maintenance in these snow-prone low mountains. After all, the Sommerbachkopf, the highest mountain in Zella-Mehlis, has an altitude of 941 m. Five years ago, the town council decided to take over the salt-spreading and



Twin operation of the Varios:
Fendt 208 V Vario and Fendt 720 Vario performing mulching work in the summer.

Head of the Service Yard of Zella-Mehlis, Holger Hahn (left), talks with Eckehard Burkhardt, Sales Consultant Municipal and Commercial Machinery at the BayWa in Erfurt.



The city hall is in Zella-Mehlis.

INN WAALD OR INN BÄHRCH?

The dialect of the people in Zella-Mehlis is called Hennebergisch. It is one of the Main-Franconian dialects. The Rennsteig in the Thuringian Forest forms the border between the Thuringian and Franconian languages and is the natural border between Central and Southern Germany.

The “Mehlscher Platt” spoken in Mehli therefore differentiates itself from the “Zeller Platt”. A funny example: going for a walk. The people from Zell go “inn Waald”, the people from Mehli “inn Bährch”.



The mayor of Zella-Mehlis, Richard Rossel, wants to make the city more attractive.

clearing work, which was previously performed by a service provider, themselves. For this work, a Fendt 720 Vario with a snow cutter blower, snow plough and spreader were bought in December 2011. The mayor, however, was looking at more than just the smooth operation of winter maintenance work. "We have to do all we can so that our people like to live here and have no reason to leave Zella-Mehlis, especially the younger generation," he says, explaining his decision. That is a big challenge. In his opinion, an excellently equipped town service yard that is in the position to perform all the necessary work in the town is very important. The positive message to the residents: "We use the best technology to make you feel good here!"

166 roads and 200,000 m² of green spaces

To be proactive and to remain flexible, especially for winter maintenance operations, is also important to Holger Hahn. He has been the head of the town service yard since 2005. Among other things, he is responsible for clearing snow and ice from the roads in the winter, starting at three in the morning, with the Fendt 720 Vario. "The Fendt tractors work so quietly that we can now even work at night. That is a huge advantage," he confides smiling. His office is located directly in the service yard in one of the five commercial zones of the town. It is a flat-roofed building with garages connected to it. That is where all machines and implements are kept that are required for maintaining the streets, parks and pavements. Holger Hahn is responsible for 16 employees. They take care of a total area of 2800 ha: 166 streets



totalling 72 km and 200,000 m² of green spaces. Every morning at 6:30 am, he schedules the work. In the winter, snow clearing operations are driven in two shifts or, alternatively, trees are cut. Things look different in the summer: Then the streets need to be cleaned every day, flower beds and lawns must be laid out and maintained, building projects and repairs must be completed and support for events must be provided for. Since August 2012, much of this work is performed with a Fendt 208 V. "Now we already have two Fendt tractors and are planning on a third one. And at the beginning, I was totally convinced that I didn't have any areas of application for the tractor," the constructional engineer recalls smiling.

Eckehard Burkhardt, employed at the municipal division of the AGCO/Fendt distributor BayWa in Erfurt, brought Fendt tractors to Holger Hahn's attention at that time. He explains that five municipalities in the vicinity already work with Fendt tractors and are highly satisfied with them.

Hey, that's something for us after all!

"But it was at the technology demonstrations that he first recognised that: Hey, that's something for us after all!" describes Hahn laughing and does not hide that the excellent service provided by the BayWa, with a local service partner in Wülferhausen, plays a major role in his decision.

To improve the appearance of the town using the most modern municipal equipment and to offer people a pleasant environment, that is also his goal. There are already other important prerequisites that

have been addressed to give young people a reason to stay. They fit well to this challenge: In comparison to the neighbouring towns with more than 10,000 residents, Zella-Mehlis has the lowest per capita debt. The town receives four million euros in commercial taxes and its ideal location at the junction of the Autobahns A71 and A73 is a plus for the economy.

Balancing act between tourism and small and medium-sized businesses

The town hall of Zella-Mehlis is a beautiful, almost monumental, building from the 1920's, with high, wide windows, pillars in front of the entrance door and a bright red roof with a narrow tower in the middle. In addition to the town administration it also houses the town archive and the library. Although Richard Rossel was born in Bavaria, he is an enthusiastic citizen of Zella-Mehlis. He takes a lot of time to listen to the concerns of the citizens. The consultation hall is bright with modern fittings. "Zella-Mehlis has always had to master a balancing act between small and medium-sized metal processing businesses and sports and tourism," says Rossel. However, this results in opportunities to create both jobs and an attractive living environment. The next highlight that the people of Zella-Mehlis have set is for 2019: Then the town, which was founded by merging the towns of Zella St. Blasij and Mehliis, will celebrate its 100th anniversary. "Until then we will focus on the design of the old town centre. He is in constant contact with Holger Hahn for this purpose. They want to develop new, great ideas together.

In the meantime, the head of the service yard is already on his way to his employees, who are cutting trees and turning the waste wood into chips. He wants to make sure everything is running well. Because there is still a lot to be done. It is good to be able to depend on the powerful Fendt technology.



Operator Sebastian Deppert: "It is very effective that you can change the implements quickly, for example, from a snow plough to snow cutter blower. The unobstructed view to all sides is also excellent."



Powerful wood chipping in the Bavarian Forest

Johann Kronawitter gives the sign – now it is time to step back, because what is about to happen is dangerous. It is a pleasant afternoon in the middle of March. We are in Wegscheid in the eastern part of Bavaria. Christian Kronawitter, the junior boss, has turned the terminal on his Fendt 936 around towards the back. This gives the carpenter by trade a perfect view to the wood chipper, which is driven by the PTO of his 360-hp Fendt tractor.



The Kronawitters only perform chipping operations as contractors. Overall, the family business in Germany and Hungary cultivates 600 hectares of land.

There is a lot of creaking and cracking. The tremendous power of the wood chippers and the 936 Vario can be felt.

The arm has already grabbed a thick maple trunk. "The hard wood really makes our Fendt work. The PTO and the entire tractor always have to deliver the highest performance," says Johann Kronawitter, the

boss of the company, who watches what is happening very carefully. Christian, who operates the chipper, always takes the tractor and implement to their limits.

In just a few seconds, the monstrous machine turns the once monumental maple trunk into finely chopped material, which will be used for generating energy in wood chip heating systems or thermal power stations. There is a lot of creaking and crack-

ing. The enormous power of the chipper and the 936 Vario can be felt. For 61-year-old Johann Kronawitter it is music to his ears. For nearly seven years, the Kronawitters have been underway with their wood chipper, throughout the Bavarian Forest, as well as the neighbouring Czech Republic and Austria. The wood chipper is in operation almost year around. "Whenever it is possible, we produce wood chips," admits Johann Kronawitter with a wink. His Fendt tractors drive up to 170 kilometres from the farmyard in Untergriesbach in the district of Passau to the work site and back. This adds up to 1000 operating hours every year with the chipper alone. A fast and fuel-efficient tractor is essential. For Johann it is clear that only a Fendt can do that. He is a true Fendt fan. For Kronawitter, the advantages of the green tractors in forestry operations lie at hand. "The

Senior boss, Johann Kronawitter (centre), is happy that both of his sons, Christian (left, carpenter) and Hans (farmer), have returned to their parents' farm after their training. His oldest son, Martin, 39, is following in his father's footsteps.



reversing driver station and the high PTO power make the 936 Vario predestined for forestry operations," he raves.

"Especially for long distances, the high travelling speed and low fuel consumption of our Fendt tractors are a great advantage," according to the senior boss. But forestry is only a part of the work that the Kronawitter family does with their Fendt tractors. But first let's go back to the work at Holzenergie Wegscheid. Christian Kronawitter loads the last trunks onto the chipper. The monster managed 150 m³ in the past hour and a half. Then everything is quiet again in Wegscheid. He then goes to his farm in Stollberg, a part of Untergriesbach. Here his second oldest son Hans manages the parents' farm and is

Under deafening noise, the 936 Vario equipped with the chipper makes the finest chips out of 100 m³ of raw wood in only an hour. Thanks to the reversing driver station, Christian Kronawitter always has everything in perfect view.

responsible for 30 dairy cows. The main focus of the Kronawitter family lies on milk transport and contract work like producing wood chips, threshing, sowing or forage harvesting. "Besides the contract work, the milk transport for a dairy farm makes up about 50 percent of our work," says 38-year-old Hans Kronawitter. The founder of the company, Johann, has remained loyal to the Fendt brand and the reliable tractors from the Allgäu. "For me, there is nothing but Fendt," he says.

Everything began in 1976 with a Fendt Farmer 108 SA, when his father Johann took over the farm from his parents. Some 31 years ago, the Kronawitter contracting business developed from a small farm. In the meantime, the fleet of the family business has been

expanded to include a 933 Vario, three 936 Vario, a 916 Vario, a 724 Vario, a 310 Vario and a Xylon. The father and his three sons Christian, Hans and Martin are no longer only active in Bavaria. For eleven years now, Johann Kronawitter has been cultivating some 500 hectares in Lukácsháza, Hungary with five employees. The senior boss is a true jack of all trades. If he is not in the vicinity of Lukácsháza, which is located on the Austrian border, the active farmer is at work in his workshop on the family farm, building innovations for his agricultural machinery. "I recently built a movable rear axle for our combine's table wagon", explains Kronawitter. Some technical finesses from their own workshop have already found their way into series production at agricultural equipment

manufacturers. The boss does not need to worry about someone taking over the business. Besides his three sons, there are now 14 grandchildren in the

»For me, there is nothing but Fendt.«

family, who are zipping around with pedal tractors today, but will soon become real Fendt drivers.

Johann Kronawitter is an inventor and jack of all trades. The 61-year-old has already designed and built many innovations single-handedly.

