

**FENDT**

Issue May 2010

# FOCUS

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# Special

- Your partner for demanding work
- Soil improvement using less fuel
- Vario for long distances
- Thousands of tonnes of snow cleared



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### Publisher:

AGCO GmbH, Johann-Georg-Fendt-Str. 4,  
87616 Marktobendorf, Germany  
Fendt Marketing, Press Officer Sepp Nuscheler  
E-Mail: pressestelle@xfendt.de

### Chief Editor:

Ursula Fuchs  
E-Mail: pressestelle@xfendt.de

### Authors:

Ursula Fuchs, Sepp Nuscheler, Bettina Karl,  
Sepp Rixner, Maren Jänsch, Arno Steiner

### Design/Graphics:

Martina Böck, Werner Spiegel

Fendt FOCUS is a magazine for customers, sales partners and those interested in the Fendt brand.



## Construction & Transport



Areas of application	Implement	200	300	400	700/800	900
Transport	flatbed, dump trailer	✓	✓	✓	✓	✓
Roadside maintenance	ditch cleaner, etc.	✓	✓	✓	✓	✓
Soil removal, stabilisation	scraper					✓

## Mowing & Maintenance



Areas of application	Implement	200	300	400	700/800	900
Golf course maintenance	reel mower	✓				
Park maintenance	rotary and flail mower	✓	✓			
Large area maintenance	rotary and flail mower	✓	✓	✓	✓	✓
Mowing edge strips	flail mower	✓	✓	✓	✓	✓

## Winter maintenance



Areas of application	Implement	200	300	400	700/800	900
Walking and cycling paths	snow plough	✓				
Parking areas	snow plough, spreader	✓	✓	✓	✓	✓
Municipal/county roads	snow plough, spreader		✓	✓	✓	✓
Snow blowers (front)	side wall cutter, cutter blower	✓	✓	✓	✓	✓
Snow blowers (rear)	cutter blower					✓

## Brush & forest



Areas of application	Implement	200	300	400	700/800	900
Shredding brush	shredder	✓	✓	✓	✓	✓
Forestry mulching	forestry mulcher				✓	✓
Wood chip production	wood chipper					✓

You will find more information about the Fendt Vario ranges on-line at [www.fendt-isu.com](http://www.fendt-isu.com)



## Tap enormous cost-savings potential with Fendt tractors – dense service network available in Europe

Dear Readers,

If you already use Fendt tractors, you are aware of the huge operating and cost benefits of Vario tractors. If not, then you should inform yourself right away. You will be surprised at how flexibly the 360 hp Fendt Vario tractors can be used in your company and how very economically Fendt tractors use expensive fuels.

The operating spectrum of modern high-performance tractors ranges from forest clearance, soil stabilisation and transport with a scraper or dump trailer, to mowing, maintenance and winter service operations.

Construction company owners confirm that they use up to 50 percent less fuel with Fendt tractors compared to conventional self-propelled solutions, for example, for soil stabilisation. The secret lies in the continuously variable Fendt Vario transmission. Developed and manufactured in the Allgäu region of Germany, there are already 100,000 Vario transmissions in use today. This unique transmission and operating concept provides decisive operating advantages. It permits very low speeds of 20 metres per hour up to a transport speed of 60 km/h, with continuously variable speed adjustment and very high efficiency.

That means that Fendt tractors are the best carrier vehicles for versatile and flexible operations on construction sites and on the road, i.e. ideal for off and on-road applications. The increased presence of tractors on construction sites – mostly Fendt tractors – confirm this positive trend.

AGCO/Fendt is well-positioned worldwide. In Europe alone, we have approx. 1500 independent sales and service partners, who provide you with professional support and can make you individualised financing, leasing or rental offers. We have created a new department, IRE (Industry, Roads, Environment), dedicated specifically to these market segments.

Contact our experts (see back cover) or our regional sales partners and visit our website at [www.fendt.com](http://www.fendt.com). You can tap enormous cost-savings potential with Fendt. We are looking forward to you.

Best regards and wishes,

Peter-Josef Paffen  
Vice President, Spokesman for the Management

## **“Fendt is profitability”**

- ✓ Flexibility in year-round operations
- ✓ Exceptional efficiency through optimum speed adjustment and continuously variable speeds from 20 m/h to 60 km/h.
- ✓ Low fuel consumption through the latest engine and transmission technology
- ✓ Long maintenance intervals – low maintenance costs
- ✓ High resale value

## **“Fendt is innovation”**

- ✓ Continuously variable Vario transmission with outstanding efficiency
- ✓ Cutting-edge engine technology designed for uncompromising performance and fuel-efficiency.
- ✓ Approved for RME biodiesel with full manufacturer’s warranty
- ✓ Separate oil supplies for the hydraulics and transmission permits unlimited use of bio-hydraulic oil
- ✓ Comprehensive line of tyres for all ranges

## **“Fendt is comfort”**

- ✓ Comfortable and easy controls for fast, precise work – and you always have one hand free to control the implements
- ✓ Continuously variable speed adjustment for a smooth and dynamic driving experience
- ✓ Exceptional ergonomics and functionality in the work place
- ✓ Ride comfort and driving safety through self-levelling front axle suspension
- ✓ Automated functions such as cruise control or TMS make work easier

## **“Fendt is service”**

- ✓ Individualised complete solutions through long-standing cooperation with renowned implement manufacturers
- ✓ Competent customer consultations and demonstrations
- ✓ Individualised financing, leasing or rental offers
- ✓ Comprehensive service contracts for calculable costs



# Vario tractors for demanding work



Professional operations require the most modern vehicle technology. The growing number of operating hours is a decisive factor, as are time and cost-saving implement combinations. The Vario tractors from Fendt are predestined for demanding operations in construction, transport and forestry, as well as in winter service operations and for mowing and maintenance work. Ranging from 70 to 360 hp, they offer outstanding profitability through maximum versatility, low fuel consumption and long servicing intervals.



Specialty machines are still used for certain operations on construction sites, but are rarely fully utilised. Typical examples are ditch cutters, self-propelled mills for soil improvement, trucks mounted with water tanks, lime spreaders or high-volume dump trailers. But that is changing now. Construction companies have recognised that the combination of a “powerful high-horsepower tractor with a mounted implement” is clearly more profitable and operates with noticeably lower energy costs - and with no loss in performance.

# Soil improvement with up to 45 percent less fuel

The soil treatment centre Bodenbehandlungszentrum in Hartmannsdorf (BZH) has been working on the Bundesstrasse 169 (A-road) as subcontractors for the road construction union in Chemnitz. A new traffic junction for a major connection between the A 14 and A 4 Autobahns is being built there along with a bypass road around Greifendorf. “A large cut in cohesive soil is necessary for the planned bridge construction,” says Olaf Kloppe, responsible for production management at BZH. “As subcontractors, we are responsible for the soil improvement of 25,000 m<sup>3</sup> of excavated material.” Two Fendt 933 Vario tractors are being used in continuous operation with two Wirtgen soil stabilisers, model WS 250, as well as two towed spreaders.

### Ideal for all operations: the Vario transmission

Olaf Kloppe: “We use the Fendt tractors mainly for the soil stabilisers. For this project we manage between 6,000 and

8,000 m<sup>2</sup> per day at a depth of 40 cm.” Depending on the construction site, the BZH also uses their tractors for towing plate compactors, levelling equipment or dump trailers for transporting materials. We have six Fendt tractors in our fleet – ranging from the 926 Vario to the 933 Vario.

Asked about the advantages of these combinations, Olaf Kloppe points to their multi-functionality, the trouble-free moving between job locations using public roads and the elimination of expensive specialty machines.

### Technology that shies no comparison to construction machines

But the technical advantages are also convincing: “Without the stepless Vario transmission, operations with towed soil stabilisers would not be possible. In the past we informed ourselves about other carrier vehicles, but have stayed with Fendt



Olaf Kloppe from the soil treatment centre Bodenbehandlungszentrum in Hartmannsdorf (BZH) knows how to appreciate the advantages of Vario tractors for operations on construction sites. Important to him are mainly their multi-functionality, the trouble-free moving between construction locations using public roads and the elimination of expensive specialty machines. That is why Koppe is certain: "The BZH will continue to switch from self-propelled stabilisers to tractors and towed soil stabilisers."

from the very beginning in 2001. Manufacturers of towed soil stabilising equipment generally use a Fendt. That reinforces our decision."

In addition to the known advantages of the Vario transmission, the powerful 6-cylinder diesel engines with common rail injection with up to 330 hp deliver the power required for construction operations and ensure a high degree of safety in all situations. And the controls in the spacious cab also shy no comparison to modern construction machines: a multi-function joystick, Varioterminal with 6.5" colour screen and the swivelling driver seat with a multi-function armrest are only a few typical examples.

#### Fuel-efficiency plays a decisive role

The BZH treats some six million square metres of soil each year. It is no wonder that besides performance and technology,

the fuel-efficiency of the fleet also plays a decisive role. Managing partner Bernd Schulze: "I am very happy that they have a lower fuel consumption than self-propelled soil stabilisers. We only need about 50 to 60 percent of the diesel for the same output volume - that saves 40 to 45 percent. This is an important cost factor for us, since our service prices have not increased. The BZH will continue to switch from self-propelled stabilisers to tractors and towed soil stabilisers."

#### Reliable service

Of course, in addition to all the technical advantages of Vario tractors, service also plays an important role. "The BayWa provides reliable service for Fendt. It is vital to us that we don't have to go far for repairs or when we have a breakdown. And, if there is a failure in a machine, we have easy access to a replacement machine. Very important to us are also the training programmes and courses that Fendt and the BayWa offer for our employees."



"Osters & Voss GmbH also uses Fendt tractors for earth-moving and demolition work, for example, for municipal contractors."



"6500 hp: Fendt tractors in the yard at Osters & Voss GmbH contractors."

## Tractors from the Allgäu in Brandenburg

Prignitz is a region characterised by farming. In 1993, Christof Voss and Andreas Osters founded a contracting company in Gross Gottschow in Lower Saxony. The group of companies now employs 130 workers. They have been driving Fendt tractors for almost 15 years.



In Northwest Brandenburg, between Perleberg and Pritzwalk, lies the 4.5 hectare premises of Osters & Voss contractors. From here their area of business stretches out more than 100 kilometres in all directions. "We are lucky that we are located in the middle of a region characterised by farming", says Andreas Osters, Managing Director.

The farmers here place great value on machines that work reliably and economically. Often large areas must be worked in this region. Sufficient power and efficiency are required, which Fendt tractors can deliver beyond a doubt. "The use of tractors has to pay off. Low fuel consumption, a continuously variable transmission and extraordinary comfort in the cab distinguish Fendt tractors and were also the reasons behind purchasing this brand to expand our company," explains Christof Voss, also Managing Director of the contracting company.

The contractors offer all types of work, ranging from tillage to the application of fertilisers and pesticides, to harvesting, for all the major crops cultivated there: sugar beets, maize, oil seeds and cereals.

"We have farming businesses where we take care of all the work on 2000 hectares; we are included in planning from the

very beginning. For others we just take care of the peaks and do the work that the farmers can't manage themselves. Demand is good," says Osters satisfied. In addition to agricultural services, the company also does municipal disposal work, trades with basic agricultural commodities and performs earth-moving and demolition work.

### Of 56 tractors, 43 are from Fendt

In 2005 the contractors also opened a subsidiary in Bad Freienwalde/Brandenburg. "Our objective is to offer all the services we have in Prignitz in the Oderland," explains Osters.

Since 2002, they have also added an agricultural enterprise in Poland. Fifteen full time employees cultivate cereals and oilseed rape on 5,000 hectares. This is almost exclusively done with reliable Fendt machines: of the 56 tractors in the company, 43 are Fendt Varios – impressive proof for their efficiency, comfort and reliable technology. Decisive for the good partnership with Fendt are the outstanding business relations the contractors have with Agravis Technik Saxony-Anhalt/Brandenburg



GmbH and its manager, Volker Karbstein, as well as the Fendt factory representative Jörn Schiersmann. Exchanging machines, the availability of demo vehicles and replacement tractors are a matter of course, as are operator training or the continual exchange of experiences – even if it is just a brief phone call to make sure of something – all of this takes place in Gross Gottschow.

Good cooperation pays off: Managing Director of Osters & Voss GmbH Andreas Osters, Head of Agravis Technik Saxony-Anhalt/Brandenburg Volker Karbstein, Managing Director of Osters & Voss GmbH Christof Voss and Fendt factory representative Jörn Schiersmann (from left).

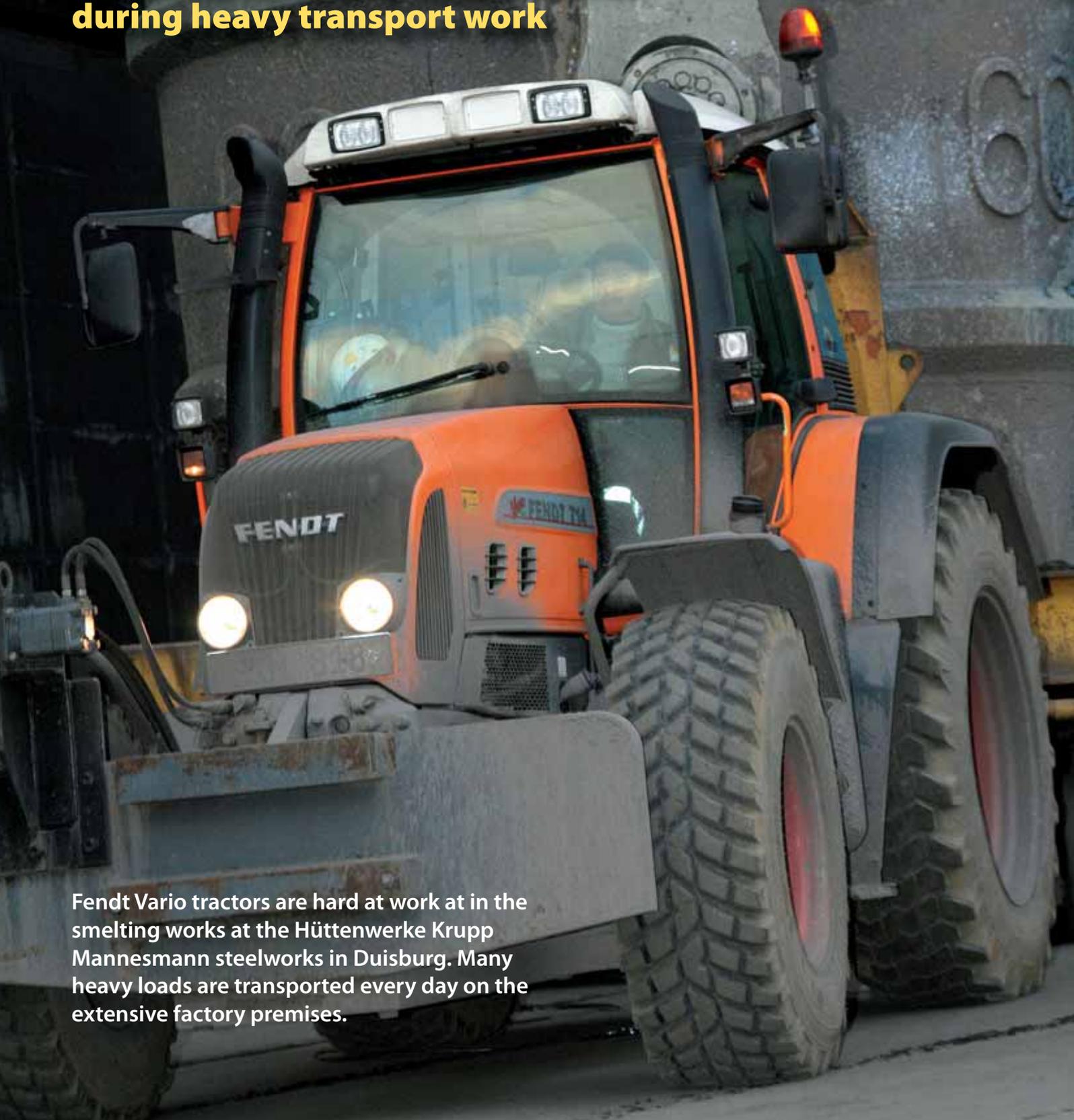
**1,500 operating hours per tractor**

Osters & Voss employ 130 full time workers, of which 108 are drivers. Last year each tractor racked up an average of 1500 operating hours. That means that all tractors together planted 5,200 ha maize, threshed 4,000 ha of maize and harvested 7100 ha of grain and 1000 ha of sugar beets. In 1994, when the first 816 Fendt tractor rolled into the yard in Gross Gottschow, nobody had an idea that it would be such a great success story. Since then the green fleet with the red rims has grown to some 70 tractors.



# Put to the test in the steelworks

**Fendt Varios tow up to 200 tonnes  
during heavy transport work**



Fendt Vario tractors are hard at work at in the smelting works at the Hüttenwerke Krupp Mannesmann steelworks in Duisburg. Many heavy loads are transported every day on the extensive factory premises.



Modifications: With the heavy-load hitch and additional ballast under the tractor, the 714 Vario is well-prepared for towing heavy loads.

Locomotives shuttle heavy wagons. Trucks and wheeled loaders drive about. Diligent, bustling activity dominates on the extensive factory premises of the smelting works at the Hüttenwerke Krupp Mannesmann, HKM for short, situated directly on the Rhine in Duisburg-Huckingen. A huge rolling door over ten metres high opens at the steelworks. Slowly a huge casting ladle on a multiple-tyred heavy load transporter rolls out of the giant casting house. The heavy load is pulled by a Fendt Vario 714. The usually stately tractor appears much smaller in front of the six-metre wide and almost eight-metre high giant transporter and casting ladle. When the Vario drives by, you can hardly hear that it is towing a heavy load of some 200 tonnes behind it.

It is a well-known fact in the farming sector that Vario tractors deliver high traction paired with excellent fuel economy. That makes the unusual application of Fendt Vario tractors in a steelwork even more surprising. But high tractive power is important here, too, especially when starting up with heavy loads with a hitch load of up to 200 tonnes. “We have already been using tractors for heavy towing work in the steelworks for several years. In 2004, we had to replace our ageing Trac tractors. We contacted several tractor manufacturers. After an on-site test, the Vario concept immediately convinced us through its efficiency and capabilities,” recalls Roger Buschfeld, who was responsible for purchasing tractors at that time and today works in the corporate development of the ThyssenKrupp MillServices & Systems (TKMSS).

In the meantime, the steelworks have already purchased five 714 Vario and two 411 Vario. “The first models now have around 10,000 operating hours on their tachometer. During this long operating period we only experienced small problems, which we were always able to solve very quickly with our service partner Pechtheyden Landtechnik,” summed up Salvador Serra, Workshop Manager.

### Radio data transmission for fleet management

The logistics service provider at the Hüttenwerke Krupp Mannesmann is ThyssenKrupp MillServices & Systems

(TKMSS), which coordinates the complex production process there. The special benefit for HKM lies in the ability to implement a complete service concept all from one source. This allows production processes in the works to mesh more effectively. These include, for example, driving services, heavy load and dumper transport, bulk material transport or wheeled loader operations.

The coordination of the vehicle fleet is backed by a computer system. Incoming orders are transferred to the terminals in the individual vehicles within seconds via radio data transmission. After the job has been completed, the system receives a message from the operator in the same way. The Fendt tractors are also equipped with these data terminals and a radio system.

### Clever modifications

Additional modifications and special equipment optimise the Varios for the tough operations in the steelworks. There are no front or rear hydraulics. Instead, the tractors are fitted with more weight to allow them to tow heavy loads. The dealers, Pechtheyden Landtechnik, designed three custom-fit weight plates made of steel and mounted them under the machine. Now the 714 Vario has a vehicle weight of approximately ten tonnes. The mounting brackets are bolted onto the lower links at the front and rear. This permits the additional ballast weights to be removed easily. For the high towing loads, the Fendt has an especially robust hitch that has been tested for 100-tonne loads. The hitch can safely tow the actual load of 200 tonnes at a speed of about 11 km/h.

“Our employees appreciate the driving comfort of the tractors. Especially the quiet, fully air-conditioned sprung cab, the front axle suspension and the excellent all-round visibility make daily work so much easier,” remarks Ralf Sieber, Deputy Works Manager for Transport. “We were also able to halve our fuel consumption compared to the Trac tractors,” added Wilhelm Kremers, Manager of the vehicle fleet. “All in all, we have the costs well under control with the Fendt Varios,” sums up Bernd Wischmann, Works Manager for Transport in the Duisburg steelworks.

200 km

**A 309 Vario  
for long  
distances  
up to 200 km**

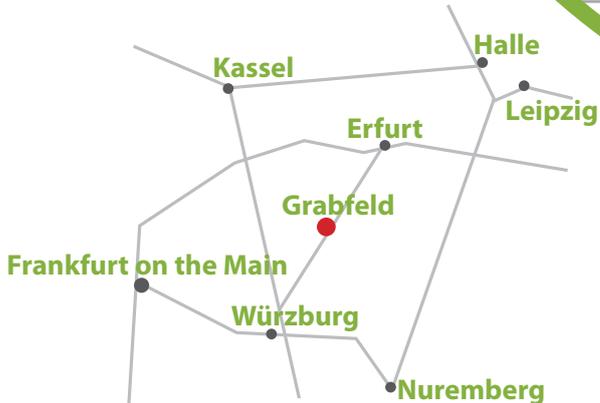


150 km



100 km

50 km





**The members of the town council in Grabfeld, Thuringia tested several tractor brands for months. To do this, they even travelled to Lower Saxony and Bavaria. They exchanged experiences with neighbouring agricultural businesses and read international test reports. Afterwards the decision was no longer difficult: the choice was Fendt.**

“We need a reliable and compact tractor. It must be efficient, flexible in use and easy to operate. Furthermore, the tractor must be very manoeuvrable, for example, so it can clear snow in our narrow alleys,” specifies Ingo Hein, Mayor of Grabfeld. No small demands, and only a few tractors in this class can meet them. But his requirements quickly make sense, if you know that the municipality stretches out over 11,070 hectares. Not only day to day municipal work, such as winter maintenance and landscaping, are waiting to be performed, but also transport and construction work. Additionally, 200 kilometres of municipal roads and trails wind their way through the area and, besides the 105 ha industrial park “Thüringer Tor”, where the Bavarian company ExtenTec has just erected a solar module factory, there are also smaller commercial areas to maintain.

#### **“It all came at once”**

The workers, who used to do this work, became victims of cost-cutting measures. For 19 years, the eleven independent villages, which were united to form the municipality of Grabfeld in 1 December 2007, received support through job-creating measures and “one-euro jobs”. An average of 60 workers constantly kept the paths and the green spaces in order, mowed lawns and performed construction work. “Sometime, about a year ago, it all stopped. There was no more help from the job centre and the few remaining municipal workers were consolidated in our maintenance yard,” sighs the mayor from Thuringia.

“It all came at once,” adds Ullrich Gliesing, manager of the municipal maintenance yard, and explains: “The tractor that we used until now, a Czech model from 1986, began to cause problems due to its age. After the clutch failed twice in succession and we paid horrendous sums for the repairs each time, we had to find another solution.” And the only answer was to purchase easy to use and effective technology.

#### **“It easily meets our requirements.”**

In order to make the right decision when purchasing the new tractor, the town council from Grabfeld, which had the last word on the investment, informed themselves thoroughly. The council members compared six different tractor brands according to fixed criteria. They read field reports and got the opinions

of private tractor drivers and agricultural businesses. These also consulted the agricultural cooperative Jüchsen & Römhild and the contractors Büttner, who both have been using Fendt tractors in their businesses for years. “The experience of the neighbouring municipality Stockhausen, which also uses a Fendt 309, was convincing,” adds the manager of the municipal maintenance yard, who is well-informed about agricultural machinery.

The result: at the end, of all the different candidates, only the Fendt remained. “The 309 easily meets our requirements,” says Ingo Hein, pleased with the result. He now has one less problem to face.

The excellent contact to Marianne Rust from the Raiffeisen Technik of the RWZ Kurhessen-Thuringia in Ritschenhausen and to the Fendt factory representative Heiko Knesebeck was another important selling point. If a problem should arise, it is extremely important that the responsible experts can be reached immediately, in order to react quickly since, in the meantime, the Fendt 309 Vario is in operation more than ten hours a day.

This good cooperation was the driving force behind the town council’s trip to the AGCO factory in Marktobendorf in August of last year. The visitors from Thuringia gained insight into the high-quality production of their new machine and were able to test drive different Fendt tractors on the test track.

#### **The Municipality of Grabfeld**

The municipality of Grabfeld lies in the southern part of the Thuringian district of Schmalkalden-Meinigen and stretches between the Rhön and Haßberge Mountains on the Saale River and borders Bavaria to the south. It has a population of 5,500 and is embedded in a fertile agricultural area with large forests.

There is no clear explanation for the name Grabfeld, which describes a whole area and not a specific town, only speculation. For example, “Grapfeld” means hornbeam in the ancient Slavic language and may indicate that dense hornbeam forests once covered the region. The most interesting story about the name of the municipality is certainly the ring legend. According to the legend, the queen lost her wedding ring while she was hunting with her husband and his entourage. She then ordered that the entire area be dug up (to dig = graben) by the servants. Unfortunately, it has not been passed down, if the search was successful or not.



## The 200 Vario in the St Moritz of the North

Finally, a real winter in Northern Germany! Many people were happy about the snow, but the icy roads, snow drifts and snowed-in villages meant hard work for winter maintenance teams in municipalities and counties. But not for Alexander Vonnahme, manager of the municipal maintenance yard in Winterberg in Hochsauerland. He knows snow. It is not for nothing that Winterberg is known as the “St Moritz of the North” amongst insiders.

It is 2:00 in the morning, the shift in the Bauhof, the municipal maintenance yard, in Winterberg begins. A total of 27 workers are employed there and make sure that all the roads are cleared of ice and snow by 7:00. Parallel to this, the pavements are cleared starting at 5:00. “We start work from six locations and have divided the area into 14 clearing sectors. Depending on the weather, we also get support from external contractors, who are paid on an hourly basis,” explains the head of the municipal maintenance yard, Alexander Vonnahme. After all, we have to ensure that the townspeople and the 320,000 tourists can move safely on the roads and pavements during the winter season.

Together with the Hochsauerland district, Winterberg stores 550 tonnes of salt annually. This year the supply of salt was short all over Germany. “In Winterberg we were lucky because the temperatures didn’t go above 0 degrees, so that no ice developed. We were able to use less salt and thus were able to prevent supply shortages.”

### All are involved in choosing the machines

The young manager of the maintenance yard pays special attention to the pavements to make sure they are passable. Workers with push snow blowers, shovelling brigades and a 208 Vario V municipal tractor with an optional front-mounted snow plough or snow cutter blower and a self-loading rear-mounted salt spreader do excellent work. “The Fendt Vario has been operating for the Bauhof since the end of November and already has 360 operating hours. We leased the machine for 60 months through AGRAVIS Technik Sauerland GmbH, so we



For the manager of the municipal maintenance yard, Alexander Vonnahme, good fleet management is essential.

The 208 Vario V keeps the pavements free of ice and snow for the tourists. The Fendt tractor has a front-mounted Kahlbacher snow thrower and can clear snow up to a metre high.

wouldn’t have to borrow money,” reports Alexander Vonnahme. The choice of the machinery that comes into the yard is decided together in Winterberg. “I include operators and workshop technicians in the decision-making process. After all, they have to drive and service the machines on a daily basis.”

Erhard Jakob is one of three Fendt operators. He is impressed by the driving comfort that the tractor offers. “The cab is spacious, clutter-free and quiet. There is no transmission tunnel to get in the way when climbing in and out and with the low roof cab version I fit under all traffic signs,” reports Jakob with a satisfied laugh and adds: “The continuously variable transmission makes my work easier and increases daily performance.”

Vonnahme is fully engaged with fleet management and precisely logs machines costs. The operators have to keep a logbook and the repair costs for each vehicle are recorded. “We have our own workshop with two employees here at the Bauhof. This is especially important in the winter, so that we can react quickly when repairs are required. Furthermore, the Agravis Technik Sauerland GmbH is ready for us with their 24-hr emergency service,” points out Vonnahme. The 208 Vario is in operation 8-10 hrs/day during the winter months.

Fuel consumption measurements under real working conditions show that in Winterberg the Fendt with snow plough consumes an average of 3.8 litres/hr and 4.8 litres/hr with a snow blower. “Sometimes the snow blowers have to deal with snow drifts that are a metre high. Then we really need the 80 hp.”

In the summer, the tractor is fitted with a reciprocating harrow for maintaining the sports field and a front-mounted



Due to the short supply of salt, less salt was used in Winterberg this winter.



mulcher for extensive grassland maintenance operations. The winter maintenance service in Winterberg is exciting business. During the winter months parking is prohibited on the main roads in the city from 2:00 to 8:00. That is the only way that we can clear the parking areas properly and prevent traffic chaos. If drivers disregard this regulation, they have to pick up their car at the towing service the next day. "We strictly enforce towing. Sometimes the towing service has to remove up to 15 cars a night," informs Vonnahme.

### A sound investment

But there is not enough space for the snow in town. With the help of three trucks, a snow cutter blower and a backhoe loader, snow has to be driven down the mountain on dumpers. This year we have already moved 100 truckloads per night – over a time period of 10 days. Winterberg invests some 250,000 euros in winter maintenance each year. To cover the costs, the property owners of the city, which has a population of 14,500, pay an annual flat fee of 4 cent/m<sup>2</sup>. "Our winter maintenance service is very well organised. We can successfully handle snow at altitudes of 400 to 841 metres. For the upcoming season, though, we are already thinking about purchasing a new salt spreader for our Fendt, which will allow us to set the spreading quantity precisely. That is an ecologically and economically sound investment," reveals the Bauhof manager, who is always searching for potential for optimisation. He likes to exchange experience with colleagues. "You don't always have to reinvent the wheel."

### The city of Winterberg

Winterberg is the area with the most reliable snow in North Rhine-Westphalia and is the heart of the Sauerland winter sport arena. Until the 19th century, the people in the small town lived from meagre farming and peddling. In the past 100 years, the region has transitioned to tourism. Today the city is a popular recreation destination. Ski pistes, sledge lifts, winter hiking trails and much more attract tourists in the winter. In the summer Winterberg offers a bike park, bullcart racer, paragliding, golf, a high ropes course and many hiking trails and everything else you'd expect in an adventure wonderland.



Winterberg

Further info on-line at [www.winterberg.de](http://www.winterberg.de)



## Thousands of tonnes of snow cleared

Mayertrans – the pros from Ruhpolding,  
not only for transport work



“The comfort of Fendt tractors is outstanding,” raves Dietmar Schürholz, Managing Director of Mayertrans.

Dietmar Schürholz is the managing director of the Mayertrans fleet business in Ruhpolding. The company, a subsidiary of the Mayer construction company, has been active in the transport sector for nine years. “We do 50 percent of our transport work for our parent company – that means for construction and civil engineering projects. Our other jobs come from the public sector, from municipalities and public offices, or from individuals,” he explains. Besides transport work, the company is also active in winter maintenance operations and in trail construction. The entire operating area of Mayertrans lies within a 120 kilometre radius from Ruhpolding. The company’s fleet has grown continually in the past nine years. It now comprises three Fendt tractors, four chain dredgers, two mobile and two mini excavators, three wheeled loaders and several trucks.

### The first tractor was a Fendt tool carrier

“We rented the first tractor for our fleet, a Fendt GTA with 95 hp. The tractor was such a success and matched our company concept so well, that we purchased it shortly thereafter. The GTA could be used flexibly and was also very well suited for transport work. We had it in operation for five winters, but then, eventually, we wanted a faster tractor with more power. Yes, and then the first Fendt Vario came onto the market. I must honestly say that at the beginning I didn’t think much of this kind of drive, probably because I wasn’t familiar with it. But then our dealer, the BayWa in Traunstein, talked me into a demonstration,” explains Schürholz.

### Convincing demonstration

“Then, as the Fendt representative came to demonstrate the Vario to us, it was quickly clear that this was the right tractor for our business.” Now the company has three Vario tractors, a 410, 718 and 818. “We are absolutely impressed by these tractors. The

comfort is outstanding, the Vario transmission reduces driver fatigue and the ease of operation is just fantastic. Here’s one example: When I clear snow for four hours, I have at least 25% more power available than before and at the same time, the Vario also consumes less fuel.”

His employees confirm that Schürholz is an enthusiastic Fendt driver. “My boss is not really happy until he’s sitting in a tractor. When a lot of snow has fallen, he already starts clearing snow at three in the morning and doesn’t stop until noon, and then continues to drive away the mounds of snow until midnight,” reports Andreas Hofmann. This winter, the employees at Mayertrans have already cleared 15,000 m<sup>3</sup>, which amounts to thousands of tonnes of snow.

### Advantages over trucks

“I might be a bit faster on the road with a truck, but with the tractor I can easily catch up when dumping. By the time the trucks are unloaded, I’m already on my way to get the next load. The biggest advantage tractors have over trucks is their manoeuvrability. My customers now want me to come with the



tractor, because I can drive it everywhere and, most important of all, can get back out of anything again. Another very important advantage that tractors offer is that they can be used all year round. Every Vario here is in operation some 1,900 hours per year.”

### **A mobile alp hut**

Schürholz can often be seen on the road with a special kind of haulage job. He tows a trailer with a mobile alp hut on it with his Fendt Vario. Manfred Haberlander, Managing Director of Plereiter and Haberlander Carpenters in Ruhpolding, lets this hut, which has been constructed with great attention to details and according to all the expert skills of the craft, for all sorts of events, the location doesn't matter. The hut has 40 m<sup>2</sup> and offers enough space for twenty people. When Schürholz is on the road with this trailer, there are many people who cannot believe their eyes – is that really a genuine alp hut that is travelling through the countryside on a trailer?

### **Sales partners offer top service**

“The BayWa Traunstein is a very strong partner. I can even call up the workshop manager at three in the morning,” reports

Schürholz. Markus Thannbichler, Regional Manager East for the BayWa in Upper Bavaria and Sales Manager for Municipal and Industrial Engineering, knows what good service means: “Special operations require special service. That is why our workshop manager, Stephan Sunkler, and his team are happy to be available to our customers around the clock.”

### **Advantages of Vario tractors are clear**

“In my area, there are many Fendt tractors that are working in non-agricultural applications. In Upper Bavaria, the focus is primarily on typical winter maintenance work. But in the summer, street cleaners, embankment mowers and dump trailers are also used. The great thing about Vario tractors is that the load limit between the engine and the transmission is controlled automatically so that operators can concentrate 100 percent on the implement. That is a great advantage, especially for non-agricultural operations,” explains Thannbichler.

### **Working hand in hand with the municipality**

“Our cooperation with the municipality of Ruhpolding is also excellent,” explains Schürholz. “We help them if they are short on manpower, and vice versa.” Special cooperation is required at the



beginning of January when the Biathlon World Cup approaches. Then the tractors from Mayertrans, the municipal tractors from Ruhpolding, a 415 Vario and a 380 Turbo tool carrier, and two additional Fendt that the BayWa provides for this event, are in full operation.

“To get everything ready, we are already working around the clock with nine Vario tractors many days before the event starts. After all, a parking area for 20,000 visitors must be prepared and the stadium must also be in top condition,” says Schürholz. “And the best thing is that when the first athlete enters the stadium, great calm sets in, and all the stress from the past hours and days is forgotten.”

### Ruhpolding – a holiday paradise

Ruhpolding, one of the top tourist regions in the Chiemgau, not only offers large international winter sport events, there are also many other things that make a visit worthwhile. Ruhpolding, located in the midst of the Upper Bavarian Alps is a holiday paradise for all seasons. “We work where others spend their holidays,” boasts Schürholz about his home town. In winter, fabulous ski slopes and diverse cross-country ski tracks and in the summer some 240 kilometres of walking, hiking and mountain trails, attract visitors to the region.



### Experience history in Ruhpolding

In addition to engaging in sports, you can also experience history in Ruhpolding. The answer to the question, “Who were the woodcutters, who worked in the forested mountain regions?“, can be found in the Ruhpolding Woodcutters Museum. In addition to presentation boards and showcases, life-size scenes transport visitors into the hard working world and life of the woodcutters. Together with foresters and farmers, they form a group of occupations that used the mountain forests to meet the particular needs of the local population.

Further information on Ruhpolding is available on-line at [www.ruhpolding.de](http://www.ruhpolding.de).



Sepp Irrlacher at work with his mobile chipper in the Berchtesgaden National Park



# Working where others spend their holidays

Working in and around the Berchtesgaden National Park with a view to Mount Watzmann or the Königssee lake. Others can only dream about this. But for Markus Stanggassinger and his employees, as well as for Andreas Thomae and Sepp Irrlacher, this is business as usual.

Four years ago, Markus Stanggassinger was employed as a workshop administrator at the BayWa in Piding. Then, when the BayWa branch office was closed, Stanggassinger ventured into self-employment and founded an agricultural machinery business on his parent's farm in Bischofswiesen. Together with his previous employer, he managed to close a B-dealer contract and took over the sales region of the previous BayWa Piding – the entire Berchtesgadener Land. Stanggassinger not only managed to create a new workplace for himself, but also for all of his “old” colleagues. “I hired all of my former co-workers and was therefore able to work with an excellent professional team from the very beginning. We started in a small barn; it is only now after a good year that we have built a new hall and office space.”



Markus Stanggassinger (left) manages the Stanggassinger agricultural machinery business in Bischofswiesen together with his wife Andrea. Also in the picture is Michael Horn, the Fendt factory representative who provides support to Stanggassinger in all matters concerning the Fendt brand.

Stanggassinger took on the challenge of setting up his own business – with success. In the meantime, he and Michael Horn, the Fendt factory representative responsible for this region, boast a market share of almost 30 percent for Fendt tractors in this region. He also wants to take on another great challenge in his life – if possible, next year already. He wants to climb the north face of the Watzmann with a friend.

**“If you buy a Fendt, everything will run smoothly.”**

Sepp Irrlacher is actually a trained heating installer and worked in this area for a few years. But he was always an enthusiast for bigger machines. Therefore, when he was 24, he decided to become self-employed with a wood chipper business



Andreas Thomae has installed a reversing driver station in his 412 Vario. He hopes that the smaller model ranges will also be offered with this feature in the near future.

and founded the company Mobilhacker. “At that time, there were no companies that offered this service within a radius of 30 kilometres. And I saw an opportunity in this.” He started with a used mobile chipper, which he towed with a friend’s Fendt tractor. “The mobile chipper, with which I started four years ago, was fitted with an external motor, so the tractor was only used to tow it.”

The order situation of the mobile chipper company was excellent from the very beginning. In the same year as the company was founded, Irrlacher was already able to buy a used Vario 926 and a Jenz wood chipper. “My Jenz dealer convinced me. He said to me, if you buy a Fendt, everything will run smoothly. And because I already had excellent experience with Fendt, the decision quickly became clear. Furthermore, by buying a powerful Fendt, I was able to kill two birds with one stone. On the one hand, I needed a tractor that pulls well on slopes and on

the other I needed a powerful engine to drive the wood chipper. With the Fendt tractor, I didn’t need an external motor on the chipper, which made the whole set-up compact.”

Irrlacher now processes 60 to 70,000 m<sup>3</sup> of wood per year and owns another set-up comprising a 936 Vario, which is also used with a Jenz mobile chipper. “A subcontractor drives the second tractor for me, but I’m looking for an employee for next year, who will work for me completely.”

The headquarters of Sepp Irrlacher’s company is in Schleching, at the foot of the Geigelstein. His operating area stretches from the Chiemgau over the Inn Valley to Salzburg and Berchtesgaden. “I drive 80 kilometres to Berchtesgaden, but it pays off. Many farmers and private forest owners have seen me working there and have asked, if I can also do work for them.” Working in the beautiful Berchtesgadener Land is not that special for Irrlacher, after all, he also lives in a very beautiful region. “It is really beautiful here, but it is also wonderful where I live - Lake Chiemsee is not far away and Reit im Winkel is right around the corner!”



### Independent of weather

Andreas Thomae also works in the Berchtesgaden National Park and the surrounding area. He is a trained farmer and carpenter, and started out as an agricultural contractor. “Then the number of forestry jobs increased more and more and now I only do mowing work and bale silage for very good friends.” With his 415 Vario and a skid trailer, Thomae transports some 20,000 m<sup>3</sup> of wood annually. But the Thomae forestry business does not only move wood, but also maintains trails, performs winter maintenance work or mulches ski pistes. “The first time I worked in a Vario, I was fascinated. I was able to concentrate fully on the implement and that is very important for the contract work that I do; it allows me to offer my customers the best results. The Vario tractors are also very reliable and doesn’t consume much fuel. With 2000 hours a year, that makes a big difference.” Thomae also knows how to appreciate the beautiful working environment in the Berchtesgadener Land. “The scenery here is really something special.”

### The only alpine national park

The Berchtesgaden National Park is located in south-eastern Bavaria and borders the Austrian state of Salzburg. It encompasses an area of some 210 km<sup>2</sup> and is owned by the government in its entirety. The national park celebrated its 30th anniversary in 2008. But the history of nature conservation in the region goes back much further – the “Association for the Conservation and Protection of Alpine Plants” was founded in 1900. Ten years later, a plant protection district was created and in 1921, the Königssee Nature Preserve (photo) was established. In 1978 the dream of many nature conservationists came true: the Berchtesgaden National Park was founded.

The Berchtesgaden National Park is characterised by impressive biodiversity. The animals found here include roe deer, red deer, chamois, ibexes, marmots, mountain hares, grouses as well as the “King of the Skies”, the golden eagle. The grand bird of prey plays an important role in the national park and is the centre of interest of many visitors. The flora is also very diverse: besides alpine roses, Christmas roses and gentian, rare plants such as *Androsace helvetica*, lady’s slipper orchids and *Horminum pyrenaicum* also grow there.

One of the special geological features is the Wimbachtal – one of the three main valleys in the national park. It lies between the Watzmann and Hochkalter massifs and is an area of unique beauty. The deeply cut Wimbach gorge, high steep walls on both sides, as well as the 300 metre long mighty debris flow – the so-called “Gries” – are the characteristic elements of this majestic mountainous region. The world-famous Königssee (King’s Lake) lies in a valley with the same name. Its St. Bartholomew peninsula has a pilgrimage church. The Königssee is one of the cleanest lakes in Germany. Its characteristic green colour comes from lime particles that are dissolved in the water and refract the sunlight. The Klausbach valley is the third main valley in the national park. It is seven kilometres long and stretches from Lake Hintersee to the Hirschbichl Pass – the border to Austria.

For further information about the Berchtesgaden National Park visit [www.nationapark-berchtesgaden.de](http://www.nationapark-berchtesgaden.de).

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E-mail:  
[fritz.obermaier@xfendt.de](mailto:fritz.obermaier@xfendt.de)



**Thomas Steinheber**  
Sales Promotion IRE  
Industry, Road and Environment

Tel.: +49 (0)8342/77-676  
Mobile: 0160/90780299  
E-mail:  
[thomas.steinheber@xfendt.de](mailto:thomas.steinheber@xfendt.de)