



Gaste Hude Forbach Leipzig Samara

Magazine from **AMAZONEN-WERKE H. Dreyer** for employees, customers and friends of our house

Report on the current situation

The current course of business for AMAZONEN-WERKE is still developing positively. In spite of a slight turnover reduction in Great Britain and France the actual turnover increase is tending towards the double digit range, whereby especially Russia with a record turnover is outstanding and this will go on until the end of the year.

In the course of this year the large area technology – Cirrus, Cirrus Special, DMC Primera and Citan – did an excellent job and so we can expect many good chances for the next year.

In our main factory the grouping of the employees into the new pay scale framework meanwhile has been completed and will become effective from 1st January, 2007. Still to be settled is the method of distribution of the efficiency bonus. The AMAZONE works council and the general management are working towards a solution to offer incentives to the personnel so that they are highly motivated in favour of the company.

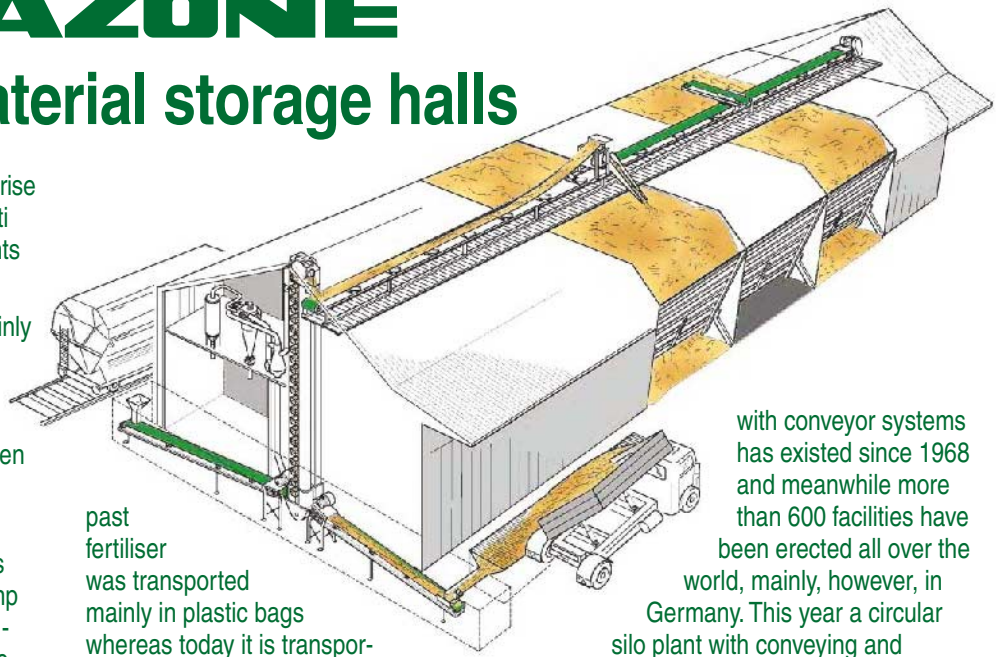
Since 1968: **AMAZONE** bulk material storage halls

One important branch of our versatile enterprise is the planning and the construction of multi purpose storage halls and circular silo plants all over the world.

In these bulk material storage halls mainly fertilisers, thawing salt, grain but also feed are stored. The circular silos are especially designed for grain storage, but also allow the problem-free storage of feed and wooden pellets.

In our biggest branch factory in Hude approx. 20 internal and external employees under the direction of Mr. Wolfgang Niekamp manufacture the necessary conveying technology and important components for these storage halls and circular silos. The assembly is then carried out locally under the supervision of experienced AMAZONE chief erectors.

This department was originally started up by our Dr. Ing. Franz Scharmann to facilitate the handling of bulk mineral fertiliser. In the



past fertiliser was transported mainly in plastic bags whereas today it is transported without bags as bulk material and then spread.

In this way AMAZONE helps the farmers to save money.

Our department for multi purpose storage halls and circular silo plants

with conveyor systems has existed since 1968 and meanwhile more than 600 facilities have been erected all over the world, mainly, however, in Germany. This year a circular silo plant with conveying and cleaning system for seed grain with a capacity of 2.000 tons was erected in Russia (Samara).

Classical bulk material storage hall in Germany



Circular silo plant in Samara, Russia



New development at **AMAZONE**:

Better and at an even more favourable price – is that possible?

The new KE generation of the **AMAZONE** rotary harrow

Sure, we came later, but we are coming with gusto. After the outstanding reciprocating power harrows it was not easy for us to introduce a successful rotary harrow into the market.

But since then we have even managed to gain also in Germany a high market share in this sector. This year a new generation arrived: The **AMAZONE KE Special**.

It was not only improved but also became cheaper whereas the quality characteristic features – strong frame,

tool carrier and shaft are forged in one piece, quick tine change system etc. – remained unchanged. Apart from a more attractive „dome“ the exchange gear main gearbox even is as standard equipped with a PTO through drive for mounted and pack top implements. The weight of a 3 m KE has been reduced by approx. 120 kg so that the machine can also be operated with smaller tractors.

In this way the world-wide success of the **AMAZONE KE** can continue.



New rotary harrow **AMAZONE KE Special**

AMAZONE AD-P Special – the light pneumatic Pack Top seed drill



In addition to the AD-P Super for large farms and contractors **AMAZONE** has now developed the lighter and value for money version for medium size farms.

The AD-P Special is suited for mounting on to **AMAZONE** rotary harrows and cultivators, but also for the use of all rotary harrows of other manufacturers. The new simplified metering system allows sowing all kinds of seed from grass and rape to beans with accurate rates from 2 right up to 400 kg/ha.

The 750 litre seed hopper can be increased in capacity up to 1250 litres. Infinitely variable speed related drive of the metering rollers via the star wheel. The blower fan is driven via the universal joint shaft or a hydraulic motor. Filling from the loading board. Handling and operation are very easy. The AD-P Special is available in a 3 m and 4 m version and optimally supplements our seed drill program.

DMC Primera – the large mulch and direct sowing machine

Already in 1975 Dr. Dr. h.c. Heinz Dreyer started to develop a direct seed drill for Canada and he immediately found out that individually guided chisel openers are the best way for a correct seed placement depth, especially on dry soils and with plant residues in the field.

Meanwhile – after many years – also the competitors discovered that **AMAZONE** is utilising the best system. Since some years our direct seed drills are increasingly operated also in Russia and meanwhile proved on many thousand hectares the crop success which is also there possible.

In view of the huge areas there larger working widths were required and now the first 9 m **DMC Primera** is ready for operation. This machine allows the simultaneous application of seed and fertiliser at high forward speeds and additionally many other new ideas have been realised.

Soon the first long term operation will start near Samara and we hope that with this large sowing technology we will be able to fulfil all desires and to open up an additional turnover potential.



AMAZONE on international exhibitions

FIMA in Zaragoza, Spain:

In February this year our importer, Messrs. Deltacincó, presented the **AMAZONE** programme for 5 days on the most important exhibition in Spain, the **FIMA**.



All the big names of this world were represented there, in total 1.200 exhibitors. The 500 m² stand was of huge interest, especially the „high-tech“ machines such as our **ZA-M ultra**, **UX**, **Citan** and **Cirrus**.

We even managed to close some good deals on the exhibition stand. The **FIMA** is a traditional fair. It has taken place for 34 years and **AMAZONE** has also been present there since many years.

This exhibition is of special importance for us since, not only experts from Spain, but also from the total South European and North African countries visit the **FIMA**.

Russian field day:

In Saransk (Republic of Mordawien)

From the 14th to 16th July the 3rd Russian field day took place on a tremendously big terrain near Saransk. Approx. 300 manufacturers from all over the world participated. **AMAZONE** had an especially attractive stand and demonstrated the most interesting machines in practical operation.

The demonstration of our **Avant** sowing combination was so convincing

that the President of Mordawien said: „She will stay in our republic“.

The Russian Minister of Agriculture, Mr. Gordeev and his delegation visited our stand and saw it to be the best stand on the exhibition.

A special attraction on the field day were three genuine amazons on horseback who rode with their **AMAZONE** flags across the exhibition. The visitors

were excited and wanted to be photographed with them.

Meanwhile Russia became one of our most important markets. The field day in Saransk was arranged by our personnel from Samara and our own sales company Eurotechnik of **AMAZONE** Moscow. It was a huge success.



Once upon a time:

AMAZONE Universal tipper lorry with manure spreader device „Streuknecht“

Only a few of the relevant trade still know today that once AMAZONE had been an important manufacturer of manure spreaders.

It started in 1949 when Dipl.-Ing. (qualified engineer) Heinrich Dreyer designed the first universal tipper lorry

with a detachable manure spreading device. That was at the time of mechanisation of agriculture. The practical tipper lorry with tipping device via hydraulic ram or toothed rack was of much help on any farm.

It featured a smooth metal bottom. For spreading manure a spreading device was attached and in the front a feed plate was used which pushed the manure to the spreading rotor. The spreading was carried out with tilted loading space for the easy delivery of the manure. The first machines have been manufactured in Gaste.



From 1958 the production took place in Hude. From 1971 the general management decided to give up the production in order to fully concentrate on the sowing technology and soil tillage. An important and right decision!



AMAZONE representation abroad:

25 years Messrs. Deltacinco in Spain

It was in 1980 when Mr. Luis Delgado asked AMAZONE, for the representation of AMAZONE in Spain. Until then Luis worked for the family owned company Vicon.

In those days for AMAZONE Spain

was a white spot on the map as also for many other German companies. Luis Delgado started with a lot of hard work and efforts to introduce the AMAZONE programme into Spain and to find the right dealers.

At the same time Messrs. Deltacinco also took over the representation of our friends, Messrs. Krone in Spelle.

And Mr. Delgado was so successful that the Spanish manufacturers had to adapt their machines to the AMAZONE technique.

Meanwhile also the two sons of Luis, Juan Carlos and Luis Javier Delgado entered Messrs. Deltacinco and especially take care of the sale of AMAZONE municipal machinery. Meanwhile Deltacinco in total has 40 employees.

Over the years Spain became an important market for us. We are very grateful to the Delgado family for their pioneering feat and also in future we will support them with all our might.



From the left: Luis Delgado, Juan Carlos Delgado Editada, Luis Javier Delgado

Successful training at **AMAZONE:**

Prepared for the professional future

The media complain about that too many young people do not get a traineeship or apprenticeship. This is not the fault of AMAZONE. Also at the moment again more than 80 trainees are employed with us.

Seven young people just passed their exams – partly with good success.

They invested much time, energy and work to create with their qualifications a sound basis for their professional future. Besides from the purely specialised training every one of them showed a tremendous engagement for special qualifications.

We congratulate them and wish them much success in their career.



In our works Leipzig the industrial clerk Manuela Gottschling successfully completed her training



In our works Hude the following young people completed their training, from the left: Robert Dreja industrial mechanics, Michaela Alzog and Sarah Hedenkamp, industrial clerks



In our works Gaste three industrial clerks finished their training. From the left: Janet Wesselmann, Vesna Petkoska und Stefan Doeinck

Always on tour for **AMAZONE:**

Representative Mr. Gerhard Wulf

Field representative Herr Horst Schnarre

Since 1990 Mr. Gerhard Wulf is the AMAZONE representative for Schleswig Holstein.

As a qualified mechanic for agricultural machinery his strong point is the technical advisory service. It is his job to attend to our dealers and farmers' co-operatives, to advise customers in case of difficult decisions and to organise demonstrations. Here he benefits from his comprehensive experience.

Over the years, through his sound specialist knowledge and his friendliness he has managed to build up a good reputation with dealers and farmers. He is always there when he is needed.

We thank Mr. Wulf and wish him still many successful years as representative at AMAZONENWERKE.



Gerhard Wulf (centre, Messrs. AMAZONE), Otto Makal (l.h.), Boris Schmahl (r.h.) Both from Messrs. Schmahl (Oldenburg/Holstein)

One of our best known employees is Horst Schnarre.

Initially he learned car mechanics. However, working with agricultural machinery always tempted him and thus he worked for the contractor Huntmann. There he gathered quite a lot of practical experience. In 1985 he started to work for AMAZONE and already after half a year he joined our technical outdoor staff where he was entrusted with demonstrations and initial operations at home and abroad.

Thanks to his experiences he always manages to convince farmers and contractors within discussions. Horst Schnarre is very popular with his colleagues and our customers. When „Horst“ prepares a demonstration one can rest assured that the machine has been optimally adjusted. Even in the usual general rush of big events he keeps cool. Hardly ever you will find an employee like Horst Schnarre. The general management says thank you to him for doing an exemplary job for 20 years and wish that he will still be our top demonstrator for many years to come.



For surviving rationalisation is of most importance!

A new plastics processing machine in a new plastic department

Since approx. 35 years AMAZONE has manufactured nearly all plastic parts and the necessary tools in our main factory, meanwhile more than 600 different parts.

The space in the former plastic department was rather cramped especially when a bigger and more efficient machine was installed.

Therefore, these days we moved with the complete department into our cutting hall. In future, the plastic processing machine which mainly produced up to now the depth limiting discs for our roll disc coulters („RoTeC“) will be used for the production in Hude.

Our plastic processing department under the direction of Mr. Manfred Klose

pleases us very much and up to now it helped a lot to reduce our production costs. We hope that the personnel will feel at home in the new department.



From the left.: Arno Weniger, Ingo Schuckert, production manager Manfred Klose and Jens Cronemeyer In front of the new injection moulding machine



New test track in Leipzig

For the development of new machinery it is of importance that we gain early enough findings about the robustness of our implements. In normal operation in the field this would take too long.

Therefore we decided to build such a „torture track“ also in Leipzig. This is of especial importance for our soil tillage implements. The total area of this track is 8.834 m², divided into concrete, road metal and meadow.

Meanwhile this plant is hardened and is fully made use of for testing the new developments. Sure, the expenditure is enormous, however for our high class quality indispensable.

Our customers will profit from it: AMAZONE machines are certainly sometimes expensive, but they have a

reliably many years' longer operational life.

Dr. Justus Dreyer is inspecting The new „torture track“ in Leipzig



AMAZONE in practical operation: Contractor Brammer in Walsrode

The seed grower Albrecht Brammer from Jarlingen in the Lüneburg heath land who produces on 380 hectares of 500 hectares in total grain, grass and rape seed is completely equipped with the most up to date AMAZONE technology.

In Jarlingen difficult conditions with sensitive soils prevail with approx. 800 mm rain fall. Here powerful peak technology is in demand in order to achieve a good result. Mr. Brammer carries out the soil tillage operation with a 5 m multi function cultivator Centaur. The sowing operation is done with a 6 m Cirrus, crop protection with a 5000 litre UX sprayer with 30 m booms and fertilising with a new ZA-M-ultra with weighing system. All implements are controlled via the Amatron* on board computer which also individually regulates the application rates. All these implements were supplied by AGRAVIS-TECHNIK, Weser-Aller.

Over the years a trusting co-operation with Mr. Brammer developed.

We thank Mr. Brammer for his strong commitment and the good co-operation.

From the left.: Branch office manager Herbert Schmidke, AMAZONE representative Heinz-Georg Moek and farmer Albrecht Brammer.



Handing over the 200.000th AMAZONE seed drill: It was supplied to Austria

This year the 200.000th seed drill was manufactured at AMAZONE, an AD-P Special with „all the mod cons“, such as rotary cultivator and deep loosener.

This machine was delivered by

Messrs. Roher in Wieselburg, one of the most loyal AMAZONE dealers, to the farm of Gertrude and Erwin Pamperl in Ranzenbach in the so-called „must quarter“.

This farm is one of the most innovative farms with 210 breeding sows, 1.500 fattening pigs, an own drying installation and an oil mill for cold-pressed vegetable oils.

Gertrude and Erwin Pamperl with their sons Wolfgang and Christian are longstanding AMAZONE fans. They already own AMAZONE fertiliser spreaders, a 8-row ED precision airplanter and soon they will also purchase a field sprayer from us.

For the future AMAZONE wishes much success to this outstanding farm.



From the left.: Erwin, Wolfgang, Christian and Gertrude Pamperl, Heinz Obermayr (Messrs. AMAZONE) and Georg Roher

AMAZONE employees of great merit

Mrs. Dipl.-Ing. Dorit Gase...



...the good spirit of our branch factory BBG in Leipzig

For nearly 25 years Mrs. Dorit Gase has worked for our BBG in Leipzig. During this time she experienced good and bad times, before and after the fall of communism.

After her engineering studies at the advanced technical college Leipzig she joined BBG in 1982 and initially worked in the operations scheduling and later on in the quality assurance.

After the fall of communism she became an assistant of the general management. When AMAZONE took over BBG also we delegated this job to Mrs Gase.

She cares for the welfare of the company and the meanwhile again 170 employees and she is in full confidence of the general management.

We thank Mrs Gase for her engagement and hope that she will be with us still for many years.

Mr. Arnold Kammer...

...longstanding service staff mechanic

One of our senior members of staff is Mr. Arnold Kammer, known as „Toni“. Already 40 years ago he started his career with an apprenticeship at AMAZONE.

Mr. Kammer became a mechanic in field service, that means he had to get familiar with all AMAZONE products to be able to demonstrate them and if necessary, also to repair them. His sphere of activity was the whole world. Very often he carried out demonstrations, training courses and also repair work abroad to everyone's satisfaction and thus helped to still improve the good AMAZONE reputation.

For his 40th anniversary Dr. Dr. h.c. Heinz Dreyer presents a bouquet to him and thanks him for his activities. Also in future Mr. Kammer will be working for AMAZONE – however, now he will work in the office.



RANG	FAHRER	WERT
1	John Deere	170
2	Case	161
3	New Holland	145
4	Case	125
5	Fendt	115
6	AMAZONE	98
7	MF Massey Ferguson	92
8	Kuhn	89
9	Deutz-Fahr	77
9	Kverneland	77

At the last European image barometer of the German Agricultural Society (DLG) AMAZONE gained 6th place, right in between the best known tractor manufacturers and far ahead of our main competitors.

In Germany we even managed to reach the 4th and in Russia the 3rd place in the customer assessment. We are endeavouring to produce machinery of top quality which reliably operate, which allow for a higher output and to allow better operation and also have a high resale value when they are replaced one day.

Obviously, all these positive features have been rewarded by the experts and our customers. AMAZONE is on the right track.

World champion with AMAZONE

On 23rd and 24th June this year the world championship for self-governing field robots took place in Stuttgart-Hohenheim. The team of the advanced technical college Osnabrück, directed by their professor Dr. Arno Ruckelshausen and his academic assistant Andreas Linz gained the world championship title. Moral and financial support came from AMAZONE who continuously promote such and similar projects for the future rationalisation of agriculture.

It was the robot's main job to drive independently through a row of plants, to turn at the end of the field and to drive into the next row.

The competition with, after all, 12 teams, took place under difficult field conditions and heavy solar radiation. The „AMAZONE-Robot“, called Maizerati, was equipped with 20 different sensors and a camera. The most difficult task was to coordinate camera and sensors and to provide them with a relevant program so that the jobs are done completely independently.

A fantastic performance. We congratulate the successful team.



Hobbies of our employees: Archery of the "Amazons"

Since some years archery is done in the main AMAZONE factory. Some young female employees tried it and liked this interesting sport.

Of course, archery is sponsored by AMAZONE, that means the necessary apparatus are purchased. Archery is good for concentration, single-mindedness and the muscles of the upper part of the body.

Also AMAZONE profits from these activities because our „Amazons“ with their bows also promote our products and our company logo.

The shooting training takes place in the shooting range of the Gaste rifle association. Some ladies shoot astonishingly accurately. Of course, we very much hope that the enthusiasm for archery will last and also for the future we wish „All in gold“.



AMAZONE purchases a brickyard site in Hude/Oldenburger

Next to our BBG branch factory in Hude where mainly large area implements (Cirrus, Cirrus Special und Citan) are assembled at the moment, the approx. 4 hectare size site of the Wienerberger Ziegelfabrik GmbH is situated and lies fallow since years.

This year we had the chance to purchase also this area at a favourable price. The area and the approx. 5.000 m² group of buildings may

be useful if our large area sowing technology develops as much as it did in the past years. Then we will be able to store there bulky components and even install a production line, such as assembly or welding.

Agricultural technology is getting bigger and bigger and thus more space consuming – AMAZONE is ready.



AMAZONE events for our customers

Local subject evening in Leipzig:

At the beginning of this year the local subject evening was held for the second time at BBG Leipzig. Local farmers, contractors and dealers participated.

The event had as a motto: „Reduction of costs – thinking of the system.“

As speaker we managed to engage Dr. Walter Schmidt of the Saxon Regional Institution for Agriculture in Leipzig as a speaker.

In total 110 visitors came into the ACTIVE Centre Leipzig.

Similar events as in Leipzig were held in the ACTIVE Centre Gaste and Hude for the neighbouring regions. The subject evenings in the middle of



the year on the farm Helmich in Westerkappeln and in the sphere of the field days in Huntlosen also were tremendously popular.

If you are also interested in joining similar events, please get yourself informed at: www.amazone.de/active

DLG-field days 2006:

From the 20th to 22nd June, 2006 the DLG field days took place on the Hessian State Domain Bauersröderhof in Hammersbach near Hanau.

Around 18.000 visitors from at home and abroad informed themselves about modern crop production and more than 260 exhibitors presented trends in the fields of crop production, crop nutrition, crop protection etc.

AMAZONE presented herself in co-operation with Messrs. Limagrain Nickerson and agrocom on a 4.200 m² size stand. During the demonstrations AMAZONE showed for the first time the Cirrus Special, a Catros and a ZA-M ultra equipped with a 'Fritzmeier Mini Veg N-Sensor'. In the course of a comparison test AMAZONE demonstrated the UX 5200 with 27 m boom. Many visitors unanimously were of the

opinion that AMAZONE made the best impression.

In addition AMAZONE was present with a big product programme on the stand of the Raiffeisen Warenzentrale Köln.

For AMAZONE the exhibition was a big success. Meanwhile interesting sales could be settled.



Confidence:

Confidence is the basis of successful business development

Already our fathers intuitively relied upon the confidence in their business partners without specially speaking about it and without paperwork. Contracts between business partners were rather unusual. One simply relied on promised agreements. Reliability was the basis for the success of any business cooperation.

Often business relations were not even prescribed by law or guaranteed. Gradually this changed during the past decades.

Still today it is of utmost importance for businessmen to carefully pay attention to the seriousness of their business partners because in spite of all laws, regulations and contracts, there remains a risk on both sides.

The same goes for the agricultural technology trade. Is there any traditional agricultural machinery dealer who did not gain painful experiences when, in good faith, he introduced with much effort a product in his region? That applies both for tractors and agricultural machinery. With the help of expensive demonstrations he introduced the product, trained his employees, did a lot of advertising and sent exhibits. Finally he stored expensive spare parts and then the supplier goes bankrupt or is

sold to another company. That means the dealer is no longer supplied. A huge loss.

Especially those dealers or representatives got cautious who already made bad experience in this respect.

All know: AMAZONE is a reliable partner and a strong family owned enterprise with top products, an enterprise of tradition being directed from the Dreyer family for more than 120 years. Reliable in any respect AMAZONE will maintain her independence. The machines are good, the customer service is working quickly, the spare parts supply is ensured and AMAZONE machines have a high resale value. At AMAZONE also human relations play an important part. AMAZONE dealers and importers belong to the big AMAZONE family and are attended to by our employees.

Of course, we know that we have this good reputation, but we also know that we have to maintain this reputation every day, well we have to endeavour to further improve it. We are working on it. Our customers can be sure about it and our employees will assist us in this respect.

An example for a successful, trusting co-operation is Messrs. Maskincenter Felsted ApS in Aabenraa in Denmark.

Here you see the general manager, Mr. Heinrich Jochimsen, next to the UX 2200 which he already sold in 1994 to Messrs. Maskinstation Brdr. Knutz and which still is in a very good condition. Next to him at the new UX 3200 is his sales manager Anders Jessen who already sold quite a lot of AMAZONE machines to the full satisfaction of his customers. Over the years the good co-operation became a close friendship. Meanwhile also they are convinced members of the AMAZONE family.



Our base in the North:

AMAZONE Stores in Neumünster

Already since 1982 we run our own stores in Neumünster. Near to the customers of the region we have in stock the most important machines of our programme and the necessary spare parts.

In this branch office we employ Messrs. Karl-Heinz Mix and Werner Bumann. They represent our machines and also deliver individual machines. Meanwhile our customers know these two gentlemen and their help is well made use of. The representatives in charge for this region, Mr. Gerhard Wulf and Mr. Dirk Heutmann inform the customers in all detail next to the machines.

Also suitable premises for training

courses are available there.

The maintenance of such a store is surely expensive but imperative for a leading manufacturer like AMAZONE.

This is also approved and appreciated by our dealers and by the farmers.



Store in Neumünster with, from the left.: Herr Wulf, Herr Mix and Herr Heutmann

Family outing to:

Messrs. Claas

After the last year's visit of Dr. Helmut Claas and his daughter Cathrina in our main factory in Gaste the Dreyer family was invited to a return visit in Harsewinkel.

This took place in spring this year and Klaus, Christian and Dr. Justus Dreyer were the visitors. Dr. Helmut Claas and his daughter welcomed us very friendly and took us for a tour through the impressive production plants and the new painting department.

During this tour we again realised why Messrs. Claas holds the top position on the DLG image scale. In addition we noticed the extraordinarily good working atmosphere. A strong team with top products. At lunch in the Technoparc even Mrs Erica Claas joined us and in the afternoon on the neighbouring testing estate we got the chance for a test run with the superb Tractor Xerion.

Since many years we have a friendly co-operation with Messrs. Claas in many countries. We thank the Claas family for their tremendous hospitality and for the good co-operation and we wish both, the company and the family also in future „Growing, flowering and prospering“.



From the left.: Mr. Christian Dreyer, Mrs Cathrina Claas, Dr. Justus Dreyer, Mr. Klaus Dreyer, Dr. Helmut Claas

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