



AMAZONE

Sales Training 2022/2023

Success in theory and practice



Fit for your success.





Dear AMAZONE sales partner,

We welcome you to the AMAZONEN-WERKE Academy and are pleased to introduce you to our current training program in the areas of Service and Sales.

We are all the more pleased that we can greet you on site again for face-to-face training in the upcoming training season. To meet the market requirements, we are offering a multitude of courses again, in which implements from the AMAZONE product range as well as current topics from agriculture will be presented.

Our successful Focus Weeks format will be maintained and for the first time this year, it will be supplemented with attendance classes between the online classes. Just like last year, the training course will focus on one

product line each week and will be complemented by general training on price list updates and product innovations.

In the attendance class weeks, we will be happy to greet you at the Training Center in Hude or at the Activ Center in Hasbergen-Gaste to a training course tailored to your requirements according to our motto "As much theory as required, and as much practice as possible".

On the next pages, you will find an overview of the offered training courses followed by the specific contents of the individual focus weeks. All of the training courses listed in the brochure can be found in our "myAMAZONE for dealer" portal as of September 1st.

We look forward to your registration.

Your AMAZONE training team

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AMAZONE training concept – Service and sales

Increasing requirements from the agricultural sector as well as innovative technologies call for constant further training of our and your employees in the Service and Sales areas. To meet these requirements, the **AMAZONE Academy** offers an extensive training program, tailored to the needs of each participant. Get to know our course program with this brochure, from basic knowledge to professional training and **become an AMAZONE product specialist!**

With **efficient group sizes** in our attendance classes as well as in the online courses, we provide our participants with a pleasant atmosphere to be able to address individual questions, problems and remarks appropriately.

Our diversified training program is characterised by comprehensive and detailed training documents. These should provide valuable support to the participant for their every day work. The documents are provided in digital form and can therefore be used flexibly during and after the training units as a source of information.

Theory meets practice – our training courses are based on this philosophy. With "as much theory as required, and as much practice as possible", our training participants are optimally prepared for the market requirements.

We would like to motivate you to use the training offer for further development and to refresh your expertise and skills. Training contents, training dates and event locations as well as the option of online registration for training courses can be found in the myAMAZONE for dealers portal.



Welcome to the AMAZONE Academy

AMAZONEN-WERKE

H. Dreyer SE & Co. KG
Training Center
Heinrich-Dreyer Straße 1-7
D-27798 Hude

AMAZONE factory branch

Dorfstraße 3
D-17168 Wamkenhage

AMAZONEN-WERKE

H. Dreyer SE & Co. KG
ACTIVE Centre
Am Amazonenwerk 9-13
49205 Hasbergen-Gaste

DEULA Westfalen-Lippe GmbH

Dr.-Rau-Allee 71
D-48231 Warendorf

AMAZONE factory branch

Caspar-Clemens-Pickel-Straße 6
D-56736 Kottenheim

AMAZONE factory branch

Am Bahnhof
D-86456 Gablingen

BBG Bodenbearbeitungs- Geräte Leipzig GmbH & CoKG

Rippachtalstraße 10
04249 Leipzig



Available anywhere, anytime – AMAZONE SmartLearning

Our SmartLearning offers give you the opportunity to learn about implement operation at any time according to your needs.

Our video tutorials and simulations explain implement operation and technical aspects and thus prepare you for the next job.

Implement operators, service technicians as well as sales staff are therefore given the opportunity to familiarise themselves with the implement before initial operation.

Experienced practitioners can refresh their knowledge and therefore increase their performance potential.

This enables optimal preparation for everyone, so that the performance range of the implements is exploited most effectively on the very first day.

Our SmartLearning offer includes all of our product groups, is available in different languages on our homepage and as an independent app, and is continuously adapted and updated by our staff.



! SmartLearning does not replace reading the operating manual.
All safety instructions from the operating manual must be read beforehand. Technical modifications reserved.

Dealer portal

The AMAZONE "myAMAZONE for dealers" portal contains all information and details about the current training offers from the Service and Sales areas in the current training season.

Specially designed for you as our sales partner, the portal includes all functions for the general registration procedure, such as managing or deregistering employees who are already registered or the registration of additional employees.

In the portal, you can filter the training offers according to different search terms and put together your own customised training programs. We recommend that you schedule

the different training courses within the shortest possible time period, such that they cover all topics and are adapted to your needs.

Because of the limited number of participants in the attendance classes, we would ask you to please register for your desired training in due time.

If a course should already be fully booked, this will be shown directly in the portal with a coloured marking. In this case, you can add participants to a waiting list.



Registration for the training courses can only be performed **online via the "myAMAZONE for dealers" portal**. This can be found online at:

<https://portal.amazone.de/>

You can also reach the "Dealer area" under the "Service | Spare parts" heading or alternatively using quick access through the search function. If you have questions regarding your registration, please contact

Trainingcenter@Amazone.de.

▼ Training module	
▼ Machine registration	
▼ Ticket system	
▼ Training Center	<ul style="list-style-type: none"> » Your registrations <ul style="list-style-type: none"> » Internal training courses » Service training courses <ul style="list-style-type: none"> » Service training courses for export » Sales training » Sales training for exports » Spare parts training courses » Driver training courses
▼ Account management	<ul style="list-style-type: none"> » My user data » Our customer data » Our employees
Forms	
Partner sites	
Service schedule	
Logout	

Registration

On the start page of the portal, you can login with your known registration data using the "Login" button. Via the "**Training Center**" menu item, you can then call up all available AMAZONE training offers as well as those for which you have already registered.




In the "**Your registrations**" submenu, you can check which employees have participated in training courses or which courses they are registered or deregistered for.

Under the "Training Centre" tab, you can also find all of the offered **service and sales training courses**. If you don't know exactly what training you need or when it is taking place, you can search for it comfortably using the detailed filter function.




You can add or remove employees in the account management area under "**Our employees**".

Overview – Focus weeks 2022/2023

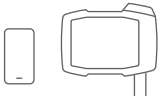
October 2022

CW	Monday	Tuesday	Wednesday	Thursday	Friday
42	17	18	19	20	21
		 Focus week – Precision airplanter seeding technology			
43	24	25	26	27	28
		  Focus week – Fertilising technology			



November 2022

CW	Monday	Tuesday	Wednesday	Thursday	Friday
44	31	01	02	03	04
			 Focus week – Schmotzer hoeing technology		
45	07	08	09	10	11
	New salesperson training – International – In attendance				
46	14	15	16	17	18
		  Focus week – Crop protection technology			

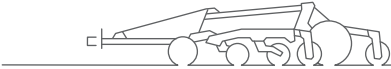
November 2022

CW	Monday	Tuesday	Wednesday	Thursday	Friday
47	21	22	23	24	25
		 Focus week – Electronics			
48	28	29	30	01	02
	Product type-related training courses with attendance				




December 2022

CW	Monday	Tuesday	Wednesday	Thursday	Friday
49	05	06	07	08	09
		 Focus week – Price list updates			
50	12	13	14	15	16
		 Focus week – Large-area seeding technology			



January 2023

CW	Monday	Tuesday	Wednesday	Thursday	Friday
02	09	10	11	12	13
		 Focus week – Passive soil tillage			
03	16	17	18	19	20
	Product type-related training courses with attendance				
04	23	24	25	26	27
	New salesperson training – National – In attendance				
05	30	31	01	02	03
	New salesperson training – National – In attendance				

February 2023

CW	Monday	Tuesday	Wednesday	Thursday	Friday
06	06	07	08	09	10
	New salesperson training – National – In attendance				
07	13	14	15	16	17
		  Focus week – Mounted seeding technology			
08	20	21	22	23	24
		 Focus week – Inversion soil tillage			

March 2023

CW	Monday	Tuesday	Wednesday	Thursday	Friday
09	27	28	01	02	03
	Product type-related training courses with attendance				
10	06	07	08	09	10
		  Focus week – Communal equipment			

Focus week definition

The focus weeks contains target group-oriented online training courses for **one product line**. The course duration is of approx. 2 hours and is customised for the target group in terms of the language and the contents. In each focus week, training courses are offered with the focus on **"New features and series maintenance"** as well as **"Practical topics"**. The contents can vary within the focus weeks for the different product lines.

Central training contents of the **"New features and series maintenance"** course include the presentation of the new product features, including the top arguments with regards to the competition. Moreover, the course will cover details on the product equipment, price list changes as well as general series maintenance topics.

In the **"Practical topics"** training course, practice-oriented topics will be covered in conjunction with the product range for each product line. Training contents include the versatility, handling and operation of the products. The products will also be presented in the competitive environment as well as with different cropping methods.

The target groups can only register and participate in the training courses intended for them. The table provides an overview of the general structure of a weekly schedule. The following pages present the topics of each focus week.

Online training course – How do I participate?

- The online training course will take place using ClickMeeting. Since ClickMeeting is a browser-based platform, it is necessary to use the latest official versions of Google Chrome (ideal browser), Mozilla Firefox or Safari.
- Registration for the online training course is performed as usual, through the AMAZONE portal. Make sure that a current e-mail address is stored in the master data for each participant.
- The invitation to the online training course, including the link and the access token, will be sent to participants that are registered in the AMAZONE portal 1 - 2 days before the course. Participants do not need to have a ClickMeeting account to participate in the online training course.
- Our SmartLearning modules are available to prepare for the training courses. The contents shown there are a prerequisite for participation in the live training courses.
- After you have selected the training participant during registration, you can write down your questions in the "Questions" note field. During the live training, you can address any questions that may arise via the chat function.
- If you need help to participate, you will find the corresponding instructions here:
<https://knowledge.clickmeeting.com/de/faq/>

Focus week – Precision airplanter seeding technology

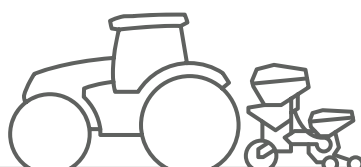
For the training courses in the precision airplanter seeding technology focus week, basic knowledge about the AMAZONE products and their equipment is required. You should also be comfortable with using the product configurator. You can use our SmartLearning offers to prepare for the training course. Our SmartLearning offering can be found on the AMAZONE homepage under the "Service & Support / SmartLearning" heading.

Weekly schedule

KW42		Tuesday, 18 Oct.	Wednesday, 19 Oct.
	Mornings 08:30 – 10:30	New features and series maintenance	Practical topics
	Language	German	German
	Target group	National & international sales partners	National & international sales partners
	Afternoons 13:30 – 15:30	New features and series maintenance	Practical topics
	Language	English	English
	Target group	International sales partners	International sales partners

Note:

Please make sure to register for the right target group and for the right language.





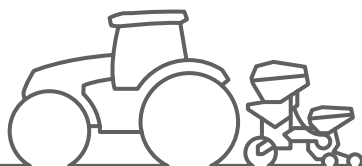
New features and series maintenance

- Introduction to our Precea Performance Tour
- New price list items and their use
- Which crops are approved for the Precea?
- What is possible with micropellets?



Practical topics







- The current status of our FertiSpot development
- Rapeseed in rows - why?
- Even field coverage in critical years



Focus week – Fertilising technology

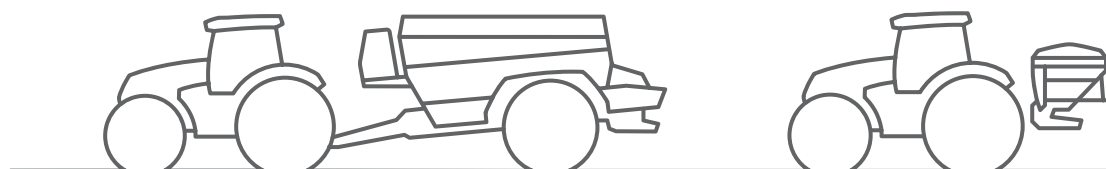
For the training courses in the fertilising technology focus week, basic knowledge about the AMAZONE products and their equipment is required. You should also be comfortable with using the product configurator. You can use our SmartLearning offers to prepare for the training course. Our SmartLearning offering can be found on the AMAZONE homepage under the "Service & Support / SmartLearning" heading.

Weekly schedule

KW43		Tuesday, 25 Oct.	Wednesday, 26 Oct.
	Mornings 08:30 – 10:30	New features and series maintenance	Practical topics
	Language	German	German
	Target group	National & international sales partners	National & international sales partners
	Afternoons 13:30 – 15:30	New features and series maintenance	Practical topics
	Language	English	English
	Target group	International sales partners	International sales partners

Note:

Please make sure to register for the right target group and for the right language.





New features and series maintenance

- Introduction to the new AmaSpread 2 control computer
- New painting process for ZA-V / ZA-TS
- General series maintenance in the fertilising technology product line
- New equipment for ZA-V, ZA-TS and ZG



Practical topics

- Is boundary spreading worthwhile?
 - Which boundary spreading system is suitable for which farms?
- Spreading on slopes
 - What are the effects?
 - Which compensation systems are available on the market?
- Cost-effectiveness analysis of equipment: when is it worth using WindControl, ArgusTwin, AutoTS and BorderTS?



Focus week – Schmotzer hoeing technology

For the training courses in the hoeing technology focus week, basic knowledge about the Schmotzer products and their equipment is required for the new features and series maintenance.

The training courses on practical topics and on the topic of "Introduction to hoeing technology - What needs to be observed?" provide basic knowledge about current topics as well as general information on hoeing technology.

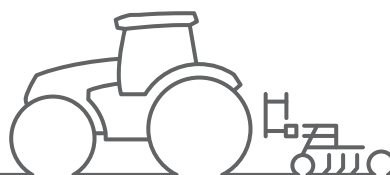
Weekly schedule

KW44		Wednesday, 02 Nov.	Thursday, 03 Nov.
🕒	Mornings 08:30 – 10:30		Practical topics
🌐	Language		German
👥	Target group		National & international sales partners
🕒	Afternoons 13:30 – 15:30	New features and series maintenance	Introduction to hoeing technology
🌐	Language	German	German
👥	Target group	National & international sales partners	National & international sales partners

Note:

For participation in the training course on Schmotzer hoeing technology, please register at Training@schmotzer-ht.de.

You will then immediately receive a confirmation of registration and the link for the ClickMeeting, so that you can simply login to the selected training courses.





New features and series maintenance

- New features in hoeing technology
 - Schmotzer Ventera
 - Schmotzer Select
 - New features for both model series
- Top arguments with a glance at the competition



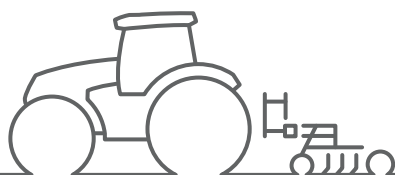
Practical topics

- Nurse crops with the hoeing machine – GAP
- Hoeing with volunteer potatoes
- Hoeing with volunteer rapeseed
- Hoeing in cereals
- Band sprayer equipment
- Procurement of spare parts
- Configuration of the Ventera according to the price list



Introduction to hoeing technology – What needs to be paid attention to?







- Track widths for different row spacings
- Crops
- Basic layout of a hoeing machine
- Hoeing tools and the right setting/use
- Additional tools for the hoeing machine
- Row guidance systems



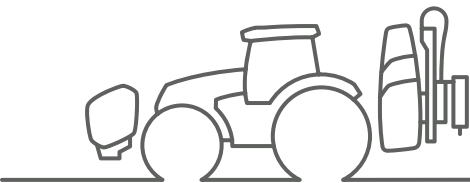
Focus week – Crop protection technology

For the training courses in the crop protection technology focus week, basic knowledge about the AMAZONE products and their equipment is required. You should also be comfortable with using the product configurator. You can use our SmartLearning offers to prepare for the training course. Our SmartLearning offering can be found on the AMAZONE homepage under the "Service & Support / SmartLearning" heading.

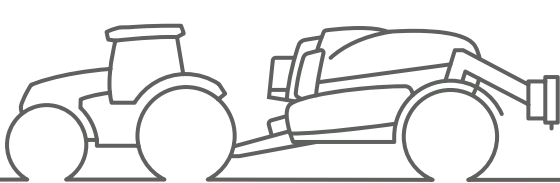
Weekly schedule

KW46		Tuesday, 15 Nov.	Wednesday, 16 Nov.
	Mornings 08:30 – 10:30	New features and series maintenance	Practical topics
	Language	German	German
	Target group	National & international sales partners	National & international sales partners
	Afternoons 13:30 – 15:30	New features and series maintenance	Practical topics
	Language	English	English
	Target group	International sales partners	International sales partners

Note:
Please make sure to register for the right target group and for the right language.



Front tank | UF 02



UX 01



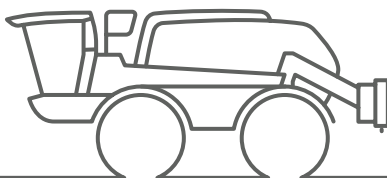
New features and series maintenance

- Agritechnica Innovation Award DirectInject
- General series updates
- Top arguments with a glance at the competition



Practical topics

- AmaSelect
 - AmaSelect Row
 - AmaSelect CurveControl
 - AmaSelect Spot
- Discussion about general trends in crop protection



Pantera 4504

Focus week – Electronics

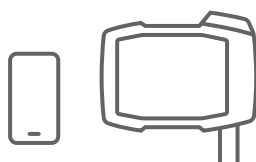
For the training courses in the electronics focus week, basic knowledge about the AMAZONE products and their equipment is required. You should also be comfortable with using the product configurator. You can use our SmartLearning offers to prepare for the training course. Our SmartLearning offering can be found on the AMAZONE homepage under the "Service & Support / SmartLearning" heading.

Weekly schedule

KW47		Tuesday, 22 Nov.	Wednesday, 23 Nov.
	Mornings 08:30 – 10:30	New features and series maintenance	Practical topics
	Language	German	German
	Target group	National & international sales partners	National & international sales partners
	Afternoons 13:30 – 15:30	New features and series maintenance	Practical topics
	Language	English	English
	Target group	International sales partners	International sales partners

Note:

Please make sure to register for the right target group and for the right language.



Various control terminals, control computers and implement software



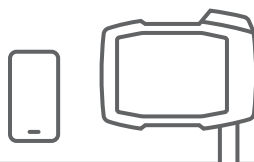
New features and series maintenance

- Software changes AmaTron 4 and AmaPad 2
- Special features of AMAZONE hardware and software
- Explanations of licences and special implement functions (HeadlandControl, parabolic switching, Multi Bin, Multi Boom)
- myAMAZONE apps: terminal-based and implement-based



Practical topics

- Site-specific cultivation using sensors and application maps
- Job management and documentation
- Comparison of ISOBUS terminals








Focus week – Price list updates

For the training courses in the price list updates and funding programs from the Federal Ministry of Food and Agriculture focus week, basic knowledge about the AMAZONE products and their equipment is required.

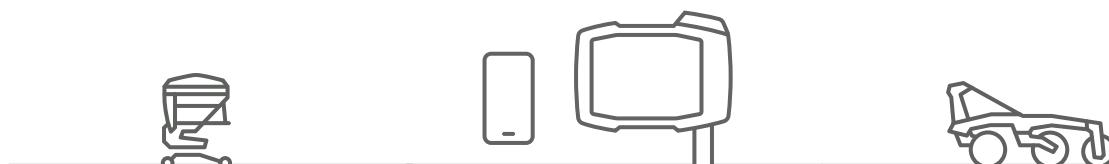
You should also be comfortable with using the product configurator. It can use our SmartLearning offers to prepare for the training course. Our SmartLearning offer can be found on the AMAZONE homepage under the "Service & Support / Smart-Learning" heading.

Weekly schedule

KW49		Tuesday, 06 Dec.	Wednesday, 07 Dec.
	Mornings 08:30 – 10:30	Price list update for fertilising technology, electronics and soil tillage	Price list update for crop protection, seeding technology and precision airplanter seeding technology
	Language	German	German
	Target group	National & international sales partners	National & international sales partners
	Afternoons 13:30 – 15:30	Price list update for fertilising technology, electronics and soil tillage	Price list update for crop protection, seeding technology and precision airplanter seeding technology
	Language	English	English
	Target group	International sales partners	International sales partners

Note:

Please make sure to register for the right target group and for the right language.





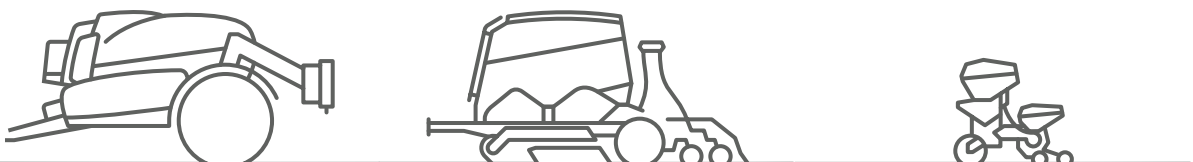
Price list update for fertilising technology, electronics and soil tillage:

- The training course offers you a compact overview of the new price list, with focus on the fertilising technology, electronics and soil tillage product lines.



Price list update for crop protection, seeding technology and precision airplanter seeding technology:

- The training course offers you a compact overview of the new price list, with focus on the crop protection, seeding technology and precision airplanter seeding technology product lines.



Focus week – Large-area seeding technology

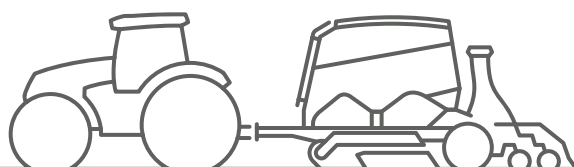
For the training courses in the large-area seeding technology focus week, basic knowledge about the AMAZONE products and their equipment is required. You should also be comfortable with using the product configurator. You can use our SmartLearning offers to prepare for the training course. Our SmartLearning offering can be found on the AMAZONE homepage under the "Service & Support / SmartLearning" heading.

Weekly schedule

KW50		Tuesday, 13 Dec.	Wednesday, 14 Dec.
	Mornings 08:30 – 10:30	New features and series maintenance	Practical topics
	Language	German	German
	Target group	National & international sales partners	National & international sales partners
	Afternoons 13:30 – 15:30	New features and series maintenance	Practical topics
	Language	English	English
	Target group	International sales partners	International sales partners

Note:

Please make sure to register for the right target group and for the right language.





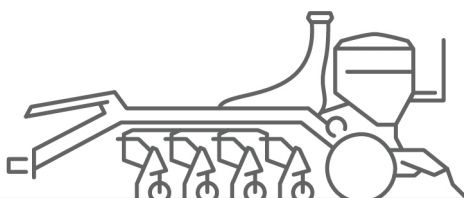
New features and series maintenance

- Cirrus 9004-2C Grand



Practical topics

- Cirrus from around the world
 - Different operating conditions
 - Different seeds with different placement points
 - Tools (best practice configuration)
- Tine seeding technology from around the world



DMC 6000-2C

Focus week – Passive soil tillage

For the training courses in the passive soil tillage focus week, basic knowledge about the AMAZONE products and their equipment is required. You should also be comfortable with using the product configurator. You can use our SmartLearning offers to prepare for the training course. Our SmartLearning offering can be found on the AMAZONE homepage under the "Service & Support / SmartLearning" heading.

Weekly schedule

KW02		Tuesday, 10 Jan.	Wednesday, 11 Jan.
🕒	Mornings 08:30 – 10:30	New features and series maintenance	Practical topics
🌐	Language	German	German
👥	Target group	National & international sales partners	National & international sales partners
🕒	Afternoons 13:30 – 15:30	New features and series maintenance	Practical topics
🌐	Language	English	English
👥	Target group	International sales partners	International sales partners

Note:

Please make sure to register for the right target group and for the right language.



Catros / Certos / Cenius / Ceus / Cenio / Cobra



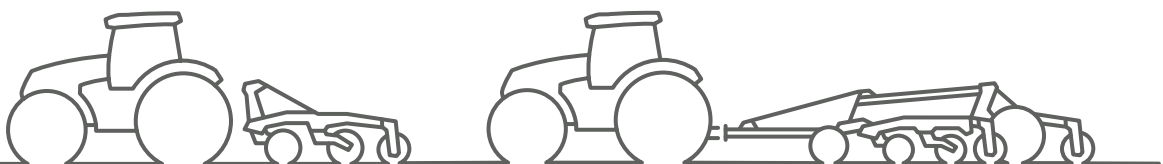
New features and series maintenance

- The new Cobra shallow cultivator
 - Introduction to the implement
 - Fields of application
 - Positioning on the market



Practical topics


- Shallow cultivator compared to the disc harrow – which implement is used for what?
 - Advantages and disadvantages of the implements
 - Which implement is suitable for which areas/purposes
- Water conserving soil tillage
 - Introduction to new implement concepts



Focus week – Mounted seeding technology (mechanical/pneumatic)

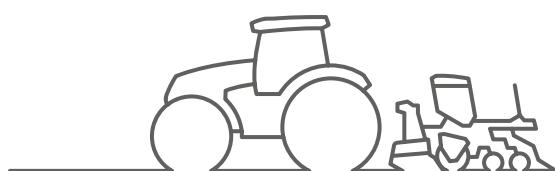
For the training courses in the mounted seeding technology (mechanical/pneumatic) focus week, basic knowledge about the AMAZONE products and their equipment is required. You should also be comfortable with using the product configurator. You can use our SmartLearning offers to prepare for the training courses. Our SmartLearning offering can be found on the AMAZONE homepage under the "Service & Support / SmartLearning" heading.

Weekly schedule

KW07		Tuesday, 14 Feb.	Wednesday, 15 Feb.
	Mornings 08:30 – 10:30	New features and series maintenance	Practical topics
	Language	German	German
	Target group	National & international sales partners	National & international sales partners
	Afternoons 13:30 – 15:30	New features and series maintenance	Practical topics
	Language	English	English
	Target group	International sales partners	International sales partners

Note:

Please make sure to register for the right target group and for the right language.



Cataya



Centaya



New features and series maintenance

- Centaya
 - Special
 - C Super
 - Discontinuation of the AD-P
- KE 02 model series
 - 150 & 190 PS model series
 - Discontinuation of the KE 01
 - KE 6002-2-400
- System comparison: Rotamix - Cultimix



Practical topics

- Comparison of the conveyor sections
 - Application of different conveyed materials in one field pass
- System comparison: Rotamix - Cultimix
- System comparison: mechanical - pneumatic metering
- Frequently asked questions



Cataya






Centaya

Focus week – Inversion soil tillage

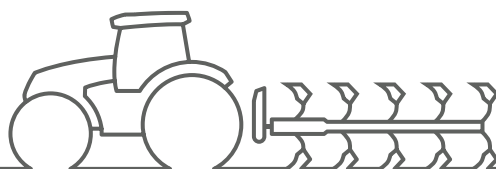
For the training courses in the inversion soil tillage focus week, basic knowledge about the AMAZONE products and their equipment is required. You should also be comfortable with using the product configurator. You can use our SmartLearning offers to prepare for the training course. Our SmartLearning offering can be found on the AMAZONE homepage under the "Service & Support / SmartLearning" heading.

Weekly schedule

KW08		Tuesday, 21 Feb.	Wednesday, 22 Feb.
	Mornings 08:30 – 10:30	New features and series maintenance	Practical topics
	Language	German	German
	Target group	National & international sales partners	National & international sales partners
	Afternoons 13:30 – 15:30	New features and series maintenance	Practical topics
	Language	English	English
	Target group	International sales partners	International sales partners

Note:

Please make sure to register for the right target group and for the right language.



Teres



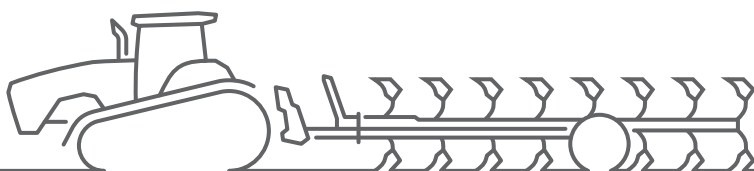
New features and series maintenance

- Teres and Tyrok
 - Introduction to the implements
 - Tyrok as an on-land version
 - Positioning on the market



Practical topics

- Adjustment tips for Teres and Tyrok
- Selecting the right plough body
 - Overview of the AMAZONE plough body product range
 - Which body for which conditions



Tyrok

Focus week – Communal equipment

For the training courses in the communal equipment focus week, basic knowledge about the AMAZONE products and their equipment is required. You should also be comfortable with using the product configurator. You can use our SmartLearning offers to prepare for the training course. Our SmartLearning offering can be found on the AMAZONE homepage under the "Service & Support / SmartLearning" heading.

Weekly schedule

KW10		Tuesday, 07 March	Wednesday, 08 March
	Mornings 08:30 – 10:30		Grasshopper
	Language		German
	Target group		International sales partners, sales partners
	Afternoons 13:30 – 15:30	Profihopper	Winter services
	Language	German	German
	Target group	International sales partners, sales partners	International sales partners, sales partners

Note:

Please make sure to register for the right target group and for the right language.



Profihopper



Grasshopper



New features and series maintenance

- Profihopper
 - Background information
 - Description of the functional principle and of the product range
 - Market and competition analysis
- Grasshopper
 - Background information
 - Description of the functional principle and of the product range
 - Market and competition analysis
- Winter services
 - Background information
 - Description of the functional principle and of the product range
 - Market and competition analysis



Profihopper



Grasshopper

Product type-related training courses with attendance

We welcome you from the Academy to join us for attendance training in one of the three weeks listed below. Delve deeper into the AMAZONE product world with our motivated trainers, get hands-on experience and convince yourself of the quality and innovative power of our implements.

We would be happy to create a training course together with you, tailored to your individual needs and requirements from the domestic market in the following weeks:

2022	KW48	28 November - 02 December
2023	KW03	16 January - 20 January
	KW09	27 February - 03 March

Note:

These training courses are offered for our international partners. If you are interested, please contact the representative at the AMAZONE Academy who is responsible for your country.



Fertilising technology

In our training courses on fertilising technology, we will inform you about the AMAZONE product range in the mounted and trailed segment of our fertiliser spreaders.

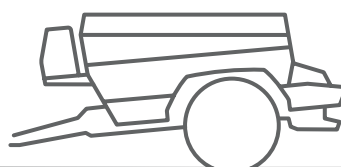
We will show and explain the basic layout, the mode of operation and equipment versions of our implements, which make us one of the leading manufacturers since decades. We will share information about our Spreader Application Centre and demonstrate the advantages and huge savings potentials when our modern fertilising technology is used properly.

We provide a multitude of implements with various equipment from our current product range at the Academy for training purposes.

The company philosophy at AMAZONE in the area of fertilising technology, both in terms of the construction and use of the implements, is without parallel among the competition and is demonstrated in its innovative force on the market and in the results on the field.

We would be happy to share this philosophy and our knowledge in our training courses and provide you with support in the areas you need.

Depending on the selection of the implements and topics, we can present our implements hands-on in our training halls or go for a field run if the conditions are suitable.





Crop protection

In our training courses on crop protection technology, we will inform you about the AMAZONE product range in the mounted, trailed and self-propelled field sprayer areas.

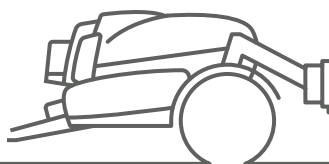
We will show and explain the basic layout and the mode of operation of our implements, which make us one of the leading manufacturers since decades. You will also be introduced to our equipment versions and we will demonstrate the advantages and huge savings potentials when our modern spraying technology is used properly.

We provide a multitude of implements with various equipment from our current product range at the Academy for training purposes.

The company philosophy at AMAZONE in the area of crop protection technology, both in terms of the construction and use of the implements, is without parallel among the competition and is demonstrated in its innovative force on the market and in the results on the field.

We would be happy to share this philosophy and our knowledge in our training courses and provide you with support in the areas you need.

Depending on the selection of the implements and topics, we can present our implements hands-on in our training halls or go for a field run if the conditions are suitable.





Seeding technology & active soil tillage

In our training courses on seeding technology, we will inform you on the AMAZONE product range for mounted seeding technology and large-area and precision airplanter seeding technology, including our front hoppers, packers and active soil tillage.

We will show and explain the basic layout and mode of operation of our implements, which have established us on the market since decades. You will also be introduced to our equipment versions and we will demonstrate the advantages and huge savings potentials and increased yields when our modern seeding technology is used properly.

We provide a multitude of implements with various equipment from our current product range at the Academy for training purposes.

The company philosophy at AMAZONE in the area of seeding technology and active soil tillage, both in terms of the construction and use of the implements, is without parallel among the competition and is demonstrated in its innovative force on the market and in the results on the field.

We would be happy to share this philosophy and our knowledge in our training courses and provide you with support in the areas you need.

Depending on the selection of the implements and topics, we can present our implements hands-on in our training halls or go for a field run if the conditions are suitable.

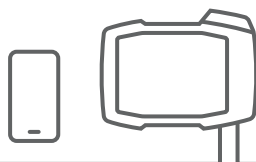




Electronics, terminals and apps

In our training courses on electronics, we will inform you about the AMAZONE product range in the area of electronic solutions from AMAZONE.

We will show you the basic structure and the mode of operation of our terminals, which we developed based on practical needs and continuously improve with growing requirements. In addition, we will also go through our applications for smartphones and tablets live on the implements, and show you how they enable huge savings and yield potentials in combination with our technology.





soil tillage

In our training courses on soil tillage, we will inform you about the AMAZONE product range for passive and inversion soil tillage.

We will show and explain the basic layout and mode of operation of our implements, which have established us on the market since decades. You will also be introduced to our equipment versions and we will demonstrate the advantages and huge savings potentials and increased yields when our modern seeding technology is used properly.

We provide a multitude of implements with various equipment from our current product range at the Academy for training purposes.

The company philosophy at AMAZONE in the area of passive soil tillage, both in terms of the construction and use of the implements, is without parallel among the competition and is demonstrated in its innovative force on the market and in the results on the field. We would be happy to share this philosophy and our knowledge in our training courses and provide you with support in the areas you need.

Depending on the selection of the implements and topics, we can present our implements hands-on in our training halls or go for a field run if the conditions are suitable.



New salesperson training – National & international

Follow our sales promotion's invitation and get to know the world of AMAZONE as a new sales partner directly at our main plant in Hasbergen-Gaste.

We put together a special program with a varied training course that teaches you the basics of our products and gives you a first impression of our culture at AMAZONE.

The contents of the two-day course cover the basic principles of the crop protection, fertilising technology, seeding technology and soil tillage product lines. To follow our training motto "as much theory as so required, as much practice as possible", this course will provide lots of practical training on our implements at the ACTIV Center and at the test facilities in front of our main plant.

New salesperson training – International



CW 45 - 07 - 11 Nov.



AMAZONEN-WERKE
H. Dreyer SE & Co. KG
ACTIVE Centre
Am Amazonenwerk 9-13
49205 Hasbergen-Gaste

New salesperson training – National



CW 04 - CW 06
23 Jan. - 10 Feb.



AMAZONEN-WERKE
H. Dreyer SE & Co. KG
ACTIVE Centre
Am Amazonenwerk 9-13
49205 Hasbergen-Gaste



- In our 2-day training course, you will get to know our 4 product lines in addition to theory and practice on the implements. An entertaining program with factory tours in Gaste and Bramsche and a dinner together round off the multifaceted event.



- We look forward to introducing you to AMAZONE. If you are interested in the international new salesperson training course, please contact us at the Academy through the representative responsible for your country.



- For training courses in the national sector, our sales promotion will contact our sales partners with concrete dates as usual in the fall.
If you do not receive a message, please contact Ms. Sabine Spellmeyer (sabine.spellmeyer@amazone.de).

Basic course – Driver training

Practical use of the implements is indispensable and a basic requirement for adequate operation on the field. Our driver training courses represent a user-specific course offer especially for your customers. They provide training for practical operation with the respective implement type, and most importantly, the acquired skills are tested in the field. It is therefore essential that the participants bring their own work clothes (indoor and outdoor).

The driver training offer is intended for implement operators as well as service personnel. Courses that are currently being offered are shown in the AMAZONE portal under the "Service training – Driver training" heading. Here, you can register the participants like usual.



1 day

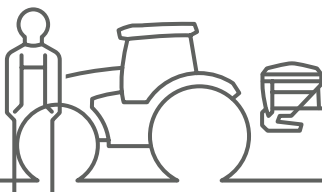


€100.00 (excl. VAT)



Various training locations

You can find your training location in the AMAZONE portal



General conditions for participation

Section 1 Scope of application

These Terms and Conditions apply for service training, spare parts training, importer training and driver training courses (called "training" in the following) offered by AMAZONEN-WERKE H. Dreyer GmbH & Co. KG, Hasbergen-Gaste. No ancillary verbal agreements have been made. The customer's Terms and Conditions only apply when we have expressly agreed to them in writing.

Section 2 Registration and conclusion of contract

2.1 On our web page [www.amazone.de](https://portal.amazone.de), we provide information on the contents, conditions and features (schedules, locations, target groups) for the training courses we offer. The presentation does not represent an offer of contract, but is rather a non-binding invitation to participate. There is no entitlement to participate in the training courses we offer. Registration for the training courses can only be performed online via <https://portal.amazone.de>. After online registration, the customer receives an automatic confirmation of receipt per email. Initially, this only documents that we have received the registration and does not yet represent acceptance of the customer's offer.

2.2 For organisational reasons, the participants from each service partner are restricted as follows:

- Service training:
Max. 3 persons per service partner
- Spare parts training: No limit
- Importer training:
Max. 10 persons per importer
- Driver training:
Max. 2 persons per order number

2.3 Since the number of participants for our training courses is limited, we take account of the registrations in the sequence of their reception. After verifying the availability of a participant space, we issue a binding confirmation of the booking. The contractual relationship only comes into effect with this order confirmation and according to its content. Registrations for which we only assigned a waiting place or that we initially accepted "with reservation" (e.g. because the course is fully booked) only become binding when we have assigned a fixed participant slot and therefore confirm conclusion of the contract.

2.4 The registration deadlines are as follows:

- Service training:
10 days before the respective training date
- Spare parts training:
5 days before the respective training date
- Importer training:
20 days before the respective training date
- Driver training:
10 days before the respective training date

If too few participants have registered, we reserve the right to merge or cancel a training course after consulting with the registered participants.

2.5 To register for "Level 2" courses, the participant is required to have completed a "Level 1" or "Level 2" course with the corresponding implement type within the last two years.

Section 3 Participation fees and payment terms

3.1 The participation fee for a training course can be found in the information for each training course at [www.amazone.de](https://portal.amazone.de). It is payable when the contract is concluded.

3.2 The participation fees are payable within 14 days after receiving the invoice. If the payment deadline is exceeded and the invoiced amount has not been credited to our account, we have the right to refuse participation in the booked training. All

participation fees are subject to the value added tax applicable at the time of the course.

Section 4 Cancellation and change of registration

4.1 Every cancellation before a course must be addressed in writing or per email to: trainingcenter@amazone.de.

4.2 In case of cancellation up to 5 business days before beginning of the training, no participation fees will be charged. After this time or if the participant does not attend the course without cancelling, the full participation fee must be paid.

4.3 If a paying replacement participant who fulfils the requirements for participation in the course is registered when the participant cancels, no cancellation fees will be charged.

Section 5 Reservation - cancellation

5.1 We can reschedule or cancel a planned training if the required minimum number of participants is not reached. If a training is cancelled due to illness on the part of the trainer or in case of force majeure or other unforeseeable event, there is no entitlement to performing the course. In case of cancellation of the training, no participation fees will be charged. The participant will be informed of this in due time and will be reimbursed for any fees that were already paid. Additional liability and damage claims, particularly the reimbursement of travel costs or work loss, are excluded, provided that there was no intent or gross negligence on our part.

5.2 We reserve the right to make changes in the deployment of trainers, if this is necessary for objective reasons. The number of hours indicated for a training is a reference value and depends on the number of participants, it can be reduced in some cases, but not by more than 20%. The respective trainer makes this decision.

Section 6 Exclusion of participants

6.1 We have the right to exclude individual participants from a training course if their behaviour disturbs the course schedule, affects the training experience or training success for other participants or if they abuse, insult, threaten or physically attack another participant or trainer in a disproportionate manner. In the case of exclusion, there is no claim for reimbursement of the paid participation fees.

Section 7 Liability

7.1 We accept liability according to the statutory requirements if the customer makes claims for compensation based on intent or gross negligence, including intent or gross negligence on the part of our representatives or subcontractors. If no wilful breach of contract can be proven against us, the liability for damages is limited to such as might be foreseen and would typically occur.

7.2 We shall be considered liable under statutory provisions if we have culpably infringed a fundamental contractual obligation; fundamental contractual obligations are those whose fulfillment forms the basis of the contract and which the customer may rely upon. In this case, however, liability for damages is limited to such as might be foreseen and would typically occur.

7.3 Liability arising from culpable injury to life, body or health shall remain unaffected; this shall also apply for compulsory liability pursuant to the German Product Liability Act and due to unlawful acts.

7.4 Liability for damages other than that specifically provided for in aforementioned terms is excluded, regardless of the legal nature of the claim. This par-

ticularly applies for claims for damages arising from default when the contract is concluded, damages because of other breach of duties, or on account of tortious claims for compensation for property damage in accordance with § 823 of the German Civil Code [BGB]. Liability is also excluded provided that the customer makes claims for intellectual property rights.

7.5 The limitation stipulated in number 7.4 shall also apply if the customer - instead of asserting a claim for damages - demands restitution of expenses incurred rather than fulfillment of obligations.

7.6 Insofar as liability for damages on our part is excluded or restricted, this shall also apply with regards to personal liability for damages on the part of our staff as a whole, our representatives and vicarious agents or subcontractors.

7.7 No liability will be accepted for damage or soiling of personal clothing. Moreover, AMAZONEN-WERKE accepts no liability for loss or damage of personal objects during the entire stay on the premises.

Section 8 Work safety

8.1 Training participants must bring their own work shoes and clothes in compliance with the applicable safety regulations and wear these during the entire training. If a participant fails to bring his/her safety equipment, we reserve the right to exclude the participant from our training course.

8.2 There is the option of lending safety caps that can be worn over shoes, whereby a lending fee of €10.00/day is charged.

§ 9 Copyright

All training documents (regardless of the form) are subject to copyright and may not be duplicated, edited, copied, distributed or used for public display at any time or for any reason. They are only intended for the personal use of the training participant.

Section 10 Other Terms and Conditions

10.1 The court of jurisdiction is 49205 Hasbergen, Federal Republic of Germany. We have the right to bring action against the customer at the competent court of his domicile or business location or any other court that is competent to rule under national or international law.

10.2 Place of fulfillment is also 49205 Hasbergen, Federal Republic of Germany.

10.3 The customer hereby agrees that data is saved and processed according to the Federal Data Protection Act.

10.4 The laws of the Federal Republic of Germany shall apply with the exception of reference norms of the German International Private Law and the UN Sales Law.



AMAZONE

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Email amazone@amazone.de

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