



Sales Training 2023/2024

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 Centre in Hude or at the ACTIVE 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 - Germany

DEULA Westfalen-Lippe GmbH
Dr.-Rau-Allee 71
D-48231 Warendorf

AMAZONE factory branch
Caspar-Clemens-Pickel-Straße 6
D-56736 Kottenheim

**BBG Bodenbearbeitung-
Geräte Leipzig GmbH &
CoKG**
Rippachtalstraße 10
04249 Leipzig

AMAZONE factory branch
Am Bahnhof
D-86456 Gablingen



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**
 - » **Your registrations**
 - » Internal training courses
 - » **Service training courses**
 - » Service training courses for export
 - » Sales training
 - » Sales training for exports
 - » Spare parts training courses
 - » Driver training courses
 - ▼ Account management
 - » 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**".

AMAZONE Training Centre

Our Training Centre at the Hude/Altmoorhausen location is distinguished by extensively equipped and modern training rooms.

We offer our training participants optimal practice-related preparation for working with our product types.

At our AMAZONE Training Centre, we have 5 product-related practical and theory rooms, 2 training rooms for electronics and recently also a studio especially for online training.

Our training areas are equipped with representative implements, models and simulation that are currently on the market. Moreover, we have access to the surrounding land for field operations, to be able to offer participants training that is as close to practice as possible.

In addition to the sales training courses, service training courses are also offered at our Training Centre in Hude, covering all implements and levels of expertise.

The experience and knowledge of the trainers from our AMAZONE Academy are always close to the current challenges on the market.

We base our training courses precisely on these practice-relevant topics, reconstruct them, develop possible solutions and thus create answers for any problem. In intensive conversations with the participants, our trainers see themselves as an interface between the market and the company, both in sales and service.

ACTIVE Centre Gaste

Our ACTIVE Centre at the Gaste factory, built directly behind the founder's house built in 1900 by Heinrich and Lisette Dreyer, gives us the opportunity to offer different events and training courses.

As a permanent showroom, current implements from AMAZONE, a small set-up about the company history and models and exhibitions on current topics can always be seen here. With an integrated fan shop, training room and conference room, the ACTIVE Centre in Gaste makes it possible to offer training courses for all product lines.

Moreover, the bumpy track installed in front of the factory gives us the opportunity to demonstrate the boom guidance of our field sprayers under the most extreme conditions.

Product Marketing

AMAZONE Product Marketing is responsible for the presentation and public image of our innovative products to international customers and sales partners, and with their commitment and professional advice, they contribute to their success. The PMK in the interface between the product, marketing and sales teams. In our training courses, we try to raise awareness for the advantages of our products on the market, and at the same time, to find out which added values the implement can offer our customers.

At home and abroad, the PMK provides support for field days, demonstrations and market launches of our products, plans and performs training courses with you, and therefore ensures the spreading of expertise in our global sales team. Our customer-oriented team is thus an essential element in the success of AMAZONEN-WERKE, placing the customer and their progress at the centre of the business strategy.

Branch offices

The three AMAZONE branch offices in Götting, Kottenheim and Gablingen give us as a company the opportunity to offer on-site training courses, customer dialogues and implement presentations. Strategically distributed across Germany, we try to bring the AMAZONE product lines as close to you as possible and to keep the routes from us to you as short as possible.

Sales Promotion

A motivated, customer-oriented sales team is AMAZONE's key element on the domestic market. Our sales promotion team is always focussed on our customers' well-being, is committed, well-trained, proactive and has a passion for understanding the customers' needs and presenting them with the best possible technical solutions. Our team is happy to spread this mindset out into the sales world and supports you with implement demonstrations and deployments, and trains your sales team for all AMAZONE product areas. When we speak of our customers, we do not mean our sales partners, but rather our mutual end customers, the farmers, contractors and machinery rings and groups. Changing customer requirements and new technical and agricultural trends are specifically observed and communicated back to the company in a structured manner. With this enthusiasm, your and our expertise, we all ensure together that our customers are always happy to come back to AMAZONE. Our customer-oriented sales team thus makes a significant contribution to the success of AMAZONEN-WERKE, who places the customers and their success at the centre of the business strategy.

Training courses

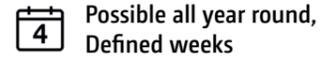


Sales training with trainer



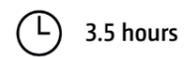
Target group
1st sales level

Based on the specific requirements for your country and market, we will prepare a training course tailored to the participants. Adapted to the level of knowledge of your group, we can offer training courses for the training levels S1 Basic, S2 Advanced and S3 Expert.



Possible all year round, Defined weeks

The training contents are conveyed with training documents, practical exercises on the implements, and at best, practical deployments on the field.



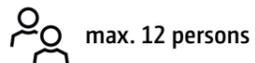
3.5 hours

An experienced trainer from the AMAZONE product line will present the training course in the desired area with your group.



AMAZONE Training Centre
Hasbergen Gaste & Hude

In the 2023/2024 season, we are happy to welcome you to a sales training course in the following weeks. We would be happy to create a training course together with you, tailored to your individual needs and requirements from the domestic market.

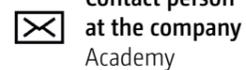


max. 12 persons



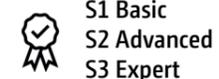
German & English

In the national sector, please contact your AMAZONE representative for training requests. For the international sector, we offer sales training in the following weeks.



Contact person at the company
Academy

2023:
Week 48 27.11. to 03.12.2023
Week 50 11.12. to 15.12.2023



**S1 Basic
S2 Advanced
S3 Expert**

2024:
Week 3 15.01. to 19.01.2024
Week 5 29.01. to 02.02.2024
Week 7 12.02. to 16.02.2024
Week 16 15.04. to 19.04.2024
Week 25 17.06. to 21.06.2024



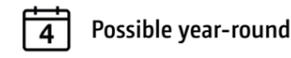
Product Marketing & Sales Promotion

Sales training without trainer



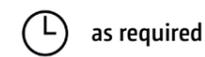
Target group
1st & 2nd sales level

Based on the specific requirements for your country and market, we will provide the facilities, models and implements for a training course tailored to your participants.



Possible year-round

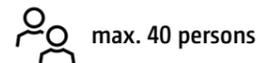
The training course is prepared and executed by the requester. We will define and organise the training course contents and also the procedure together. We are happy to provide support with the further organisation of your training course.



as required



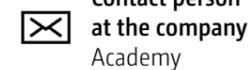
AMAZONE Training Centre
Hasbergen Gaste & Hude



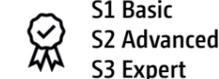
max. 40 persons



National language



Contact person at the company
Academy



**S1 Basic
S2 Advanced
S3 Expert**



Requester

Sales training online

 **Target group**
1st & 2nd sales level

 **Year-round,**
Upon request

 **1-3 hours**

 **VCT - Online**
training platform

 **max. 150 persons**

 **German & English**

 **Contact person**
at the company
Academy

 **S1 Basic**
S2 Advanced
S3 Expert

 **Product Marketing &**
Academy

We implement an individual training course according to your topic wishes and requirements on our online training platform. Training levels from S1 Basic to S3 Expert are possible and are based on the prior knowledge and experience of the training participants.

The training contents are conveyed using course documentation, videos and live recordings on the implements.

Training in the country

 **Target group**
1st & 2nd sales level
as well as end customers

 **Year-round,**
Upon request

 **1-4 days**

 **On-site in the country**

 **In consultation**

 **German & English**

 **Contact person**
at the company
PMK coordinator

 **S1 Basic**
S2 Advanced
S3 Expert

 **Product Marketing**

With your support, we implement an individual training course according to your topic wishes and requirements in your country. Training levels from S1 Basic to S3 Expert are possible and are based on the prior knowledge and experience of the training participants. You organise the location, presentation equipment and also the required implements.

The training is prepared and executed in consultation with the requester, and we will define and organise the training contents and the procedure together.

National new salesperson training

 **Target group**
New sales persons from the 1st & 2nd sales level

 **CW 03 - CW 05**
15 Jan - 02 Feb

 **2 days**

 **AMAZONE Training Centre**
Hasbergen Gaste

 **max. 25 persons**

 **German**

 **Contact person at the company**
Sales Promotion

 **S1 Basic Training**

 **Sales Promotion**

In the new sales person training course, the participants are given basic knowledge about all of the product lines. A product overview will be given based on training documents and the available implements. The new sales person training course will be completed with a presentation of the top arguments for each product line. The new sales person training course will be complemented with a tour of the factory and a shared dinner.

After participation in the training course, the participant has an overview of all of the product lines. They can differentiate the AMAZONE products and assign the individual products to the customer requirements. They are then able to offer the fitting basic implement to meet the customer's requirements independently. If there are challenges in daily operations, the participants know the right communication channels and their contact person in the company.

This training is suitable for participants with little or no experience with the AMAZONE company and our product range. To better expand on the training contents, great value is placed on a high share of product explanations on the implement. As many equipment versions will be demonstrated as possible.

International new salesperson training

 **Target group**
New sales persons from the 1st & 2nd sales level

 **KW 49**
04 Dec - 08 Dec

 **2 days**

 **AMAZONE Training Centre**
Hasbergen Gaste

 **max. 2 groups of 25 persons**

 **German & English**

 **Contact person at the company**
Marketing & Academy

 **S1 Basic Training**

 **Product Marketing**

In the new sales person training course, the participants are given basic knowledge about all of the product lines. A product overview will be given based on training documents and the available implements. The new sales person training course will be completed with a presentation of the top arguments for each product line. The new sales person training course will be supplemented with an attractive supporting program such as factory tours, introduction to different departments, and evening events.

After participation in the training course, the participant has an overview of all of the product lines. They can differentiate the AMAZONE products and assign the individual products to the customer requirements. They are then able to offer the fitting basic implement to meet the customer's requirements independently. If there are challenges in daily operations, the participants know the right communication channels and their contact person in the company.

This training is suitable for participants with little or no experience with the AMAZONE company and our product range. To better expand on the training contents, great value is placed on a high share of product explanations on the implement. As many equipment versions will be demonstrated as possible.

Driver training

 **Target group**
User

 **January - March**

 **1 day**

 **Factories / branch offices**

 **max. 8 persons**

 **German**

 **Contact person
at the company**
Academy

 **Layout, function and
operation**

 **Academy &
Sales Promotion**

Safe and confident use of the implements is a basic requirement for successful operation on the field.

Our driver training courses represent a user-specific course offer especially for our customers. The layout, function and operation of the implement are explained directly on the implement.

The driver training offer is intended for implement operators as well as service personnel, who use the implement on the field.

Training topics



Our sales training

In our training courses, we will inform you about the AMAZONE product range in the mounted and trailed segment across all product lines. 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 from practice and our specialised departments, such as the Spreader Application Centre, and demonstrate the advantages and huge savings potentials when our modern 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 all product areas, both in terms of the manufacturing 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.

Our sales training courses are offered by our customer-oriented staff from the departments of Product Marketing, Sales Promotion and Academy in Hude, Gaste or at the branches.

Based on the implement groups, you will be instructed by our motivated sales team about all of the desired products and will learn about their basic principle, equipment versions and comparison with the competitors.

Training is available for our product lines in the following implement groups:

- Fertilising technology
- Crop protection
- Seeding technology
 - Mounted seeding technology and active soil tillage
 - Large-Area Seeding Technology
 - Precision airplanter seeding technology
- Soil tillage
 - Passive Soil Tillage
 - Inversion soil tillage
- Electronics

Fertilising technology



Machines

- ZA-X
- ZA-M
- ZA-V
- ZA-TS
- ZG-TS
- ZG-TX



S1 Basic Training

- Classification of the implements into different characteristics, such as
 - Working widths
 - Tank volume
 - Drive type
- Explanation of the type designation and their features
- Demonstration of the respective customer benefits and top arguments - number of part-width sections



S2 Advanced Training

Basic principles

- Shape of spread patterns
- Environmental influences on the spread pattern
- Proper storage of spreading materials
- What is a coefficient of variation
- How to different spreading materials behave (diameter, density, shape, hardness, etc.)
- Fertiliser mixture vs. complete fertiliser

Technology

- Quality and processing features (painting process, stainless steel parts, positioning of components)
- Systems for rate calibration (calibration, Profis weighing technology, FlowControl)
- Boundary spreading systems (AutoTS, BorderTS, Limiter)
- Systems for optimising the lateral distribution (WindControl, ArgusTwin, HeadlandControl)
- Terminal packages, from the simple Easy Terminal to the extensive ISOBUS controls
- Advantages of our licenses (GPS switch, GPS ScenarioControl, GPS maps, GPS track)
- Features and applications of the mySpreader app (EasyCheck, EasyMix, calibration, fertiliser search) as well as SAC (fertiliser samples, optimisation, contact person)



S3 Expert Training

New features and updates in the fertilising technology sector

- Approaches for calculating the cost effectiveness of implement options, such as
 - WindControl
 - BorderTS
 - Auto TS
 - ArgusTwin
- Comparison with competitors:
 - Rauch AXIS
 - Kverneland CL/TL
 - Pneumatic spreaders
- Invalidation of arguments from Rauch, Kverneland
- Recognising spreading errors



Crop protection



Machines

- FT, FT-P
- UF 01, UF 02
- UG, UX 00, UX 01
- Pantera 4504, Pantera 7004



S1 Basic Training

- Differentiation of the model types (from a technical and practical point of view)
 - Front tank
 - Mounted sprayer
 - Trailed field sprayer
 - Self-propelled sprayer
- Product range for each type with differentiation in terms of
 - Tank volume
 - Pump flow rate
 - Working widths / boom versions
 - Nozzle bodies / part-width sections
- Top arguments and customer benefits



S2 Advanced Training

- Basic practical principles - Crop protection
 - Droplet size / wetting / drift
 - Nozzles (types and designations)
 - Savings / costs for crop protection products / liquid fertiliser
- Technical training (for each product)
 - Technical data and type overview
 - Equipment / versions
 - Running gear / frame
 - Pump and tanks
 - Operation and software, SmartCenter
 - Application and boom guidance
 - Accessories
- Top arguments
 - USPs with practical relevance
 - Argumentation for our concepts compared to the competitors' concepts
- In practice
 - Boom guidance on the field
 - Control panel



S3 Expert Training

- New features and updates in the crop protection sector
- Comparison with the main competitors
- Argumentation for important components and systems in comparison with the competition, for example:
 - AmaSelect – PWM
 - Electric vs. pneumatic nozzle control
 - Boom design / guidance
 - Piston diaphragm pump – Centrifugal pump
 - Intermittent vs. continuous internal cleaning
 - Operating systems
 - ...
- Equipment recommendations
 - Single nozzle control / nozzle bodies
 - DirectInject
 - ContourControl
 - SmartCenter
 - Steering variations



Mounted seeding technology (mechanical / pneumatic)



Machines

- D9
- Cataya
- Centaya
- Avant

- KG
- KE
- KX



S1 Basic Training

- Differentiation of the model types
 - Trailed or mounted
 - Pneumatic or mechanical
 - Working widths, row spacing
 - Seedbed preparation
 - Coulter systems
 - Customer benefits and top arguments
 - Images and videos from practical operations
- Regional conditions / requirements, such as
 - Soil conditions
 - Precipitation
 - Plough, mulch, direct seeding
- Explanation of the type designation and their features



S2 Advanced Training

- Basic principles for soil tillage and seeding technology
 - Minimum Till, mulch seeding, plough seeding
- Technology
 - One-sided switching
 - Section control
 - Coulter pressure and seeding depth
 - TwinTeC and RoTeC
 - Seedbed preparation
 - Conveyor sections



S3 Expert Training

- Equipment recommendations
- New features and updates in the seeding technology sector
- System comparisons - Mechanical / pneumatic
- Argumentation for important components and systems



Large-Area Seeding Technology



Machines

- Cirrus
- Cayena
- Primera
- DMC
- Condor
- Citan



S1 Basic Training

- Differentiation of the model types
 - Trailed or mounted
 - Pneumatic or mechanical
- Working widths, row spacing
 - Seedbed preparation
 - Coulter systems
 - Customer benefits and top arguments
 - Images and videos from practical operations
- Regional conditions / requirements, such as
 - Soil conditions
 - Precipitation
 - Plough, mulch, direct seeding
- Explanation of the type designation and their features



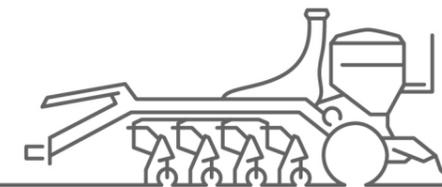
S2 Advanced Training

- Basic principles of (plant growth, soil)
 - Seed
 - Seeding depth
 - Water supply
 - Root growth
 - Field germination
 - Strip-wise reconsolidation
 - Effect of row widths on the yield and seed rate
 - Challenges with small and large row spacings
 - Decision matrix for seeding technology
- Technology
 - One-sided switching
 - Section control
 - AutoPoint
 - Coulter pressure and seeding depth
 - TwinTeC and RoTeC
 - Leading tools
 - Seedbed preparation
 - Conveyor sections



S3 Expert Training

- New features and updates in the seeding technology sector
- Approaches for calculating the cost effectiveness of implement options, such as
 - Cutting roller
 - Leading tools for previous soil tillage
 - Field germination
- Argumentation for important components and systems
- Equipment recommendations



Precision airplanter seeding technology



Machines

- Precea



S1 Basic Training

- Differentiation of the model types
 - Trailed or mounted
 - Working widths, row spacing
 - Customer benefits and top arguments
 - Images and videos from practical operations
- Explanation of the type designation and their features



S2 Advanced Training

- Basic principles
- Singling unit
- Configuration (depending on the crops and soil)
 - SmartControl, SmartForce, Central Seed Supply (CSS), MPS
 - Initial operation of a new implement with the end customer
 - Argumentation for precision seeding



S3 Expert Training

- Equipment recommendations
- New features and updates in the seeding technology sector
- Comparison with competitors for mounted implements (Lemken, Kverneland and Väderstad)
- Argumentation for important components and systems



Passive Soil Tillage



Machines

- Catros
- Certos
- Cenio
- Cenius
- Cobra
- Ceus



S1 Basic Training

- Differentiation and introduction of the implements
 - Disc harrow vs. tine cultivator
 - Working widths
 - Mounted vs. trailed
 - Top arguments and customer benefits



S2 Advanced Training

- Basic agricultural principles
 - Different concepts for soil tillage
 - Suitability of soil tillage measures based on influencing factors such as
 - Soil texture
 - Crop rotation
 - Disease pressure
 - Straw management
 - Precipitation levels
- Technology
 - Disc harrows
 - Disc selection and fields of application
 - Disc suspension and bearings
 - Implement frame and tool integration
 - Tine cultivator
 - Tine selection, coulter system and fields of application
 - Tine carrier and overload safety
 - Frame structure, beams and tool spacings
 - Other equipment
 - Leading tools
 - Trailing rollers and harrows
 - SmartFrame & ContourFrame



S3 Expert Training

- New features and updates in the passive soil tillage sector
- Argumentation and recommendation of equipment
- Comparison with the main competitors

Equipment of our cultivators and disc harrows with universal conveyor sections for fertiliser and seed

- FTender
- XTender
- GreenDrill



Inversion Soil tillage



Machines

- Cayros
- Teres
- Tyrok



S1 Basic Training

- Introduction and differentiation of the implements
 - Mounted vs. trailed
- Explanations of the type designation and their features
- Top arguments and customer benefits



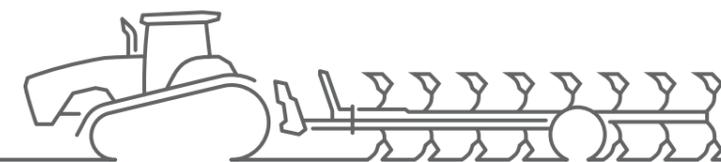
S2 Advanced Training

- Basic agricultural principles depending on the soil texture, crop rotation and the climatic conditions
 - Proper setting of the plough
 - Time frame for inversion soil tillage
 - Reconsolidation
 - Advantages and fields of application of the packer
 - Plough as a crop protection measure
- Technology
 - SpeedBlade plough body and material properties
 - Selection procedure for the right plough body
 - Hardening process for the mouldboard
 - Coulter tips
 - Effects on fuel consumption, work effort and wear
 - Headstock and beam
 - Overload safety for the plough body
 - Hydraulic equipment with focus on
 - SmartCenter
 - SmartTurn
 - AutoAdapt
 - Skimmers and trashboards
 - Disc and landside coulter
 - Support wheels, depth control and boundary ploughing



S3 Expert Training

- New features and updates for inversion soil tillage
- Additional equipment - Packer with swivel arm
- Recognising errors in the plough pattern
- Argumentation and recommendations for different site conditions
- Comparison with the main competitors



Electronics

Control terminal

- AmaTron 4



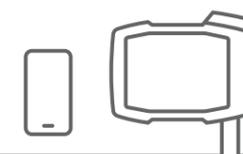
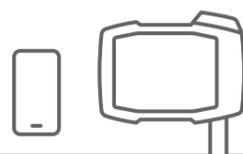
S1 Basic Training

- Classification of the electronics topics in the areas of
 - Hardware
 - Software
 - Digital applications (apps)
 - Introduction of AMAZONE 4.0
- Explanations of ISOBUS basic principles
- Explanations of the AmaTron 4 ISOBUS terminal with top arguments



S2/S3 Advanced & Expert training

- Explanations of the licenses and special implement functions
- MultiStory
- Overview of all the myAMAZONE apps: terminal-based and implement-based
- GPS ScenarioControl
- Documentation and job management (USB flash drive, pdf export, myAmaRouter app)
- Site-specific cultivation: working with application maps or sensors



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-Gäste. 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, 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. 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 particularly 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.

Section 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.



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