

PEKASS
agricultural, municipal and road maintenance machinery

30



PE//KASS
agricultural, municipal and road maintenance machinery

1991



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--- 2021

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There's nothing
more beautiful
than turning
dreams into
reality

STEVEN SPIELBERG

At the beginning it was really a youthful dream... The desire to create a company that would go on to become a fixed part of the life of farmers in Central Bohemia. A company that would shoulder the responsibility for looking after machinery and ensuring its proper use and reliable operation. We've long passed the borderline of the first region, and the company as it is today has far surpassed our initial expectations.

And we're taking things further...





From left: Ing. Radek Mašek, Ing. Miroslav Švingr, Ing. Miroslav Pilz and Ing. František Srb



PEKASS was founded in 1991 by (from left) Ing. Miroslav Pilz, Ing. František Srb and Ing. Miroslav Švingr.



Ing. Miroslav Pilz hard at work.



Ing. František Srb handled sales.



The PEKASS Rakovník branch has been situated in Senomaty in the district of Rakovník since 1997 and is now one of our biggest branches.



The PEKASS Milovice branch was opened in 2000 and has become one of our biggest branches.



PEKASS was at the TECHAGRO trade fairs in Brno right from the very beginning.



The company's range from the early 90s – John Deere...



Antonio Carrano...



and the domestic tractor manufacturer Zetor.



The current management of PEKASS – (from left) Ing. Miloslav Kozák, Ing. Radek Mašek, Ing. Vojtěch Pivnička and Ing. Zdeněk Volmut

PEKASS



Introducing the company...

The red PEKASS logo covers agricultural, municipal and road machinery and technology.

The company, which has been on the market since 1991, supplies farmers with first-rate John Deere and JCB tractors and agricultural machinery, ÖVERUM ploughs from Sweden, HORSCH LEEB and HARDI sprayers, HORSCH tillage machines, as well as products from KRAMPE, BRIRI, TEBBE, HAUER, BOGBALLE, not to mention GRAMMER seats, TRIMBLE precision farming GPS navigation and many other brands.



Municipal equipment worth mentioning includes ANTONIO CARRARO mini tractors and municipal carriers, BERTI mulchers, JBM wood chippers, GRILLO lawnmowers, BOSCHUNG municipal carriers, WIEDENMANN snow ploughs and winter maintenance brushes, and more.

Road equipment includes MULAG ditch cleaners, ATC asphalt thermal containers, and WESTA snow blowers.

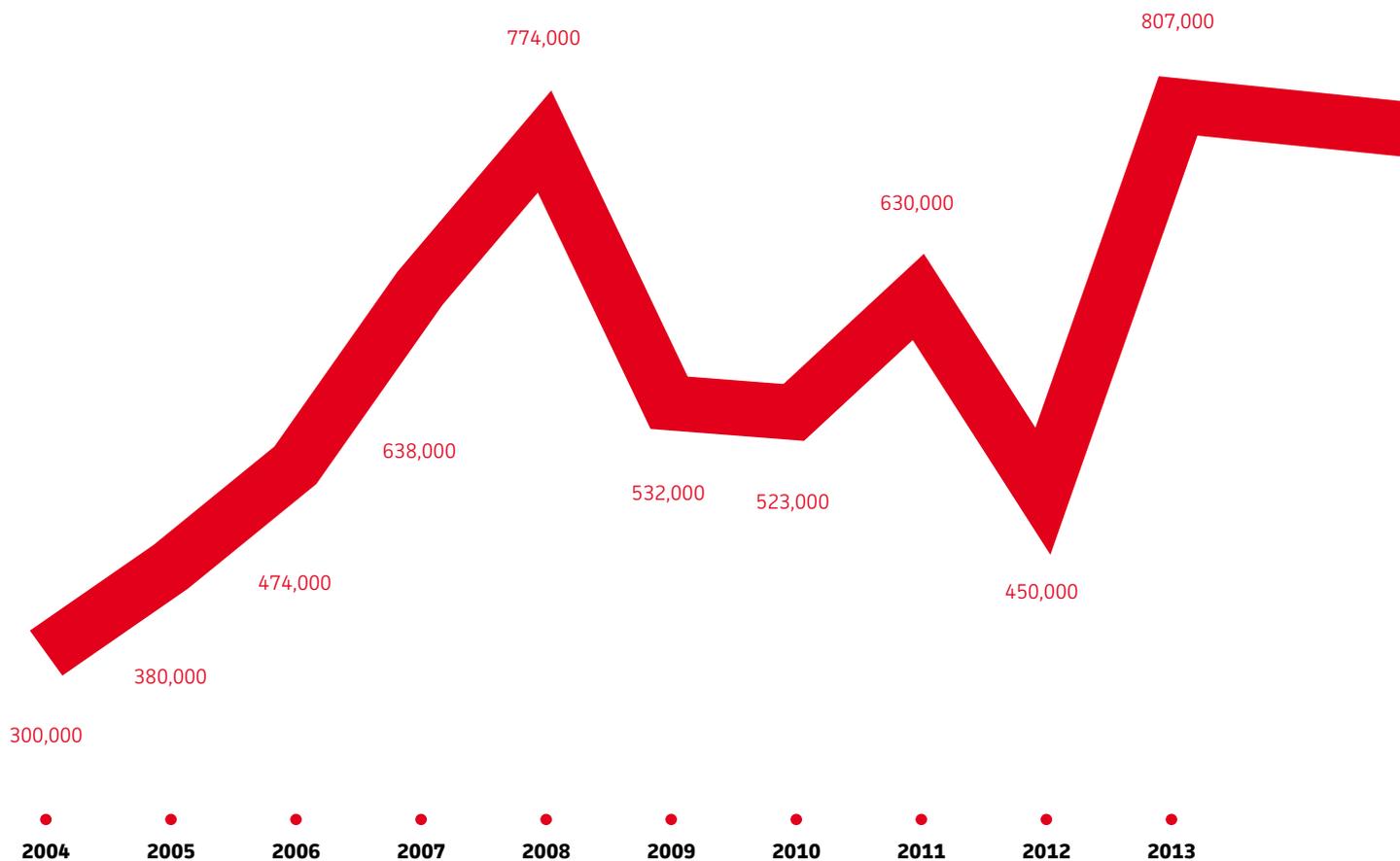
In March 2014 PEKASS a.s. became the official direct representative of JCB in the Czech Republic for farming machinery (tractors, handlers and loaders).





PEKASS a.s. total turnover in 2004–2022

(in th. CZK)





We're
growing



PEKASS was established in 1991 with the idea of creating a sales network covering the Czech Republic. It celebrated its 30th anniversary in 2021.

The company now operates out of ten branches: From Prague 10 - Uhřetěves, where the head office is located, from Milovice, Nýřany, Příbram, Rakovník, Roudnice nad Labem, Rychnov nad Kněžnou and Vlašim.

The first quarter of 2014 saw the completion of the new modern branch near Roudnice nad Labem (by exit 29 off the D8 motorway); in early 2015 the Rychnov branch moved to larger premises (Pohoří u Dobrušky), and there has been a branch in Jindřichův Hradec since September 2015. The latest (tenth) branch has been open near Strakonice and Vodňany since 2021, and another is in the pipeline.

1991

a limited liability company is established

1992

/ a new branch opens in Sloup, near Davle / contract for the sale of Zetor tractors / we sell our 150th tractor / contract for the sale of HARDI sprayers



1993

/ the branch moves from Sloup to Milín / sales are expanded to the Rakovník and Nymburk regions / a contract for the sale of John Deere machinery is concluded at the end of the year



1994

/ the new head office opens in Uhřetěves, Prague / contract on representation of ÖVERUM in the Czech Republic

1997

new branch in Senomaty, district of Rakovník

1998

/ new plan – sales of municipal equipment / contract on representation of ANTONIO CARRARO, BERTI and Cosma



2000

a new branch opens in Milovice



2003

/ a branch opens in Roudnice nad Labem / construction of a new service facility in Senomaty / range extended to include road equipment



2004

/ establishment of the central warehouse in Milovice / contract on representation of HORSCH

2005

transformation to a joint stock company

2006

/ a new branch opens in Nový Jičín / a new branch is built in Dlouhá Lhota, district of Příbram / we have 75 employees in 7 establishments and a turnover of approx. CZK 450 million

2007

official representation of Rasco in the Czech Republic

2008

with a hundred employees we achieved a turnover of three quarters of a billion CZK

2009

we open a new branch in Rychnov nad Kněžnou





2010

start and completion
of the construction of
a new branch in Vlašim

2011

a successful year, the company's
20th anniversary

2012

a branch opens in Nýřany
in the Plzeň region



2013

construction starts on a new
branch in Roudnice nad Labem

2014

/ opening of the new branch
in Roudnice Labem / official
direct representation of JCB
agricultural equipment



2015

/ the Rychnov nad Kněžnou
branch moves to larger premises
/ a new branch opens
in Jindřichův Hradec

2017

new PEKASS HIRE CENTRE service

2018

the company's turnover
is close on CZK 900 million

2019

we move to a new head office in
Prague 10 – Uhřetěves,
at Přátelství 555/9



2021

/ opening of our 10th branch, near Strakonice and Vodňany
/ the company has been on the market for 30 years
/ the company reached its target of a turnover of one billion CZK

2022

a branch opens in Málkov
near Chomutov

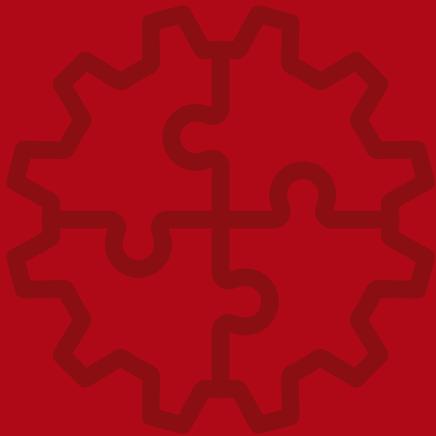


2023

a branch opens in Kvíčovice,
replacing Nýřany



We are
developing



In 1998 PEKASS expanded to include municipal equipment and since then, besides sales, has also been importing and servicing special machinery for the maintenance of grassland, cleaning public areas and roads, winter maintenance, etc. Customers' growing interest in these machines led the company to branch out in a third direction in 2003 – road equipment.

A significant milestone for the company came in August 2005, when PEKASS was transformed into a joint-stock company.

PEKASS currently has over 140 employees and, for example, in 2008 it achieved a turnover of over CZK 750 million. The following years were marked by a slump in all areas of our economy. Since 2010, the company's sales have been rising again, and as a result of our increased efforts, the growth effect was also significantly reflected in sales of spare parts and in the amount of service work carried out in sales and service centres in the Czech Republic. Turnovers since 2012 have already exceeded CZK 750 million (between 2013 and 2019, for example, they regularly surpassed CZK 800 million).

At the end of 2021, the company reached its dream turnover target, one billion CZK.

Financing

An important means of supporting sales is corporate financing in the form of a loan or leasing. This service, called PEKASS FINANCE, is offered under the slogan "Custom Leasing". An individual approach to each case of financing is implemented directly at each customer's site, to suit their specific conditions. This saves the customer both time and further costs.

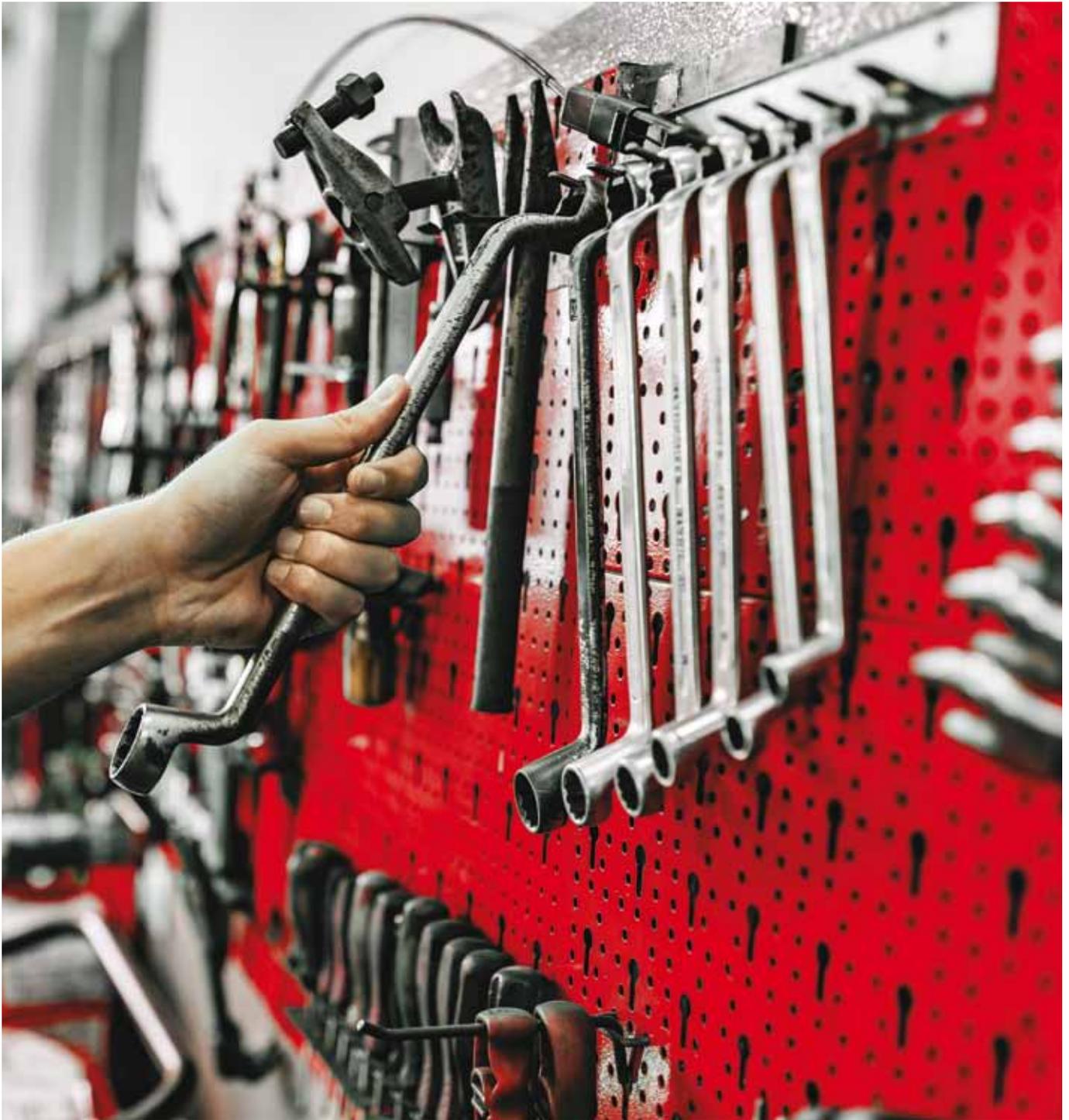


Assistance services

Our PEKASS ASSISTANCE is an unrivalled service. It is a comprehensive product arranged on top of the normal or extended warranty. It gives machine owners the certainty that, when they are using the technology, no unforeseen costs will arise that will significantly affect the economy of the machine's operation.







Service



As our sales increase, the standard of the service work we offer is also gradually increasing – PEKASS SERVICE. For repair work, the centres have very well-equipped workshops covering a total area of over 6,000 m² and more than 40 service vehicles. Warranty service within 24 hours is not just an advertising slogan, but a real bonus that is certainly far from standard in other fields. Imported assortments are distributed in areas outside the Central Bohemian region through contractual partners all over the Czech Republic. We make sure that not only our sales managers are well trained, but above all our service technicians. This is the only way to guarantee that the equipment we sell is given the best possible care.

Spare parts

Besides sales and servicing of machinery, sales of spare parts have been one of the cornerstones of PEKASS's business for 30 years now. The link between these three sectors is very important for customers who, when buying a machine, expect not only that it will work flawlessly but also that they have access to a smooth supply of spare parts and professional service. Proof that our customers appreciate this approach can be seen in the company's constantly rising revenues.

In addition to our company providing spare parts for direct sales to customers and its service activities, the spare parts department also provides wholesale sales to customers in the Czech Republic and abroad. A central spare parts warehouse for customers – our Distribution and Logistics Centre - also operates out of the PEKASS branch in Milovice.



After-sales care

Modern-day machines are highly complex, and so an after-sales care department has been set up for customers – PEKASS AFTERSALE. It is there to provide customers with technical support, approve machines for operation, and handle complaints, all in one place. The staff have an overview of up-to-date manuals for the machines and pass on service information to customers and service technicians, and also enable them to constantly build on their expertise in the form of training, either in this country or with our equipment suppliers abroad.



Machine hire centre

The last and also the most recent service is the PEKASS HIRE CENTRE. This was established by PEKASS in early 2017 and enables customers to hire seasonal machinery or cover the absence of their own machine in the event of a breakdown.







Original wholesale PPP

PEKASS PREMIUM PARTS (PPP) – these are products that can be characterised as the best on the market in terms of quality and utility value. No compromise on quality, no aftermarket. PPP products can also be considered original in terms of belonging to a certain brand of technology, but are at the same time purchased from a distribution chain that has no redundant links. PEKASS's business activities cover a scope that allows us to responsibly deal directly with the original manufacturers of individual components. From the original manufacturer via PEKASS straight to the end customer. Yes, that's how much we can shorten the path selected products take to reach the customer.

The result is clear - original quality and a better price.



Where we are headed

As one can see, PEKASS has always prided itself on offering quality technology and good after-sales services, while at the same time we have strived to continuously improve our service facilities. The ever-growing number of satisfied users of the machines we sell is proof that this way of working with our customers has been and still is well justified.



We would like to assure you that in the future we will not under any circumstances underestimate the importance of service work and we will continue to build on it in terms of capacity and expertise. We consider this our duty to all who have put out their trust in PEKASS by purchasing our machines.

Main brands

JCB

ANTONIO

BERTI

Other brands

KRAMPE

GRAMMER

JBM

HORSCH

CARRARO

GRILLO

TEBBE BRIRI

ÖVERUM

BOSCHUNG

AND MORE



JCB

JCB has strong farming roots that date back to 1945, when Joseph Cyril Bamford built his first agricultural trailer. All these years of experience mean that today JCB has a perfect understanding of agriculture and realizes that when it comes to agricultural machinery, the highest possible performance and productivity are required.

This is also the reason why this British company constantly invests in the development of specialised agricultural machinery that meets the ever-changing needs of farmers. Their machines include, for example, the telescopic handlers introduced in 1977, agricultural wheeled loaders from 1983, and the world's most productive tractor, the Fastrac from 1991. This is still the world's only full-suspension high-traction tractor capable of reaching speeds of up to 70 km/h.



JCB believes in the need to use innovation and technology to make their equipment as efficient as possible. In 2006, they introduced the TorqueLock system to reduce fuel consumption and increase top speed. In 2010, they patented an adaptive load management system that increases the safety and stability of telescopic machines. In 2012, they presented the JCB EcoMAX, a revolutionary and award-winning engine used in many JCB machines, including AGRI telescopic handlers.

In recent years, they have introduced several innovative features that help take productivity and efficiency to an even higher level. These include the state-of-the-art LiveLink telematics system, the JCB DualTech Variable Transmission, the Smart Hydraulics system, the Auto Smooth Ride system, Activ Traction technology and hydrostatic dual steering.

At the end of 2021, JCB announced that it would be investing 100 million pounds in a project for the manufacture of super-efficient hydrogen engines.

JCB's hydrogen technology will further be showcased in the "Green Zone" at COP26 in Glasgow, where world leaders will debate measures aimed at drastically reducing greenhouse gas emissions. JCB's emergence as a leader in zero-emission hydrogen technology comes as governments around the world unveil strategies to develop the infrastructure needed to support the use of hydrogen to reduce CO₂ emissions.



HORSCH

The German company HORSCH is a leading global manufacturer of innovative agricultural technologies and modern tillage, sowing and plant protection solutions. It aims to satisfy the requirements of each of its customers.

HORSCH's focus is perhaps best described by the following words of the founders of this family company – Cornelia, Michael and Philipp Horsch:

“WE WANT TO MAKE THE BEST AGRICULTURAL MACHINERY.”
As we feel a commitment towards farmers and our customers, we place the very highest demands on our products and services. From research, design and development through to assembly, customer service and

consultancy. We take the time for extensive studies and use our machines on our own farms - more than 3,000 hectares – to experience for ourselves what we have developed and what we are talking about. We assume responsibility in farming and share the feelings of our customers.

“WE WANT TO SHARE OUR PASSION FOR AGRICULTURE.”
As we are farmers ourselves, there is always an exchange with our customers to stay well informed about their requirements with regard to our products. They are our motivation, our driving force and our partner at the same time. We are a forum and a community for farmers, where we talk to each other, carry out tests and exchange experiences to – together with them – get better and better.



This bond is our backbone and helps us never to forget what we are working for. We want to advance and inspire farming as farming inspires us and we want to give every farmer the possibility to contribute personally. Each time a farmer looks into the rear-view mirror of his tractor and sees red he is to know that he opted for uncompromising quality.”

“THERE IS NO SUCCESS WITHOUT PASSION.”

When we thought about a perfect slogan for HORSCH, there was one that quickly came to mind: “Farming with passion”. For this passion can be found in each of our products and also in the actions of every single HORSCH employee. Everyone in the company – from the management to the mechanic – lives the passion that makes a simple product a unique one that excels due to innovation and uncompromising quality and can be adapted perfectly to the requirements of every single farmer in every country.

“We have always been and will always be farmers who intensively deal with a sustainable cultivation of the soil,” said Michael and Philipp Horsch. “Farming has a future and it is worth it to work hard – for the farmer as well as for the manufacturer of agricultural machinery.

HORSCH manufacturers tillage machines (Joker, Terrano, Tiger, Cruiser), sowing and fertilizing machines (Pronto, Serto, Avatar), precision sowing machines (Maestro), and state-of-the-art spraying technology (Horsch Leeb). The company is focused on hybrid farming (Cultro, Cura, Finer, Transformer), ecology and transport in agriculture (Shuttle) and other smart solutions, designed to simply work in the field.



ANTONIO CARRARO

The Italian company Antonio Carraro was established by Giovanni Carraro in 1910 and is the world leader in the manufacture of compact tractors for specialised agriculture and civil maintenance.

The company has operated around the world for decades and has over 450 employees spread between its Italian headquarters and its sales offices in Australia, Spain and Turkey. Its sales network consists of 600 importers, retailers and dealers all over the world.

During the more than 110 years that it has been active, the Italian Antonio Carraro has developed special agricultural vehicles that have radically changed the style of work in orchards and on slopes.

Sub-compact tractors and municipal tool carriers allow their users to efficiently perform highly specialised tasks with a variety of implements. They are used in agriculture, soil care, orchards and vineyards. They can cope with small jobs in the construction industry, excavations, and for transporting materials. Last but not least, they are effective helpers in cities and municipalities for the upkeep of public greenery, cleaning sidewalks, mowing grass, and winter road maintenance.

The Ergit 100 series is Antonio Carraro's most powerful range of sub-compact tractors. From the very beginning, this was a new tractor concept designed specifically for farmers working in extreme conditions. It combines high-level performance with functional design, all in a compact machine.



BERTI

Antonio Carraro takes another step forward with its R series, upgrading its engines to the highest technological standards while improving driver comfort and the ergonomic design of the controls, bringing it up to the level of a large-area tractor. All this while maintaining the compact dimensions that characterise this series, coupled with the rugged appearance typical of this thoroughbred Italian brand.

Antonio Carraro's mission is to provide the best solutions to all users working in specialised agriculture as well as in extreme road and greenery maintenance conditions. They firmly believe that their community of customers and colleagues, along with their work ethic, are the keys to their success

BERTI Macchine Agricole is an Italian company, with more than 60 years' experience in the production of agricultural machinery making it one of the leaders in the international market. BERTI has become extremely specialised in a range of flail mowers such as mulchers, shredders, in-line and offset mulchers, forestry mulchers and rotary mowers.

Its industrial choice of "specialisation" has enabled BERTI to draw on all its own resources in the development of extremely reliable, high-quality and high-performance products, which are acclaimed on the global market and always at the service of the biological environment.



GRILLO

The Italian Grillo was established in 1953 under the name "OFFICINE PINZA". Its founder, twenty-year-old Benito Pinza, came up with an innovative project and invented the first Grillo walking tractor. The company was renamed as GRILLO in 1957, marking a milestone in the history of agricultural mechanization. For more than 65 years now, Grillo has been designing and manufacturing professional machines for agriculture and greenery maintenance, and its products are suitable for professional as well as home use.

More than 20,000 machines spanning over 50 different models are produced every year and are distributed in 55 countries on five continents. The Grillo team has more than 200 members and its distribution and sales network comprises more than 1,000 dealers, over 50 distributors and 4 sales branches. These trained employees and branches, highly competent sales staff and distributors work to make Grillo so enormously successful all over the world.



BOSCHUNG

At the age of just 25, Marcel Boschung Sr. pioneered what would later become the world's leading Surface Condition Management technology, behind the scenes of his garage in Schmiten, Switzerland.

More than 70 years later, Boschung boasts the collective genius of more than 160 people at its head office in Switzerland and more than 700 around the world.

JBM

It all started over 65 years ago. Back then, JBM was offering a complete portfolio of agricultural machinery. However, they later began to focus more on developing technologies in the form of robust machines for municipalities, horticulture and landscaping. They understood that users are only keen on machines that run reliably every day. Really outstanding quality can only inspire and convince customers, after all.

Later, JBM went on to patent a dual levelling machine.

Now, for almost the last 30 years, they have focused on manufacturing powerful, stable wood chippers and stump grinders for professional applications.



GRAMMER

The German company Grammer is the world market leader as a trendsetter and manufacturer of professional seats for various types of machine. It is a leading global player in automotive interior components, and seats for passenger and commercial vehicles and railways.

Its products boast outstanding quality, safety, ergonomics, comfort and value for customers.





KRAMPE

Krampe Fahrzeugbau has grown from a small village forge into an international company. Since 1981, semi-trailers have been manufactured in the town of Coesfeld-Lette in Westphalia, Germany. The first agricultural single-axle tippers were made from old trucks from the scrapyards. Initially, the semi-trailers were mostly sold in Münsterland, although as the variety of products and the turnover grew constantly over the years, new markets opened up.

As the leader on the German agricultural tipper market, in the meantime Krampe has also made a name for itself in the field of container semi-trailers and earth-moving tippers. Vehicles for the waste management industry and the municipal sector complete the company's portfolio, while Krampe does not consider itself a mass producer but an individual manufacturer. This results in many unique trailers that are manufactured specially to suit customer requirements.



BRIRI

BRIRI places great emphasis on the quality of their sophisticated machines and the company primarily takes a personal approach to enable it to provide detailed advice. This German company sees itself as a partner for suppliers and farmers, from small operations involving special challenges through to large supra-regional suppliers that operate entire fleets of vehicles.

Technical innovations have proven an important aspect of satisfying its customers' requirements over the years. Its goal is still to ensure: Continuous growth coupled with consistent quality and services. In the future, only a company that keeps up with the times can survive. At BRIRI GmbH Riepenhausen Maschinenbau, they are convinced of this, and have been for more than 100 years.

TEBBE

TEBBE has been renowned for its first-class agricultural machinery for the last 60 years. The strength, precision, speed and durability of their products have made this brand famous almost everywhere in the world. This is why TEBBE produces agricultural machinery whose performance, reliability and durability are unrivalled on the market.

ÖVERUM

In addition to various agricultural machinery manufacturers, the Danish Kongskilde concern also includes the Swedish plough manufacturer Överum. PEKASS a.s. has been the official dealer of Överum ploughs on the Czech market for almost 30 years. The Kongskilde Group specialises in developing combined solutions for agricultural tasks such as methods and equipment for soil cultivation and plant care.





HARDI

HARDI INTERNATIONAL A/S is an international group from Denmark, whose primary aim is to satisfy user demand for quality products for the efficient, timely and precise application of plant protection products. Their worldwide sales and distribution network covers more than 100 countries.

Since 1957, HARDI has been committed to meeting the ever-increasing demand for efficient and precise plant protection.

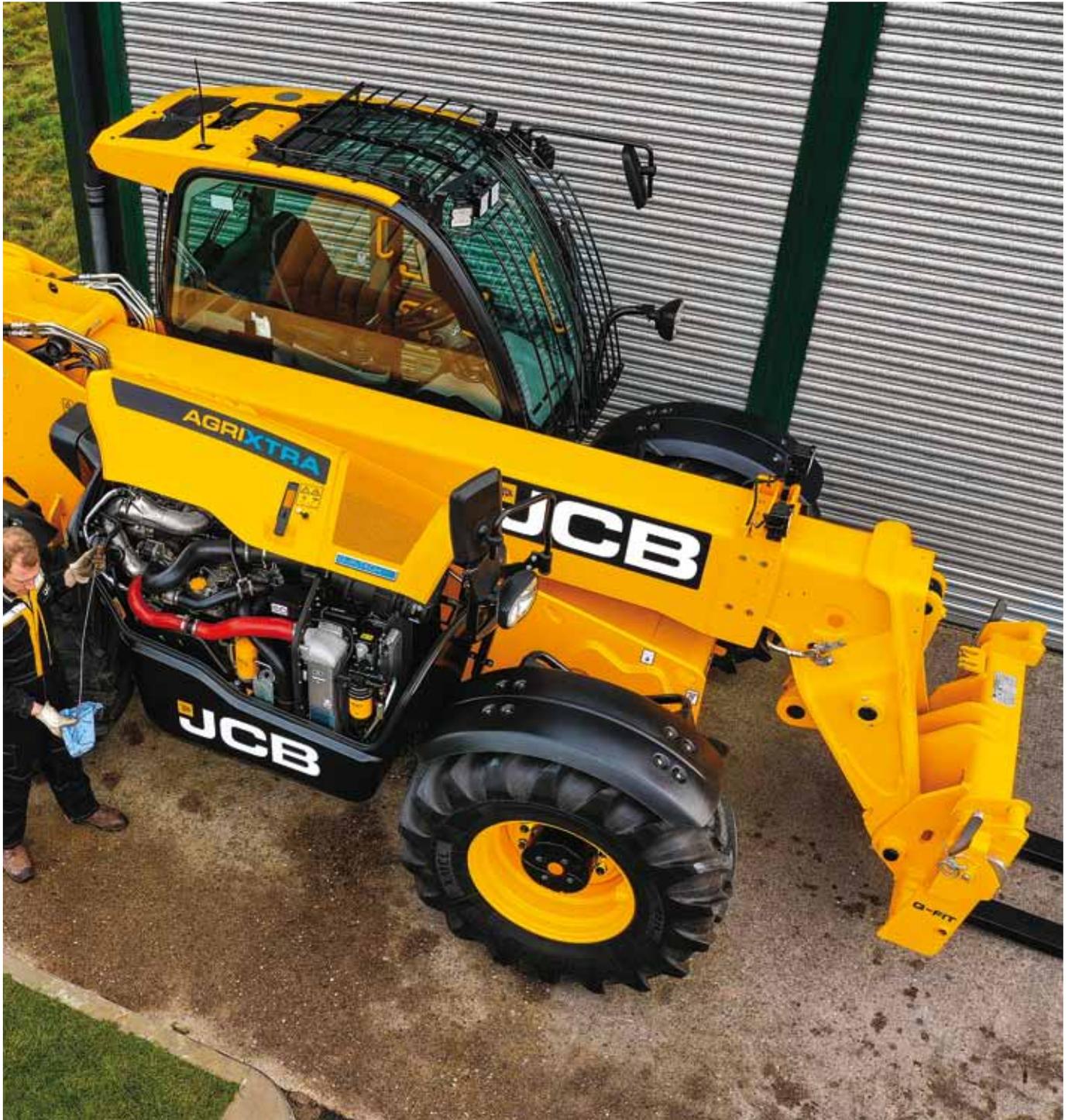
TRIMBLE

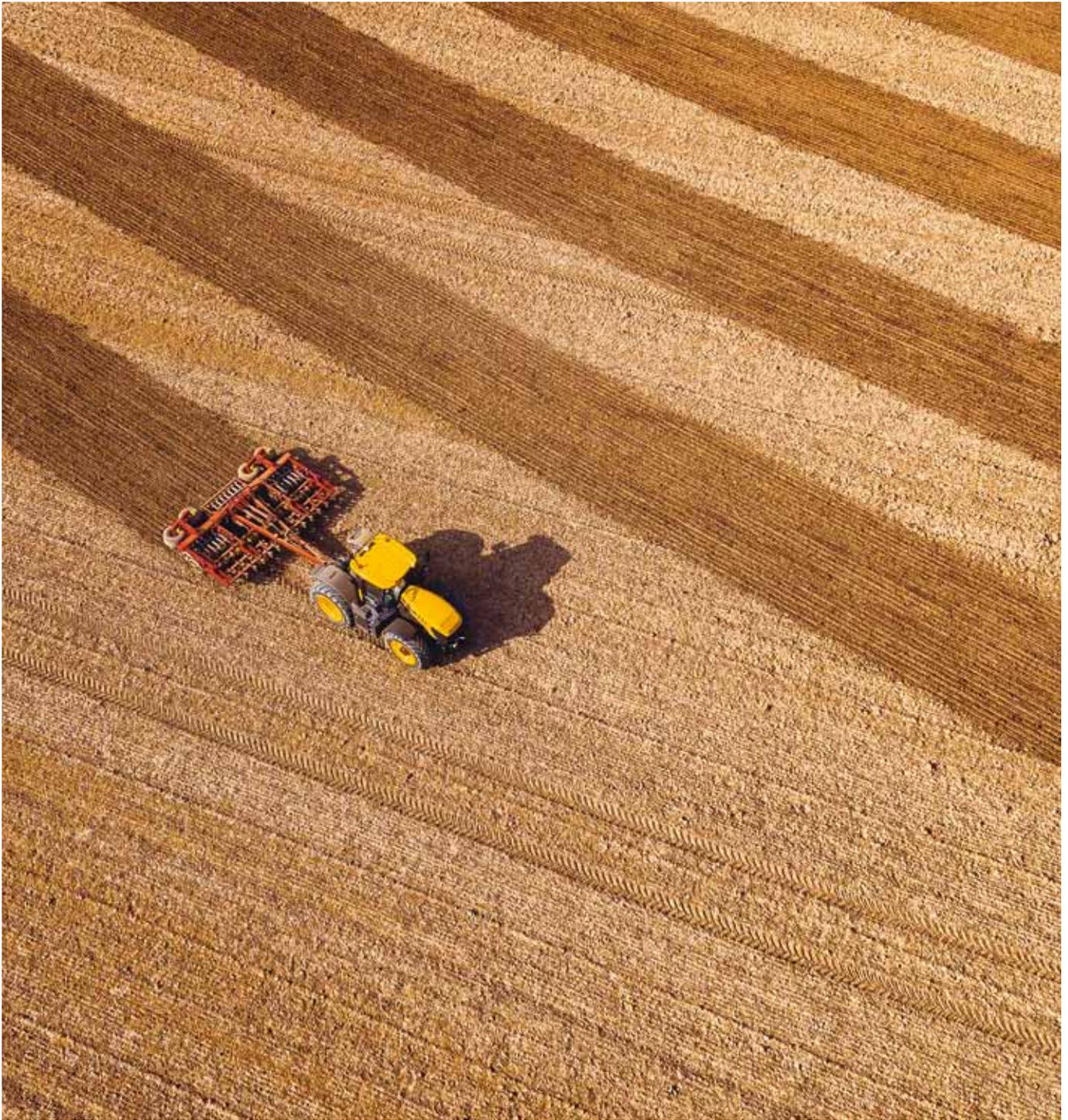
For more than 40 years now, Trimble has been creating unique solutions that help customers grow their businesses.

Trimble is changing the way the world works by delivering products and services that connect the physical and digital worlds. Core positioning, modelling, connectivity and data analytics technologies enable customers to improve productivity, quality, safety and sustainability. From purpose-built products to enterprise lifecycle solutions, Trimble software, hardware and services are transforming industries such as agriculture, construction, geospatial and transportation and logistics.

Trimble solutions are used in more than 150 countries around the world. Its customers are served and supported by employees in over 40 countries, coupled with a highly capable network of dealers and distribution partners.







Social responsibility and sustainable development

PEKASS a.s. is well aware of the fact that being socially responsible is a crucial competitive advantage. The responsible approach taken by the entire company and its employees is closely linked to its corporate strategy, values and mission. However, PEKASS's social responsibility activities would not be as effective without the personal ethical convictions of the management and its employees. That's why we base these values on ethical and transparent conduct, as we ourselves want to do business in a pleasant environment and want to carry that atmosphere across to our customers.



As we help farmers, cities and municipalities in looking after the landscape on a daily basis, issues related to sustainable development are important to us. We want to sell machines that are environmentally friendly and that enable their users to maintain greenery and grow crops in a sensitive manner using techniques that comply with the applicable ecological standards. Proper waste management is no less important to our company.

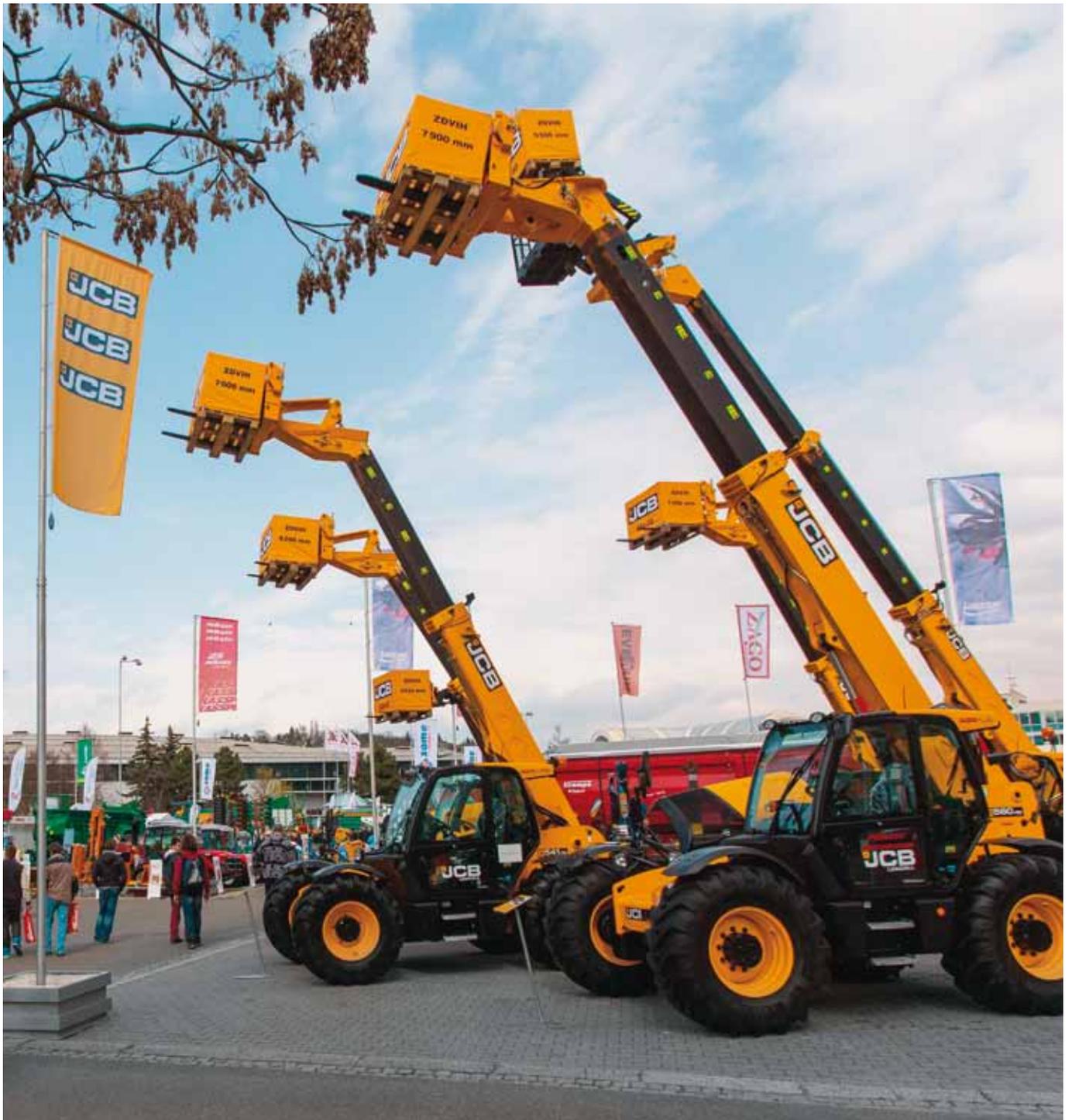
Most of all, every company is about people and the products they make. PEKASS strives to connect up the energy of its employees, so we all do the best job we can. We're constantly thinking of how to deliver our customers more affordable yet innovate services and to be the very best they can find.

The company's greatest potential lies in people

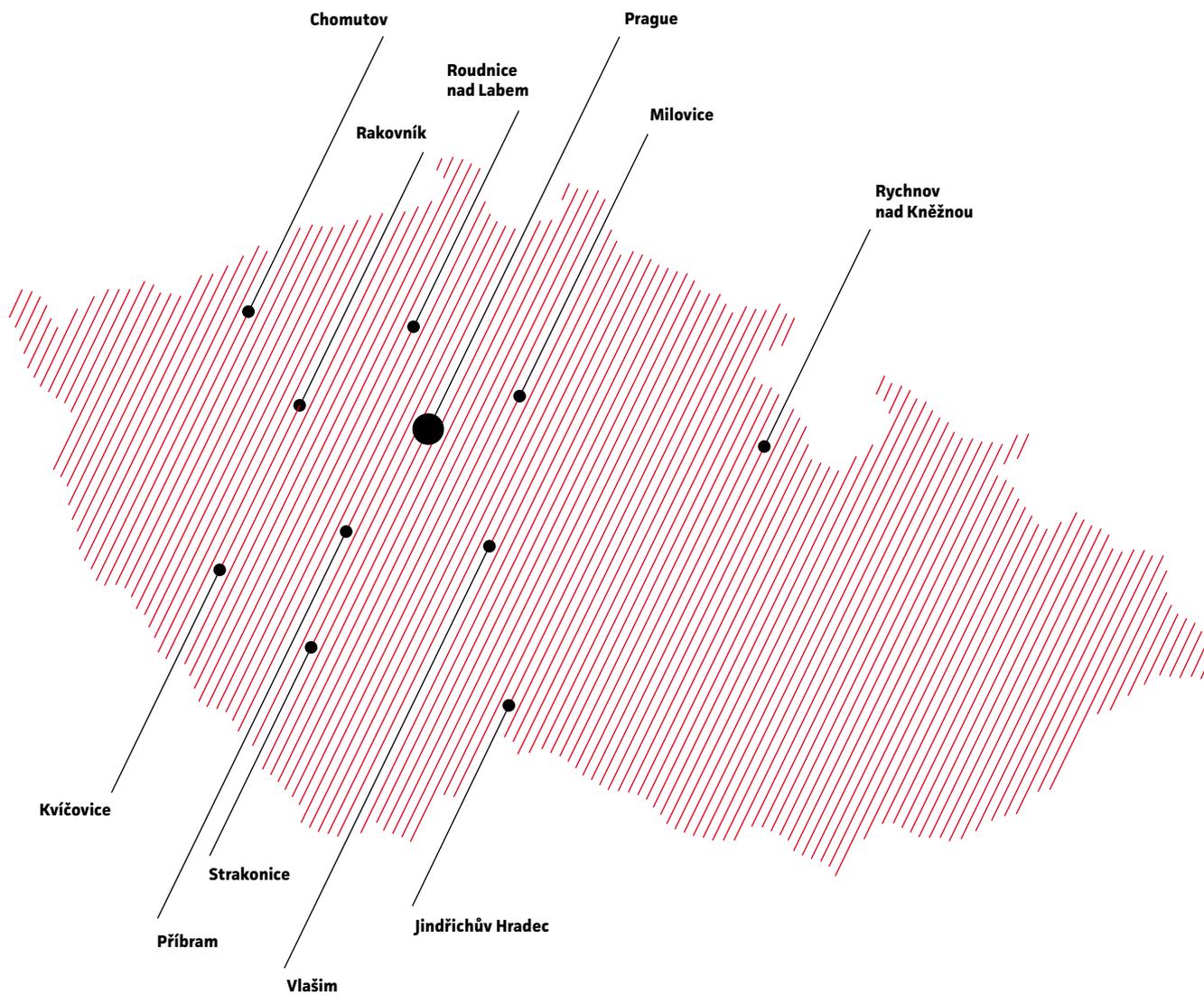
People are the most valuable asset any company has, at least that's how the saying goes. Here at Pekass we think this really isn't a cliché, but the golden truth. You might have plenty of capital and perfect technology, but none of that can outweigh the value a company gains from the people who work for it. A wise management is well aware of this, and so appreciates and cares for its staff.

It is the people who work for it that make PEKASS a.s. what it is today, after 30 years. These are people whose expertise, skills and dedication make up the company's greatest potential. If we want to remain competitive, we have to constantly strive to recruit and keep the very best experts. And to succeed in this, we do our best to provide people with a decent place to work and conditions that motivate them. However, it's a long time since good working conditions and a decent salary were all that was needed. These days, people are more and more interested in the prospects that arise from a lifelong education and other activities designed to promote staff development.





Contacts and branches



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www.pekass.eu



www.jcb-agro.cz

Thank you!



Thank you to all our colleagues,
business partners and everyone who
has joined us on our successful journey
over the last thirty years.



UniCredit Leasing CZ, a.s. – your partner for financing agricultural equipment

UniCredit Leasing CZ, a.s. has been active on the Czech leasing market since 1991. During that time we have built ourselves a reputation as one of the largest leasing companies and in recent years we have become the biggest and most prominent non-banking financing company in the Czech Republic.

UniCredit Leasing CZ, a.s. is a 100% subsidiary of UniCredit Bank Czech Republic and Slovakia, a.s. and a member of the leading multinational UniCredit financial group.

UniCredit Leasing CZ, a.s. specialises in financing for passenger and utility vehicles, cargo trucks, other transport, agricultural and health-care equipment, and the provision of funding for machinery and technologies. All its products and services are provided to entrepreneurs, businesses, and also to consumers.

The UCL CZ also provides operative leasing through its subsidiary UniCredit Fleet Management, s.r.o. and mediates insurance-related products and services through its subsidiary UniCredit pojišťovací makléřská spol. s r.o.

We also operate on the Slovak market through our subsidiary UniCredit Leasing Slovakia, a.s. UniCredit Leasing Slovakia, a.s. has been active on the Slovak market since 1996. Through our subsidiary UniCredit Leasing Slovakia, a.s., we are able to offer an extensive portfolio of products and services in Slovakia, just as we do on the Czech market.

Řešení pro všechno,
na čem záleží.





