

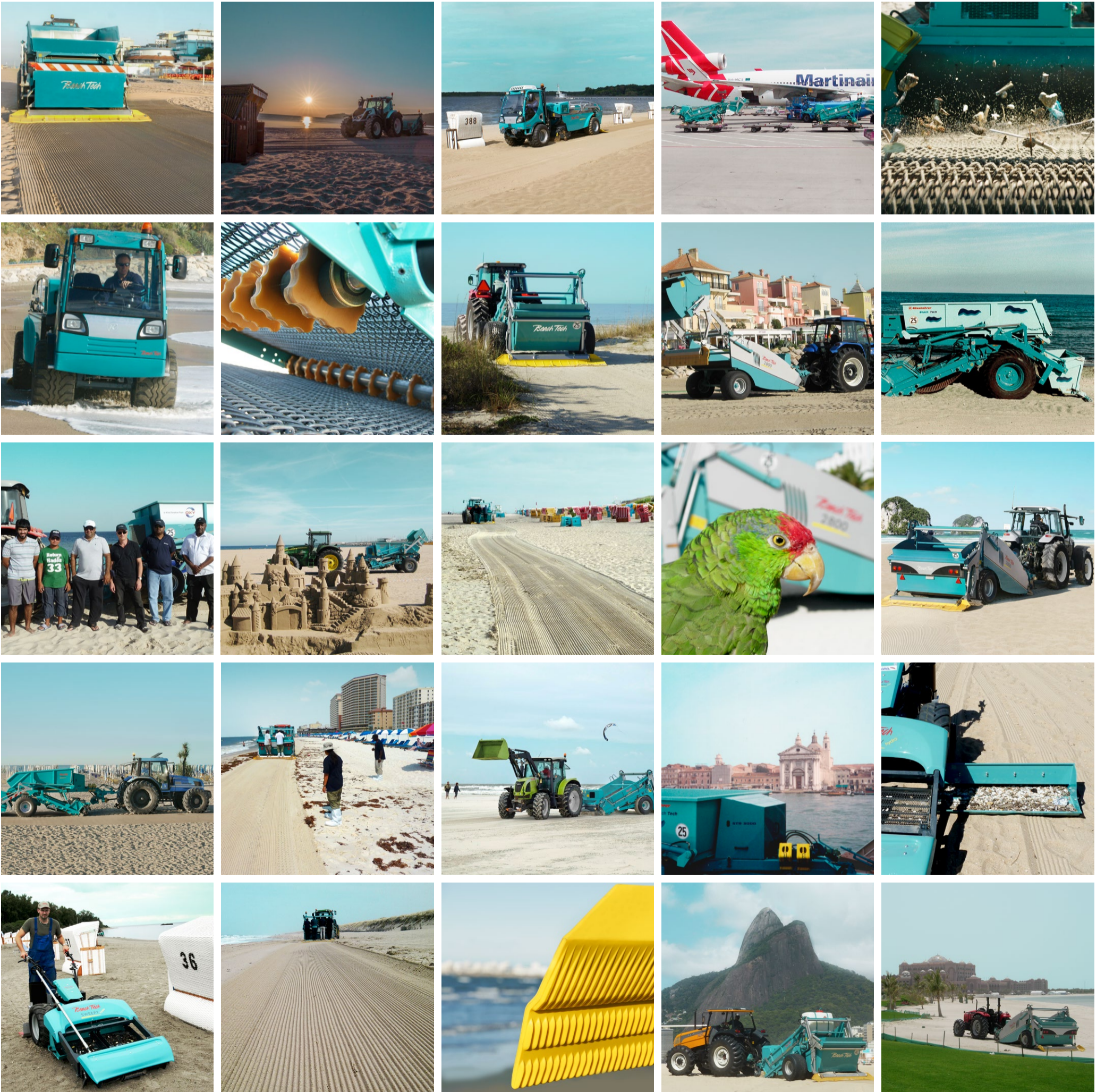
BeachTech®

TODAY

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Kässbohrer Geländefahrzeug AG

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25 years success story





The BeachTech team: Marc Giet, Kerstin Johnson, Manuela Schwer and Matthias Pfitzer (from left to right)

Editorial

This year, BeachTech turns 25 – a quarter of a century! And we are going to deliver the 500th BeachTech 2000 in the coming weeks.

Even today, our “pioneers” enthuse about their legendary demo tours, when they impressed numerous customers at sometimes three demos at three different beaches per day. What was so exciting back then was to increase public awareness and to make people see that beach cleaning was a necessity. It is still of utmost importance to our BeachTech team to inform our customers and potential customers about the importance of beach cleaning, especially at high traffic, tourist destination beaches.

I have been a part of BeachTech for “only” 16 years. I have had the chance to intensely accompany the development of the company Kässbohrer Geländefahrzeug AG, especially the BeachTech department, and even help shape the way that we work together with our customers. Our daily business is formed by BeachTech’s – and also PistenBully’s – credo of “focus on the customer”.

As a salesman for beach cleaning machines, you get to travel to many foreign countries and experience some wild things sometimes... these travels made me grow, not only in my job but also personally and they definitely broadened my mind. I remember many inspiring encounters with people all around the world. Many of the people that I have met, I now call friends. I remember all the things that my colleagues and myself improvised, mended and restored in our customers’ shops and even right on the dusty beaches.

Thanks to the massive engagement of all our colleagues and of course, all our external partners during these past 25 years, we succeeded in establishing the BeachTech brand as the worldwide standard for beach cleaning. My personal thank you goes out to all of them! Without this wonderful teamwork on all levels, this success would never have materialized.

The fiscal year that just ended this 30 September was once again characterized by the worldwide economic depression. In many countries, priorities are inevitably laid out differently. So the demand for beach cleaning machines is – apart from Germany and the Iberian Peninsula – kind of contained these days. Still, it was a successful business year for us and we take this as our motivation for a great start into the next season!

I want to thank all our customers, many of whom have been working with BeachTech beach cleaning machines for the past 25 years, and our many long-term partners who have stayed with us even through hard times. Be assured that we will do everything we can for a successful future for all of us.

Yours,

Marc Giet

Professionals on the beach: 25 years, 80 countries, 1,700 vehicles.

»Before the oil reached the shore, I was already there.«

USA



Scott Merrill, salesman for BeachTech in North America since 2002

“The summer of 2010 was both exciting and exhausting. At the beginning there was complete chaos after the blowout of the Deepwater Horizon oil rig in April. After a few days, it occurred to me that the oil was going to hit the Gulf of Mexico. Before it reached the shore, I was already there. I called Stefan Spindler – who had been my contact in Laupheim at the time – for help and he was on a plane as fast as he could. Together, we drew up a strategy. We configured the BeachTech in such a way where we would be able to remove oil from the sand and began to contact everyone in the Gulf in order to show them what BeachTech could do.

For us, the biggest test was proving the BeachTech capabilities to the officials at BP. We were the only ones with the permission to take our machines onto the affected beaches at all. Stefan and I spent more than 6 weeks travelling the entire Gulf coast, setting up an emergency parts warehouse, ensuring all operators were properly trained, and all machines were in good running order, never missing a shift. All in all, we delivered more than 30 BeachTech machines to the U.S., some of them even by airfreight. Now that was a great BeachTech memory!”

»The Hague has remained faithful to BeachTech.«

The Netherlands



Harrie van Welie, Gebr. Bonenkamp Techniek & Handel bv, our dealer in the Netherlands since 1999

“Our company has been doing business with municipalities for almost 60 years. This “exotic” product fit quite well in our portfolio. We sold six BeachTech 3000 machines to The Hague in the early 2000s with a successful introduction into the market. This city has remained faithful to BeachTech ever since and renews its fleet regularly – with BeachTech machines.” By now we have sold a total of 20 vehicles in the Netherlands.

»The customers have understood.«

Chile



Cristiàn Elgueta, company TELEMET Sudamérica, Ltda., has been our dealer for BeachTech since 1998

“Granted – in the beginnings, beach cleaning has not been an issue at all for the municipalities. We had to illustrate what a difference it could make for the tourism on the beaches of Chile. In the meantime we have done a lot of convincing – and we are more than just a little proud of the 12 BeachTech machines that we have sold throughout Chile. Due to the unique cleaning concept, our customers keep coming back to us and buying BeachTech machines. We have been confident for a long time that it is the best beach cleaner on the market. In addition, the cost effectiveness is playing a decisive role in our negotiations. The customers have understood, that, one, the beach gets a new look and benefits ecologically – and two, a clean beach can be accomplished much more quickly with BeachTech.”

All this is not only true for Chile but for most of Latin America: you will also find our BeachTech sales and service stations in coastal countries like Mexico, Peru or Venezuela.

»The best ideas were born right on the beach.«

Germany



Bernd Junginger, BeachTech chief design and development engineer since August 2001

“Our success story began with the development of the BeachTech 3000 in the year 1991.

We have demonstrated this machine to interested parties around the world and have collected ideas and incentives for improvements and further developments through critical discussion with customers. Back at home, our smart little team implemented these ideas. Now we can offer 5 different BeachTech models of all sizes for each and every kind of beach.

The best ideas were born right on the beach, especially when things got tough. That was the case after the accident of the oil tanker “Prestige” in the year 2002 off the French and Spanish Atlantic coast! BeachTech could pick up the tar balls to a limited extent but we wanted better screening results! Together with Serge Joguet, who was the French BeachTech salesman at the time and Jean-Pierre Esteves, now Head of the Repair shop with Kässbohrer France, Marc Giet and myself were brainstorming many evenings—and in the end (with the help of one or the other glass of good French wine) we found a convincing solution: since that time, our concept of eccentric rollers in different shapes, diameters and profiles has become a standard feature in all our BeachTech machines.”

»Tourism here in Spain keeps booming.«

Spain



Javier Herraiz BeachTech salesman since 2006 with the company Casli S. A.

“Here in Spain, tourism has always been a very important source of income—especially so during the economic crisis of recent years. Many municipalities understood this immediately and, after the first shock, started once again to invest in this vital asset—our magnificent beaches.”

“Spain is one of the main markets for tourism in Europe. That’s why the municipalities have always been aware of the fact that they must take good care of their beaches as these are their key attraction. In the past 21 years that we have represented BeachTech in Spain, we have closed quite a few great deals. All in all there are approximately 300 BeachTech machines working in Spain. Even during the hard times of crises in the year 2012 for example, the ALVAC in Asturias followed the course of investing in their beaches and thus in tourism. We delivered 12 machines to the coasts of Asturias in 2012 and tourism here in Spain keeps booming. In 2015 Spain set new record with 68 million international visitors. That makes me happy and optimistic!”

I believe that the reason of our success lies in the people in and around our team—who in all these years have worked for BeachTech with all their heart and soul. Here’s to the next 25 years!

»I have delivered 100 BeachTech machines.«

Italy



Fabio Pizzi, our technician for BeachTech in Italy since 1992

“Oh my—has it been 25 years already? I have been part of it practically from the beginning. Valter Tura came to me in 1994, after the spin-off of PistenBully and BeachTech, and suggested that I start my own business by opening an authorized workshop for PistenBully and BeachTech for the then newly founded Italian subsidiary.

The prospects of doing business on the beach were very much to my liking! In all these years, I have delivered approximately 100 machines—and I was working on beaches all over Italy. So I can say very self-confidently that technically, I have gained a lot of experience—I’ve had to deal with and work on all the models! Many customers turn to me for the inspection as well as for any little questions and problems. Many times I can help them through the phone—and if not, I just hop into my car and go to their beach.

Over these past years, I have seen many things... also really amusing things: there was a lady once who ranted after one of our demos that her beach was much too soft now and that she could not walk towards the water any longer. Or something really frightening that happened after a very long demo we held on the beach of Cavallino (VE). A demolition squad marched up to diffuse an anti-tank mine—at the very same spot where we had been driving around with the BeachTech 2000 a little while before!”

»Traditions are retained in spite of the proceeding technology.«

India



Pankaj Malhotra, M/s. Pamtec Enviro Systems Pvt. Ltd., has been our dealer in India for more than 16 years

Mr Pankaj Malhotra has reflected on the development of the tourism industry in India:

“India has thousands of kilometers of coastline with some of the most beautiful beaches in the world. Tourism is booming and becoming a more and more important source of income. Countless BeachTech 2000 and 2800 machines are cleaning the beaches of Mumbai and some other cities in India.

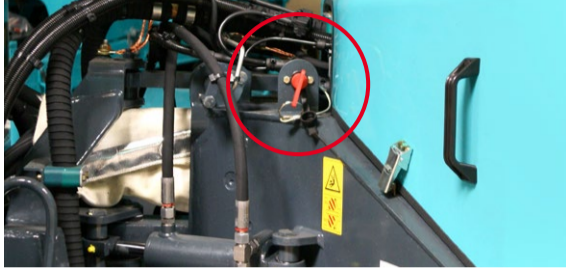
This summer we sent another BeachTech 2000—for the city beach of Malpe in Udipi, South India. This was the first BeachTech machine sold in this area. And that is why the minister of state for fishery, youth and sports handed over this machine to the municipality in an official ceremony. This is general practice here in India. The flower garlands and festoons place emphasis on the importance of such an acquisition. Traditions are retained in spite of the proceeding technology.”



BeachTech Marina

Tips and tricks: Operating the BeachTech Marina

Your new beach cleaner was just delivered and you want to get started right away. But for a smooth and safe first operation of your BeachTech Marina, you should make sure that the following points are fulfilled:



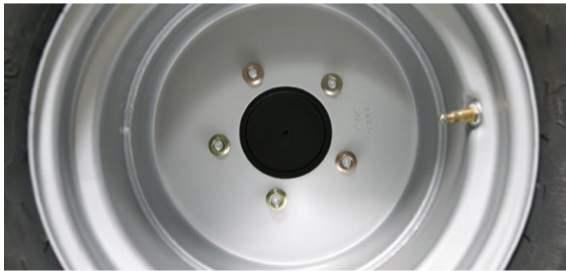
01 Battery disconnection switch

The BeachTech Marina has a battery disconnection switch which cuts the battery off the electric circuit. This switch is disconnected before shipment so that the battery will not be drained upon arrival. In order to drive the machine out of the container or off the truck, you will have to activate the switch again to connect the battery with the electric circuit. **ATTENTION:** Disconnect the battery after each operation to avoid the battery from discharging during idle times.



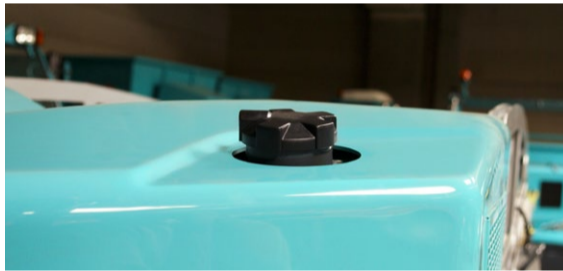
02 Check tire pressure

In order to protect the tires during the storage period and shipping time, we increase the tire pressure to approx. 2.5 bars. For operating the BeachTech Marina either on the beach or on the roads, we suggest a tire pressure of 1.5 bars. Please adjust the tire pressure before operation. For cleaning difficult or very soft beaches, the tire pressure can be reduced to 0.8 bars minimum. Make sure to increase the tire pressure again before getting back on the road. **ATTENTION:** The tire pressure should never be less than 0.8 bars.



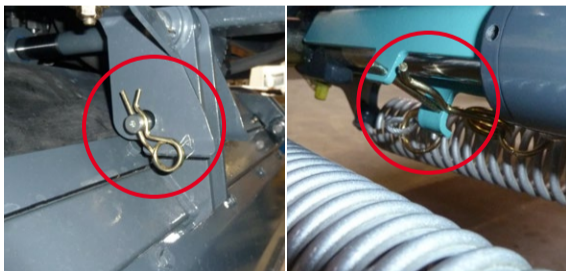
03 Check wheel nuts

After making sure that the tire pressure is adjusted according to the prevailing conditions, check that the wheel nuts are bolted tightly and correctly and if necessary, screw them tight with a torque wrench (215 Nm). Repeat after the first cleaning operation and in regular intervals. Same goes for checking the tire pressure.



04 Filling the fuel tank

For safety reasons during shipping, there is only a minimum amount of fuel in the tank. This will be just enough to unload the Marina but not for the first cleaning operation. Please fill up the tank using only the designated Diesel fuel. Check manual for further information.



05 Remove the transport securing devices

The BeachTech Marina is equipped with mechanical securing devices for the finisher and the PickUp/Screening cassette to prevent any damages during shipping and when driving on roads. For beach cleaning, please remove these securing devices before operating the machine. Check pictures for the exact locations of the securing devices. **ATTENTION:** Do not drive or move the beach cleaning vehicle on the roads without putting the securing devices for the finisher and the PickUp/Screening cassette back into place.



06 General functions check

This does not only apply for the first start-up, but should be carried out in regular intervals: Before each use of the vehicle, check the lights and reversing alarm. Check the brake system and the brake fluid level. Check the tanks of the operating fluids regularly, if they need refilling, please follow the instructions for operating fluids. Make a visual inspection of the vehicle before every use in order to spot possible damages in good time.

For more information, please check the operating manual, chapter "Daily and weekly control works".

Northern Germany

BeachTech makes a clean sweep

Germany attracts more and more German and foreign tourists. Many of those go to explore the coastal areas of the North Sea and the Baltic Sea. The beautiful beaches there are maintained with beach cleaning machines manufactured in the South of the country.

Germany has been one of the top tourist destinations in Europe for quite some time now and could strengthen its position even more in 2015: 52.0 million travels to Germany were registered – which is a plus of 4 per cent compared to the year 2014 and the trend continues upward!

Germany's coasts have a lot to offer: the UNESCO world natural heritage tideland and the dykes which are characteristic for the North Sea, fascinating steep coasts and white sandy beaches at the Baltic Sea. With close to 2,000 kilometers of coastline along the Baltic Sea and more than 2,000 lakes, Mecklenburg-West Pomerania is Germany's largest "bath tub" as well as an optimal network for water sports. What's more, there is lots of sun.

The beach communities have capitalized on all of the positive attributes of their beautiful coastline. Around 70 BeachTech machines have been sold and operated "up there" since the beginnings of BeachTech. Four new ones were sold there this year.

Heringsdorf, Baltic Sea

This township decided on a large model from the BeachTech series. With their new BeachTech 3000, they want to improve the quality of their beach even more. This summer, they cleaned the beach every day and are very happy with the cleaning efficiency and the results of the BeachTech 3000.

Geltinger Bucht, Baltic Sea

The community at the Geltinger Bucht (Baltic sea) could replace its old machine with a new BeachTech 3000 thanks to a EU funding. They have known the technology from Germany's south for quite some time and they are still satisfied with the elaborate cleaning system because it guarantees optimal cleaning results in all beach conditions.

Wangerland, North Sea

Each winter season takes its toll on the beaches of this island in the North Sea: heaps of garbage and flotsam get washed up during winter storms and then lie buried in the sand. All this must be cleaned up before the bathing season starts. So far this 10 kilometer stretch of beach was cleaned by hand, using shovels and rakes. Since this summer, a new BeachTech 3000 is operated on Wangerland. "After the initial stages, we are now working on the future schedules and determine how often and how intensely we will clean our beaches", says Heiko Sydow, who is driving the BeachTech. "The tourists who have seen the machine were actually fascinated, also with our beach that is much cleaner and well-tended now. I myself also find that really impressive."

Timmendorfer Strand, Baltic Sea

For two days in a row, a Beach Tech 2000 and a Steyr tractor were put to the test in Timmendorfer Strand. Both machines were purchased on the spot. The seven kilometer long beach has many different sand structures. But this is no problem for the BeachTech 2000: it can be perfectly adjusted to any local conditions, be it sea grass, pebbles or garbage that must be picked up. After their first season with a BeachTech, this community at the Baltic Sea is enthusiastic.



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