

North America:

On the way up

BeachTech's operations in North America extend back many years. With its patented cleaning system and its ability to sift out even fine sand, the beach groomer from Germany is winning over more and more customers.

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BeachTech now on Facebook –
come and take a look.

BeachTech again and again



Vehicle handover in Sri Lanka

For many years now, BeachTech has been working together with Tudawe Trading Company in Sri Lanka and the Maldives. This cooperation has been extremely successful – since it first started we have regularly shipped BeachTech beach groomers to these regions. This machine was delivered all the way to the beaches of Kattankudy, in the eastern province of Sri Lanka.

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Environment-oriented: BLUEIQ

Kässbohrer Geländefahrzeug AG has long practiced environmental awareness and resource conservation and is constantly in search of environmentally compatible technologies and opportunities for developing sustainability. BLUEIQ is Kässbohrer's latest extension to its environmentally oriented corporate philosophy. Building on the GREENIQ environmental-technology initiative established in the PistenBully sector, BLUEIQ brings together the diverse environmental aspects in all the company's business units – including BeachTech.



A responsible future

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Tips and tricks

Troubleshooting the BeachTech Marina:
Centring the rear axle.

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Barcelona continues to rely on BeachTech

Barcelona, Spain, and once again pre-season tenders were invited for the essential job of cleaning the city's famous strands. Right now, three BeachTech 2800 are grooming those very beaches.

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Enter our website and find out all
the information about BeachTech:





Marc Giet, team leader BeachTech

Editorial

It's close to 20 years that we have been active with BeachTech in the USA. This market – covering almost 20,000 kilometers of coastline – poses an extraordinary challenge for us! But since our machines were put to good use after the BP oil spill at the Gulf of Mexico, we have made a name for ourselves in North America. Our subsidiary in the U.S., the Kässbohrer All Terrain Vehicles Inc., offers professional support in sales and service.

We are immensely proud of our worldwide sales and service network with partners in 80 countries. Reliable service and assured supply of spare parts is our priority and proves to be especially important for clients located farther away from our headquarters.

It's often the little things that can make life difficult – for example when matters get technical. That's why we are going to show you in the next editions several trouble shootings, so that you will be able to solve some smaller problems by yourselves.

Lately we have implemented a BeachTech channel on Facebook, where you will find interesting and relevant information on the topic of beach cleaning around the world. Come take a look!

Yours, Marc Giet

Appointments BeachTech 2014

November 2014

05.–07.11.2014, tradeshow ECOPLAYAS (Spain, Bilbao)

05.–08.11.2014, tradeshow ECOMONDO (Italy, Rimini)

25.–27.11.2014, Salon des Maires (France, Paris)

Service numbers:

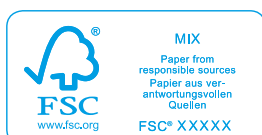
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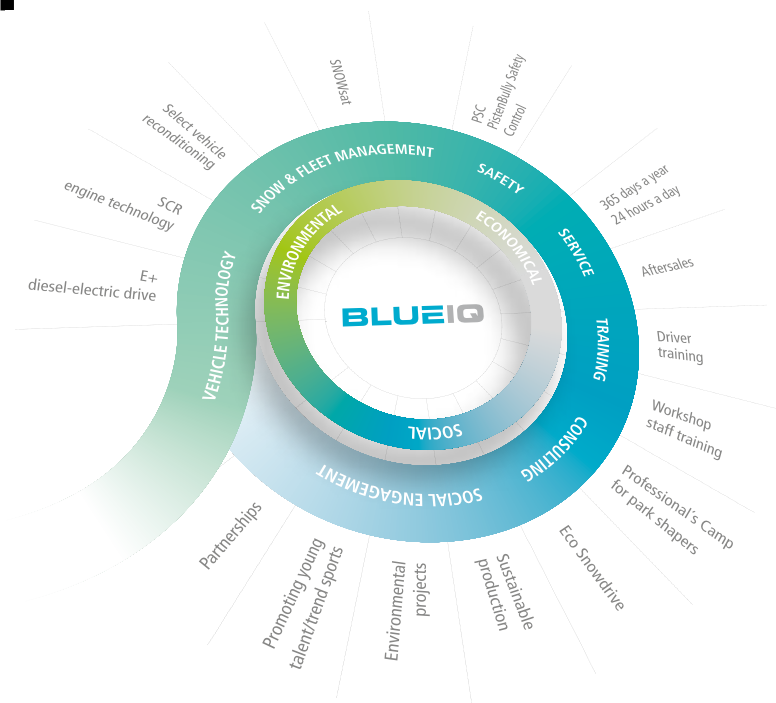
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BlueIQ: A responsible future



BLUE IQ is the Kässbohrer Geländefahrzeug AG's corporate philosophy for a responsible future. As the world market leader we are convinced that technical innovations must be incorporated into integrated concepts if they are to be sustainable. That's why we combine the economic, environmental and social interactions of winter sport in our 360° approach. The result is a well-thought-out and coordinated portfolio. For more customer benefits, greater cost-effectiveness and a better environment.

Profitability, energy efficiency, resource conservation and safety are the key factors in meaningful innovation. This approach

has shaped our entire vehicle and product development, the technologies used and production processes, as well as our understanding of service, the availability of spare parts and training. Revolutionary concepts have been developed in KATV's PistenBully, which can also clearly be seen in BeachTech, these include but are not limited to: sustainable production here in Laupheim, Germany, exceptionally long life cycles of our vehicles, ecologically sensitive cooperations in several countries, the option to use lubricants that are not harmful for the environment – and the purpose of operation in itself.

We are tackling the challenges of the future. With passion, creativity and innovative strength.



Machine handover in Sri Lanka:

A great team!

Recently, the Tudawe Trading Company, who is our BeachTech dealer for Sri Lanka and the Maldives, was in town in order to conduct an equipment delivery for a beach in Kattankudy. A brand new BeachTech 2000, along with a John Deere 5610 tractor, were installed and delivered to our newest customer, Batticaloa, who will now be cleaning the beaches of Kattankudy and the surrounding areas in the Eastern province of Sri Lanka.



Sri Lanka – insular state in the Indian Ocean

Sri Lanka is renowned for the production and exportation of Ceylon tea, coffee, natural rubber and coconuts. Besides, the island is a popular vacation destination for its natural beauty with amazing beaches and its rich cultural heritage such as the traditional Ayurveda art of healing.

A special ceremony was held for the handover of this team of machines. Our BeachTech colleague at the Tudawe company, Mr Tim Hurulle, was pleased to welcome the following representatives of the government: Hon. M L M Hizbullah, member of parliament and deputy minister, Mr. Mohamed Asfer of the ministry of the environment and chairman of the municipal council of Kattankudy as well as Mrs. P S M Charles, government agent at Batticaloa. Even our BeachTech team manager here in Laupheim and contact person for the Tudawe Trading Company, Mr. Marc Giet, made a point to take part in the handing over of the machines – and to actively assist with the technical training.

In the last few months, the Tudawe Trading Company delivered some BeachTech Sweepy machines to the Maldives islands – to dream resorts such as the Cheval Blanc, in which even royal highnesses spend their holidays.

BeachTech in North America: A fascinating market



Little Elm, Texas: The first BeachTech 2000 at a lake in the USA.

In the past few years, North America has become one of the most important markets for BeachTech. Quite a few sales to the East and the West coast as well as to inland lakes show the success of BeachTech in this steadily growing market.

In addition to the normal beach cleaning activities, we at BeachTech are seeing an increase in activity within our non-beach markets, leading to increased market share. From uses in military applications, to sifting demands at water treatment facilities, and even growing demand within the farming communities, BeachTech continues to open up new markets for our patented sifting machines.

While we are always exploring new applications for the BeachTech, we know that the core business is cleaning sand. To that point, beach communities all over North America are looking for more efficient, effective and progressive methods to improve the beach cleaning process. This increased demand has been centered on moving away from the traditional approach of merely raking the sand, which may leave some debris on the beach and moving towards methods that ensure all sand is cleaned.

As a result, **the demand for sifting sand has increased** within the beach community and our BeachTech technology of raking/screening/combination of both has become more and more popular. Scott Merrill, BeachTech Sales Manager, states “what we are seeing across the country is an increased demand for equipment that can remove the really small debris; basically, the busted glass, bottle caps and cigarette butts that can not only ruin someone’s vacation, but are also incredibly bad for the environment. We saw a real uptick in awareness of the benefits of sifting sand after our work helping in the cleanup of the Gulf oil spill. Given the amount of oil and tar balls on the sand, it was clear to all parties involved that sifting was the best practice and that preferred sifting method has been gaining in popularity ever since.”

The impressive beach of **Ocean City, Maryland**, for example, is one of the biggest attractions on the East coast. A beach visitor population well into the millions calls for a lot of efforts for cleaning the beach on a regular basis, and thus the plan to purchase a new beach cleaner. Mr. Fred Wim-brow, the Beach Supervisor, Mr. Thomas Dy, the Public Works Maintenance Manager, and Mr. John VanFossen, the Deputy

Director of Public Works of Ocean City looked carefully at all beach cleaning options and tested the ones they felt may be beneficial for their needs during the summer. “We have unique needs for beach cleaning and we did not take this decision lightly. The ability to pick up the small debris, down to broken glass and cigarette butts, without removing sand, is a real focus for us and after the demos in the summer of 2013, we felt that the BeachTech 2800 did the best job”, says Beach Supervisor Mr. Fred Wimbrow. And John Van Fossen adds: “Together with our new tractor we have the perfect equipment now. The machines are operating every night so that the vast beaches can be prepared before and cleaned immediately after the many big events that we have here almost every weekend.”

Little Elm, Texas, at the 46 square mile or 74 km² Lewisville Lake, had a very similar experience. The town, located about an hour North of Dallas, truly has something to offer: a few marinas, sport fields and volleyball courts, picnic areas and one of the largest inland beaches in the State of Texas. After diligent research by the team at Little Elm, lead by Parks Supervisor, Mr. Chuck Fikes, who took the time to study the various beach cleaning methods, a BeachTech 2000 was chosen. According to Town Manager Mr. Matt Mueller, “this machine is going to allow us to have a beach that is kept in amazing condition – after using it just one time, Little Elm Beach already looks like a beach from a resort”.

When you sift the sand on your beach, you really are picking up the entire sand surface, ensuring all the sand is touched, cleaned and replaced. This has allowed the beach cleaning crew to evolve their standards of beach cleaning protocol to bring in more sifting equipment and really remove the small hazardous material. The process has proved to be incredibly beneficial to the public and the environment.



BeachTech 3000 on the beach of Crandon Park, Miami Dade County (FL)



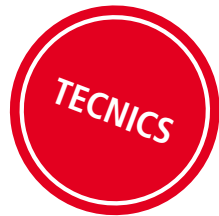
The screening technique is very popular in North America.



The beach cleaning team in Ocean City, Maryland, in front of their new BeachTech 2800 in the typical Ocean City look. The city purchased their BeachTech 2800 together with a “high tech tractor” and had the beach cleaner fitted with a direct drive for this tractor, so that they don’t need any hydraulic tank or cooler at the BeachTech. Contact us for more detailed information!



New man on board:
Justin Holmgren (left) recently joined the BeachTech team, where he supports Scott Merrill in Sales. When Scott started work as BeachTech Manager for North America over 12 years ago, the beach groomers from Germany were a comparatively rare sight. There are now more than 100 of these vehicles in use all over North America. Justin Holmgren intends to take this success even further and is eagerly looking forward to the challenge of his new post. Hi Justin, and welcome to the BeachTech family.



Tips and Tricks: Troubleshooting the BeachTech Marina

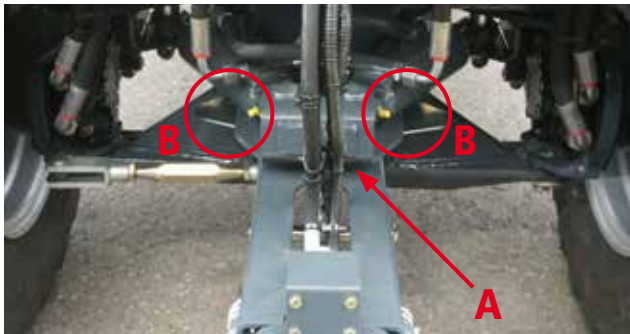
Centering the rear axle

What if in the cab of the Marina, the warning light “Rear wheel steering ON” does not go off even if the machine stands level and the two axles are parallel? In the following, we are going to show you why this can happen and what you can do about it.



01 Warning light on

For no discernible reason, the warning light “Rear-wheel steering ON” (top right) does not go off.



02 Clean the sensor

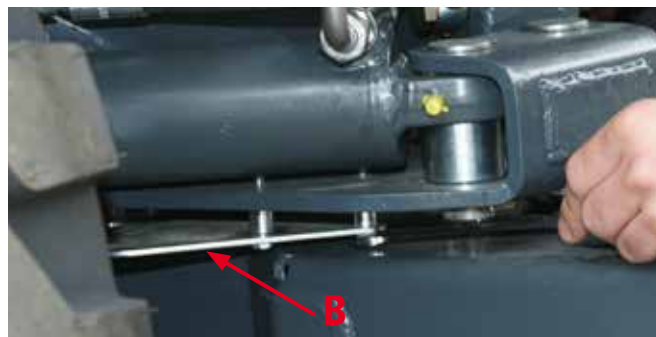
The sensor (A) which is responsible for the signal, may be dirty. It is located in the gap between the rear axle and the fixation of the finisher. In the first step, please clean the sensor carefully.

If the problem persists, please follow points 3 to 6 (you will have to be 2 people to do this):



03 Adjust the rear wheels in a straight forward position

Two possibilities: a) adjust the rear wheels to a visually parallel position to the front axle or b) measure the distances between the outside of the tire and the paneling, this must be exactly the same on both sides.



04 Loosen the bolts

The two metal setting sheets B (see picture 2 and 4) are fixed beneath the fixation of the finisher with two bolts each. Loosen all four bolts with a wrench and pull out the setting sheets.



05 Adjust the distances of the setting sheets

Reduce the distances on both sides until the warning light comes on. For this, another person must control the light in the cabin. Now slide the setting sheets back out by about 1 cm. The warning light must not be on again. Pull the bolts tight in this position.



06 Test the signal

When both sides have been adjusted equally and the bolts are fixed, please test if the warning light remains off permanently if the rear axle is centered.

BeachTech department restructured: Always there for you!



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

Slightly changed responsibilities within the BeachTech team.

For many years, **Patricia Röhl** had been the responsible sales person for South America, Italy and various countries in South Eastern Europe. In May 2014, she moved her office one door down the hall to the marketing department of the Kässbohrer company where she is now responsible for the public relations of PistenBully and BeachTech. She is still in charge of the marketing of BeachTech – and is always happy to receive your photos, videos or beach cleaning reports from the beaches around the world! As a result, we had to restructure the BeachTech sales department a bit. Our Team Manager

Marc Giet added Italy and the countries in South East Europe to his sales region. In addition, **Matthias Pfitzer** who also speaks a little Spanish is, in addition to his other target countries, your new contact person for South America. Our new colleague, **Manuela Schwer**, will take some workload off the two guys by assuming internal sales tasks so that they can thoroughly dedicate themselves to their respective customers! We gave her a warm welcome to the team!

The secretary in the BeachTech sales department, **Kerstin Johnson**, is your contact for any questions concerning offers or invoices and regarding shipment of your machine. She'll record your wishes and connect you to our salesmen.

Spain, Barcelona: Keep it up!

Tourism has been and always will remain one of the most important and productive sectors of Spain's battered economy – especially so along the coasts. Many Spanish beaches have been awarded the Blue Flag for their outstanding quality. That is why it is so very important to tend to and clean these beaches on a regular basis. Here, BeachTech plays a decisive role: more than 200 machines are being operated all over the coastal regions of Spain.

It is safe to say that pretty much all of the reputable waste management companies and municipalities in Spain work with BeachTech machines. In spring 2014, for example, the time had come once again for Barcelona to issue an invitation to ten-

der for a beach cleaning service. Service provider Fomento de Construcciones y Contratas (FCC) – a multinational corporate group for environmental services with more than 63,000 employees in 35 countries, won this tender.

Among other things, the FCC ordered 3 BeachTech 2800 machines for implementing beach cleaning in Barcelona. These 3 machines are equipped with special features that distinguish them from other beach cleaners in the Spanish market. These features included a powered axle so that especially soft and sloping beaches can be cleaned perfectly. They are being operated in the Barcelona area, from Montgat to Castelldefels to clean over a million square meters of sandy beaches!



(from left) Señor Albert (Arcor), driver FCC, Esteve Cañada Gálvez (service manager FCC), Javier Herraiz (Casli – BeachTech dealer in Spain)