



## One Self-Propelled Beach Cleaner Proposal:



H. Barber & Sons, Inc. is offering a self propelled beach cleaner package that is guaranteed to meet and exceed all bid specifications and offer the best value to the City of Traverse City both physically and financially.

The self propelled package includes a Barber SURF RAKE with newly patented Sanitizing Conveyor and John Deere 4520. The SURF RAKE is a tractor towed beach cleaner manufactured by H. Barber & Sons, Inc. in Naugatuck, CT. H. Barber & Sons, Inc. is the world's leading manufacturer of beach cleaners with 90% of the beach cleaner market in North America.

The Barber SURF RAKE Model 400HD and John Deere 4520 are equal to and superior to the size and performance specifications of the self propelled Cherrington Model 5000. The beach cleaner has a seventy-two inch (72") cleaning width, two (2) cubic yard /3500lb. bucket capacity that clears 102". The unit is propelled by a John Deere 60HP, 4WD, hydrostatic tractor.

The Barber SURF RAKE uses an abrasion and corrosion resistant NBR conveyor belt that is mounted with offset rows of Stainless Steel tines that form a 3/8" grid in the sand. The tine grid removes debris from 3/8" and larger effectively and efficiently from WET and DRY sand without removing residual sand from the beach. Debris such as cigarette butts, glass, trash, shells, stone, bottles, cans, straws, tar balls, seaweed, drift wood and fish are removed without the need to change screens depending on beach conditions. The SURF RAKE cleaning technology is significantly less intrusive to the environment than sifting/screening. Sifting/screening requires the entire top layer of sand be shaken through a screen which infuses the sand with excessive air and more readily promotes erosion by wind and water.

Benefits of this self propelled package consisting of a **Barber SURF RAKE® Model 400HD and John Deere Model 4520** (60HP, 4WD, Hydrostatic Tractor) include:

- **Hopper Dumping Height:** 9' (for maximum reach into dumpsters or trucks)
- **Performance/Efficiency:** Cleans up to 5 acres in wet or dry sand. The SURF RAKE is NOT limited by wet conditions.
- **Hopper capacity:** 2 cubic yard
- **Maximum Working Speed:** Up to 15 mph
- **Safety:** Operator has full peripheral view of the machine and cleaning area
- **Operator Safety:** Operator is not exposed to vibration and 4 Wheel Drive provides solid traction on uneven surfaces or slopes
- **Transport:** Tractor and Beach Cleaner travel over roads safely and at fast speeds.
- **Versatility:** Tractor provides additional versatility for other Public Works applications: mowing, sand blowing, sweeping and earth moving. (See attached brochure for additional accessories)

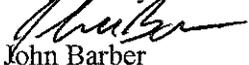
This proposal complies with the specified twelve (12) month warranty to cover the entire self propelled package. Also included is a three (3) year extended SURF RAKE warranty covering all SURF RAKE items including wear items like tines, tires, chains, etc. Further, Barber SURF RAKE Sanitizing Conveyor tines are easily individually replaceable and last many, many seasons. In fact, they are included in the three (3) year warranty offered above. An additional full set of tines is being offered.

Additional municipal applications for the SURF RAKE (without added cost or accessories) include litter collection and animal waste collection from grass and paved surfaces, thatching, stone picking for site preparation, as well as ball field (infield and outfield) maintenance. The SURF RAKE and tractor is also road legal.

There are successful SURF RAKE and tractor packages working throughout Michigan, including The State of Michigan, City of South Haven, City of St. Joseph, etc. In fact, there have been more SURF RAKE and tractor packages operating on Michigan beaches than any other self propelled or tractor towed model or brand of beach cleaner. Local and Statewide references are readily available.

**Deviations to the specifications are in a separate attachment to the bid.**

Respectfully submitted,



John Barber

President

H. Barber & Sons, Inc. 15 Raykwich Dr. Naugatuck, CT 06770 USA TEL: 203.729.9000 FAX 203.729.4000 www.hbarber.com



**ATTACHMENT A  
H. Barber & Sons, Inc.  
BID: One Self Propelled-Beach Cleaner  
OPTIONAL ENCLOSED CAB OFFER**

**Additional information is being provided for the benefit of the City of Traverse City and is included as an integral component of H. Barber & Sons, Inc. bid submission.**

**Optional Air Conditioned enclosed operator's station offer:**

H. Barber & Sons, Inc. is offering the option of an air conditioned enclosed operator's station. An enclosed operator's station allows the operator to operate the equipment in all weather conditions; it isolates the operator from the environment and sand particulates. An enclosed operator's station will additionally offer the benefit of winter operation should the tractor be used for additional applications in the off season.

**If the City of Traverse City chooses the above option, an additional \$9,500.00 will be added to the offered bid price. The resulting bid price would be \$74,827.63.**

Respectfully submitted,

A handwritten signature in black ink, appearing to read "John Barber", written in a cursive style.

John Barber  
President



**ATTACHMENT B**  
**H. Barber & Sons, Inc.**  
**ONE SELF-PROPELLED BEACH CLEANER**  
**BID EXCEPTIONS**

**Specification:**

The Machine will have two side-by-side slanted oscillating screens which effectively separate “weeds”, trash, cigarette butts, glass, rock and debris from the sand.

**Exception:** Revolving screen with offset tine grid and mounted bar flights capable of removing weeds, trash, cigarette butts, glass, rock and debris from the sand.

3/4”, 1/2”, 5/8” square holes, oil tempered hardened woven wire.

**Exception:** The Surf Rake uses an abrasion and corrosion resistant Acrylonitrile Butadiene rubber conveyor belt that is mounted with offset rows of stainless steel tines that form a 3/8” grid in the sand. The tine grid removes debris from 3/8” and larger effectively and efficiently from wet and dry sand negating the need for additional screen sizes and time consuming screen changing.

Two solid digger points to be delivered with machine.

**Exception:** One additional set (quantity of 384) of stainless steel tines will be delivered with the machine.

The machine will have one front tire and two rear tires. It has zero turn capability.

**Exception:** The tractor has two (2) front tires and two (2) rear tires. The SURF RAKE has two (2) high flotation tires. It has an nine (9’) foot turning radius. All tires are of sufficient size and flotation for successful operation on City of Traverse City beaches. Additionally, the nine (9’) foot turning radius would allow for ample maneuverability based on the size of the City’s beach.

Respectfully submitted,

John Barber  
President

City, at 231-922-4902, ext. 111.

The City may require an in house equipment demonstration for your bid to be considered.

**Self Propelled Beach Cleaner**

Price quoted shall include title fee, any documentation fee, and all transportation (delivery) charges fully prepaid to the City Garage, 625 Woodmere Ave. Traverse City, MI 49686

TRADE IN: The City may wish to trade in our unit. It is a 2002 Cherrington 5000, with 975 engine hours. If the City accepts your trade in offer, we will pay full price bid on new unit, and you will bring a check for the trade in amount when you pick up our machine.

TRADE IN AMOUNT OFFERED: \$ 0.00 Zero Dollars

YEAR, MAKE AND MODEL OF BEACH CLEANER BID: 2013 Barber SURF RAKE Model 400HD and John Deere 4520 Tractor

COST OF BEACH CLEANER: \$ 65,327.63 Sixty five thousand three hundred twenty seven dollars and sixty three cents  
EXPECTED DELIVERY DATE: Thirty (30) Days  
(Length of time after receipt of purchase order)

Submitted by:

  
\_\_\_\_\_  
Signature

John Barber, President  
\_\_\_\_\_  
Name and Title (Print)

(203) 729-9000      (203) 729-4000  
\_\_\_\_\_  
Phone                      Fax

H. Barber & Sons, Inc.  
\_\_\_\_\_  
Company Name

15 Raytkwich Drive  
\_\_\_\_\_  
Company Address

Naugatuck, CT 06770  
\_\_\_\_\_  
City,                      State,                      Zip

Corporation  
\_\_\_\_\_  
Sole proprietorship/partnership/corporation

Connecticut  
\_\_\_\_\_  
If corporation, state of corporation



## KASSBOHRER ALL TERRAIN VEHICLES, INC.

750A SOUTH ROCK BLVD., RENO, NEVADA 89502  
TEL. 775.857.5000 • FAX 775.857.5010  
www.katvpb.com • e-mail: info@katvpb.com

*PistonBully*

*BeachTech*

January 4, 2013

The City of Traverse City  
400 Boardman Ave  
Traverse City, MI 49684  
Attn: Julie

**RE: BeachTech Marina**

Julie,

Thanks for the opportunity to provide you with a proposal for a BeachTech Marina. As you may already know, the BT Marina beach cleaning machine is the only self propelled beach cleaner that enables the user to both rake and sift the sand. This patented technology insures the sand is thoroughly sanitized, free from cigarette butts, broken glass, bottle caps, etc., and safe for the public use. Additionally, with our cabin and full size windows on all sides of the machine, the operator has the most visibility of any self propelled beach cleaning machine available in the market. The BT Marina may be perfectly suited for your needs as it:

- Can articulate in the center for tight turns
- Has rear wheel steering functions, so you can get extremely close to the edge of the rocks and other beach impediments.
- Can run attachments in front to brush sand from roads, paths, parking etc.
- Has a low machine noise and no vibration that is detrimental to the operator.

The BeachTech Beach Cleaning Machines were chosen as the “Best Practice” by BP during the Gulf oil spill cleanup and BP purchased 30 BeachTech’s to remove oil from the sand. No other beach cleaning company can honestly say this! You can see our entire BP oil spill work at [www.youtube.com/thebeachtech](http://www.youtube.com/thebeachtech).

The BeachTech is the only machine that can enable the end user to rake and/or sift the beach and due to this technology, we really have something unique to offer. Being able to have both cleaning methods available in one machine is a great feature for your team.

Additionally, I wanted to note a few things that are important when making a purchase:

- 1) As mentioned above, the BeachTech Marina is a four wheeled machine, complete with 4 extra wide, high flotation, low ground pressure tires. It is our belief that 3 wheeled machines by nature are prone to tipping over, as a wheel barrow does.

- 2) BeachTech is the largest manufacturer of beach cleaning equipment in the world and our North American Factory Office is located in Reno, NV. All parts and service technicians are located here and we can guarantee next day delivery.
- 3) We have BeachTech units in operation in Illinois, Ohio, and Wisconsin. References are included below.
- 4) All the BeachTech units are manufactured in an ISO Certified facility. No other beach cleaning manufacture can state this and we feel it is important to have this certification.
- 5) The BeachTech Marina is the only self propelled machine that now comes standard with the Tier 4 engine. We keep up to date with the most current environmental regulations that govern equipment.

Nevertheless, here is the proposal for the BeachTech Marina:

**Patented raking/screening system for dry/wet sand**  
**Polyethylene finishing comb with hydraulic lifting mechanism**  
**Galvanized components w/two part acrylic paint finish**  
**Stainless steel hydraulic pipes & nickel chrome hydraulic cylinder rods**  
**Reverse valve to change screening belt direction**  
**Tension roller for screen mesh**  
**3 high-tension steel cleaning belt, as per spec**  
**High flotation 520mm/20.5" tires**  
**Working beach cleaning width of 55", maximum depth of 6"**  
**.7 cubic yard collector bin w/discharge height of 5' 4"**  
**3 pt hitch for front end attachments**  
**Full 24 month warranty**  
**Maintenance free bearings on all rollers**  
**2 extra set of tines**  
**Taxes not included**

**FOB: Traverse City, MI      Price: \$117,425.00**

**Trade in offer for 2002 Cherrington 5000    \$7,500**

City, at 231-922-4902, ext. 111.

The City may require an in house equipment demonstration for your bid to be considered.

**Self Propelled Beach Cleaner**

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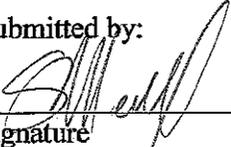
TRADE IN AMOUNT OFFERED: \$ 7,500.00

YEAR, MAKE AND MODEL OF BEACH CLEANER BID: 2012/2013 BeachTech Marina

COST OF BEACH CLEANER: \$ \$117,425.00

EXPECTED DELIVERY DATE: 60 days ARO  
(Length of time after receipt of purchase order)

Submitted by:

  
Signature

Scott Merrill, Utility Sales Manager  
Name and Title (Print)

775-846-4473                      775-857-5000  
Phone                                      Fax

BeachTech/Kassbohrer All Terrain Vehicles, Inc  
Company Name

750 A South Rock  
Company Address

Reno                                      NV                                      89502  
City,                                      State,                                      Zip

Corporation  
Sole proprietorship/partnership/corporation

Maine  
If corporation, state of corporation

City, at 231-922-4902, ext. 111.

The City may require an in house equipment demonstration for your bid to be considered.

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TRADE IN AMOUNT OFFERED: \$ 8,400.00

YEAR, MAKE AND MODEL OF BEACH CLEANER BID: 2012 Cherrington Model 5000

COST OF BEACH CLEANER: \$ 87,300.00

EXPECTED DELIVERY DATE: 14 days  
(Length of time after receipt of purchase order)

Submitted by:

  
Signature

Mac McPherson, CEO  
Name and Title (Print)

701-952-0226      701-952-0227  
Phone                      Fax

Cherrington Enterprises, Inc., dba  
Cherrington Beach Cleaners and Screeners

Company Name

1805 2nd Ave. PO Box 2135

Company Address

Jamestown,      ND      58402-2135

City,                      State,                      Zip

Corporation

Sole proprietorship/partnership/corporation

North Dakota

If corporation, state of corporation