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GENERATED: 05 FEB 15 19:36 CITY OF HOLLYWOOD

REPORT: HWDPOFRAP2

PURCHASE ORDER ITEMS FOR ACCOUNTS PAYABLE PO NUMBER P215651 03/08/16

PO DATE 02/11/16

APPROVED

0 VENDOR 25858 ADDR # KASSBOHRER ALL TERRAIN VEHICLES, INC. 8850 DOUBLE DIAMOND PARKWAY

RENO NV 89521

FLEET MANAGEMENT MAIN GARAGE CITY OF HOLLYWOOD 1602 S. PARK ROAD HOLLYWOOD FL 33021 954 967-4555

ORDER TOTAL TERMS

109768.00 ENCUMBERED DATE 02/11/16

FOB

ITEM TOTAL ACCOUNT # BPO # PRICE TYPE WHSE STOCK QUANTITY TRANS # LINE REQ # 1 ENC SHIP DATE

109768.00000 1,0000 1 R237464 293900012979 N C 020416 EA

57.5100.14106.590.056452 109768.00

SUPPLY & DELIVERY OF ONE (1) 2016 BEACH TECH MARINA UNIT DESCRIPTION:

PATENTED RAKING/SCREENING SYSTEM FOR DRY/WET SAND

POLYETHYLENE FINISHING COMB W/HYDRAULIC LIFTING MECHANISM

GALVANIZED COMPONENTS W/TWO PART ACRYLIC PAINT FINISH

STAINLESS STEEL HYDRAULIC PIPES & NICKEL CHROME HYDRAULIC CYLINDER

REVERSE VALVE TO CHANGE SCREENING BELT DIRECTION

TENSION ROLLER FOR SCREEN MESH

1-NICKEL, DIME OR QUARTER SIZE HIGH-TENSION STEEL CLEANING BELT

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 WITH HYDRAULIC

N

GENERATED: 05 FEB 15 19:36 CITY OF HOLLYWOOD

PURCHASE ORDER ITEMS FOR ACCOUNTS PAYABLE PO NUMBER P215651 03/08/16

COUPLINGS FOR FRONT END ATTACHMENTS

2 EXTRA SET OF TINES

AIR CONDITIONING SYSTEM, FACTORY

INSTALLED

ALL TRAINING FOR OPERATORS & MECHANICS IS INCLUDED.

A FULL ONE YEAR WARRANTY

MAINTENANCE FREE BEARINGS ON ALL ROLLERS, GUARANTEED FOR FIVE YEARS.

DATE OF QUOTE: 02/04/16 QUOTE IS VALID THROUGH APRIL 16, 2016

TAG ADVERTISING: NO EMBLEM, LOG, OR OTHER DEVISE OR DESIGN PROMOTING THE DEALER MAY BE AFFIXED IN ANY MANNER TO ANY VEHICLE DELIVERED UNDER THIS CONTRACT, EXCEPT FOR EMBLEMS INSTALLED BY MANUFACTURER IDENTIFYING MANUFACTURER AND MODEL.

MANUFACTURERS STATEMENT OR CERTIFICATE OF ORIGIN, LISTING THE CITY OF HOLLYWOOD ATTENTION: PRIOR TO FINAL PAYMENT BY THE CITY, THE VENDOR SHALL PROVIDE THE CITY WITH THE

NOTE:CONFIRMATION OF THE VENDOR ORDER PLACEMENT MUST BE RECEIVED BY THE CITY OF HOLLYWOOD WITHIN FOURTEEN (14) CALENDAR DAYS AFTER RECEIPT OF THE CITY'S PURCHASE

RESOLUTION #R-2016-XXX DATED: FEBRUARY XX, 2016





Notice of Intent to Award a Sole-Source Procurement

Date:

March 9, 2016

NTSS-024-16

Due Date for Comments: March 16, 2016

E-mail Address: rdierks@hollywoodfl.org

Fax Number: 954-921-3086

THIS IS NOT A COMPETITIVE BID

The proposed contract action is for product or services for which the City of Hollywood intends to negotiate and award with only one source under the authority of the City of Hollywood City Code Section 38.40 (C) (3) Sole-source supplies and services. Any responses received as a result of this Notice of Intent shall be considered solely for the purpose of determining whether to conduct a competitive procurement in the future. Responses will not be considered as proposals, bids, or quotes.

The Procurement Services Division has received a request to make the following sole-source procurement:

Requesting Department/Office: Public Works

Product and/or services to be purchased: One (1) 2016 BeachTech Marina Model Beach Cleaner

Anticipated Cost: \$109,768.00

Sole Source Justification: The BeachTech Marina is a unique machine built with special features to allow the operator to perform several functions at once, thus minimizing additional cleaning processes with other machinery and reducing time spent with the beach cleaning process. Kassbohrer All Terrain, Inc. is the only company in the work that manufactures this type of beach cleaning machine. Other companies with beach cleaning machines do not have any comparable type of equipment as the BeachTech Marina.

Action To Be Taken:

No action is required if you agree this proposed purchase is a valid sole-source. If you do not agree that this proposed purchase is a sole-source, you may respond by submitting in writing their name, address, point of contact, telephone number, email, and a statement regarding capability to provide the specified procurement. Interested firms will be considered only if they respond with clear and convincing documentation that they are capable of meeting or exceeding the requirements stated herein. All responses received within five (5) business days after the date of publication of this synopsis will be reviewed by the City.

All responses must be in writing and returned to ATTN: Ralph Dierks or Facsimile number 954-921-3086 prior to the "Due Date for Comments." Please do not submit a bid for this public posting.



CITY OF HOLLYWOOD, FLORIDA

PROCUREMENT SERVICES DIVISION

Sole Source Justification Form (Use for Purchases(s) in excess of \$2,500)

Per City of Hollywood Ordinance § 38.40 (C) (3) 'sole source' purchases are exempt from the competitive bid and competitive proposal requirements. Sole-source supplies and services, such as unique, patented, or franchised supplies or services, are exempt if the Director of Procurement Services determines, after a good faith review of available sources, that a particular supply or service is available from only one source.

Date: 02/05/2016

Department/Office : Public Works Division/Area : 5101

Contact Person Joel Wall; Sylvia Glazer Title : Fleet Coordinator; Sylvia Glazer

Phone <u>954-967-4555</u>; <u>4526</u> Email <u>: jwall@hollywoodfl.org</u>;

sglazer@hollywoodfl.org

1. Requested Vendor: Kassbohrer All Terrain Vendor Number: 25858

Address: 8850 Double Diamond Pkwy., Reno, NV. 89521

Contact Person : Evan Huckaby Title : Utility Sales Representative

Phone: 775-848-8258 Email: ehuckaby@pistenbullyusa.com

- 2. Product/Service being requested (be specific). : (1) 2016 Beach Tech Marina
- 3. Detailed description of the product/service function and purpose. <u>: Beach Maintenance is requesting a 2016 Beach Tech Marina for sifting litter and seaweed, and grooming of the beach. Beach Tech is the only company that builds this self-propelled beach cleaning machine that will enable the operator to rake and sift the beach sand wet or dry at the same time. This machine articulates in the middle for close turns around trees, life guard stands, walls and other obsticles, and is designed with extra wide flotation tires for low ground pressure (minimal foot imprint). The sifting screen can be customized to fit the City of Hollywood's beach applications. This beach cleaning machine is necessary for the successful operation of Beach Maintenance to ensure cleanliness and avoidance of any safety issues for the residences, tourists and visitors.</u>
- 4. Please explain in detail why this vendor is the sole source supplier for the required product/service. Be sure to explain the necessary features this vendor provides which are not available from any other vendor.

Procurement Service Division use only

Requisition # R_______ Purchase Order # P_______ Blanket Purchase Order # BPO_________ (As Applicable) (As Applicable)

(Revised 9/2013)

The Beach Tech Marina is a unique machine built with special features to allow the operator to perform several functions at once, thus minimizing additional cleaning processes with other machinery and reducing time spent with the beach cleaning process. Kassbohrer All Terrain Inc. is the only company in the world that manufactures this type of beach cleaning machine.

5. Please explain in detail what process the Department/Office took to verify that there are no other vendors or products/services available to perform the required function. Other companies with beach cleaning machines do not have any comparable type of equipment as the Beach Tech Marina. 6. Please submit supporting documentation from the vendor or other sources certifying that this vendor is a sole source for the required product/service being requested. For example, the vendor holds the distribution rights, productions rights, copyrights, trademark and/or patent: ✓ Vendor holds the exclusive rights for the product/service. ☑ Vendor is the sole provider of the product/service that has unique characteristics essential to the needs which no other product is capable. Product is replacing existing product and necessary to maintain warranty or service contract. Product is replacing existing product and is not interchangeable with any other product. 7. Total cost of the requested product/service?: \$109,768.00 8. Total estimated annual (fiscal year) cost of requested product/service? : \$109,768.00 Account Number(s) 57.5100.14106.590.056452 9. Is this product/service covered by a warranty?

☐ Yes ☐ No If yes, please attach a copy of the warranty details. 10. Would this purchase(s) result in the potential of future purchases for related products/services being restricted to a particular vendor or create a specific vendor as sole source provider for related items? ☐ Yes ☒ No If yes, please describe the related products/services and estimated cost(s.) 11. Would this purchase(s) result in any future maintenance costs which are not included in the initial purchase? ☐ Yes ☒ No If yes, please attach a draft maintenance plan which includes cost estimates and funding source(s.) 12. Is this a grant related purchase? ☐ Yes ☒ No If yes, please provide details (timeline, expiration dates, milestones, special procurement requirements, etc.) _____ Procurement Service Division use only Blanket Purchase Order # BPO Requisition # R (As Applicable) (As Applicable)

(Revised 9/2013)

Will this require matching funds? ☐ Yes ☐ No	
What is the grant source?	
What is the grant (dollar) amount?	
13. Please complete an advanced search of the vendor recommended for Systems for Award Management at www.sam.gov .	or award on the Federal Government's
Date of Advanced Search 3/8/16	
Company Name(s) Searched KASSAGOHREL ML TERRAM WAKKLES IN (Search	Results
REQUESTING DEPARTMENT RECOMMEND.	ATION
<u>WARNING</u> : Per Florida Statutes 838.22(2) – "It is unlawful for a public se benefit for any person or to cause unlawful harm to another, to circum required by law or rule by using a sole-source contract for commodities or	vent a competitive bidding process
I recommend that the competitive quoting/bidding process be waived and that sole source.	the goods/services be purchased as a
Contact Person's Signature Supervisor's Signature Date Director's Signature (required over \$10,000) Date	15/16 15/16 11/16
APPROVAL (Procurement Service Divisi	on Use Only)
Verified By: Davy Jekk	Date 3/8/16
Approved By:	Date 3 /9/16
Procurement Service Division use only Requisition # R Purchase Order # P_2/5651 Blanke (As Applicable)	t Purchase Order # BPO(As Applicable)

(Revised 9/2013)

CITY OF HOLLYWOOD, FLORIDA DEPARTMENT OF PUBLIC WORKS INTER-OFFICE MEMORANDUM

DATE:

February 26, 2016

TO:

Joel Wasserman, Director Procurement

THRU:

Sylvia Glazer Rublic Works Director

FROM:

Karen Arndt, Assistant Public Works Director

SUBJECT:

Beach Tech Marina

ISSUE:

The Public Works Department is procuring a self-propelled sand sifting/raking machine to remove trash and debris from the beach in areas with limited spaces.

EXPLANATION:

Beach sand sifting/raking to remove litter and debris is currently performed utilizing tractors with pull behind sifting/raking equipment. This equipment is too large and does not have an adequate turning radius to operate in tight spaces such as around palm trees and near the seawall. As such the Public Works Department has secured funding to procure a self-propelled machine to gain access to these tight areas.

The Beach Tech Marina equipment is recommended for this procurement and Kässbohrer All Terrain Vehicles Inc is the sole source provider. The Beach Tech Marina has a narrow 5 ½ foot width which allows for use in tight spaces. It also has mechanisms for both raking and sifting which allows for use in dry and wet conditions.

The only other self-propelled machine on the market is the Cherrington 5500. This equipment is much larger than the Beach Tech Marina with an over 8 foot width. This larger width and size is not acceptable as the intent of the equipment is to access tight spaces. The Cherrington machine conveyor system is driven by a sproket mechanism which has proven maintenance and reliability challenges. The Public Works Department previously had a Cherrington self propelled sifter and removed it from inventory through auction due to extensive maintenance and reliability problems.

The Public Works Department has completed on-site demonstrations and obtained price quotes for both the Beach Tech Marina and Cherrington 5500 machines. At \$127,000, the Cherrington machine is over \$17,000 more expensive than the Beach Tech Marina and it's specifications do not meet the needs of the Department.

RECOMMENDATION:

Procure the Beach Tech Marina machine from Kässbohrer All Terrain Vehicles Inc as a sole source.

PROCUREMENT SERVICES
DIVISION

OIL MAR - I AM 4: 23



Pister Bully

8850 DOUBLE DIAMOND PARKWAY • RENO, NV 89521 775.857.5000 • FAX 775.857.5010 www.pistenbullyusa.com • e-mail: Info@pistenbullyusa.com

Beach Tech

January 22, 2016

City of Hollywood 1600 South Park Drive Hollywood, FL 33022 **Attn: Steve Salafrio**

RE: BeachTech Marina Proposal

Steve,

Thanks for the opportunity to provide a quote for a new 2016 BeachTech Marina. 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. A few features of the BeachTech Marina are:

- 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, life guard towers, piers, etc.
- Can run attachments in front to brush sand from roads, paths, parking etc.
- Has very low low machine noise, and no vibration, that is detrimental to the operator.

The BeachTech Beach Cleaning Machines were chosen as the "<u>Best Practice</u>" by BP during the Gulf oil spill cleanup and BP purchased 30 BeachTech's to remove oil from the sand. <u>No other beach cleaning company can honestly say this!</u>

The BeachTech is the only machine that can enable the end user to <u>rake and/or sift the beach</u> and 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. (You do not need a tractor.)
- 2) BeachTech is the largest manufacturer of beach cleaning equipment in the world and our <u>North American Factory Office is located in Reno, NV</u>. All parts and service technicians are located here and we can ship Fed-Ex, DHL or other express couriers.
- 3) All the BeachTech units are manufactured in an ISO Certified facility
- 4) The BeachTech Marina is the only self propelled machine that now comes standard with the <u>Tier 4</u> engine. We keep up to date with the most current environmental regulations that govern equipment.

PisterBully

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Beach Tech

Here is the proposal for a **2016 BeachTech Marina** and the quote is valid through April 28, 2016.

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

1-nickel, dime or quarter size high-tension steel cleaning belt 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 with hydraulic couplings for front end attachments
Full one year warranty

Maintenance free bearings on all rollers, guaranteed for five years

2 extra set of tines

Air conditioning system, factory installed All training for operators and mechanics is included Price does not include any applicable tax

FOB: Hollywood, FL: \$109,768

There are also a few options you may want to consider in the future for your beach cleaning machine, adding more functionality to your operation; I listed them below:

Front end rake \$ 2,160 Front end sand blade \$ 4,995 Front end road sweeper \$ 4,995

Thank you again for allowing me to present this proposal to you. Let me know what I can do for you

Best,

Evan Huckaby

Date

BeachTech

January 25, 2016

City of Hollywood, FL 2201 N. Ocean Drive Hollywood, FL 33020

Attn: Mr. Steve Salafrio

Steve,

Thanks for the opportunity to provide a detailed explanation as to why the BeachTech Marina qualifies for a sole source purchase.

As you know from your years working on the beaches of Hollywood, beach cleaning machines are very specialized machines, and their uniqueness is defined by the nature of the work these machines perform.

Beach cleaning machines are not thought of in the same way one might think about police cars, work trucks, or other basic vehicles in a city fleet, where there are a multitude of vendors that can bid on these units and typically the low bid wins. There are only a few beach cleaning machine companies in the entire world, and only two in the USA with self-propelled units.

In order to clean/groom a beach, you can select to rake, sift or perform a combination of both functions. Each one has their merits and here is a quick synopsis:

- Raking—this method helps when the sand is wet, as well as allowing for the machine to run 1-2 mph faster. However, since a raking machine does not pick up the entire sand surface, some debris (that falls between the tines) remains on the beach.
- Sifting—this method picks up the entire sand surface, places the sand onto a rotating screen so that the debris is sifted and removed, returning clean sand to the beach. Since a sifting machine is picking up the entire sand surface, you will drive 1-2 mph slower to ensure all sand is processed.
- Combination—this is best of all options as within one (1) machine, the operator has the ability to rake, sift and/or perform both cleaning functions at the same time. This is big advantage for your operator as by using this cleaning technique, they can be prepared for any issue they may find on the beach, especially dry or wet sand.

BeachTech is the only company that builds a beach cleaning machine which enables your operator to use both the raking and sifting options, at the same time, in the same machine.

In addition to BeachTech <u>being able to both rake and sift with one machine</u>, the BeachTech Marina is also the only beach cleaning machine that:

- Articulates in the middle for close access to walls, trees, life guard stands, etc.
- Has four (4) wheel independent drive for maximum traction on all sand surfaces
- Has rear wheel drive to enable sharp turns
- Has the ability to reverse the screen in the event of any jam
- Can customize the screen size to fit your particular application
- Has the ability to run attachments, i.e. brooms, blades, etc. in the front of machine

BeachTech is a factory direct manufacture of beach cleaning equipment and as result, does not utilize dealers in their sales efforts. We have found that not only is it more efficient to have the end user work directly with the manufacture, we have also found that since there is no middle man, there is no additional margin for a dealer, and the end user receives a lower price.

A sole source justification is relevant in this particular case as BeachTech is the only company, in the world, that builds a self-propelled, raking and sifting beach cleaning machine that allows the end user to perform all beach cleaning functions from one machine.

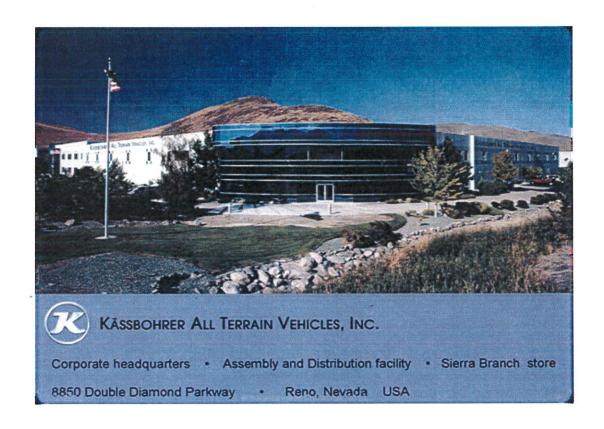
Please let me know if there are additional items you need. Whether it be references, literature, etc., whatever you need, we are here to help, just let me know.

Thanks again, we appreciate your time and look forward to helping you and the City of Hollywood ensure the beaches are clean for the locals and tourists alike!

Best,



BeachTech

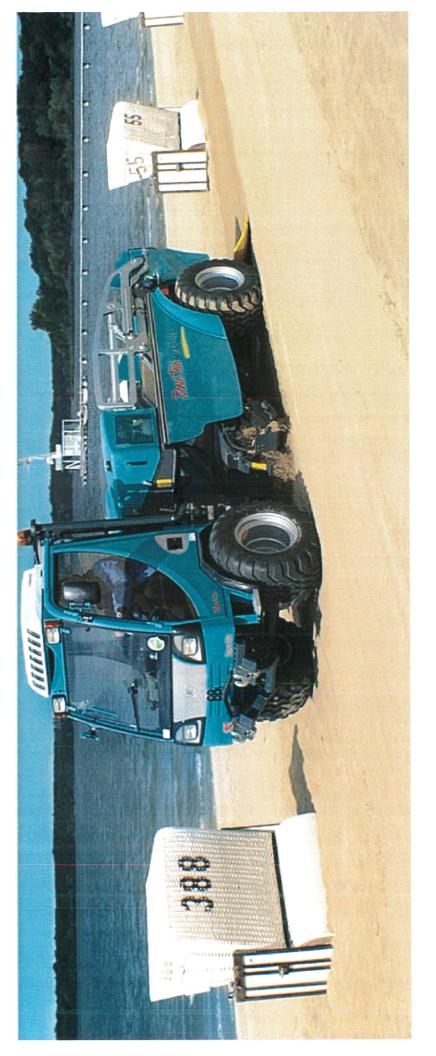


http://www.beach-tech.com

Quotation prepared exclusively for:

Steve Salafrio





THE MULTITALENT

Tractor and trailer in one

The self-propelled BeachTech Marina sets standards when it comes to agility, manoeuvrability and quietness. Thanks to articulated front-wheel drive and connectible active rear-wheel drive, it has a sensationally small turning circle. With

a powerful turbo diesel engine, hydrostatic all-wheel drive and low-pressure tyres, nothing gets in the way of the BeachTech Marina. As the BeachTech Marina can be registered for road travel, you can use it anywhere you like. So much flexibility means the highest cost-effectiveness.

BeachTech Marina Page 2 of 6

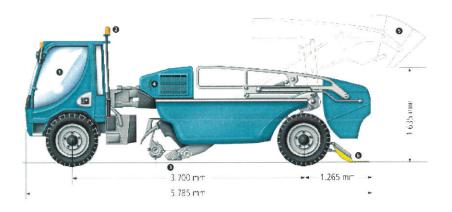
MODELS

TECHNOLOGY

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Dimensions





DIMENSIONS

Overall length	5,785 mm	>
Width	1,770 mm	
Height	2,340 mm	
Working width	1,400 mm	
Loading volume	0.5 m³	
Discharging height	1,635 mm	

WEIGHT

Net weight	2,500 kg / 5,500 lbs		
Payload	1,000 kg / 2,200 lbs		
Gross weight limit	3,500 kg / 7,700 lbs		

PERFORMANCE DATA

max. cleaning performance	15,000 m²/h / 3.5 acres/h		
Road legal yes			
Top speed	32 km/h		

ENGINE

	and the Contract of the Contra	0/-
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Number of cylinders	4	

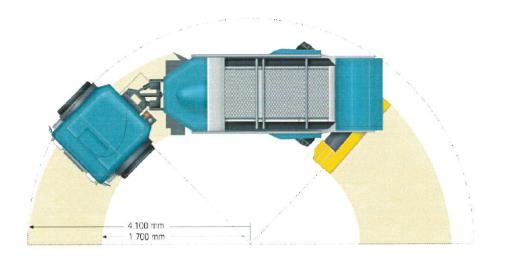
BeachTech Marina Page 3 of 6

Torque	120 Nm/ 2,000 rpm			
MODELSment TECHNOLOGY	SERVICE 1,498PARE PARTS	BEACHTECH WORLD	EN	BeachTech
Туре	Kubota, turbo diesel			
Power	33.0 kW (45 hp)			

ATTACHMENTS

Front hitch with 3-point mounting (Cat. II required): mowing unit, scraper, blade, road sweeper

SMALL TURNING CIRCLE



Small turning circle - big impact

The special feature of the BeachTech Marina is that it can handle every curve and every corner. Our innovative vehicle concept: Articulated front-wheel drive and connectible active rear-wheel drive. This reduces the turning circle during cleaning to an inner radius of just 1.85 m. Thus, the Marina can even clean in tight spaces around sun loungers.

Road approval

Beach hopping is no problem for the BeachTech Marina. Thanks to road approval

potential, it can travel from one beach to another - flexible use for the greatest cost-effectiveness.

Customised cockpit

The ergonomically designed cockpit and the joystick make it easy to control. Large electrically operated mirrors ensure excellent all-round visibility. The comfortable two-seater driver's cab is available with folding roof or air conditioning.

This web page uses cookies more information

OK

BeachTech Marina Page 4 of 6

MODELS

TECHNOLOGY

SERVICE APARTARTS A EACHT TWO LANCE





1-MAN OPERATION EASY TO HANDLE

All vehicle functions are controlled directly from the cab. $\mbox{\ensuremath{^{''}}}$



SAFETY FEATURES EXTENSIVE EQUIPMENT

Equipped with many safety features (acoustic warning alarms in the event of incorrect operations, reversing alarm, electrically operated exterior mirrors for optimum visibility, warning beacons and seatbelts).



WORKING WIDTH COVERAGE

Working width of 1.40 m for coverage of up to $15,000 \text{ m}^2/\text{h}$.

DOWNLOAD

You'll find more information about the vehicle here.



BROCHURE BeachTech Marina

file type: PDF file size: 5.1 MB

Download

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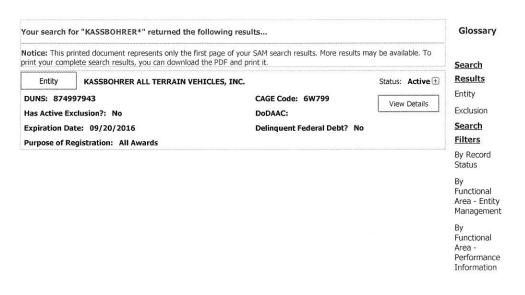
OK

USER NAME	PASSWORD	
		LOG IN
Forgot Username?	Forgot Password?	

Create an Account

Search Results

Current Search Terms: kassbohrer*



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WWW6

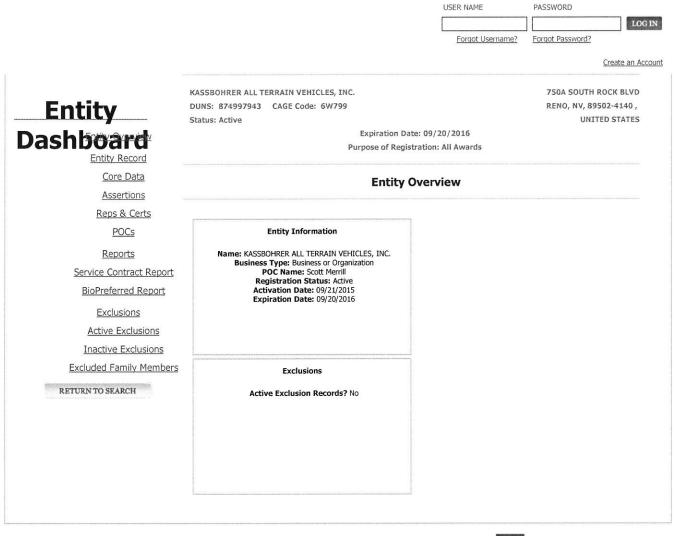
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