

Going 'Overboard' for the Customer

Equipment distributor helps deliver fuel to bustling tourist destinations

Based in Miami, Florida, Soltech is an LP gasoline and petroleum equipment distributor selling in and serving the Caribbean and South America. With a focus on fuel delivery, the company designs and manufactures dispensers, pumps and tank trailers to help customers transport flammable liquids from a ship to an on-land location.

"Our equipment is built from scratch with the customer's input serving as the blueprint," said Jorge Solares, president at Soltech. "We needed a supplier that could accommodate those specific needs with handcrafted reels that fit perfectly within our solution."

Since the 1970s, Soltech has partnered with Hannay Reels for durably designed hose reels that increase productivity and eliminate hazards for their customers, which include drydock, workboats and shipyards. In the maritime industry, reels come in all shapes and sizes, but the need for well-built large capacity reels is in high demand – Hannay delivers big performance for a seamless operation.



"For 40 years and counting, every project that requires a reel receives a Hannay no matter the size or spec, because we know they'll solve the unique customer problem and outlast the competition," noted Solares.

A ship for a typical fuel delivery operation requires up to two floater reels for the storage and distribution of materials. These reels are capable of carrying between 500 and 1,000 feet of hose. But when delivering to docks of various sizes, ships are often ported on buoys further off the shore. The hose is then thrown overboard during the delivery.

To better accommodate these circumstances, Hannay provides reels featuring hydraulic rewind mechanisms. This rewind option allows the hose reels to be seamlessly released and retracted, which increases operational productivity by keeping hoses protected and out of the way during deliveries.

In addition to efficient hose deployment, these reels must stand up to constantly wet conditions on the open seas. Harsh salt water can quickly corrode the paint.

Hannay offers special marine grade finish or stainless steel construction to prevent rusting, rotting and corrosion – adding years to the life of every reel.

"The areas we serve are vacation hot spots, where gasoline is needed to fuel jet skis, fishing boats and yachts. Our customers depend on these deliveries, so we depend on Hannay Reels," said Solares.

Hannay Reels also offers a knowledgeable sales team with years of research and development experience to ensure each customer's needs are efficiently and accurately responded to.

"Nowadays, you can get lost on voicemail. With Hannay, you always talk to a person. This is crucial to our business because every reel is an intricate custom solution," added Solares. "We always tell our customers that no job is too big or too small – so it's important to have a partner who feels the same way."

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Customer
Soltech

Location
Miami, Florida

Customer Challenge
Built-to-spec floater reels for vast ships delivering flammable liquids

Hannay Solution
Floater reels

"We needed a supplier that could accommodate specific needs with handcrafted reels that fit perfectly within our solution."

– Jorge Solares, president at Soltech

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