

Neptune forklifts make light work of boat moving operations at MDL facilities.



Quay and Hamble Point,” commented Hoist Liftruck president, Marty Flaska. “MDL is a significant contributor of the modern-day marina, providing top-notch facilities, amenities and services. It’s a pleasure working with MDL project manager Phil Armstrong and his staff and I believe the Neptune is a great fit for MDL.”

All the Neptune machines for MDL will have a different colour scheme from the blue and yellow on standard units. The new look – distinctively navy blue with standard black mast and carriage – will naturally undergo the extensive Liftruck production process. This includes galvanisation of forks, carriage and operator platform, full-frame and lower mast undercoating, stainless steel components and three-step paint process.

The Neptune series has been praised for its low-profile design, 360-degree visibility and modern technology. Standard features include precise inching control, intuitive electronic joystick controls, air-ride seat and easy access flip-open hoods and steps. Supporters of the Neptune, such as well-known marina developers Ed and Patrick Ruff of Boat Clubs America, also praise its manufacturer for swift delivery and service support. Machines can be delivered in eight weeks and can be shipped with the mast attached. Parts and service are available 24 hours a day.

In a further move to build up its European export business, Hoist Liftruck has appointed UK company Locators Ltd (www.locators.co.uk) as its exclusive distributor for this market. A distributor of Toyota material handling equipment, Locators is confident that the Neptune series will be a success.

“We wanted to expand our product range and following a visit to the United States to meet with Hoist, we were immediately impressed with the design, engineering and quality of the Neptune truck,” says Locators managing director Brian Cowles.

“Having established a reputation for providing quality products and outstanding customer care for our Toyota customers, we were reassured that we would receive the support from Hoist necessary to enable us to deliver the same level of service to MDL.”

Neptune goes to Europe

Marina Developments Ltd (MDL), the UK’s largest marina operator is furthering plans to become the country’s leading drystack provider.

A second drystack at Cobb’s Quay Marina in Poole, Dorset and newly constructed systems at the popular Hamble Point Marina on the River Hamble near Southampton in Hampshire and at Saxon Wharf Marine Trade Centre in Southampton itself will enable the company to offer boaters over 400 drystack slots by the second quarter of this year.

Cobb’s Quay, a successful wet berth marina that also features MDL’s first drystack arrangement for 104 boats, and Hamble Point Marina will together share racking systems for an additional 220 boats up to 10m (32ft) in length. The Saxon Wharf Centre will have a system for around 85 boats of up to 13m (42ft) long; the longest vessels racked so far in the UK.

“Many boat owners are finding that drystack is the answer to their boating needs,” confirms MDL head of sales and marketing, Dean Smith. “MDL’s drystack berthing reduces maintenance costs and offers customers nothing less than exceptional service, with some of the most experienced personnel in the UK running the drystack systems.”

Customers are offered a seven-day-a-week launch and retrieval service and can

telephone ahead to book a launch time. At every facility they also benefit from MDL’s maintenance and repair services, shower and toilet amenities, car parking and WiFi access. Annual drystack customers also have full use of MDL’s Outlook membership, which entitles them to 15 nights’ visitor berthing at any of MDL’s 18 UK marinas, unlimited short-stay visitor berthing, 10% discount on fuel and a host of other benefits.

As reported in *Marina World* Vol 7, Issue 2, MDL has contracted UK company Shoreline Storage Solutions for the different types of racking system required, all of which will be open systems. Each has been designed with a number of ground level maintenance racks, allowing easy access for engine flushing and maintenance.

Boat transfer operations for at least two of the facilities will be handled by Neptune marina forklifts purchased from Hoist Liftruck of Illinois, USA. Two Neptune M220s will operate at Cobb’s Quay and Hamble Point and a third is currently being specified for Saxon Wharf.

The contract marks a successful entrance into the international market for Hoist, which unveiled the Neptune at the Miami Boat Show in February last year. Since then, it has sold over 20 liftrucks in the USA.

“We are thrilled that MDL has chosen the Neptune for Cobb’s

