



OFFSHORE  
SOLUTIONS

# OUR OFFSHORE SOLUTIONS

Due to the fast pace of globalization in recent years, it has become increasingly common for customers to send their specifications to winch suppliers at the very last moment and to request as many offers as possible for comparison purposes.

Despite the price difference often being only minimal, the very cheapest option is still frequently selected. While this might be beneficial for the intermediate buyer (since it gives them a higher margin), it is usually not the best decision for the end user/owner who, just two to three years after delivery, may face vessel downtime or high maintenance costs due to broken components or other general winch malfunctions. Such costs are usually many times higher than the initial price difference.

The owner faces not only the high cost of downtime and repair, but also potentially dangerous situations when a breakdown occurs during operation. At DMT Marine Equipment we are committed to prevention in the broadest sense of the word, and to ensuring that our winches always operate reliably and with the minimum of maintenance effort.

We are prepared to offer 36 months of warranty on the main components in order to demonstrate our belief that our quality concept makes a real difference. Thus, **SIMPLY NO DOWNTIME**.

DMT MARINE EQUIPMENT may not always offer the lowest price but we do offer the most competitive price. In the past, you as owner, have no doubt experienced high costs due to winch failures, such problems usually occur after the guarantee has expired or at a critical point in equipment operation.

We, together with many years of feedback from our clients and experienced team, do everything in our power to prevent any above-mentioned vessel downtime caused by the winch. This allows you to have confidence in your vessel and focus on your core tasks, unburdened by concerns that one of the most important piece of equipment on board may let you down.

Budget seems to be the most important consideration for many buyers nowadays and we are sometimes asked to reduce our prices. However, we refuse to compromise on quality. Instead, we explain to the customer exactly what our price includes, and what sets us apart from the so-called 'competition'. When the price-quality ratio is taken into consideration, our intelligently designed and low-maintenance winch concepts is truly unbeatable.

The following information provides an at-a-glance overview of the benefits of working with us to ensure minimal downtime and low maintenance costs.



DMT Offshore Solutions combine our top quality winches with state of the art monitoring and control systems. Delivered on a turn-key basis, we provide complete mooring systems offshore companies can rely on.

Besides our *Mooring Solutions*, we serve the Offshore sector with Taut Wire Positioning Reference Systems which are installed on vessels operating with Dynamic Positioning. These and more are presented through representative examples in the following pages.



## THE DESIGN OF OUR WINCHES

You need your winches robust & perfectly designed, to support your activity without failing you.

We understand your business and search to offer the best so you are profitable and **never experience downtime**.

All DMT winches are 100% in-house engineered at our ISO 9001:2008, 14001:2004, 18001:2007 certified office in Europe. The vast majority is built on custom basis and according to the requirements of naval class societies like GL, DNV, BV, LR, RMRS and RINA.

Through efficiently arranged production processes worldwide, we are able to deliver our equipment at a very competitive price level.

We work from a partner perspective with our customers, through a personal approach. By maintaining close dialogues with clients, we are committed to find technical solutions, with the dedication to deliver them as turn-key projects.

We are proud to have earned a reputation among shipbuilders and fleet operators around the world as a supplier of robust and reliable equipment.

High reliability and compact design are a must in harsh weather conditions as oftenly encountered during vessel operations.

Our closed gearboxes, sealed with water & leakage proof materials are designed to prevent spills, rust due to water spills and other weather based problems.

Our engineers, with their know-how and love for the product bring you the best solutions to fit your requirements and make sure they guide you through the entire process alongside our project managers, production team and of course our After Sales & Commisioning teams worldwide.

The following pages present and example of each type of offshore solution we can provide. There are no limitations regarding our design or production capabilities.

## OUR OFFSHORE SOLUTIONS





# OUR MOORING SYSTEMS

- DESIGN: Custom
- PULL: Up to 350 Tons
- BRAKE: Up to 650 Tons
- DRIVE: Electric | Electric-Hydraulic | Diesel
- CONTROL: Integrated control & monitoring for the entire mooring system  
Fully automatic
- OTHER: Complete with DP control



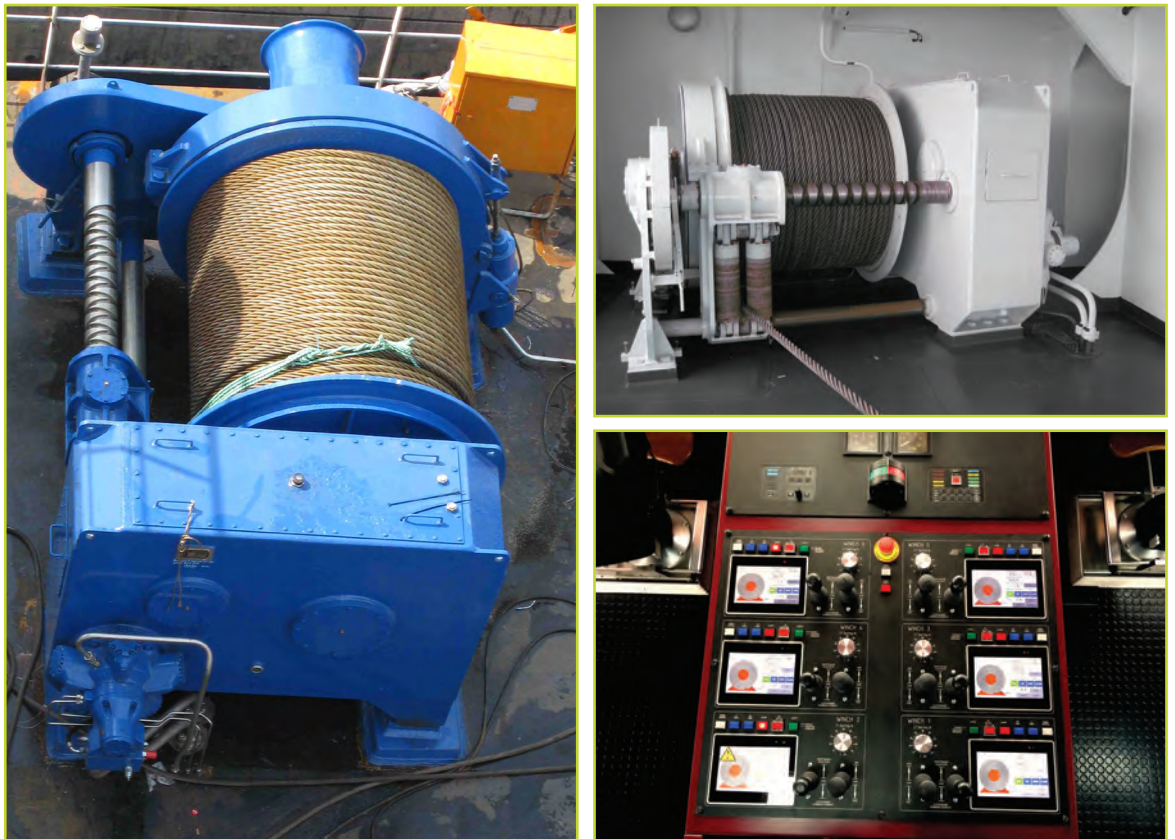
# OUR MOORING SYSTEMS

DMT Mooring Winches are very suitable for vessels which require multiple-point mooring applications for their scope of work. Our Mooring Winches are 100% custom built and are therefore tailored to the exact mooring needs of vessel owners and operators. They find a partner in DMT that takes full responsibility to deliver the perfect solution.

DMT Mooring Winches are installed on several vessels operating in the Northern European offshore industry. DMT works on a turn-key basis acting as sole contract partner to ship builders and vessel operators for the delivery of complete mooring solutions. To realize the best mooring configurations, we often cooperate closely with naval design bureaus in the earliest stages of a project. Our engineers frequently team up with naval architects, to include our CAD-design in deck arrangement plans and stability calculations.

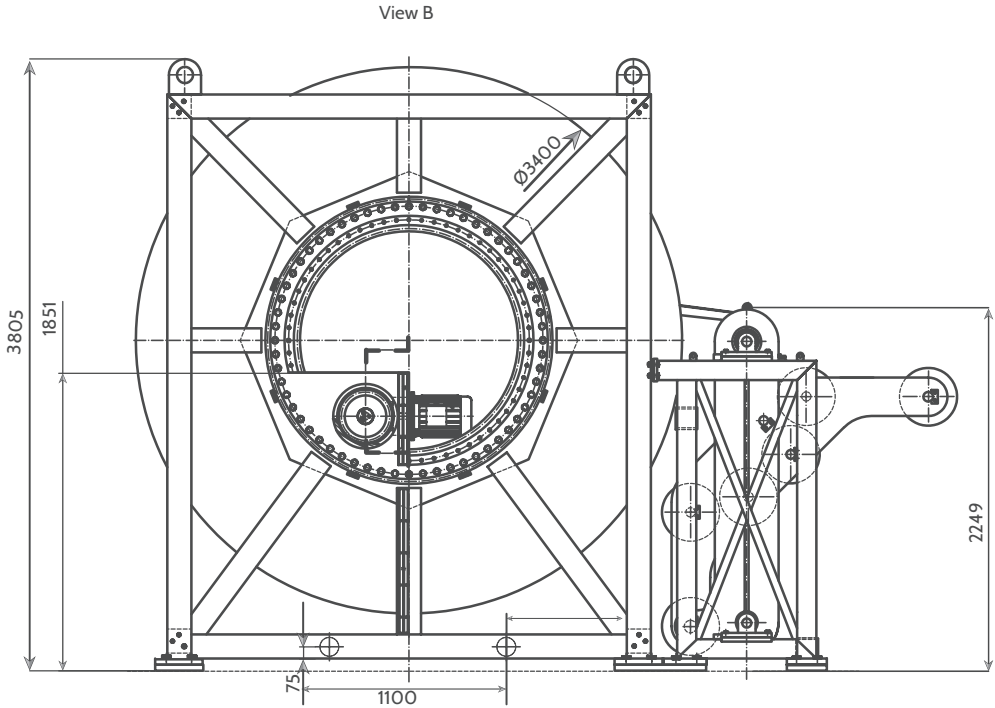
With our turn-key mooring solutions we take responsibility for the entire system. This means we provide all necessary components, from the power packs in the engine room(s), all the way up to the anchors at the end of the lines. This includes the control stations on the bridge, the local stations on deck and all the required measurement and signalling electronics.

DMT mooring systems can be made in hydraulic and electric variants, with force and length measurement, constant tension operation and site vessel manoeuvring programs included in the software.





OUR  
HOSE REEL WINCHES



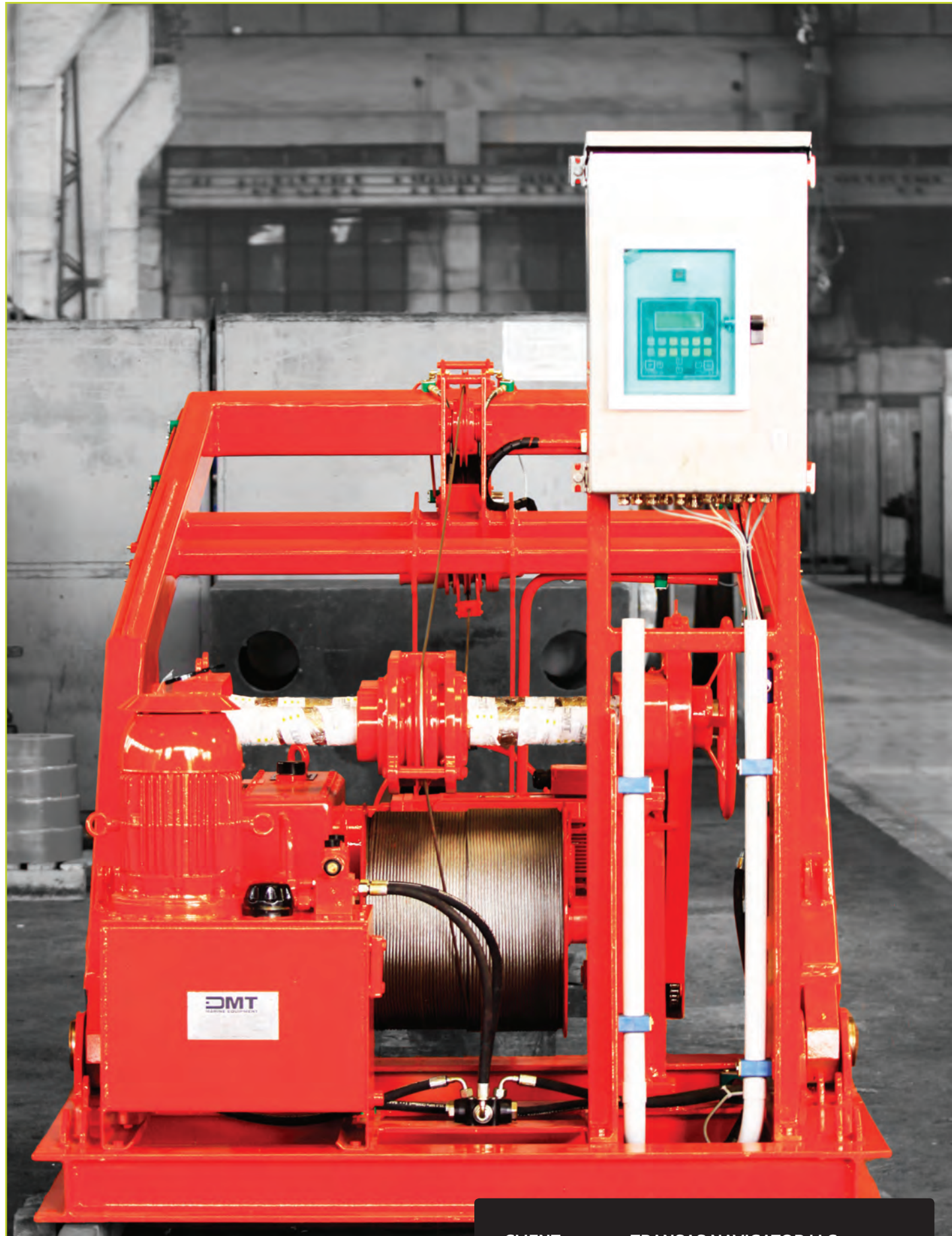
**DESIGN:** Custom | NO limitations for the size  
**USE:** Medium transportation  
**DRIVE:** Electric | Hydraulic | Diesel  
**OTHER:** Complete with hose of any type\*

The cooperation with our suppliers allows us to provide even the most sophisticated solutions according to the client`s specific request.



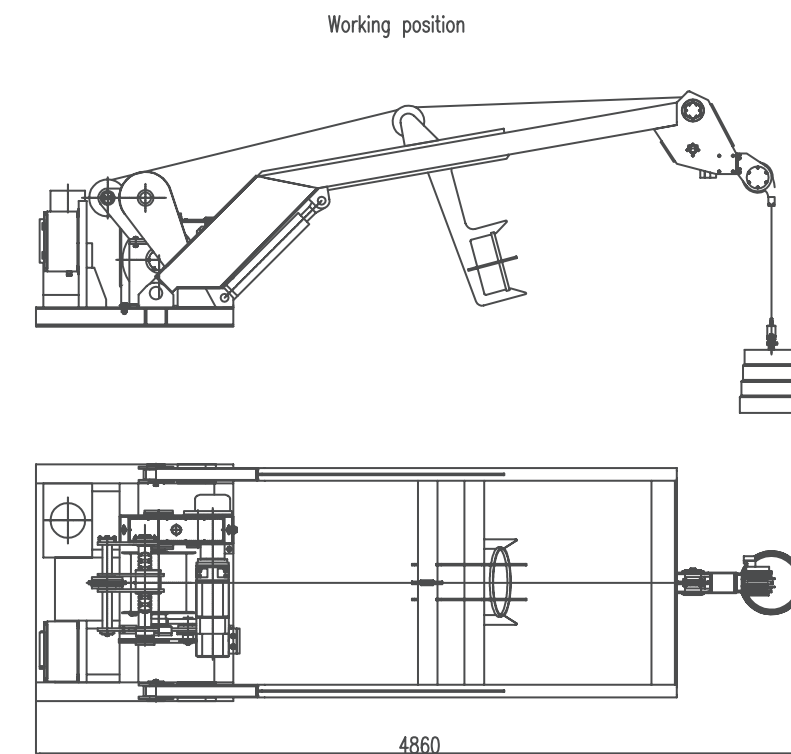
**CLIENT:** BUMI ARMADA  
**VESSEL:** SHALLOW WATER BARGE  
**USE:** OFFSHORE





CLIENT: TRANSAS NAVIGATOR LLC  
VESSEL: MULTIPURPOSE SALVAGE VESSEL

## OUR MEGA GUARD TAUT WIRE POSITION REFERENCE SYSTEMS



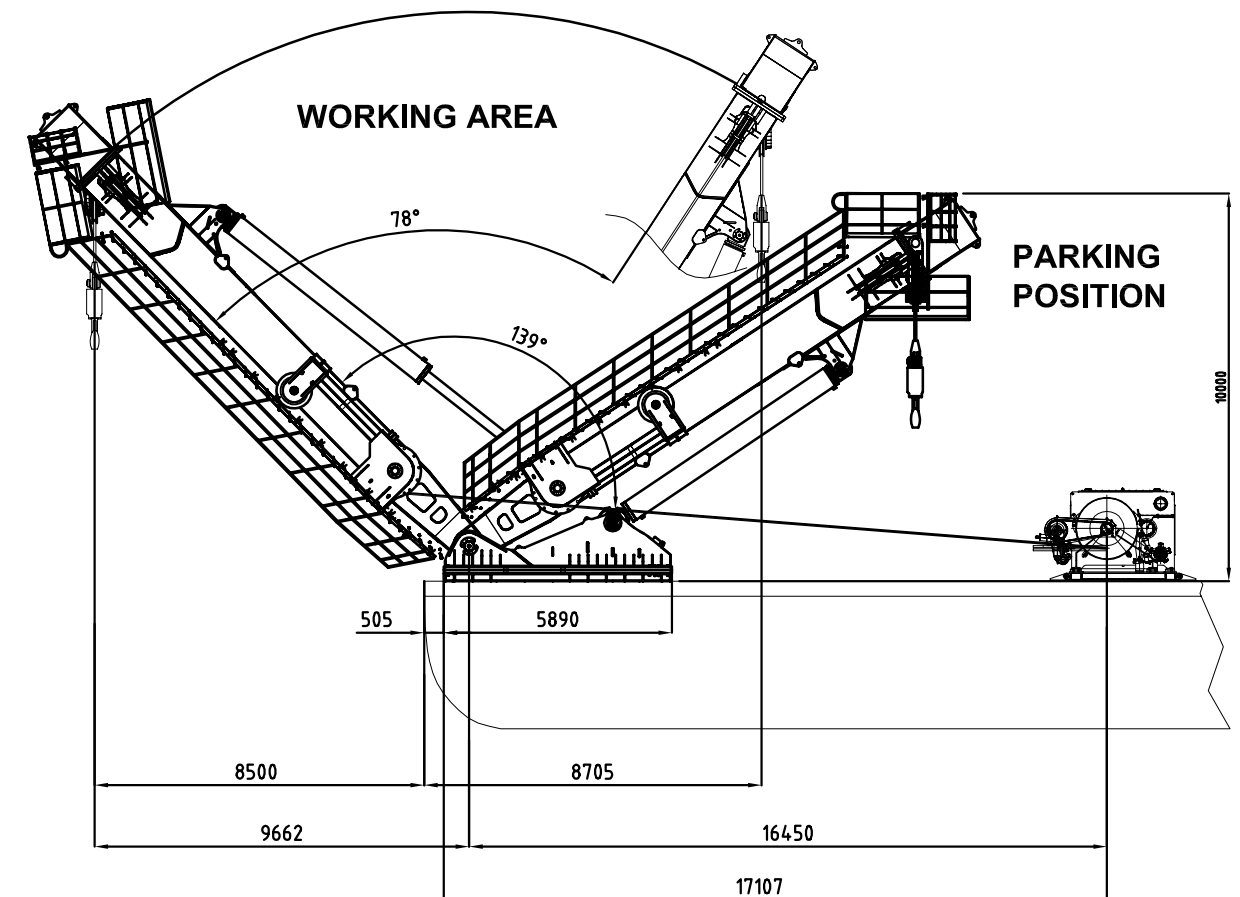
DESIGN:	Standard
PULL:	N/A
BRAKE:	N/A
DRIVE WINCH:	Electric drive for the winch
DRIVE A-FRAME:	Electric   Hydraulic
CONTROL:	Included   Fully automatic
OTHER:	DP system on request





CLIENT: BUMI ARMADA  
VESSEL: SHALLOW WATER BARGE  
USE: OFFSHORE

## OUR A-FRAMES



SWL: 60 t at 8.5 m (Outboard) / 60 t at 8.7 m (Inboard)  
 WORKING CONDITION: Offshore/Subsea  
 DYNAMIC FACTOR: 1.3 (Offshore calm water)  
 DYNAMIC FACTOR: 1.7 (Subsea)  
 MAX. HEEL / TRIM: 2° / 5° (Offshore calm water)  
 MAX. HEEL / TRIM: 3° / 6° (Subsea)  
 MAX. WORKING RADIUS (Outboard): 8.5 m  
 MAX. WORKING RADIUS (Outboard): 8.7 m  
 CERTIFICATION: DNV  
 DESIGN TEMPERATURE: -20 °C to +45 °C  
 ZONE CLASSIFICATION: safe zone  
 ATMOSPHERE: high in salinity up to 100% humidity

DMT MARINE EQUIPMENT produces a wide range of A-FRAMES designed to perform a multitude of offshore operations from offshore load handling to launch and recovery. The A-FRAME can be designed to include any specifications and can be adapted to any environment working conditions. The system is designed and produced in compliance with international rules and regulations and is certified by the desired Classification Society.



## OUR AIR WINCHES

## CABLE DRUM OPERATION

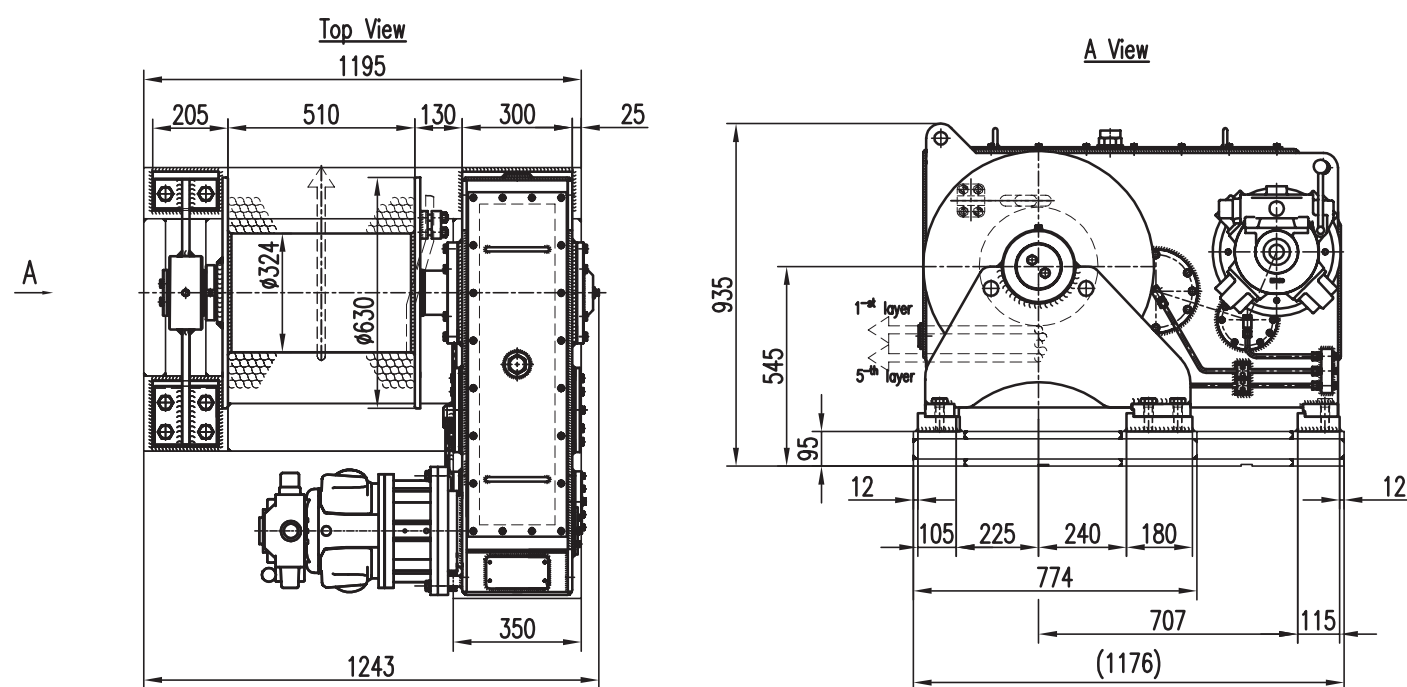
STEEL WIRE ROPE  
STORAGE CAPACITY  
NOMINAL PULL / 1st LAYER  
NOMINAL SPEED / 1st LAYER  
NOMINAL PULL / 3d LAYER  
NOMINAL PULL / 3d LAYER  
BRAKE HOLDING FORCE / 1st LAYER

Ø 22 mm  
 150 m / 5 layers  
 50 kN  
 0 ÷ 9,7 m/min  
 41,5 kN  
 0 ÷ 11,8 m/min  
 100 kN

## DRIVE

ROTATION  
NOMINAL FLOW  
NOMINAL PRESSURE  
MAXIMUM PRESSURE IN SYSTEM

0 ÷ 1480 rpm  
190 l / sec  
6 bar  
8 bar







## OUR HPU

The Hydraulic power unit is a stand alone, plug and play product in a containerized structure.

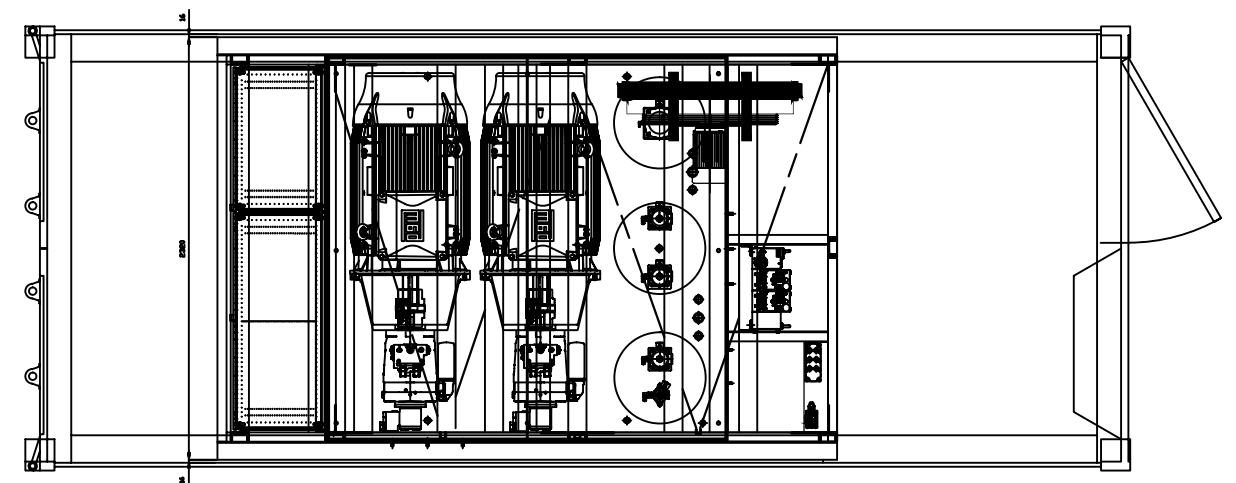
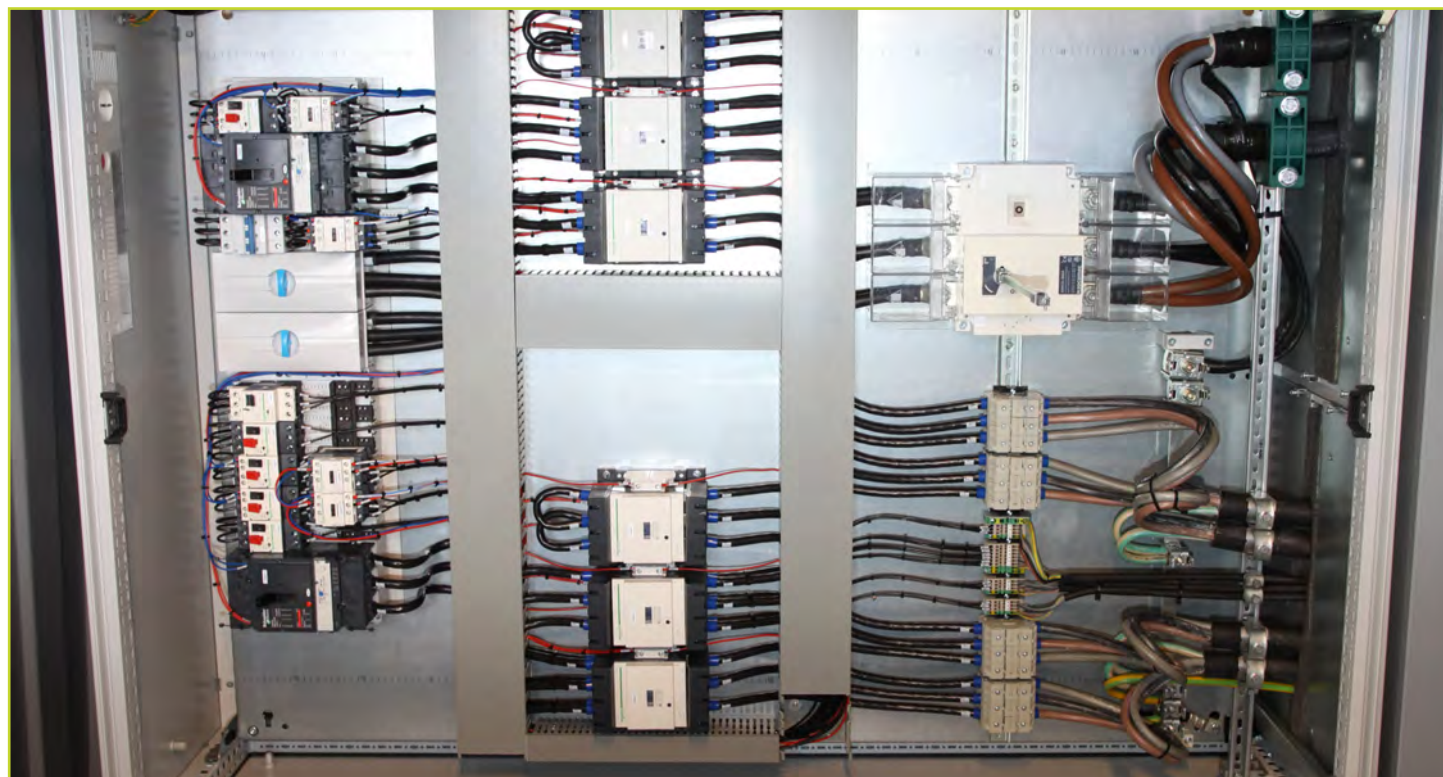
Technical data:

Maximum 300 bar with necessary flow of A frame total opening in maximum 6 minute.

Necessary flow and pressure for the winch : 460 L / Nominal pressure 200 bar

The HPU has the electronics integrated within, as a complete dedicated item housed in a containerized unit consisting of:

- Steel frame for the electric motors, mounted on shock absorbers
- 2 electric motors of 110 kW, 1485 rpm (at 50 Hz), maritime use, IP 56
- Power supply: 400 V / 50 HZ;
- Bell house and coupling
- Closed circuit pump (2 pc),
- Hydraulic oil reservoir approx. 3000L
- Level indicator (Low/Low-Low)
- Temperature indicator (T1 -T2)
- Return filter 10 mu, glass fiber elements
- Breather / filling cap (silica gel)
- Level gauge
- Industrial pressure transmitter 0-420 bar / 4-20 mA
- Air cooling of the hydraulic oil
- Manual control of the winch and hydraulic cylinder
- Antishock valves for smooth operation of the band brake and disc brake





## OUR BUOYS



DMT MARINE EQUIPMENT delivers buoys for offshore puproses which are produced according to the client`s documentation and specific requirements.

The buoys are suitable to be anchored (stationary) or allowed to drift along the sea wave. Their construction is in high-quality steel grades including the ones of naval use with a thickness bigger than 10 mm.

The diameter of the buoys can be from 1 meter to 3 meters. The internal structure has a solid reinforcement and the coating is according to the client request.

The main characteristics of the buoys we deliver are high shock resistance and stability as well as the benefit of providing a long service life working under harsh marine conditions.





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