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INTERNATIONAL SALES MAGAZINE

JANUARY - FEBRUARY 2019

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MONITORING  
EVOLVING PRODUCTS,  
PROVEN PERFORMANCE**

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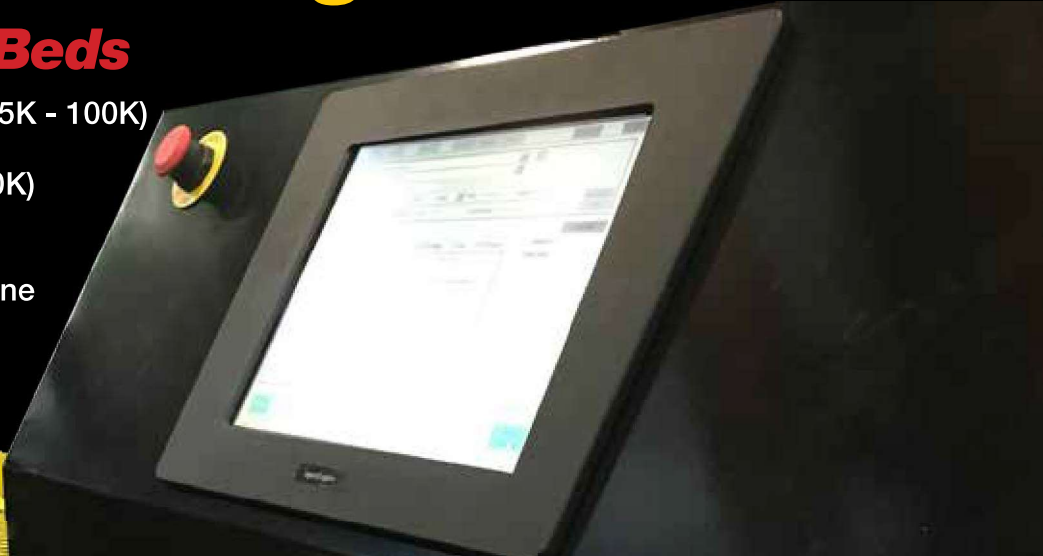
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# DYNAMIC LOAD MONITORING

## — EVOLVING PRODUCTS, PROVEN SERVICE

BY: MIKE CHALMERS

### Based in Southampton on the south coast of the UK,

Dynamic Load Monitoring Ltd. (DLM) specializes in the design, manufacture, repair, and calibration of load cells and load-monitoring equipment.

Successfully supplying load cells and equipment to industry for more than 20 years, DLM has proven itself an industry leader in finding solutions to countless load-monitoring requirements. To that end, the company is known around the globe for its high-quality, reliable standard product range—a testament to DLM’s expert team of in-house engineers who’ve made their name designing load cells and load-monitoring systems for wide-ranging applications, while working closely with clients, from project inception to completion and even installation.

DLM’s expertise lies in the ability to custom-design not only load cells, but also load-monitoring

and electronic systems to clients’ exacting requirements. Approved to ISO9001:2008 (quality management system), ISO14001:2004 (environmental management system), and OHSAS 18001:2007 (health and safety management system), DLM also leads the world in the design and manufacture of shear pin load cells to the offshore and subsea industry. In fact, the company’s engineering team combines over 50 years of design experience across a range of industries, including the above offshore and sea sectors, as well as lifting, oil, gas, and industrial.

Started as a family business in 1994, DLM was sold in 2009 to present owners, father and son team Jeff and Martin Halford. “The company was originally developed to service the local offshore cable laying and lifting and rigging industry,” said Martin Halford, who now serves as Managing Director. “We’ve grown significantly under the new management, now supplying load cells, load-monitoring systems, cable working equipment, and other services like calibration and offsite engineering—to clients around the world.”

Within the aforementioned range of industries served, Halford indicated that DLM is a cut above with regards to the variety of products it’s able to offer to customers within those industries. “An example would be our custom load pin used to measure shear forces in OEM

A DLM Running Line Monitor





Jeffrey and Martin Halford, the father and son team leading DLM.

equipment. In particular subsea, cranes and sheaves. “This product makes use of our design capabilities.”

He added, “We have the unique ability to design and manufacture bespoke load-monitoring systems, and have successfully completed several large load-monitoring systems on offshore vessels—and in doing so, we sent our own offshore-trained engineers onsite to install and commission.”

## BUILT TO EVOLVE

In terms of evolution, DLM has invested heavily in expanding its engineering expertise in recent years—with a view to developing unique and innovative products (like datalogging tensile link and PLC system designs). “We’re extremely focused on custom design—not only load cells, but also load-monitoring and electrical systems,” Halford maintained. “Our multi-skilled ‘DLM Design’ engineering team consists of electronic, mechanical, and systems engineers with over half a century in combined design experience in a multitude of industries. Internationally, we enjoy both distributors and customers around the world—with, currently, eight distributors in UAE, North America (DLM distributes through the U.S. via Chant Engineering), Singapore, Nigeria, India, Denmark, Australia, and Poland.”

## “WE’RE EXTREMELY FOCUSED ON CUSTOM DESIGN - NOT ONLY LOAD CELLS, BUT ALSO LOAD-MONITORING AND ELECTRICAL SYSTEMS.”

DLM has recently applied additional focus on expanding its offering in exceedingly business-friendly South East Asia. “Working with our distributors in the region, Talurit Pte Ltd., based in Singapore, we’ve setup a local calibration facility—allowing us to offer local load cell calibrations to clients in and around the region,” Halford pointed out. “On from this, we’ve also completed several large load-monitoring projects for offshore vessels located within the oil and gas industry in the Asia Pacific region.”

Offshore and Subsea—a segment the company agrees is constantly growing—plays a significant role on the DLM offering sheet, as well. “We do specialize in the design and manufacture of load pins—in particular, the type used for subsea applications and offshore use,” said Halford. “We have a design team in place who are able to look at a client’s load-monitoring requirements on a structure or vehicle and design a suitable load pin—considering the surrounding environment, applied loads, and mechanical /electrical constraints.”

“And we have hydrostatic pressure-test facilities, so all subsea load pins are pressure tested before dispatch and assigned a pressure rating based on their design parameters and operational depth. Such applications for the load pins we manufacture are Pipe Lay Stinger Load Monitoring, Subsea Trenching Vehicles, CALM Buoy moorings, Sheave Load Monitoring, and many more.”



DLM's new TW-3.0 wireless handheld.

## STAND OUTS

Two particular products stand out even among the hefty product roster for DLM: the Running Line Monitor (RLM) and TW 3.0 electronics. Halford specified that the RLM is another product predominately used for the offshore industry—when laying cable and winch operations.

“It’s used to measure tension on a rope passing through its three wheels; it will then record the line tension and feed back to a display,” he said. “RLM’s robust and rugged design makes it the industry’s leading line tension monitor, designed to stand up to the rigors of the offshore environment. It’s easy to rig—the design allows for quick setup, installation, and servicing. It’s lightweight, with a machine flat-plate design, and can be supplied with various diameter wheels to suit particular rope diameters.”

Halford also pointed out that DLM has spent two years developing the TW 3.0 electronics—to work specifically with our whole range of products, while ensuring that it has all of the features required for multiple industries in a single unit. “The TW 3.0 has taken the technology you would normally see in a PLC, or instrumented system, and packaged it all into a single, small, wireless display which can be paired with tensile and compressive load cells ranging from 1t to 500t with a long battery life,” said Chris Scrutton – DLM’s Technical Manager, who developed the TW-3.0.

Available for purchase and/or hire in the UK (since December) and the U.S. (via Chant Engineering, very soon), the TW 3.0 electronics are wirelessly connected to a handheld display with a range of up to 800 meters. The handheld displays the load, alarm at a customizable set-point, stores all load readings to a USB stick, or provides a serial RS232 or 0-5V analogue output for connection to a PC or PLC.

“All features are fully customizable and can be configured to display up to twelve load cells on a single handheld display,” emphasized Scrutton. “Additional to



**“THE TW 3.0 HAS TAKEN THE TECHNOLOGY YOU WOULD NORMALLY SEE IN A PLC, OR INSTRUMENTED SYSTEM, AND PACKAGED IT ALL INTO A SINGLE, SMALL, WIRELESS DISPLAY...”**

load monitoring the handheld can also display an output from pulse/encoder, which allows for easy measurement of speed and distance for multiple applications. The handheld will allow the user to insert custom math equations to combine weights, create an average reading, factor in angles of load, and much more.”

Of note, Scrutton underscored: the TW 3.0 utilizes technologies and methods from other industries—for example, the screen is bonded using the same methods used in most smart phones.

Team members at Chant Engineering, the exclusive North American distributor and calibration facility for DLM products, echoed the U.K. manufacturer’s excitement about the new product. “After speaking with Martin (Halford) at DLM about all of the new features and benefits of the TW 3.0 handheld, I am confident that our customers will be very excited about this newly designed product. Even though our customers are currently happy with the existing DLM products, this new handheld offers better technology and greater reach than any other wireless unit currently on the market.” said Christi Chambers, Marketing Coordinator at Chant Engineering.

She continued, “We believe the TW 3.0 will definitely set the trend for the next generation of handhelds. We stock DLM’s products in our Pennsylvania facility for quick ship to our customers and each load link can be customized with the customer’s logo.”

Chambers noted that DLM products have developed a strong reputation with their customers. “We’ve been introduced to the DLM line of products in recent years and we have been very happy with both their results and performance. As always, the level of expertise and service we receive from Chant is exceptional.” said Bruce Yoder at American Rigging. ■



DLM became full members of LEEA (the Lifting Equipment Engineers Association) in 2018.

*For a comprehensive look at DLM’s full catalog of products and services, check out [www.dlm-uk.com](http://www.dlm-uk.com).*