





## **Situation**

Universal Pressure Pumping provides cementing, nitrogen and acidizing services. In addition, the company offers hydraulic fracturing, or fracking, a practice that is gaining popularity as demand grows for natural gas. This technique releases petroleum and natural gas by drilling into reservoir rock formations deep underground.

Universal Pressure Pumping uses computers at well sites to monitor various chemical flows, sand gels and blenders used in the drilling process. These computers are mounted into trailers or vans outfitted with multiple monitors, satellite communications devices and generators. The vehicles remain on site for up to a month.

In late 2010, Universal began looking for a better way to mount and protect the computer equipment that is stored in these vehicles. It identified FoxGuard – whose computer equipment for harsh conditions is ideal in situations where dirt, dust and grime are prevalent – as a possible supplier. Wanting to see the rigors the company's solutions could withstand, Universal engineer Ernest Lee visited FoxGuard's headquarters in Christiansburg, Va.



## **Solution**

Satisfied with what he saw of FoxGuard's engineering and production departments, Mr. Lee worked with the FoxGuard team to outline project parameters. The tough environmental conditions the computer equipment is exposed to led FoxGuard to recommend a rackmount enclosure solution made of heavy-gauge steel. Starting with a basic rackmount enclosure design, the FoxGuard engineering team added shock absorbers, an air circulation management system, EIA rack mounting, and a cable management system for three computers.

Pictured left are the custom rackmount enclosures FoxGuard designed for Universal. Features of these units include: shock absorbers, an air circulation management system, EIA rack mounting, and a cable management system for three computers.



Universal was pleased with the proposal and began the procurement process. As sometimes happens, though, several project requirements changed along the way. Mr. Lee said that he appreciated the flexibility that FoxGuard showed by making design adjustments. "If there was a need for an additional feature, FoxGuard provided a timely solution," Mr. Lee said.

## **Continuous Quality**

"The products from FoxGuard provide us with a solution to the key issues we were experiencing," Mr. Lee said. "FoxGuard has saved us considerable time and money that would have been lost if we had tried to develop our own solution."

"FoxGuard showed us that no problem is too big to solve." -Ernest Lee

Now, at well-monitoring sites throughout the country, the enclosures continue to operate with no hiccups. "We demand a lot from our equipment," Mr. Lee said. "FoxGuard showed us that no problem is too big to solve. Even today, after time in the field, the interior of the enclosures are clean. We would definitely recommend FoxGuard to others."

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