

July 2013

American Cattlemen[®]



THE FUTURE OF FENCING

Innovative product line
moves wire fence construction
and repair into the future

BLACK CAT POST POUNDER

Fencing has always been hard work and if you raise livestock... you need fences. Necessity is the mother of invention which has opened the doors of always trying to build a better mousetrap. Fighting the economic demand of raising livestock requires having the proper tools to fight those demands.

The rising cost of labor, contract services and value of time have driven technology in the fencing industry. Driving fence posts have become a common sight and have challenged the age old ways of digging, augering, backfilling and tamping posts into the ground. These factors were motivators for Production Energy Services to develop the "Black Cat Post Pounder" over 14 years ago. Since then sales have grown to having customers in 30 U.S. states and Mexico.

Production Energy Services which has been involved in manufacturing of several oilfield related types of equipment such as natural gas compressor packages, wireline units, capillary units and well test equipment, was encouraged and inspired by a well known South Texas ranch supply company to fill a need in the huge fencing industry. There were fences everywhere. There were fence builders in every community and a great potential for a better product. After a year of researching and development of the first models, the Black Cat Post

Pounder found its way into a recognized market to both commercial fence builders as well as end users in the likes of independent ranchers, property owners and livestock and game managers.

Economics is probably the biggest argument to these changes. Inflation includes cost of labor, material and the overall cost of doing business have put demands on

everyone. If you can't justify things economically, you generally can't justify it. Even finding an easier way of doing something which has selfish implications has an economic value.

The technology which was not new that was used by Production Energy Services was a cable over



hydraulic system which has proven itself to be successful and effective. The beauty of this system is utilizing a hydraulic cylinder to accelerate lifting a drop weight by



cable through a series of pulleys and having the ability to control the drop impact onto a post to affectively drive it into virgin ground to a desired depth without damaging the post. The drop weight does not hit the post directly but hits a beam guided pounding cap that controls the top of the post. The operator has control by the use of a hydraulic control handle of how often and how hard to hit the post to drive it to the depth he or she wants. A safety feature is made note of that if the operator hand slips off of the handle, the drop weight will stop in mid-air. The beam that the drop weight rides up and down also is utilized to align the post. There is typically a window of opportunity (up to 24 inches) to align the post. If the post tends to go crooked, the operator can simply line it back up with the beam and keep pounding. The Black Cat Post Pounder is offered in 10' and 16' beam heights for varying lengths of posts. Posts that can be driven have been both wood and pipe. Our units can be mounted on conventional tractors as well as skid steers utilizing a heavy duty skid steer adapter.

Commercial fence builders are a great market. They have found benefits by driving posts by lessening labor costs which have increased profit margins. The time savings compared to drilling, augering, backfilling and tamping have created competitive edges for their business. It must also be noted that there is a tax incentive to purchase depreciable income producing equipment.



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Independent ranchers have found benefits by having their own equipment. They can control their operating costs. They can do fence work at their time when they have time. I think typically ranchers are independent, self reliant individuals who are self starters and have to be problem solvers and bottom line people. Finding people who want to or will work is a wide spread problem. Having the right equipment makes what people who are available to get the job done more efficient.

Game fencing has been a huge market. The Black Cat Post Pounders offers 16' beams for high fence. This market is somewhat of a no brainer to drive posts because often 8' fences had to be installed using cement for stability and was more labor intensive. Having the ability to drive posts gives you the opportunity to drive deeper which creates more stability and a stronger fence.

Other markets for the Black Cat Post Pounder have been security fencing, highway guard rail contractors, and building contractors. We have seen our drivers mounted on barges for pier, docks and bulkhead installations. One customer mounted our unit on a Snow King to be used to build snow barriers for the building up of snow for a ski resort.

Again a reminder of how important fencing is and of the hard work that is involved, the Black Cat Post Pounder is not the answer-all but is designed to make fencing easier.



Black Cat Post Pounder



Black Cat Post Pounder

The one person fence post driving system.

The Black Cat Fence Post Pounder is truly a one person fence post driver system. It can drive cedar, pine, t-post, and pipe all into a mixture of ground conditions. There is no more drilling, digging or tamping post in the ground, the Black Cat Pounder does the work for you. It mounts easily on tractors or skid steer loaders.

The Black Cat Fence Post Pounder is designed to reduce operational cost and increase profits. In today's world labor is often the most expensive and least efficient expense a business can have and any tool that contributes to the efficiency of labor becomes a recognizable value. The Black Cat utilizes a 550 lb. Pounder that is lifted and released by a hydraulic over cable system designed to maximize the energy required to pound straight posts into many different soils without having to drill, set or tamp.

Production Energy Services

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