

## Major Producer Standardizes on Cyclops Plunger Arrival Sensor

### **PROBLEM**

A major producer in the San Juan Basin was faced with recurring costs of replacing thousands of arrival sensors every year because of failures. Even when the sensors were working, they would routinely miss arrivals, which affected the production. They ran a detailed study to compare all of the available plunger arrival sensors to see which was the most accurate and reliable to help reduce their costs.

### **RESULTS**

The producer was able to eliminate all sensor failures and detect 100% of plungers on every one of their wells. This not only reduced equipment costs, but also reduced downtime and employee labor costs. The overall reduction in costs and increase in production paid for the Cyclops almost immediately. A SCADA & Automation Specialist employed by the producer who was involved in the evaluation noted, "The Cyclops will be part of the standard install package in the San Juan Basin."

### **SOLUTION**

The Cyclops was one of the many sensors that was evaluated as part of this project. It came out ahead of the competition by leaps and bounds. It was not only the most accurate and most reliable (life expectancy of 10+ years), it was also the only one with adjustable sensitivity, advanced real time debugging, and immunity to cathodic protection. The only hiccup was that the Cyclops was certified to a higher standard (Class I Zone 0/Div 1), which would have required additional protective components to be installed by the producer. ETC worked to dual certify the product so that installation inside the Class I Zone 2/Div 2 was allowed without any other protective components.

### **ABOUT EXTREME TELEMATICS CORP.**

Extreme Telematics Corp. (ETC) is a Canadian engineering firm specializing in low power controls and sensors for hazardous locations. Celebrating 15 years in business and innovation in 2016, ETC started out in 2001 to deliver certified plunger lift controls that would operate reliably in Canada's often harsh conditions. Today, ETC plunger lift controls and sensors dominate the Canadian market, and are already the top choice for major producers in the United States. In addition to the Cyclops plunger arrival sensor, ETC's plunger lift product line includes the ALiEn<sup>2</sup> plunger lift controller, and the recently released Sasquatch plunger velocity sensor.

