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CASE STUDY
AMAROK

How AMAROK Leveraged AttaBox Series Enclosures to Transform Perimeter Security

In the high-stakes world of perimeter security, AMAROK discovered that upgrading a simple enclosure could unlock major gains in efficiency, performance, and customer satisfaction.

AMAROK, a prominent North American company specializing in electric fencing and other perimeter security solutions, has built its reputation on providing innovative systems that deter theft and unauthorized access. Operating in diverse and challenging environments ranging from high-traffic logistics hubs to remote solar farms, AMAROK layers electric fencing with custom solutions like video surveillance and monitoring, gate access technology, lighting, and more to enhance property security. However, AMAROK faced a recurring problem with the enclosures they used to house batteries and sensitive equipment.

"We were quickly impressed by the versatility and modularity of the enclosures."

Addressing Weight, Functionality, and Installation Issues

Before switching to Stahlin's AttaBox Series, AMAROK utilized typical, off-the-shelf metallic enclosures that were inflexible and often difficult to use.

According to Nathaniel Neumayer, Production Manager at AMAROK, "We were using little gray junction boxes that were heavy and sometimes mounted as high as 20 feet in the air. It would take eight screws to remove the cover, and sometimes the seal would stick so you couldn't get it open."

Karl Heinmiller, Senior Mechanical Engineer, added, "And because there was no dedicated mounting capability inside those boxes, attaching equipment meant drilling through the sides or the back of the box. Not only did that lead to sealing issues, but it also caused problems with installers in the field having trouble finding mounting points on the box without hitting our equipment."

The inefficiencies of these enclosures not only slowed down production, but also increased costs related to labor, shipping, and maintenance. AMAROK needed a solution that could address these issues while meeting stringent environmental requirements.

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Increasing Installation Efficiency with AttaBox Enclosures

The turning point came when a rep introduced the team to the AttaBox series of enclosures. They provided samples of the polycarbonate enclosures, which immediately caught AMAROK's attention.

Sean Moening, Vice President of Product Management at AMAROK, recalls, "We were quickly impressed by the versatility and modularity of the enclosures. It's a better-performing product, easier and more efficient for us to work with. And it looks better on our customers' sites."

Neumayer echoed this sentiment: "Once we had AttaBox in our hands, I realized we could build our kits much faster. We can install our equipment onto a back plate, drop it into the enclosure, four screws and we're done. Plus, the enclosures have a hinged, latched cover, which makes it easier for our technicians to work inside."

"The enclosures [...] make it easier for our technicians to work inside."

Why AttaBox Was the Best Solution

While the AMAROK team quickly came to appreciate the enclosure's ease of use and time saving abilities, they also discovered additional benefits:

Versatility

"There are so many sizes, and even within each size there are a lot of options for modifying the interior space for maximum use. Whether we use back plates or the T-slots on the sides that allow you to add layers, it's just a really versatile product."

- Heinmiller

Durability

"Our systems deal with a wide range of weather events and terrain, everything from asphalt to sand in places from Hawaii to Alaska. Weather and corrosion weren't friendly to our previous enclosures, but AttaBox enclosures are corrosion-resistant and UL listed, so they hold up far better."

- Moening

Aesthetic Appeal

"AttaBox enclosures are sturdy, good-looking boxes, and that's what our customers notice. The towers on-site with AttaBox installed look much better compared to the utilitarian gray junction boxes we used before."

- Heinmiller

Wireless Compatibility

"Our kits include wireless communication equipment. When we were previously using metallic boxes, wireless signal couldn't get through, but with the polycarbonate material, it passes through seamlessly."

- Neumayer

Lightweight Material

"The lighter weight of the enclosures was a huge deal for us because of how much we pre-prep the boxes. They're so much lighter, but they're still really robust. That helped us save a lot on shipping costs."

- Heinmiller

"Working with their engineering team was great. They understood our business and made adjustments to their product to fit our needs."

Collaboration and Innovation

AMAROK's collaboration with Stahlin has grown beyond simply sourcing high-quality enclosures. By leveraging Stahlin's engineering expertise, AMAROK has been able to tackle unique challenges and enhance their product offerings. One example of this extended partnership is AMAROK's request for a universal mounting solution, which highlights how Stahlin's innovative approach addressed their specific needs.

"Recently, we requested a universal mounting kit for various-sized boxes after field feedback showed teams were adding Unistrut that didn't fit our standard spacing," Heinmiller explained. "While this worked, using smaller boxes with normal kits required multiple Unistrut, which wasn't ideal. We reached out to [Stahlin], and worked with their engineers, and they came up with a brilliant universal bracket that fits our standard spacing. It allows us to use a wide variety of box sizes while adhering to our tower build specs. We found that really exciting."

"Working with their engineering team was great," continued Moening. "They understood our business and made adjustments to their product to fit our needs. Their support went a long way for us."

Conclusion

AMAROK's partnership with Stahlin has transformed more than just their approach to enclosures—it has enhanced their overall operational efficiency and ability to innovate. By addressing critical issues such as weight, durability, wireless compatibility, and installation challenges, AttaBox enclosures have become an integral part of AMAROK's perimeter security solutions. Beyond providing high-performing products, Stahlin's willingness to collaborate on custom solutions, such as the universal mounting kit, demonstrates their commitment to understanding AMAROK's unique needs and delivering tailored innovations.

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