



DEPARTMENT OF THE ARMY  
US ARMY GARRISON  
DIRECTORATE OF INFORMATION MANAGEMENT  
1422 SULTAN DRIVE  
FORT DETRICK, MD 21702-5020

REPLY TO  
ATTENTION OF:

August 3, 2007

Information  
Management

AdvanceTec Industries, Inc.  
1150 N. W. 163rd Drive  
Miami, FL 33179

To Whom it May Concern:

Fort Detrick has an M/A-COM P-25 Trunked Radio System, using both M/A-COM and Motorola portable radios with nickel metal hydride batteries.

It only took four month before we started having battery problems. Batteries went from 10 to 12 hours of service to only lasting two to four hours. Some batteries were failing completely. We purchased a brand name top of the line conditioner for \$3,500.00. It was not user friendly. It would condition four batteries at a time and could take up to 72 hours to fully condition some batteries. Fort Detrick has over 500 radios and 1000 batteries. You can do the math on how many of these \$3,500.00 conditioners we would need not to mention the man hours involved to maintain our batteries for 24 hours a day, 7 days a week, 365 days a year use.

Fort Detrick Police, firefighters and emergency responder require at least eight to 12 hours of operation from their batteries. After a long duty day the last thing they want to do is battery maintenance.

The AdvanceTec charger/conditioner was the answer to our battery problems. The AdvanceTec charger/conditioners cost under \$100.00 each and will work on 110 VAC or 12 VDC. This saved the Army thousands of dollars in man hours, conditioners, and batteries. The AdvanceTec charger/conditioner repaired all my damaged batteries and restored their life cycle back to normal. Now reconditioning is being done simply by placing the battery in the charger/conditioner and at the end of the duty day and going home. We have installed a charger/conditioner in each vehicle so a fully charged and conditioned battery is always available.

I would like to thank everyone at AdvanceTec for their excellent product and service. Using their product has saved the Fort Detrick thousands of dollars and solved our battery problems.

Sincerely,

A handwritten signature in cursive script, reading "Michael J. Batt", is positioned above the typed name.

Michael J. Batt  
Fort Detrick LMR Manager