

## **What Our Customers are Saying...**

### **Mike McNeil**

FMC Marine Colloids (manufacturer)

"No one's complaining for a change, and I love that. With my personal radio, I only change the battery once a day and I'm a happy camper.

"The **ACT**ivators are doing well. The batteries are charged daily and we have no problems – it's gotten rid of battery memory. Now, when the batteries are charged up, they're charged for the day -- a 12-hour shift. This is a manufacturing plant that operates 24/7 with about 150 radios, so being able to depend on our batteries for a full shift is important. Before we got the **ACT**ivators, you might have had to charge a battery in the middle of the day.

"People here like them because it takes no time to charge up a battery and there's no memory. A number of the guys think they've got new batteries – they say they're working real well, they think they charge better. They can't tell the old batteries from the new ones. Most of the guys have turned in the old chargers, and they're sitting here in a box. I don't know what to do with them. We changed over because we had some issues around battery life and charge time, but not anymore. After we got such great results from our 50 Personal **ACT**ivators, we bought four **ACT**ivator VIs for our control rooms. *I absolutely would recommend the **ACT**ivators.*"

"Our dealer (Mike Gaulin and Charlie Foote from Coastal Communications) likes to keep us happy and I'm glad he recommended them."

### **Charlie Foote**

Coastal Communications.

"I want to do what's best for the customer, if we can save them a little money on batteries in the long run that a happier customer. Everyone we have sold to has been very happy with it,

We carry the **ACT**ivators as a service to our customers. Yes we probably are selling fewer batteries, but if the customer is happy, he'll stay with us because he knows that we're looking out for his best interests."

