



January 7, 2020

Maryland State Legislature - State Capitol  
100 State Cir.  
Annapolis, MD 21401

**RE: HB 261 - Support for statutory changes defining and regulating Battery-Charged Security Fences as an Alarm System**

Dear Assembly Delegate,

On behalf of Atlantic Lift Truck, I am writing to affirm our support for statutory changes to clarify Battery-Charged Security Fences as alarm system statewide.

Atlantic Lift Truck has been moving America's commerce through the mid-Atlantic region every day, since 1959. Located in the Baltimore area, our full-service dealership covers Maryland, including the Eastern shore, Northern Virginia, District of Columbia, West Virginia and Delaware.

Atlantic Lift Truck, Inc. defines itself by its exceptional and ethical business practices. Our company is committed to deliver only the best in quality forklifts, parts and service at the best possible value for each of our customers in the materials handling market.

To provide this high-quality service and product, Atlantic Lift Truck utilizes Battery-Charged Security Fences to protect and secure our site. It has been our experience that this perimeter security system is the most effective method to prevent criminal trespass and theft from our sites.

This clarity in statute is needed because the current lack of a clear regulatory structure has caused permitting to be inconsistent and inefficient. This in turn causes unreasonable delays or denials in permitting Battery-Charged Security Fences. Collaboration with local governments is also key to ensuring that the communities in which Battery-Charged Security fences are installed be protected and have the tools necessary to maximize public safety and deter theft.

I thank you for your consideration and respectfully request your support.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Glenn R. Baer', is written over a light blue horizontal line.

Glenn R. Baer  
V.P. & General Manager  
Atlantic Lift Truck, Inc.