

----- Original Message -----

**From:** [Brad Paul Giordani](#)

**To:** [Catto BGen William D](#)

**Sent:** Monday, October 31, 2005 10:45 AM

**Subject:** TWO LETTERS SENT TO MG NADEAU

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**October 31, 2005**

To: MG Nadeau, Commander, RDECOM

From: Brad P. Giordani, President

Subj: Clarification to my letter dated October 12, 2005

1. Since 1980, the Army has been lubricating and cleaning weapons with a Cleaner Lubricant and Preservative product called CLP. CLP is an all-in-one product that has undergone several Military Specification (MilSpec) upgrades during its 25 years.
2. Because of these mandated MilSpec controls for CLP and other MilSpec lubricants, no commercially available lubricant (in history) has ever been able to pass the MilSpec testing requirement. Because of this strict laboratory process, no other products were able to fairly compete with MilSpec CLP.
3. As a result, ARDEC has supported only MilSpec lubricants for Military weapons for the past twenty-five years. ARDEC has allowed only one specific MilSpec CLP lubricant (and its upgrades) to be approved for small arms and crew-served weapons.
4. To help protect our troops from being issued a product they don't trust, Militec, Inc. has shipped over 250,000 free bottles of MILITEC-1 since OEF. No one else has ever come close to providing this level of support to our troops. This is a fact.
5. As a result of 20,000 plus email orders and millions of dollars worth of MILITEC-1 requisitions by our troops, a five-year ID/IQ contract was scheduled for implementation by DSCR last March.
6. Out of nowhere, ARDEC directed DSCR to cancel the solicitation that would have allowed for the ID/IQ contract to become a reality. We were not notified of this cancellation until after it was final. Militec, Inc has had emergency war orders and its NSN's cancelled ten times since 1993 by ARDEC. No other company has ever been punished so many times with cause.
7. Because of Militec's unprecedented success with our troops, ARDEC is now saying, forget about the past twenty-five years of MilSpec regulations - allow other lubricants to replace MilSpec CLP on all weapon systems.
8. The reason for this twenty-five year flip-flop is obvious: Our troops have proven ARDEC wrong about CLP's effectiveness.
9. Even though ARDEC has finally realized (after 15 years of Militec criticism) their own CLP does not work properly, they are now insisting that any commercially available lubricant has to be better than MilSpec CLP. ARDEC's own SWAT report confirms this fact and it also counters the PEO report dated May 15, 2003.
10. Since Operation Enduring Freedom, Militec has been using the internet to post ARDEC's support for CLP. Since March 19, 2003, we have also used Militec, Inc.'s websites to be extremely critical of ARDEC canceling emergency war orders placed by all three commanders of the 3<sup>rd</sup> ID and others. In order to set the record straight, we have posted ARDEC's emails and other correspondence exposing their support of CLP on our websites.

11. ARDEC reinstated MILITEC-1's NSN's again on October 14, 2003. This caused DSCR to be continuously back-ordered on MILITEC-1. Militec, Inc.'s \$600,000.00 plus investment created a multi-million dollar demand for MILITEC-1 through DSCR in less than eighteen months.

12. DSCR has never received such a demand from our troops for a specific weapons lubricant. The amount of business transacted through DSCR will easily support this fact. Granting MILITEC-1's NSN's to CLP competitors is keeping our troops in danger and goes against ARDEC's strict 25 year old mandated policy.

13. If Militec, Inc. hadn't invested over \$600,000.00 in advertising free supplies through DSCR, thereby single-handedly creating a huge demand for MILITEC-1, ARDEC would not have granted a new competitor, in record time; our five exact NSN's and awarded them \$250,000.00 in recent contracts calling for MILITEC-1.

14. This entire situation could have been avoided if ARDEC would have followed the existing rules and awarded new competitors, with different formulas, their own National Stock Numbers. This way a supplier can be rewarded for their own hard work, instead of intercepting orders, from a market, that was solely created through investment of others.

15. However, the critical point is this; our troops should never receive a substitute product for use on their weapons that they have never used before. For the past twenty-five years ARDEC has been saying the exact same thing about the dangers of using other weapon lubricants. Since our troops finally proved ARDEC dead wrong, they are now telling our troops just the opposite of their strict twenty-five year old MilSpec mandated regulation that is firmly established in all their manuals.

We will continue to support our troops, free of charge, for as long as they call upon us for help.

Brad P. Giordani

Email copy to: BG. Catto, Commander, MarCorpsSysCom

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