

LETTERS TO THE EDITOR

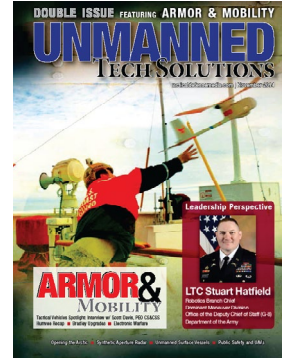
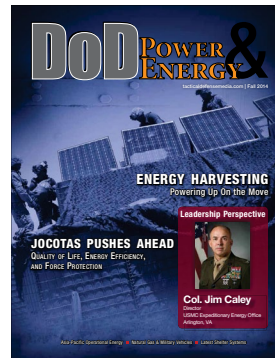
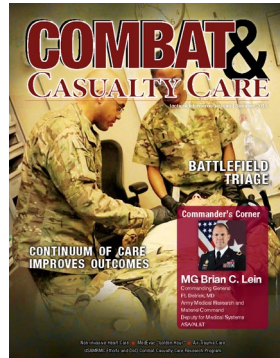
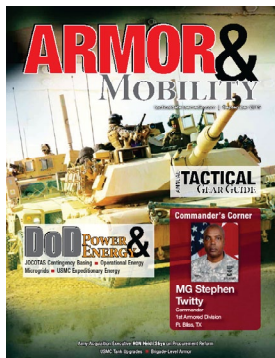
ARMOR & MOBILITY
A Tactical Defense Media Publication

COMBAT & CASUALTY CARE
A Tactical Defense Media Publication

DOUBLE ISSUE SECURITY & BORDER PROTECTION CST & CBRNE SOURCE BOOK

DOD POWER & ENERGY
A Tactical Defense Media Publication

UNMANNED TECH SOLUTIONS



Good morning Sonia,

This is the first response Zanfel has received from the recently launched advertising initiative with Tactical Defense Media. This is AWESOME! WOOHOO! What a great response from an ad that has been out there just a couple of weeks!

"I recently saw your advertisement in the spring edition of "Combat and Casualty Care." I was wondering if you would be so kind as to send our team a few samples so that we may evaluate the product and determine if it is something we would like to add to our comfort kits."

Thank you for presenting this opportunity to Zanfel. I have also forwarded this e-mail on to Zanfel's CEO.

Steve Sisler
Zanfel Laboratories, Inc.

COMBAT & CASUALTY CARE
A Tactical Defense Media Publication

Combat & Casualty Care has been a strategic publication for us given it is heavily distributed at the SOMA Conference and is also distributed at many other Military events. Sonia Bagherian is a long time industry colleague and is well connected in the Military community. Last year we did a feature that overviewed Masimo's business in this publication, which was well received and provided good exposure.

Mark Helbing
Masimo

COMBAT & CASUALTY CARE
A Tactical Defense Media Publication

Good morning,

I subscribed to receive Security & Border Protection/CST & CBRNE Source Book and just received my first copy (Q3 2015) yesterday. Great information and reading resources.

Joseph M. DiBisceglie
EEO Investigator
Emergency Coordinator
U.S. Department of Veterans Affairs

DOUBLE ISSUE SECURITY & BORDER PROTECTION CST & CBRNE SOURCE BOOK

Thank you so much, Ellie! The industry insights on technology in your publications help me in developing and supporting the defense supply chain here in Michigan.

Best,
Leena
Program Manager
Univ of Michigan, IRLEE



Christian,

Thank you for your excellent publication. I truly look forward to receiving the issues.

Sincerely,
Robert M. Hathaway
Vice President
Global Technology - Materials
and Process Engineering

ARMOR & MOBILITY
A Tactical Defense Media Publication

Hi Sonia,

I have found your magazine Armor and Mobility to be fantastic and would love to receive this magazine. The information in your articles are very informative and I would love to be able to share them with my team. Is it possible to receive a PDF of the features? I have found many of the back issues have great information that I would like to share with a couple other teams. Is it possible to receive back issues too? If you can mail it to the address below that would be wonderful. However if there is an electronic copy that I can receive where I could copy and paste specific highlights that are pertinent to my work that would really be helpful.

Thanks
Maureen
RDECOM C-IED TF/CACI
Aberdeen Proving Ground, Md.

ARMOR & MOBILITY
A Tactical Defense Media Publication

LETTERS TO THE EDITOR

Sonia,

I just want to reach out to let you know how pleased we all are that we ran this ad—and that you called me to share the opportunity. We have received several inquiries for quotes based on the ad.

Thank you!

*Debbie Naiman
Canvas Specialty*



Sonia,

I am pursuing a contract for RIIDEyes, and just closed a solicitation for offers. This instrument first came to my attention based upon George Jagels article, Sense and Identify in the Winter 2013/14 edition of CST & CBRNE Source Book.

Instrument comparisons and new technologies aren't communicated to Program Managers except through excellent journals like yours. Thanks to all who make this publication available and I very much appreciated your display at the BioDetection/Surveillance conference. Look forward to seeing you again,

*Paul Frazier
Program Manager
Defense Threat Reduction University*



Dear Sir,

Just a note to recognize Ms. Bagherian of your organization. During the recent MHSRS Conference in Fort Lauderdale, FL, Ms. Bagherian was the first person greeting the conference attendees. During the initial registration and throughout the conference, she was ready with copies of your publications and I must state that if a person left the conference without a copy of your Combat & Casualty Care, it was a function of personal choice. She also offered your publications on CST & CBRNE and Security & Border, as well as Unmanned Tech Solutions and Armor & Mobility, which I found most interesting. Thank you for enhancing a great professional symposium.

*Joseph R. Licina
Army Engineering Directorate
U.S. Army Aeromedical
Research Laboratory*



Dear Editor,

I received Combat and Casualty Care magazine today and read it with great interest. You have a very far reach across Military Medicine and provide terrific news for all of us. This issue was extremely well done.

I want to thank you for the opportunity for the SOCOM Surgeon Office to speak to the world of operational Military Medicine through your publication. SOF medical providers have often led the nation's medical community to new and exciting areas of medical practice that have helped to advance medicine in our nation, and C&CC has been very helpful in those efforts.

*Steven W. Swann, MD, FACS
COL, MC, SFS
Command Surgeon
USSOCOM*



Dear Editor,

As a small business we often find the cost of putting ads in magazines cost prohibitive based on our perceived ROI and budgets. I was pleasantly surprised recently when we chose to run a combined ad with Zoll on some interesting collaborative technical successes. I wanted to complement the team at Tactical Defense Media for not only their personal touch, but also their tremendous professionalism and support to run the ad in Combat & Casualty Care Magazine.

The return on that ad was immediate and extremely positive through the phone calls and various social media sites we follow that are tied to our target industries and markets. Significant attention was put on the ad and the results of the two companies working together. I do not think there is a better way to get the word out than what was just done by your team and we appreciate the support.

*Mark I. Darrah, Ph.D.
President/CEO*



LETTERS TO THE EDITOR

Dear C&CC,

I wish to thank you for the quality of your publications. The topics are timely and of interest to all in the field and to those of us who have been out of the field for too long. I am considering re-certification in order to go back into tactical support and operations, and it is publications like yours, particularly yours, that help keep me abreast of the latest innovations in the field.

Dave Becker
President, CEO



Hi Sonia,

Please get well soon. The Techline ad placement was awesome. Thank you very much. We've already had three visits directly attributed to the ad.

David J. Parry, Jr.
Vice President,
Trauma Division



To Whom It May Concern,

We receive your Combat & Casualty Care and CST & CBRNE Magazines and find them excellent news and resources. We are the nation's leading company in products, training, and exercise services for Casualty Simulation Moulage (CSM) and will be conducting several seminars in Europe in 2013. There will be a CSM symposium in the Netherlands and London next summer (we are the keynote speakers) and would like to take some copies of your magazines with us. They capture the essence of what the military does in pre-hospital care training.

Thank you,

Doug Patterson
Military Moulage
Combat Injury Simulation



Sonia,

Just a note to commend you on all the great work you are doing with Armor & Mobility magazine. All of us here at the U.S. Army Detroit Arsenal are fans. Keep up the good work!

John Wray
U.S. Army TARDEC



Ms. Bagherian,

Thanks for your superb periodicals that provide a wealth of insightful information! I have been receiving the printed version of several of your magazines at my work address, but would like to have them mailed to my home address, if that would be possible.

Semper Fi,
Reed T. Bolick



Dear Editor,

Your recent article on upgrades to the Stryker (Stryker: Dictating the Battlespace) provides an eye-opening discussion of the wide range of improvements being implemented to the Stryker. It is difficult to believe that this was once considered to be only an interim combat system. The addition of slat and reactive armor and now the V-hull have substantially increased vehicle protection. Coupled with an improved engine, drive train and suspension system and the mobility, and hence, survivability, of the Stryker has been substantially enhanced. These technical changes when combined with new tactics will make the Stryker brigades even more effective than they have already prove to be in Afghanistan.

Dr. Daniel Goure
Vice President
The Lexington Institute



LETTERS TO THE EDITOR

Dear Kevin,

Thanks for making this manuscript happen for us. I hope that you are pleased with our effort.

After re-reading it a time or two and going back to past copies of your magazine - I think it is a good fit.

I can say that your team turn-around time has been wonderful. I was surprised that this will be in the December, 2013 issue—that is very timely. You should be proud of your very professional group at Tactical Defense Media.

Respectfully,

LTC DANIEL BANKS

Headquartered at Bagram Airfield
in Afghanistan
DoD's Joint Combat Casualty
Research Team

**COMBAT &
CASUALTY CARE**
A Tactical Defense Media Publication

Kevin,

I recently had a chance to meet Armor and Mobility's publisher, Sonia Bagherian at the Soldier Equipment and Technology Expo, Fort Bragg. It was great to get a chance to thank Armor & Mobility, personally. I have been with Ancra Military Products, a new division of Ancra International, LLC. for only a few months and A&M really helped me get up to speed quickly. The articles are very informative and there is a good mix of DoD and industry. Many of our customers are featured in A&M as well. Thank you for a very well designed trade publication that our entire industry truly enjoys. As the current military vehicle needs are changing, I can count on A&M to keep me informed on many of the ongoing developments and future needs of the U.S. Military Vehicle fleet.

Thank you!

Semper Fi

Bill Frazier

Letters to the Editor

**ARMOR &
MOBILITY**
A Tactical Defense Media Publication

Dear Kevin,

For the record, you're A&M magazine is a great publication which I enjoy reading.

Regards,

Jon M. Piatt

Vice President Business Dev.

DRS Network and Imaging Solutions

**ARMOR &
MOBILITY**
A Tactical Defense Media Publication

Ms. Nazarian,

Thank you so much for the prompt assistance with the subscription.

Your publications are a plethora of information regarding the mobility commodity area. Having read past issues of your publication has led to information and discussions regarding technological advances of equipment.

Finding new technology and ensuring the technology is placed in the hands of our operators is key to the success of our soldiers.

Your publications have also informed me of conferences where information is exchanged culminating in new concepts regarding military equipment.

Thanks Again,

Major Cliff Diffendaffer

United States Army, Retired

**ARMOR &
MOBILITY**
A Tactical Defense Media Publication

Sonia/Kevin,

Article looks fabulous in the September issue of Armor & Mobility. Thanks for your hard work. Can you send me a PDF? I'd like to post it on the JOCOTAS and Office of Secretary of Defense Operational Energy web/facebook sites and share it with the committee and command.

Frank Kostka

JOCOTAS Executive Secretary

**COMBAT &
CASUALTY CARE**
A Tactical Defense Media Publication

To whom it may concern:

I recently by happenstance obtained a copy of Armor & Mobility from another office here at HQ USSOCOM.

I am the Test Manager for the PMO, Family of Special Operations Vehicles (FOSOV), USSOCOM, as well as a Chief Warrant Officer, USMC Reserves; I found several articles and vendor ads of high value for some of our future programs, and very informative of what else is going on in the community.

Very Respectfully,

Brett Womble

Test and Evaluation

PM FOSOV

SORDAC/SOF WARRIOR

**ARMOR &
MOBILITY**
A Tactical Defense Media Publication