

2/19 July Edition

MAGAZIN

Thin Blue Line

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MEN

We serve your mission.



Thin Blue Line

Our heartbeat

We have been manufacturing ammunition for military and law enforcement customers in Nassau for more than 60 years. Since we, as the MEN team, stand firmly behind our products, our solidarity with the forces is a matter of course. But we have never consciously communicated this – in our eyes, it was always an entirely fundamental issue.

However, after critical observation of the opinions, statements and sometimes even defamations concerning German soldiers and policemen, it became very important for us to express this solidarity.

For this reason, we dedicated our stand at the Enforce Tac completely to the “Thin Blue Line” topic and also designed a showcase with this theme at the IWA. The many positive comments have shown that this was the right decision and that we should continue to stand up clearly for our solidarity.



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Hermann Mayer
CEO

GREETING

Responsibility and future

At MEN, we have experienced and shaped a phase of intensive change in recent years. Investments were made in buildings and machinery as well as in employees, both new and long service. This phase is not yet complete in terms of the buildings and machinery.

For example, the completion of our expansion of the ballistic laboratory is on the home straight and will be completed in 2019. Another major project will be a new, fully automated component warehouse, which we will be tackling in the second half of this year.

The investments in our employees will continue well into the future. Strengthening competencies and respectful interaction are the key words here. In addition to a well-kept and well-maintained machine park, which must be up to date in

terms of technical standards, it is above all the community of employees that has the responsibility for the future of our company. Every employee of MEN bears part of this responsibility at his or her workplace.

I am proud to say that MEN has a dedicated and motivated workforce that faces its responsibility for our company. Together, we are laying the foundation for the future of our enterprise and will ensure that we meet the requirements of our customers.

The virtuous circle closes when we receive orders from satisfied customers who can rely on a truly committed company.



BEHIND THE SCENES

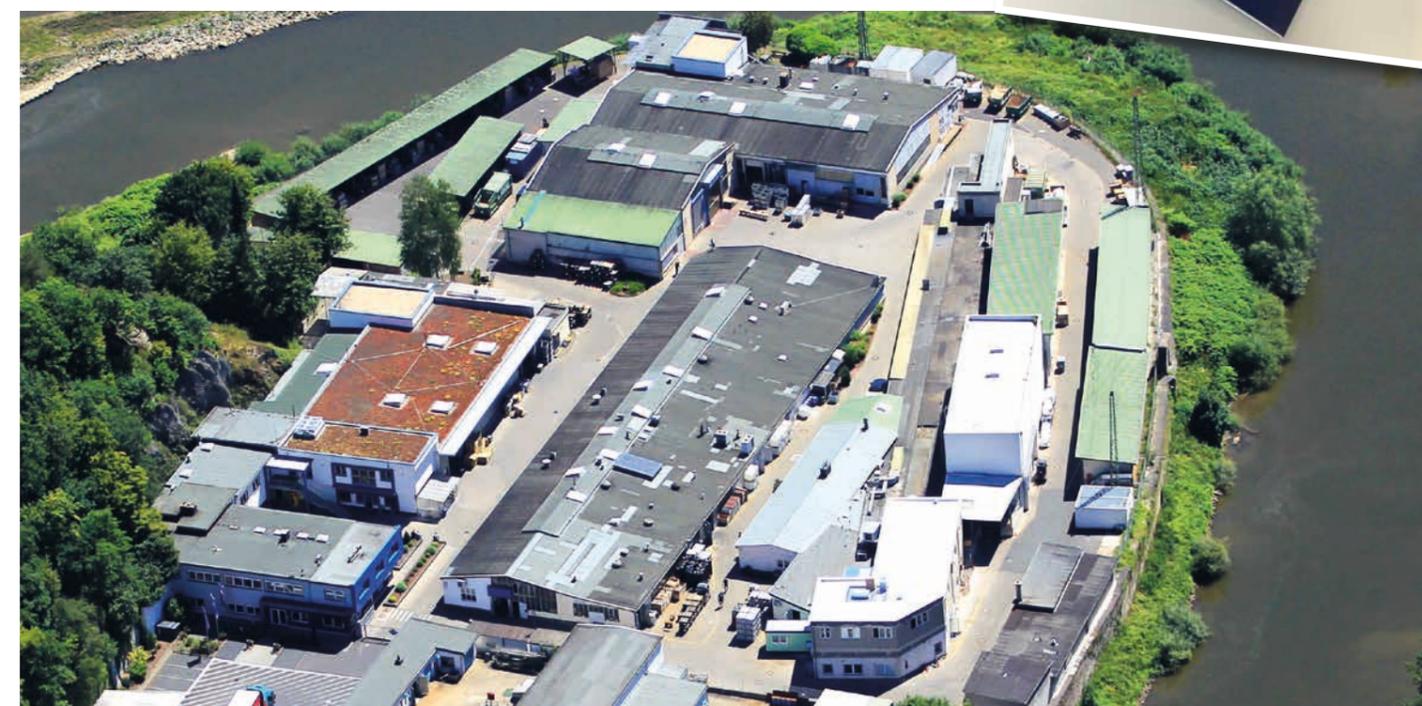
Photo shooting at MEN

The phase of intensive change has also left positive traces and has given MEN a new face in many places. Of course, we also want to convey this current impression in our advertising appearances.

After all, no marketing measure really works without the right images. No matter whether it is a question of the internet presence, the design of advertisements, or the presentation of the company.

That is why this year we started a complete photo shoot of employees, premises and grounds. Without disturbing the ongoing operations, it was already quite a challenge to set the right motifs perfectly in scene.

Here you can take a look behind the scenes of our photo shooting. From now on, you will find the results in all our media.





Jana Rödig

Administration Manager



Sabrina Mooz

Coordination Sales



Ann-Kathrin Hommrich

Project Coordination Sales
Key Account Management



Caroline Mayer

Project Coordination Sales
Key Account Management



Alexander Giebmanns

Sales



Laila Sköries

Sales



Tatjana Fuchs

Coordination Marketing



Kay-Sven Laux

Productmanager

THE SALES TEAM

Your direct contact to the company

Good service and high reliability are among the most significant factors when working in sales. At least as important for a pleasant work situation and highly satisfactory customer service is the personal contact. This is an issue that is very important to us. We get to know many of our contacts personally at trade fairs and events – but unfortunately not all of them.

Who is the face behind the voice on the phone? Who communicates with me via email almost every day? Of course, our business partners often ask themselves these questions and

we want to provide you with some answers today. Just have a look at who your contact person in the MEN sales department is and who will handle your requests for you. Naturally, we are looking forward to getting to know you personally. Maybe we will meet this year at a trade fair or other event?!

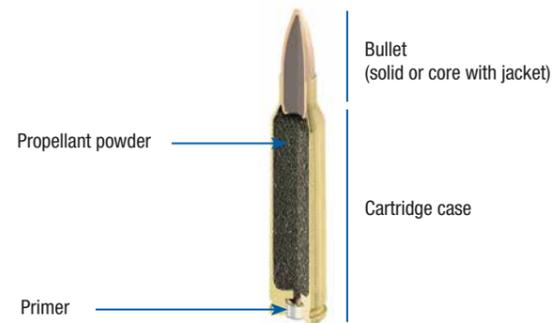
You will find an overview of the events in which we will be participating on page 14/15. Of course, we would also be pleased to welcome you to our premises.

OUR PRODUCTION

Part 1: Case manufacture

In this magazine, we start with the first part to present our production.

First of all, we will introduce you to the basic components of a cartridge and first go into the “cartridge case” component in more detail. Each case consists of the following components:



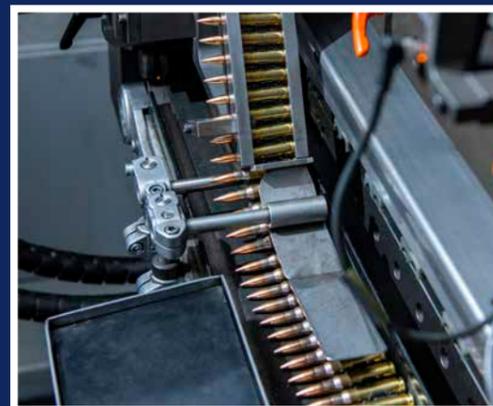
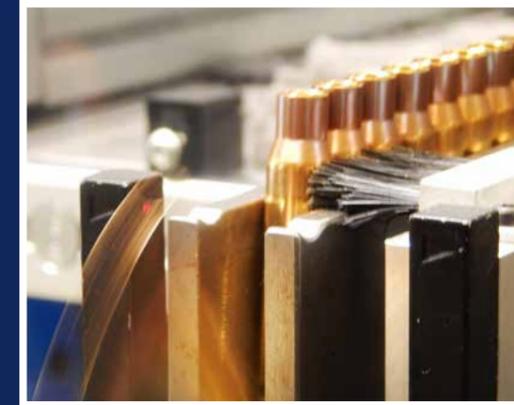
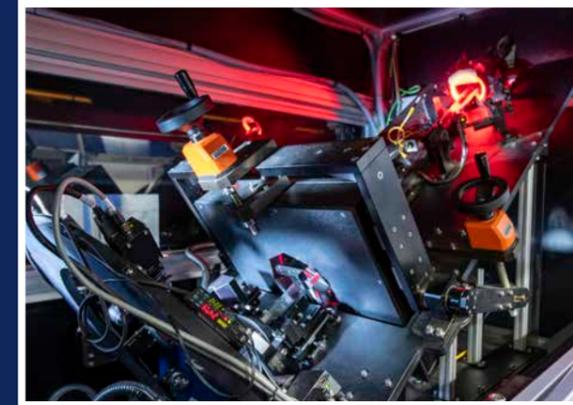
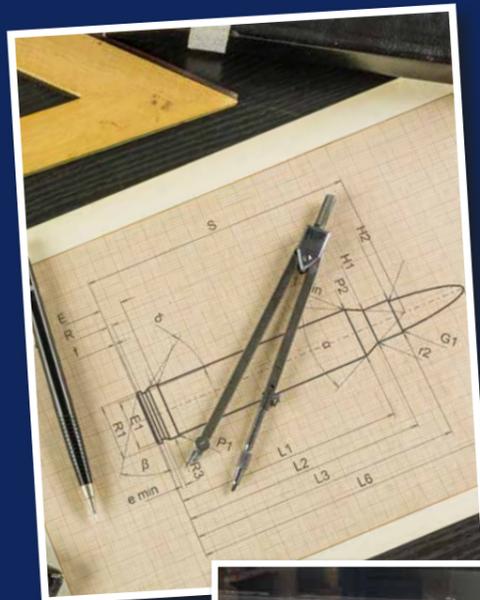
There are different types of cases, depending on the calibre for which they are produced. These are the cylinder case the bottleneck case and the belted case.

The illustration shows the production stages using the example of a bottleneck case, which is typically available in the calibres 5.56 mm x 45 and 7.62 mm x 51.



Production starts with the brass cup. This is annealed and drawn in several steps. The case is then cut to the correct length and the base is then pressed in two steps.

In the last step we cut the rim in the case and trim the length to the right dimension. After the case-mouth annealing, the “cartridge case” component has been manufactured.



BALLISTIC CORNER

Correct use of subsonic ammunition

The issue of subsonic ammunition raises a lot of questions and we would therefore like to present a few of the most important factors relating to subsonic laboratory work and their external influences.

When the bullet leaves the barrel, we hear a bang or “report”. But in reality there are actually two: the muzzle blast and the supersonic crack of the projectile. The muzzle blast occurs at the end of the muzzle when the pressurised gases leave the barrel together with the projectile. The second report is the supersonic bang or projectile sound. This occurs as soon as the bullet exceeds the speed of 343 m/s and hence breaks through the sound barrier exactly at this point. The air is displaced to such an extent that the sudden noise is generated.

As an ammunition manufacturer, we can influence the projectile sound. By selecting the right propellant powder the velocity of the projectile flight can be slowed down so that the speed of 343 m/s is not exceeded and the sound barrier cannot be breached. This eliminates this source of noise.

However, the reduced speed also has an influence on the weapon and makes it necessary to pay attention to various points. Due to the reduced speed target energy is also lost. In order to be able to compensate this – under the given circumstances – in the best possible way, subsonic cartridges have a higher bullet weight.

For this reason, the barrel must also have the correct rifling to stabilize the heavy projectile. It is also important that the barrel is not too long to avoid bullet getting stuck. If the distance to the muzzle is too long, the friction (passage resistance) and the reduced speed ensure that the projectile does not leave the weapon.

For the correct use of subsonic ammunition and the best results, it is therefore absolutely necessary to design and adjust the weapon with the ammunition to suit the special aspects.

We offer the following subsonic cartridges:



Subsonic

Subsonic
Art. No. 230380

Subsonic Ball
Art. No. S 230428

Subsonic Quiet Hinder
Art. No. S 230422

AP/Subsonic
Art. No. S 230429

9 mm x 19 • .308 Win.



FIREARMS TRAINING

Part 2: Firing tactics, single target (or: One mag – one kill)

Reflections

In Part 1 of “The firing technique” (Magazine 1/19), we dealt with the pure hitting of a target – but left out other points of tactical shooting, such as speed or the like.

In the past, firearms training in the military was primarily designed to eliminate a target with a targeted shot. It was assumed that an opponent would be disabled after only one hit. Through the experience gained from several foreign missions, including firefights, we have learnt that in most cases (regardless of calibre, type of ammunition, etc.) this really does not work.

So what do we have to do to safely eliminate the threat from an adversary, such as a police opponent? Here we do not want to deal with multiple targets yet. Nor will we address the question here of how the situation arose at all in which we had to make use of firearms. We also disregard de-escalation and the threat of the use of firearms.

We find ourselves in the following situation: we face an aggressive terrorist who poses an immediate threat to our lives, and also to those of others. This raises the following questions: At what are we going to shoot? And how many times? And with what?

First of all, let us deal with the basic problem: Exactly what are we supposed to shoot at, anyway?

The safest thing would be a shot to the head with a hit to the brain. Unfortunately, this target area is relatively small and also very much in motion, so that it is not so easy to place a hit here. The easiest to hit would therefore be the middle of the body, i.e. the abdominal area. Hits in this zone are certainly also relatively painful, but will only disable our adversary relatively slowly.

The chest represents a good compromise. Here we have a relatively large hit area (lethal zone), which also forgives a slightly larger scatter – and sudden isolated movements of the chest are practically impossible. There is a disadvantage to this target area if the opponent is also wearing ballistic protective equipment, but we will go into this later.

So we have decided to shoot at the chest area first, but what exactly are we aiming at here? The easiest way is to think of a horizontal line under your opponent’s armpits and aim for the middle of this line. That is, if the opponent is aligned head-on towards us, we aim at the sternum. If the opponent is turned away by 90 degrees, we again aim at the middle, even if there the arm is still in the way. Reports from policemen/soldiers involved in firefights have shown that in this situation they no

longer thought about whether a head shot would possibly be better. The aiming point that is safest and best to target under stress, in darkness and with other negative factors is the horizontal line under the armpits, which is then divided vertically in the middle.

Should the aggressor be wearing a bullet-proof vest, however, the hits may show little or no effect. In this case, we have to choose an alternative hit zone after a while, because shooting a whole pistol magazine on an armour bearer simply doesn’t lead to success.

Recent experience has shown that both shots into the head and into the hip area (not in the middle, but on the left or right side) have a good effect. Brain hits usually lead to a direct collapse, but – as already described – the head is not always easy to hit. However, if the opponent is located behind cover, the hip may not be a possibility. If, however, the hip area is accessible, hits usually result in the opponent not being able or motivated to continue the fight for much longer. If the pelvic bones, important blood vessels or even the thigh muscles are damaged, hardly anyone will shoot back effectively and purposefully. Depending on the position, the foot or ankle could also be an adequate hit zone when shooting under a motor vehicle, for example. However, we do not want to get into this topic here yet.

Let us recap: We start with shots at the chest area and if we do not get any effect, we change the target to the head and then to the hip. Or we could switch from the chest to the hip and then to the head.

Of course, we hold our fire immediately when we have achieved the necessary effect. But what is actually the necessary effect? It is possible that you shoot at a terrorist, hit him (possibly several times) and he then loses his weapon. However, since he also has a ready-to-use explosive device with him or grabs another weapon, he still poses an immediate threat and must be engaged further. But if, for example, a policeman shoots at the perpetrator in a rampage situation and he throws his gun away

out of shock, even though the projectile did not hit him at all, your fire has to be held immediately, of course. Here, too, sufficient effect was achieved on the target.

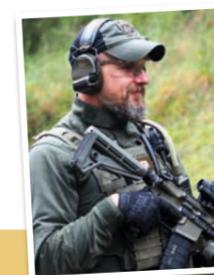
So how many times do we fire at our opponent? A good rule of thumb is three to five shots per hit area, i.e. chest, head and hip. No shooter has to count exactly in a firefight, but if you adapt the training accordingly, a firing series with the appropriate number of shots will more or less automatically be fired by the shooter. Once we have achieved the necessary and sufficient effect, we stop firing, or possibly engage other targets. However, if we have to fire at all three hit zones, we will get a total of nine to fifteen cartridges, and fifteen will be the standard capacity of a pistol magazine.

This also explains the motto: “One mag – one kill”.

Conclusion: Training must always be based on reality. In this case, it means that practice targets with a human silhouette and the specified hit zones should be used. Of course, a higher ammunition requirement must also be taken into account, so that series with the specified number can be delivered. Depending on the respective force or agency, further adjustments may be necessary.

The training of the instructors must not be neglected either, because ultimately the shooting instructors themselves must of course have not only the appropriate theoretical knowledge, but also the practical skills for appropriate training.

Author: Torben Schmidt



TORBEN SCHMIDT
born in 1976

- > 1997 Joined the Bundeswehr as a mountain soldier (duty as sniper, team and squad leader, trainer, etc.)
- > 2013 Instructor service in cooperation with Hermann Rosenberg (DBHR), mainly in the police/military field (within Germany and abroad)
- > Since January 2019: Self-employed firing trainer/consultant for MEN.



If you are interested in
PRACTICAL TRAINING,
please send an email to
sales@men-defencetec.de



EVENTS

ENFORCE TAC 06.-07.03.19

Nuremberg / Germany • Retrospective

Solidarity with our forces – part of the heartbeat of MEN. This was the motto of MEN's appearance at this year's Enforce Tac in Nuremberg. The response to this very clear and public commitment on our part was enormous and extremely positive. So the two Enforce Tac days simply flew by.

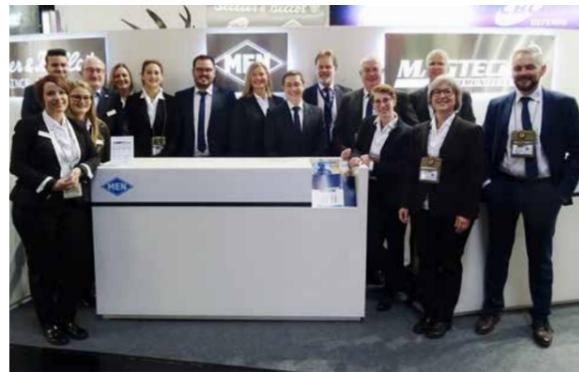


IWA Outdoor Classic 08.-11.03.19

Nuremberg / Germany • Retrospective

We then switched seamlessly to the joint stand of the CBC Group at the IWA – the International Weapons Exhibition – with all the leading companies in the industry. MEN – together with our colleagues from CBC, Sellier & Bellot, Magtech and Taurus – was present at one of the largest stands.

Both exhibitions were a success for the CBC Global Ammunition Group – many good conversations with existing business partners and customers as well as new contacts ensured that the MEN exhibition team was kept very busy.



LAW ENFORCEMENT DAYS 03.-04.09.19

Bad Oeynhausen / Germany

The Behördentage / Law Enforcement Days have been an important event for employees from the police, armed forces, customs and justice sectors of the federal and state governments for several years. This event is a successful mixture of selected manufacturers who present their products and workshops as well as lectures.

DSEI 10.-13.09.19

London / Great Britain

For the 20th time, DSEI is offering a platform for the security and defence industry. In the past twenty years, DSEI has undergone an impressive development and has become a firm fixture in the trade fair calendar. Of course, we will be there again for the 20th anniversary.

MILIPOL 19.-22.11.19

Paris / France

We will be travelling to pre-Christmas Paris in November, because this is already the 21st time that the Milipol is taking place here. It is one of the leading trade fairs for the security industry and, as always, takes place under the patronage of the French Minister of the Interior.

CROSS WORD

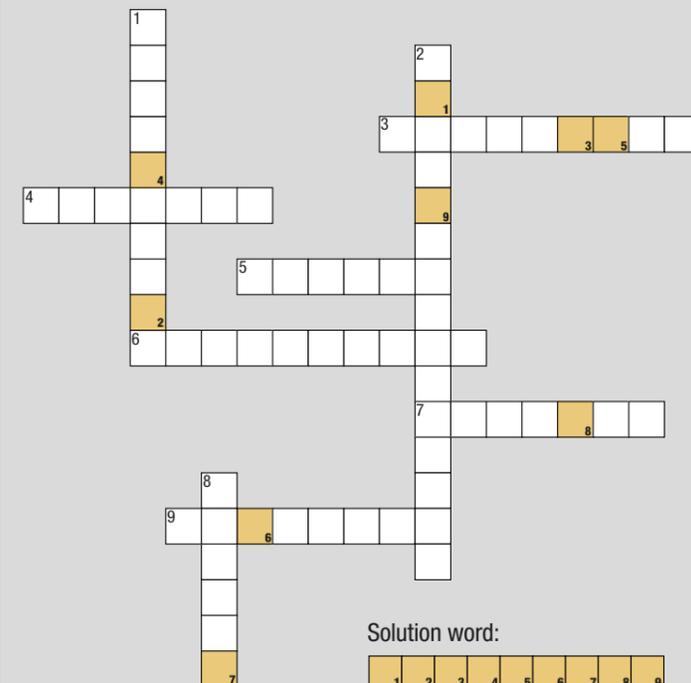
Puzzle

Take part in our competition and win the following prizes:

1. One SniperDataBook 2.0 with Cover
2. One cartridge-shaped power bank
3. One cartridge ball pen

All you need to do is answer a few questions in our crossword puzzle and send us your answer via e-mail to merchandise@men-defencetec.de

- Down:**
1. Which part of production is shown in the magazine?
 2. What is the topic of the firearms training?
 8. We are responsible for the ...?
- Across:**
3. Our employees are?
 4. Which fair will be in Paris this year?
 5. Where will DSEI take place?
 6. What do we demonstrate with the Thin Blue Line?
 7. Our sales team is your...?
 9. Topic of ballistic corner is?





Dieter Gotthardt
Manager of finance

CLOSING WORD

I have been working at MEN for more than two years, since which time I have headed the Finance Department. More specifically, my area of responsibility includes financial accounting and corporate controlling.

Through our membership in the internationally active CBC Group, the requirements for financial accounting, in addition to complying with national legislation (German Commercial Code [HGB] & Income Tax Act [EstG]), also lie in the fulfilment and accountability as per international legislation (in this case, regulations as per IFRS = International Financial Reporting Standards). This recurrently results in new challenges for my team and me.

Due to the corporate reporting used, our reporting and accounting are regularly inspected and certified by an auditor. This fact places further demanding requirements on my finance team at MEN. After all, in addition to the high degree of specialised knowledge needed and the capacity requirements, continuous advanced training is indispensable. MEN operates on a very high level in this field as well. We needn't be afraid of being compared to the "global players."

The purchasing behaviour of our large-scale customer structure and associated procurement processes as well as stock keeping place great demands on the flexibility of liquidity planning.

In addition to stabilising profitability, several improvements in sales financing were improved last year by optimizing financing instruments. Examples include more favourable conditions, cooperation with more flexible, faster operators and optimizations in loan goods insurers. A watchful eye and a detailed, precise presentation are called for.

We constantly focus on the process chain in order to make effective use of the capacity used. For instance, we are already scanning incoming invoices in the ongoing business year 2019 and sending them through the approval chain without using any paper.

The next step lies in optimising our cost accounting. The professed goal is to optimise the product cost calculation and support corporate decisions more quickly with improved information.

Our outlook and the perspectives of the coming year are good. As Leonardo da Vinci said, "All of our knowledge is based on perception," I'm staying on the ball and will continue to search for and implement optimisation potentials. There's never been a dull moment to date – and there surely won't be.

Thanks to all of our colleagues and my finance team for the active support so far!

A strong partner

If you want to contact MEN directly, our sales department will be happy to assist you.

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MEN

We serve your mission.

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