



# YOSTE STRATEGIC PARTNERS

YSP is a certified veteran-owned professional business-development consultant team with unparalleled knowledge of and contacts in the National Guard marketplace.

# Who we are:



## **Geoffrey Yoste – Principal**

Geoffrey is a 20-year veteran of the Mississippi Army National Guard where he was a Combat Engineer Officer and served in various command and staff positions. He served as MLA and Special Assistant to former Senate Majority Leader, Trent Lott.



## **Terry “Max” Haston – Associate**

Max is a 40-year veteran and former Adjutant General of the Tennessee National Guard. As The Adjutant General, he was responsible for over 14,000 Guardsman and Civilians within the Military Department, including the Tennessee Emergency Management Agency and the Tennessee State Guard.



## **Billy “Murph” Murphy – Associate**

Billy is a 28-year veteran of the Mississippi Air National Guard where he served in various roles at the tactical, operational, and strategic levels. Additionally, he served as an NFO and an Army EW Officer at the Brigade level.



## **David Baldwin – Associate**

Dave is a 40-year veteran and former Adjutant General of the California National Guard; one of the largest and most tasked National Guard force in the United States with an authorized strength of 23,000 personnel. He's commanded formations at all levels and served abroad in both Kuwait and in Afghanistan.



# What we provide:

Professional National Guard business development and external affairs consulting practice.

Functions nationally.

Provides its clients targeted support and augmentation for business development and external affairs in the *Army and Air National Guard, homeland security, defense, and domestic response* marketplaces.

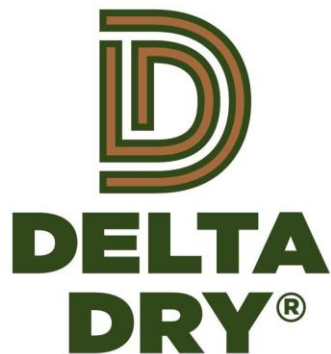
Works daily with National Guard leaders, congressional delegations, and state government leadership on behalf of their clients.

Assists clients formulating a deliberate strategic communications plan and explains the Department of Defense procurement processes for the National Guard. Clients are introduced to multiple associations that outline National Guard policy and requirements.

Developed continuous outreach contacts in multiple *DoD Active and Reserve Components, Congressional Delegations, United States Government Agencies, and Nongovernmental Organizations.*



# Who we currently serve:





# Patriot I-TRAC



AS9100 Rev D  
ISO 9001:2015

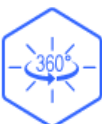
Patriot I-TRAC is a lightweight personal tactical light system designed primarily for use as an Identification-Friend-or-Foe (IFF) or Every-Day Carry (EDC) safety identification.



MICRO USB  
CHARGING



SUPER  
BRIGHT LED  
TECHNOLOGY



OMNI-  
DIRECTIONAL  
LIGHTING



ACQUISITION  
STATUTE  
MILE(S)



WATERPROOF  
IP RATING



IMPACT  
RESISTANT



BATTERY  
MONITOR

## Specifications:

<b>DIMENSIONS</b>	1.64" [L] x 1.53" [W] x 0.53" [H] 1.94" [L] x 1.72" [W] x 0.81" [H] (w/ bracket)
<b>WEIGHT</b>	0.76 oz (w/ Battery)
<b>LED COLORS</b>	IR (2x), Green (1x) IR (1x), Red (1x), Green (1x)
<b>MATERIALS</b>	Impact, chemical resistant high tech polymer.
<b>POWER</b>	1x LIR2450 (rechargeable) or 1x CR2450 (non-rechargeable)
<b>FEATURES</b>	Tactile vibration feedback. USB charging Multi emitting color LEDs Low profile.







# Patriot Tactical Contingency Beacon (TCB)



## Portable case containing:

- ✓ Infrared plus five (5) overt colors (White, Green, Red, Yellow and Blue)
- ✓ NextGen UltraBright LEDs
- ✓ Advanced proprietary LED thermal management
- ✓ Remote capabilities (Turn On, Change Intensity, Strobe/Flash, Covert/Overt)
- ✓ Remote distance over 1,600 m (5,200 ft) line of site
- ✓ No external antenna
- ✓ Runs on three (3) AA batteries
- ✓ Tool less entry to replace batteries
- ✓ Simple operational buttons
- ✓ Leave behind locking capabilities





# Did You Know?



## Crystalline Silica

- Crystalline silica is toxic to humans when inhaled because of how it damages tissues in the lungs.
- Crystalline silica has been classified as a carcinogenic for humans (Group 1) by the International Agency for Research on Cancer based on limited evidence in humans.

### Potential diseases:

#### 1. Silicosis

Respirable crystalline silica (quartz) can cause silicosis, a fibrosis (scarring) of the lungs. Silicosis may be progressive; it may lead to disability and death.

#### 2. Lung Cancer

Crystalline silica (quartz) inhaled from occupational sources is classified as carcinogenic to humans.

#### 3. Tuberculosis

Silicosis increases the risk of tuberculosis.

#### 4. Autoimmune and Chronic Kidney Diseases

Some studies show excess numbers of cases of scleroderma, connective tissue disorders, lupus, rheumatoid arthritis, chronic kidney diseases and end-stage kidney disease in workers exposed to respirable crystalline silica.





# Problem Solved



## THE PROBLEM

### Clay “Adsorbents”:

- ❶ Contains **silica** that is carcinogenic to humans
- ❷ Destroys wildlife habitat from strip mining for clay ore
- ❸ Scarred lands require years to “recover,” forever changing the landscape and surrounding area
- ❹ 2+ million tons of clay adsorbents and being dumped into landfills at an alarming rate.

**Note:** *Major retailers have stopped selling and using clay adsorbents due to health and safety concerns.*

## THE SOLUTION

### “Our” Absorbents:

- ❶ 92% biobased inputs from US agriculture and forestry residue
- ❷ Absorbents outperform clays
- ❸ Made in the USA at **60%** cost reduction vs. current methods<sup>1</sup>
- ❹ **No** carcinogen crystalline silica clays<sup>2</sup>
- ❺ **Compliant** with six Federal mandates
- ❻ Purposed for multiple consumer, commercial and government markets

<sup>1, 2</sup> US Department of Defense Sustainable Technology Evaluation and Demonstration(STED) Program, March 2020.





# Disruptive Technology



Delta Absorbents of America can deliver **Dry Sweep granular absorbent** into the automotive and government oil absorbent markets. Dry Sweep's disruptive technology provides a sustainable biomass oil absorbent that defeats clays in health and environmental safety, sustainability, price, and efficiency.

***Dry Sweep is biobased and crystalline silica-free.***



# Product Line



## NATURE'S BROOM

Encapsulates spills on contact and bioremediates hydrocarbons into a non-toxic compound



## DRY SWEEP

Granular absorbent that absorbs oil and bioremediates hydrocarbons into a non-toxic compound.



## DELTA PADS

Wicks hydrocarbon faster than poly pads and can be used as a feedstock fuel in waste-to-energy plants, unlike poly pads.

For a complete list of products available:

<https://www.gsa.gov/system/files/Biobased%20Absorbent%20Products%20Slip%20Sheet.pdf>

<https://deltadry.com>



# QUESTIONS?

