

## THE WORD

My brother Harold and I had a vision for Essex Industries when it began in 1947. From a business standpoint, we saw a need in the market that we could fill and in so doing, provide employment opportunities as we manufactured products for the defense industry. But from a personal standpoint, we wanted to create a company that focused on others and on our community. We wanted an organization that gave individuals purpose and meaning. We wanted to make a difference in the market with our products, a difference in the lives of our employees and a difference in our community.

Today, the wide range of Essex products provide advanced levels of safety and life-saving capabilities across our main markets of Aerospace and Defense, First Response, Safety and Medical. From emergency breathing equipment to liquid oxygen delivery systems, fire-safe valve assemblies to medical regulators, we can look at the applications for our products and feel a real sense of pride, knowing the impact they can have on someone's life.

However, Essex is not just about what we make—it is about who we are. We consider our dedicated employees partners in the business. It has always been important to us to provide a safe and stable work environment. Even through tough economic times, we have maintained employment levels, salaries and benefits for our people.

We also believe in investing in our people.

We want our workforce to be the best trained in our industry. We support a variety of specialized educational programs and provide the means for individuals to complete their undergraduate studies or pursue advanced degrees. In addition, we award scholarships to our employees' children based on merit and achievement.

The partnership we have with our employees extends beyond the facility walls and into the St. Louis community. As a company and as individuals, we actively support and contribute to a variety of charities and organizations. Fund-raising events are scheduled throughout the year to raise money and awareness for worthy causes. Some, such as the ALS Association, Kidney Foundation and Leukemia & Lymphoma Society, hit close to home with members of our Essex family directly impacted by these diseases. Other groups we support, like the Boy Scout Explorers and STEM (Science, Technology, Engineering and Mathematics) program, draw on our strong technical expertise to inspire students to become the engineers of the future. Still others, like the Wounded Warrior project, acknowledge the significance of the military not only to our business, but to our personal freedom. As an organization, we recognize the importance of giving back to our community and feel it is a privilege that we are able to do so.

Sixty-seven years ago, we dreamt of creating more than just a company—we dreamt of



creating a legacy that we could pass on to future generations. That dream has become a reality as we see the third generation of our immediate family engaged in the leadership and operation of Essex Industries. We are also proud to see family members and children of our employees working within the organization. To us, that is the true testament of what we have created—a place where people want their family to work, a place that makes a difference, a place where our dream can continue.

A handwritten signature in blue ink that reads "Sidney Guller".

*Chairman of the Board*

# FLIGHT SAFETY TRAINING | PBE



Kathy Kerley, Manager of Customer Care & Contracts Administration at Carr Lane Court, was invited to observe two separate training sessions on the PBE in June.

First, Kathy attended a safety briefing at the NBAA (National Business Aircraft Association) Flight Attendants Conference in West Palm Beach. This demonstration, conducted by FlightSafety International, gave volunteers smoky goggles, then asked them to locate the PBE under their seat, remove it from the stowage container and don the hood. The participants were impressed at how easy it was to don and wear the hoods.

From there, Kathy traveled to Savannah to witness the smoke hood training at FlightSafety's facility which they provide to corporate and military personnel. FlightSafety uses an actual old fuselage for their training. They light a fire in the lavatory area, have people don the smoke hoods, use a fire extinguisher to put out the fire, then proceed with a simulated emergency evacuation.

"It was very interesting to watch", said Kathy, "and definitely rewarding to see that our PBE really is user-friendly in an emergency situation."

The PBE (Protective Breathing Equipment) supplies oxygen to aircraft crewmembers through the use of compressed aviator grade oxygen. It is currently used by 90% of the Commercial Airline Industry in the United States.



## NEW OGL INSTRUCTIONAL VIDEO

Essex has released a new instructional video on the OGL (Oxygen Generator and Liquefier) which covers the inspection, modes of operation, maintenance and storage/shipment of the unit.

The Essex OGL is designed to liquefy, store and fill LOX equipment. It has FDA 510(k) Clearance which covers the use of the OGL in military and commercial applications to produce and transfer liquid oxygen (LOX) into portable systems, such as the Essex BMOS (Backpack Medical Oxygen System), MMOS (Mounted Medical Oxygen System) and NPTLOX (Next Generation Portable Therapeutic Liquid Oxygen System). These portable systems are then used to provide supplemental oxygen for patients during transport.

The OGL generates 1 liquid liter of 93% USP oxygen per hour, with an onboard LOX storage capacity of 40 liters. It has a user-friendly operator interface and runs on standard 240 VAC. Designed for reliability in harsh conditions, the OGL is portable, using a fork lift or pallet transport.



To watch this video scan or navigate here: <http://bit.ly/OGLvideo2>



## INTERNATIONAL GUESTS | LOX TRAINING

Members of the Royal Netherlands Air Force team traveled to St. Louis for some hands-on training July 15th - 18th. Jim Brinkmeyer, Sustaining Engineer at the Chivvis facility, conducted sessions on both the 5 Liter and 25 Liter LOX Converters. Attending were: Peter Machielse, Willem van Elsacker, Roman Klosinski and Paul Buckley.



To all at Essex Industries,

On behalf of the Royal Netherlands Airforce Iox team, we would just like to thank you all personally, it is very rare to find a company like Essex Industries who provides such an outstanding service to its clients!

What makes Essex so unique is, that all your personnel shares the same passion and commitment to both the company and to all of its products and it shows.

The willingness to share information and expect feedback from others, that's what makes Essex so strong, constantly looking for ways to improve.

Thank you all so much for having us and for sharing the knowledge!

Your company and staff are an example to others!

Once again many thanks.

**Paul, Peter, Roman, Willem.**

# PRODUCT FOCUS | VRU+



The Essex Victim Rescue Unit Plus (VRU+) is a lightweight, self-contained protective breathing device for use in emergency egress and escape situations. The unit takes just seconds to don and provides 360° visibility while supplying aviator's grade oxygen to the wearer. The VRU+ can protect a user's respiratory system, head and vision from fire, toxic fumes, hazardous chemical spills, and Sarin and Mustard gases for up to 60 minutes. The VRU+ is designed for use by individuals in homes, security, law enforcement, first response teams, high rise buildings and homeland defense.

Essex now also has a Spanish version of its four-page brochure on the VRU+ which covers the benefits of this rescue device, the product specifications and the donning procedure.



To see the Spanish version

To see the English version

This literature is available at [www.essexindustries.com](http://www.essexindustries.com) in the Document Center. You can request copies through the Contact Us form or by emailing us at [info@essexind.com](mailto:info@essexind.com).

# NOTEWORTHY

## HONORARY DOCTORATE

Keith Guller, Essex CEO, was awarded an honorary Doctor of Commerce degree from the University of Missouri–St. Louis on Saturday, August 9. Keith earned his Bachelors degree in Economics from UMSL and completed an executive MBA from Washington University in St. Louis.



From left to right: Chancellor Thomas George, Keith Guller, Ron Yasbin, Dean of Arts & Sciences.

## ENDOWMENT FUND

Sidney Guller, Essex Chairman of the Board, along with other members of his family, has established The Guller Family Endowed Research Fund for the Washington University and Barnes-Jewish Heart & Vascular Center in St. Louis, Missouri. The purpose of this fund is to assist the Center in attracting talented physicians in heart care and facilitating their research to improve heart treatments.



NATIONAL LEADERS IN MEDICINE

## NEW TEAM MEMBERS

Engineering

**Skyler Bodey**

*New Product Design & Development Engineer*

**Patrick Chisholm**

*New Product Design & Development Engineer*

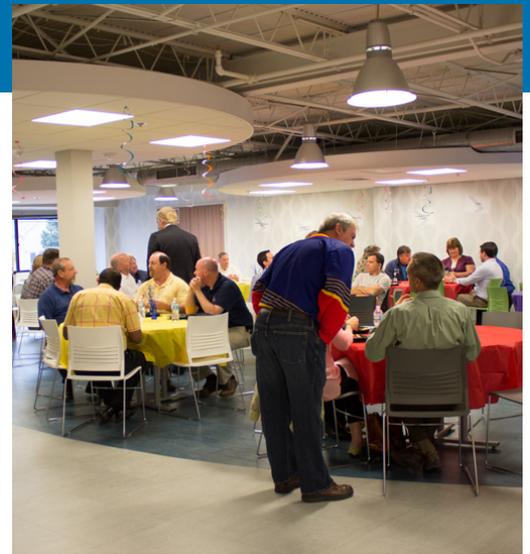
# FACILITY SPOTLIGHT

Essex has four St. Louis facilities that provide innovative design, creative engineering and quality manufacturing for the Aerospace and Defense, First Response, Safety and Medical markets.

Our Gravois location serves as the headquarters for the company. Here you will find Sales, Engineering, Marketing, Human Resources, Information Technology, Accounting and Senior Leadership.

## 7700 GRAVOIS ROAD

25,000 ft<sup>2</sup> Facility  
80 Employees



Our Carr Lane Court, Chivvis and Sunnen facilities were featured in previous editions of the *Excerpts*.

# UPCOMING TRADE SHOWS

October 13-15  
 October 15-17  
 October 21-23  
 October 26-28  
 October 30-November 1  
 November 3-5  
 November 12-15  
 December 9-11  
 December 15-19

**AUSA Annual Meeting**  
**Security & Safety Trade Expo**  
**NBAA**  
**C-130 TCG/WWR**  
**46<sup>th</sup> Annual Airlift Tanker Association Convention**  
**The 52<sup>nd</sup> Annual SAFE Symposium**  
**Medica**  
**Special Operations Medical Association**  
**AGU Fall Meeting**

Washington, DC Booth #2646  
 Tokyo, Japan Booth #TBD  
 Orlando, FL Booth #5438  
 Orlando, FL Booth #512  
 Nashville, TN Booth #316  
 Orlando, FL Booth #112 & 114  
 Dusseldorf, Germany Booth #16/C20-6  
 Tampa, FL Booth #543  
 San Francisco, CA Booth #2544



CMSgt (Ret.) Stephen P. Wyatt and Secretary of the U.S. Air Force Deborah Lee James

**Farnborough International Air Show | Farnborough, UK**



**FIME | Miami, FL**



**NGAUS | Chicago, IL**



**Medical Fair Asia | Singapore**

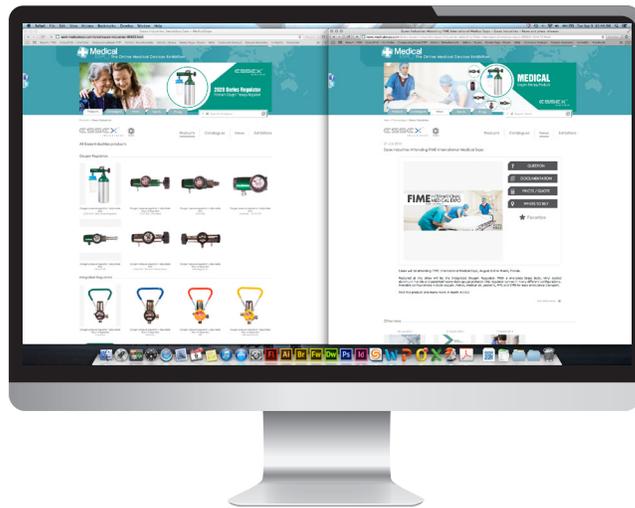


SEPTEMBER 2014 | Volume 72

# EXCERPTS

## IN THIS ISSUE...

- Flight Safety Training
- OGI Video
- International Guests
- Product Focus VRU+
- Noteworthy
- Facility Spotlight
- Trade Shows



Essex is featured on  
MedicalExpo.com!



visit us @ [www.essexindustries.com](http://www.essexindustries.com)

And sign-up to receive the *Excerpts* electronically!

Click on the button at the bottom of the home page  
to be added to our list in time for the next edition.