

THE WORD

In the 1940's, jet aircraft was an emerging industry. Planes were moving faster and new companies were needed to keep up. Here in St. Louis, the McDonnell Aircraft Corporation was a major manufacturer of military aircraft. They were in the process of developing a fighter plane for the US Navy, which would eventually be known as the Voodoo.

After World War II ended, many suppliers lost interest in developing prototypes and doing production runs to support the military and commercial airline industry. They went back to supplying high-volume commercial products instead.

That's when my brother Harold and I saw an opportunity to take a risk and follow our dreams. It was time for us to start our own company. We were eager to develop new products and improve designs that solved problems for the aerospace industry. We saw the potential to be in on the ground floor of this new field.

McDonnell was our first customer and as they grew, so did we. Other customers soon followed: Boeing, Douglas, Lockheed, Grumman, Martin and Northrup, just to name a few.

Our Company and our dreams were expanding...and we needed more space. We had started the business in our father's basement. Our first real office was in a former funeral parlor, where we had just eight employees. From there we moved to an old bank, then on to a feed store at 8213 Gravois, where we had to expand into the car wash and house next door. Eventually, we moved our headquarters into 7700 Gravois (an old furniture store that had been gutted by fire) and established three separate manufacturing facilities in the area.

We proved to ourselves that we were good at adapting. We could flourish in any environment and more importantly, we could change to

meet the needs of our customers. We applied our talents and abilities and kept relevant to market requirements.

After the Korean War, when there was a cut-back on spending, we went into other areas, like liquid oxygen systems for aircraft.

In the 90's after the Cold War and the Berlin Wall came down, there was another cut in the defense budget. At that time, we started converting some of our products, such as regulators, to commercial use.

Right now we are in a period of economic uncertainty in the U.S.

We don't really know how sequestration will affect our business. But we do know that we still design and produce products that are needed by both military and civilian aerospace markets, as well as first response, safety and medical markets. Our history is built on new technologies, new products and design solutions to new problems. We are confident that we will be able to continue doing this because of the talented and dedicated people we have in our organization.

When we started Essex Industries, our dream was to be a vital part of the community. We were and are committed to St. Louis. We were born and raised here. Our families are here. We wanted to be a strong manufacturer that provided jobs and job security to our employees. We wanted to create opportunities for engineers, machinists and assembly workers as we manufactured products for our customers. We wanted to create an attitude and culture in our organization where our employees knew that we were committed to them and to the success of the business.

We also wanted to be able to give back to the community by supporting civic and charitable organizations.



More than just a company, we dreamt of creating a legacy that we could pass on to future generations.

In our wildest dreams, we never imagined the company that is now Essex Industries.

We have achieved 65 successful years in business... let's keep the dream alive for at least another 65.

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

Chairman of the Board



KEEPING A CLEAR EYE IN THE SKY



Planetary Nebula M2-9

Credit: SOFIA image, RGB = 37, 24, 20 microns; NASA / DLR / USRA / DSI / FORCAST team / M. Werner et al. / A. Helton, J. Rho
HST image: NASA / ESA / NSF / AURA / Hubble Heritage Team / STScI / B. Balick, V. Icke, G. Mellema

NASA's Stratospheric Observatory for Infrared Astronomy or SOFIA is the largest airborne observatory in the world, giving scientists an eye in the sky that far exceeds the capabilities of any ground-based telescope. During its 20-year mission, SOFIA will provide images of planets such as Jupiter and Venus; details of stars, comets and asteroids; and insight into the Milky Way's galactic center.

Developed as a partnership between NASA and the German Aerospace Center (DLR), SOFIA consists of an extensively modified Boeing 747SP aircraft. The heart of the observatory is a reflecting telescope with an effective diameter of 100 inches (2.5 meters). A cavity environment control system

(CECS) uses 3200 liters of liquid nitrogen to pre-cool the telescope and the cavity down to -40°C before launch and then utilizes an additional 1200 liters of liquid nitrogen onboard in Essex Converters to keep it cold during taxi, takeoff and climb to altitude. This ensures the telescope is clear and ready for use once the observatory reaches its location.

SOFIA is based at NASA's Dryden Aircraft Operations Facility in Palmdale, California.



A computer rendering of the interior of the SOFIA airborne observatory. The green Essex Converters are in the rear of the aircraft.

To read more about this program, visit <http://www.sofia.usra.edu/>



BOEING PERFORMANCE EXCELLENCE AWARDS

Essex has received two Boeing Performance Excellence Awards for 2012. The Boeing Company issues the award annually to recognize suppliers who have achieved superior performance. Essex maintained a Silver composite performance rating for each month of the 12-month performance period, from October 1, 2011 to September 30, 2012.

This year, Boeing recognized 594 suppliers who achieved either a Gold or Silver level Boeing Performance Excellence Award. Essex is one of only 441 suppliers to receive the Silver level of recognition.



Essex Carr Lane Court facility



Essex Chivvis facility

Two facilities of Essex Industries received a Silver award: the Carr Lane Court facility supplies Protective Breathing Equipment (PBE) to Boeing for all of their commercial aircraft and the Chivvis Drive facility provides four different kinds of Heat Exchangers for the C-17 Globemaster III program as well as a variety of spare parts.

For more information on the Boeing Performance Excellence Award, visit http://www.boeing.com/companyoffices/doingbiz/supplier_portal/bpea.html

VIRTUAL IS REALITY AT ESSEX



The Essex sales team, engineering group and key executives journey around the globe to meet with customers and uncover new business opportunities. Now when they travel, they can take their desktop applications with them.

The IT department at Essex recently virtualized its data center infrastructure and desktops, improving service and extending capabilities to end users in the company. Virtualization goes way beyond email, allowing Essex personnel full secure access to their network files and software such as CRM, ERP and CAD no matter where they are. This latest technology enables them to be more productive while traveling and also gives them more

immediate access to information that customers may require. Essex utilized an end-to-end infrastructure from Dell® for this project and will be featured in a case study detailing the benefits.

You can read more at <http://dell.com/casestudies>



“We wanted to virtualize our desktops to lower hardware and power costs, enhance our disaster recovery capabilities, and give employees fast, secure access to their critical applications from anywhere in the world.”

- Marc Ashworth, Director of IT Enterprise Systems and Integration



NEW BROCHURES AVAILABLE

Two new brochures are now available from Essex.

The first features EVAS™, Emergency Vision Assurance System, which is a recent addition to our Aerospace and Defense product offering.

The second covers the complete line of Essex Emergency Breathing Equipment, including the PBE, EPOS, SCU, VRU+, Pilot Unit and the Plus 15®. The brochure includes a handy Smoke Hood Comparison Chart as well as Specifications and Ordering Information for the different models.

Electronic versions can be found in the Document Center on essexindustries.com or you can request copies through the Contact Us form online or by emailing us at info@essexind.com.

WAVE OF THE FUTURE -- FUELING THE FLIGHT



Essex was selected to provide Boom Operator Telescoping Control Stick (TCS) Grips for Boeing's KC-46 traveling simulator trailer. This new, left-hand design will be used to extend and retract the refueling boom.

Alton Lundin, KC-46 Business Development at Boeing Military Aircraft called the new boom operator environment “the wave of the future”. The technology used in the KC-46 is a significant advancement over the current system in the KC-135, in which the boom operator lies on the belly of the plane and looks through a window to connect with the aircraft to be fueled.

Mr. Lundin invited Essex employees to operate the simulator with the newly installed grips, which provided real hands-on experience and valuable insight for future hardware design.



The KC-46 USAF program calls for 179 aircraft over the next 10 years, with 18 KC-46 tankers set to be delivered by 2017.

NOTEWORTHY

HANDS-ON TRAINING



Jim Neumeier, Director of Sales and Business Development along with Phil Daniels, Sustainment Engineer and Randy Scharfenberg, Product Integration Manager in Tokyo to provide the Japan Self-Defense Forces (JSDF) with hands-on training for the OGL, BMOS and BMOS-Filling Station.

SOLIDWORKS SPECIFIC



Charles Culp, Product Design and Development Engineer/CAD Administrator at Essex, along with Anna Wood, Design Engineer/CAD Administrator at Auer Precision, presented their findings on "Building or Specifying Computers for SolidWorks". The presentation took place January 20-23 at SolidWorks World 2013. Attendees learned what is important in computer specifications and how to select optimal components for building a SolidWorks computer.

SAFE LUNCHEON



Russ Jacobsmeyer, Vice President of Engineering at Essex (pictured with John C. Hill, SAFE WBC President), was the guest presenter at the Wright Brothers Chapter 2013 SAFE Luncheon held in Ohio on February 28th. Speaking on "Advancements in On-Site Liquid Oxygen Generation and Deployment," to 100 attendees from Wright Patterson Air Force Base, Russ outlined how liquid oxygen logistics problems are being mitigated with Essex Oxygen Generating Systems like the OGS and OGL.

NEW TEAM MEMBERS

➤ HUMAN RESOURCES

KRISTEN TATUM, PHR, *Manager of Employee Retention*

➤ ENGINEERING

WES OERTLI, *New Product Development Engineer*

ANDREW KRUSEMARK, *New Product Development Engineer*

NEW ROLES

➤ HUMAN RESOURCES

GINNY HEITERT, *Manager of HR Administration*

MIKE JENKINS, SPHR, *Manager of Recruitment/Onboarding*

➤ ENGINEERING

CHARLES CULP, *Product Design and Development Engineer/CAD Administrator*

PRODUCT SPOTLIGHT



The MODS (Mass Oxygen Distribution System) is a low pressure portable 75 liter liquid oxygen storage and gaseous distribution system, capable of supplying up to 64,500 gaseous liters of on-board oxygen. As many as 150

patients can receive oxygen at the same time through the use of Patient Distribution Kits (PDK) connected to the MODS.

The MODS requires no external power so it can be deployed and set-up anywhere—as far as 1,000 feet from the people who need oxygen. Once in use, the system requires very little manpower, so rescue personnel can focus on the needs of their patients.

An extremely robust system, made to the highest quality and durability standards, the main components of the MODS are adapted from Essex military life support systems with decades of field experience. The MODS is certified to DOT 4L for safe LOX transport and has FDA 510K clearance.



For more information on this life saving product and to watch the MODS video, visit essexindustries.com/MODS.



TRADE SHOWS

VISIT ESSEX AT THESE UPCOMING SHOWS:

April 10-13	Quad A	Fort Worth, TX	Booth #208
April 25-27	FDIC	Indianapolis, IN	Booth #212
May 12-14	AsMA (Aerospace Medical Association)	Chicago, IL	Booth #203
May 12-14	Saudi Health	Riyadh, Saudi Arabia	Booth #314-1
May 13-16	Naval Helicopter Association Symposium & Expo	San Diego, CA	Booth #322
June 10-13	International Fuel Ethanol Workshop & Expo	St. Louis, MO	Booth #1431
June 10-14	Nav-Air Int'l Logistics Workshop & Conference	Tucson, AZ	TBD
June 17-21	CEC/ICMC	Anchorage, AK	TBD
June 17-21	Paris Air Show	Paris, France	Booth #3-A135
June 27-28	National Homebrewers Conference	Philadelphia, PA	Hospitality Suite

FOLLOW US ON

Essex now has an updated company profile on LinkedIn. Follow us through your LinkedIn account for company news regarding our products, services, trade shows, job openings, organization announcements and much more.

Go to <http://www.linkedin.com/company/essex-industries>

LIKE US ON

If you are interested in the Last Chance Rescue Filter® or Brewhemoth home brewing equipment, you can also “like us” on these Facebook pages to get updates on the product lines and upcoming events.

Go to <https://www.facebook.com/LastChanceRescueFilter>

<https://www.facebook.com/TheBrewhemoth>





EXCERPTS

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65 YEARS OF EXCELLENCE



Through the years the heart of Essex Industries has been its hard working employees. The look of their offices may have changed but their commitment to providing quality customer service remains steadfast. To commemorate Essex' 65 years of excellence, an Open House is being planned for late spring or early summer to showcase our newly renovated headquarters as well as our three manufacturing facilities.

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