

THE WORD

Dr. Strangelove or How I Learned to Stop Worrying and Love the Bomb, was a 1964 pop-culture movie in which plans to protect our country go horribly awry. One after another, the strategies fail, resulting with Slim Pickens as Major “King” Kong riding a nuclear bomb to oblivion.

Strategies can be like that if we fail to maintain our focus. Essex has set its focus on our values, mission and the implementation of People First® leadership training. We are confident that we, as a company, have the people and efforts in place to achieve our strategic goals.

The driving force behind Essex is our core of dedicated Purpose Partners®. With an average of more than 13 years of experience, these are the people that compiled the values by which we operate Essex. Our Culture of Integrity is built on **C**ommunications, **U**nity, **L**earning, **T**rust, **U**nderstanding, **R**espect and **E**xcitement.

As a company, we acknowledge that we are always “under-construction”, working to improve ourselves and what we do. We are acting on our Cultural Assessment which

identified top issues that we need to work on together. Cross-functional teams have been formed to suggest and implement improvements.

We are evaluating strategies and the products within our markets, including areas of acquisition, which have been slim pickins. The new market research department, working with both sales and engineering, is assisting in these efforts. We are also improving our new product development process by using stage gate. This will help us better manage and satisfy the many opportunities that come to us from our customers.

And most important, we are aligning everyone in their individual functions towards the same focus, living our values and building relationships that positively impact our business. Working together, with a common vision: To grow our business to be the world leader in our markets for engineered products that enhance and protect lives.

It’s that simple. With everyone on board, we can stop worrying about Dr. Strangelove and the bomb.

We are headed for success!

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Chief Executive Officer

MODS STANDS READY



For information on the MODS, click here. <http://bit.ly/EXMODS>

With more than 250,000 participants, volunteers and spectators, the Houston Marathon is the largest single-day sporting event in Houston, Texas. Held every January, the 26.2 mile marathon is run concurrently with a half marathon on a course which tracks the perimeter of west Houston, starting and ending downtown. A 5K race also takes place that weekend. Many of the runners participate in the marathon's Run for a Reason program, which has raised millions of dollars for charity.

The 2015 race held January 16-18, included a new participant—the Essex Mass Oxygen Distribution System, or MODS. Members from the South East Texas Regional Advisory Council (SETRAC) were trained on the MODS and then the unit was set-up to assist the marathon's medical crew with respiratory issues during the event.

The MODS is the only medical grade oxygen delivery system that can be immediately deployed and set-up anywhere. This low pressure, portable 75 liter liquid oxygen storage and gaseous distribution system is capable of supplying oxygen to as many as 150 patients at the same time through the use of Patient Distribution Kits, or PDKs. The MODS has FDA 510K clearance and is covered under U.S. Patent 8,402,965.



IN ADDITION TO THE MODS AT THE HOUSTON MARATHON, YOU CAN FIND THESE OTHER PRODUCT FEATURES ON ESSEXINDUSTRIES.COM:

ALOX, The System of Choice for Harris County Emergency Corps

Harris County Emergency Corps (HCEC) was the first to use ALOX in the state of Texas and is currently the only CADS (Computerized Aids and Dispatch System) in Harris County. ALOX is a state-of-the-art emergency response system that provides a wide range of capabilities for emergency responders. It is used for dispatching, tracking, and managing emergency resources. ALOX is a state-of-the-art emergency response system that provides a wide range of capabilities for emergency responders. It is used for dispatching, tracking, and managing emergency resources.

LAST CHANCE RESCUE FILTER® Saves Firefighter's Life

On October 4, 2013, Mark Kistner, a Mark Kistner suffered an attack of hypoxia while in a "hot" zone. He was wearing a self-contained breathing apparatus (SCBA) and was using a Last Chance Rescue Filter (LCRF) when he was exposed to a hazardous atmosphere. The LCRF saved his life by filtering out the hazardous atmosphere. The LCRF is a state-of-the-art emergency response system that provides a wide range of capabilities for emergency responders. It is used for dispatching, tracking, and managing emergency resources.

MODS Stands Ready For Mass Casualty Situations

The MODS (Medical Oxygen Distribution System) is a state-of-the-art emergency response system that provides a wide range of capabilities for emergency responders. It is used for dispatching, tracking, and managing emergency resources. The MODS is a state-of-the-art emergency response system that provides a wide range of capabilities for emergency responders. It is used for dispatching, tracking, and managing emergency resources.

VRU/EPOS is Standard Equipment for U.S. Air Force

The VRU/EPOS (Virtual Reality/End Point System) is a state-of-the-art emergency response system that provides a wide range of capabilities for emergency responders. It is used for dispatching, tracking, and managing emergency resources. The VRU/EPOS is a state-of-the-art emergency response system that provides a wide range of capabilities for emergency responders. It is used for dispatching, tracking, and managing emergency resources.

ALOX used by Harris County Emergency Corps

Last Chance Rescue Filter® saved the life of a firefighter

MODS chosen for Mass Casualty Situation Readiness by CERFP

VRU/EPOS selected by the United States Air Force

COMPETITION SPONSOR

Essex is proud to sponsor the inaugural Collegiate Case Competition organized by NASBITE (National Association of Small Business International Trade Educators) in conjunction with the College of Business at Cleveland State University.

The competition, which is open to all colleges and universities with an academic business program, consists of a year-long project that brings together top students to work on an international marketing opportunity submitted by the sponsoring organization.

A detailed international marketing scenario, provided by the Essex Medical Sales team, became the basis for the case study.

The top three teams were selected by independent judges to present their marketing strategies at the NASBITE Conference in St. Louis, April 15-17. Essex will act as the final judge and select the winning submission.

According to Jeff Lockwood, Director of Sales and Business Development, "It will be beneficial to see how business and marketing majors approach the challenges and opportunities we face as we develop our international market share for Medical oxygen therapy products."

NASBITE is a non-profit educational and professional association, established in 1988. The organization promotes international business practice, education and training through its annual conferences, newsletters and the Certified Global Business Professional (CGBP) exam.



NEW TEAM MEMBERS ENGINEERING

Nick Mummert, Sustaining Engineer

NEW ROLES ENGINEERING

Charles Culp, Manager of New Product Design and Development
Brad Schaefer, Manager of New Product Design and Development

MARKETING

Mycalene Berkbuegler, Trade Show Manager

NOTEWORTHY

AFFTON AWARDS

Keith Guller was honored as the 2014 Business Person of the Year at the Affton Chamber of Commerce Awards Dinner held on February 21.



STATE VISITORS

In February, Derek Coats, State Director and Mary Beth Luna, District Director for Missouri Senator Roy Blunt, paid a visit to the Chivvis facility to learn about Essex products and to discuss the importance of funding various government programs.

NEW CAPABILITIES



The Sunnen facility recently added a new "super-machine" to expand their manufacturing capabilities. According to Dave Jenkins, Plant Superintendent, the Mazak Integrex I400 ST allows Essex to produce machined components that previously required multiple operations or in some cases, had to be outsourced. This machine has a full 5-axis milling head incorporated into a twin spindle CNC (Computer Numeric Control) lathe and is capable of simultaneous machining from both the upper head and the lower turret.

Initial production will focus on pulsation dampeners, including a new 5" diameter unit, the largest production model to date. In the future, having the Mazak Integrex I400 ST will give Essex the ability to bid, design and fabricate more complex components to meet customers' requirements.



UPCOMING TRADE SHOWS

APRIL

20 - 25

Fire Department Instructors Conference (FDIC)
Indianapolis, IN

Booth #635

MAY

4 - 8

NBAA Maintenance Management Conference (MMC2015)
Portland, OR

Booth #200

10 - 14

Aerospace Medical Association (AsMA)
Orlando, FL

Booth #109

JUNE - JULY

15 - 21

International Paris Air Show
Paris, Le Bourget

Booth #TBD

28 - 2

**Cryogenic Engineers Conference /International Cryogenic
Materials Conference (CEC/ICMC)**
Tucson, AZ

Booth #TBD

RECENT TRADE SHOWS



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