

THE WORD

Established in 1947, Essex achieves a milestone this year, marking 70 years of business. We are also very proud to state that we remain privately owned and still run by members of the original founding family.

I have worked at Essex for almost 45 years, but my memory of the company stretches beyond 60 years, thanks to the conversations with my father as he relayed stories of their humble beginnings and early achievements.

The company's first order, a radio noise filter, generated \$900! That was a lot of money in 1947 and laid the groundwork for additional product development. As the line expanded, the company needed more space. Essex relocated from Grandpa Louis' basement to our first facility in Stuart's Mortuary. From there, Essex occupied a defunct bank, moved to a feed and grain store, expanded into an adjacent car wash, renovated a burnt out furniture store and grew to the point where we now have four facilities with over 180,000 square feet.

As with any company, we have had our ups-and-downs over the past 70 years, but there have been many

more highs than lows. Employees, both friends and family, have come and gone but are never forgotten. We share a closeness, understanding and affection that comes with experiencing countless successes and frequent disappointments. I have been privileged to work side by side with many talented individuals who gave their all to make Essex what we are today—a leader in highly sophisticated hardware found on military and commercial aircraft; in breathing equipment for flight emergencies; in liquid oxygen equipment and in gas regulators for oxygen therapy.

This anniversary edition of the *Excerpts* marks not only our first 70 years, but also the beginning of the next 70 exciting years for the company. We are confident that we have the products, the people, the strategy and our culture of integrity to propel our success into future decades.

To our Essex employees, I salute all of you for your talents, your dedication and your spirit. To our customers, I look forward to doing business with you for another 70 years.

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Chief Executive Officer

ESSEX CELEBRATES 70 YEARS!



Essex Industries was founded in 1947 by Harold and Sidney Guller in their father's basement. The first product, an F-214 Radio Noise Filter, laid the foundation for the company's future. Decades later, Essex manufactures a variety of Platform Controls and Aircraft Components and has been part of virtually every major military and commercial aerospace program since 1947.

Essex entered the cryogenics market in 1963, with designs and the capability to manufacture liquid oxygen (LOX) converters, a highly efficient method of oxygen storage and delivery. Originally used by aircraft pilots and crew, this technology has readily transferred to air and ground-based medical life support equipment for both military and commercial applications.

In 1991, Essex acquired the Portable Breathing and Rescue Products Division from The DuPont® Corporation, which enhanced the company's offering of Emergency Breathing Equipment. Thousands of units are in service worldwide on commercial aviation fleets.

Essex has also established a significant presence in the US home healthcare market by supplying oxygen regulators for patient use. High quality standards have made Essex regulators a preferred product for major OEMs and gas companies throughout the world.

In 2017, Essex remains privately owned and widely recognized for its core product segments of Platform Controls, Aircraft Components, Liquid Oxygen Equipment, Emergency Breathing Equipment and Gas Regulators.

MARKETING UPDATES

New Catalogues

Essex has introduced new catalogues to highlight its core product segments of Platform Controls/Aircraft Components, Liquid Oxygen Equipment, Emergency Breathing Equipment and Gas Regulators. This literature is available at www.essexindustries.com under Support, Brochures.



Website

The Essex website also reflects the core product segments of Platform Controls/Aircraft Components, Liquid Oxygen Equipment, Emergency Breathing Equipment and Gas Regulators. Go to www.essexindustries.com for all the latest information on products, trade shows and news releases.

NEW PBE TRAINING HOODS

Essex recently announced a new exclusive partnership agreement with Tulmar Safety Systems, Inc. to supply PBE training hoods for its customers.

The Essex PBE (Protective Breathing Equipment) provides crewmembers with ocular, head and respiratory protection during emergency conditions in an aircraft cabin. Recognized for their safe design, Essex PBE units are installed in the majority of U.S. airlines and a number of carriers throughout the world.

Training hoods allow airline personnel to practice donning the hood prior to a smoke emergency. Tulmar manufactures realistic training hoods that feel and operate like the actual PBE.

Located in Ontario, Canada, Tulmar Safety Systems Inc. is a fully integrated manufacturer of engineered protective textiles and survivability solutions for the aerospace and defence market worldwide. The company's diverse products range from seat assemblies for military vehicles to specialized training equipment sold to the world's airlines for training of their cabin crews.



500 GALLON LOX TRAILER VIDEO

A short video on the features of the 500 Gallon LOX Trailer is now available on YouTube and the Essex website.

[Click here to view.](#)



NOTEWORTHY

GULLER CLASSROOM

In November, Sidney Guller, Chairman of the Board, dedicated the Guller Classroom in Bauer Hall at Washington University's Olin Business School.



MAN OF THE YEAR

Sidney Guller was named Man of the Year by the St. Louis Men's Group Against Cancer. This group raises funds for cancer-related organizations in the St. Louis community.



ENGINEERING CAREER FAIR

Russ Jacobsmeier, Vice President of Engineering, represented Essex at the Fifth Annual Gateway STEM Career Fair. The goal of the Engineering Expo is to increase awareness and interest among young people in St. Louis to the possibilities of a technical career related to engineering.



ADMIRER BUSINESS LEADER

St. Louis Small Business Monthly recognized CEO Keith Guller as one of the Most Admired Business Leaders for his support of charitable organizations.

UPCOMING TRADE SHOWS

Mar.

7 - 9

Heli-Expo
Dallas, TX

Booth #5722

May

22 - 25

SOMSA Scientific Assembly
Charlotte, NC

Booth #322

30 - 1

AP&M Europe
London, UK

Booth #F

Jun.

19 - 25

Paris Air Show
Paris, France

Booth #3-A135

RECENT TRADE SHOWS



MEDICA



ARAB HEALTH



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