

THE WORD

Caring has always been the cornerstone of our culture at Essex. Of course we care about our customers, the products we manufacture and the quality of what we produce; but we also truly care about our employees, who we consider partners in our business.

In turn, our employees consistently show that they care about each other. Essex employees have always stepped up to help co-workers who experienced a fire, death or serious illness in the family. So when the executive team learned about a charitable fund that we could implement at the company, we knew it would be a great fit for Essex.

Essex Cares is a program designed specifically to help Essex employees who are experiencing financial difficulties due to a personal tragedy or disaster. Money for the fund is generated by employees through payroll deduction or other donations. During the program launch, Essex is matching the first \$5000 of contributions. Essex will also cover all administration fees for the fund.

The Greater Saint Louis Community Foundation administers and manages the program for us. This not-for-

profit organization allows applicants to remain anonymous, so no one need hesitate to ask for assistance. They review the applications and allocate the funds—Essex is not involved in the process.

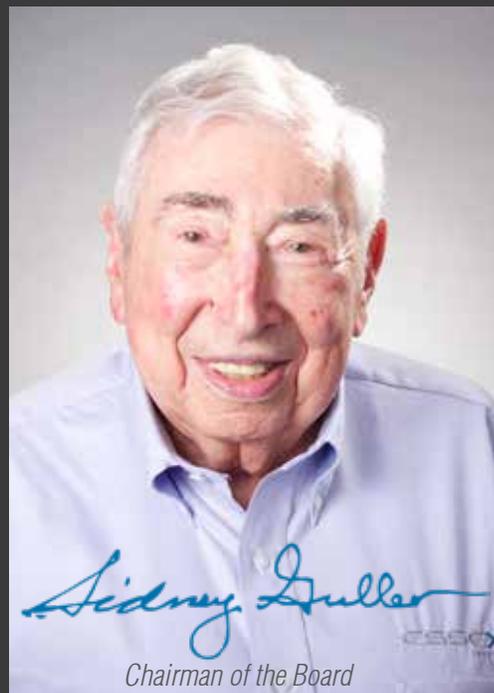
The Essex Cares program offers a better way for employees to provide assistance to each other and has been very well received at our company. Employees know that every dollar they contribute will go directly to help other Essex employees. And if an unfortunate situation happens in their life, the fund is available for them, as well.

A recent fall and hospitalization made me realize the high costs that can be incurred by a seemingly minor incident. This really opened my eyes to the high cost of medical expenses that may not be covered by insurance. One small incident can easily cause a major disruption or hardship in someone's life.

That is why Essex Cares is important. Having the financial support available when it is needed the most shows that we really care about helping those in our Essex family through difficult times.

IN THIS ISSUE

Competition Winners
New Literature
ETSO Authorization
PBE Contract
Essex Cares
New Roles
Noteworthy
Trade Shows



Chairman of the Board



COMPETITION WINNERS

The Collegiate Case Competition organized by NASBITE (National Association of Small Business International Trade Educators) was a year-long project which allowed students to work on a real-world international marketing opportunity.

As this year's sponsor, Essex provided a scenario based on its efforts to expand Medical product sales internationally.

Nine college teams participated in the contest. The top three selected by independent judges were: Missouri Southern State University from Joplin, Missouri; the University of Northern Iowa, Cedar Rapids, Iowa; and Cleveland State University, Cleveland, Ohio.

These three teams were asked to present their marketing strategies at the NASBITE Conference, April 15-17, in St. Louis. Each team submitted a written report and delivered a 30 minute presentation. Essex, represented by Jeff Lockwood, Director of Sales and Hugo Morales, Business Segment Manager, then chose the winner. Missouri Southern State University was selected, recognized as having both the best presentation and written analysis.

"Essex learned a great deal from the students' reports" according to Jeff Lockwood. "This is certainly information we can use in our market expansion efforts."

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 LITERATURE AVAILABLE

The **First Response** catalogue highlights ground and air ambulance liquid oxygen systems, ground liquid oxygen distribution systems and emergency breathing equipment.

The **Safety** catalogue features fire-safe valve assemblies and actuators, as well as emergency breathing equipment for industrial applications.

The **Emergency Breathing Equipment** brochure contains the range of smoke hoods and filters available, along with a comparison chart and ordering information for the different models.

This literature is available at www.essexindustries.com in the Document Center. You can request copies through the Contact Us form or by emailing us at info@essexind.com.



ETSO AUTHORIZATION

Essex has obtained European Technical Standard Order (ETSO) Authorization in accordance with Commission Regulation (EU) No 748/2012, Part 21, Section A, Subpart O and ETSO C99, C116 which covers the PBE MR-100x series manufactured at Essex.

The Essex PBE is designed to provide crewmembers with ocular, head and respiratory protection during emergency conditions in an aircraft cabin. A minimum of 15 minutes of protection is provided to the wearer, as aviator's grade oxygen is released into the unit. Its unique design provides 270° of visibility and eliminates the need for an oral/nasal mask so that crewmembers can communicate while wearing the unit. The PBE holds FAA TSO-C116 and TSO-C99 approvals as well as CAA, EASA, CAAC and ANAC approvals. 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.



PBE CONTRACT

Essex has received a contract from Emirates Airlines to outfit their fleet of Airbus and Boeing aircraft with the PBE, Protective Breathing Equipment. This multimillion dollar contract was obtained through Safari Aviation Services of the United Arab Emirates, the Essex distributor.



With over 3,400 Emirates flights departing from Dubai International Airport each week, Emirates is the world's largest international airline, operating an all wide-bodied fleet of 234 aircraft with a further 278 on order. A leader in the aviation industry, Emirates is the most valuable airline brand worldwide, according to The Brand Finance Global 500 report for 2014. By selecting the Essex PBE, Emirates has demonstrated their confidence in the safety of this product.

ESSEX CARES



Essex has established a new charitable program that is devoted to and funded by employees. People at Essex have always been willing to assist those in need. The Essex Cares program provides the means to assist an employee who experiences financial hardship caused by an unforeseen situation or disaster.

Employees can contribute through payroll deduction, cash, check or credit card. Various fundraisers and activities are also being planned to support the fund.

Essex Cares is administered by the Greater Saint Louis Community Foundation, a 501(c)3 nonprofit organization that manages more than \$300 million in charitable assets for over 400 individual funds.

NEW ROLES

SALES

Corey Waldman, Director of Sales & Business Development, Life & Ground Support Systems

NOTEWORTHY

PARTNERSHIP FOR PROTECTION

Marc Ashworth, Director of IT, was elected to the board of the St. Louis Chapter of InfraGard, a partnership between the FBI and the private sector. This association of businesses, academic institutions, state and local law enforcement agencies, and other participants shares information and intelligence to prevent hostile acts against the United States.



50 YEARS OF SERVICE

Jim Philipot, former Essex employee, was recognized in May for his 50 years of service to the Aircraft Oxygen Equipment Committee of SAE International.

MEMBER OF THE YEAR

Essex was named Corporate Member of the Year for 2015 by the St. Louis Gateway Association of the United States Army (AUSA).

SUPPORT FOR SCOUTING

Sidney Guller was honored at this year's South County Community for Scouting Dinner on April 29.



SPACE FOR ALL



The new parking lot at Gravois has been completed, providing the much needed space for both employees and visitors to the facility.

UPCOMING TRADE SHOWS

AUGUST

4-6

OSCG
San Antonio, TX

Booth TBD

5 - 7

FIME 2015
Miami Beach, FL

Booth #2562

17 - 20

MHSRS
Fort Lauderdale, FL

Booth TBD

SEPTEMBER

10 - 12

Medical Fair Thailand
Bangkok, Thailand

Booth #4J11

10 - 13

NGAUS
Nashville, TN

Booth #2350

21 - 25

ALS/AFE Reunion
Las Vegas, NV

Booth NA

28 - 30

2015 NSC Congress & Expo
Atlanta, GA

Booth #1568

RECENT TRADE SHOWS



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7700 Gravois Road | St. Louis, MO 63123 | 314.832.4500 | essexindustries.com

