

## THE WORD

As 2013 comes to a close, I will honestly say that I am looking forward to the New Year and the possibilities it holds for all of us.

Essex will mark 67 years of business in 2014, but let me assure you that we are not a company that is living in the past. We may be old in experience, but we are not old in attitude. We are a vital, vibrant organization, focused on providing products that meet our customers' current needs and developing new products for the future.

Our success has been built on our ability to recognize and capitalize on opportunities in the market. Some of our most successful product lines came about because we were willing to "think outside the box" and rise to the challenge.

Years ago, when the manufacturer of commercial airline smoke hoods decided they no longer wanted to offer the line, for which we designed the oxygen system, regulator and scrubber, we bought the product rights from them. We continued to supply commercial airlines, but expanded sales to include the military. We developed new uses, new markets for the equipment. Today, variations of our smoke hoods have application in the First Response and Safety markets.

Our entry into the cryogenic market also began with us as the supplier of valves and fittings to another manufacturer. When they left the business, Essex approached the government with an offer to serve as a repair facility for their converters. This led to us developing our own design



*"We may be old in experience, but we are not old in attitude. We are a vital, vibrant organization..."*

**- SIDNEY GULLER**

to manufacture. Our expertise in LOX converters is now unequaled in the industry and the products we have developed form the basis of our Life Support, Ground Support and First Response equipment offering.

In 2014, Essex will continue to focus on today's needs and tomorrow's opportunities by generating new ideas and developing new products. We are evaluating existing products to see how they might translate into other markets. We are taking our experience in military life support/rescue and using it to meet needs in civilian applications. The same equipment that assists wounded soldiers on the battlefield can provide life-saving oxygen to victims of natural disasters or large scale emergencies.

We are reaching beyond our own capabilities, exploring new technologies and possible acquisitions. And we are looking outside the United States to expand our sales and market share internationally. This is essential to continue our growth and keep Essex strong.

Equally key to our growth and our future are the Essex employees. From the beginning, Harold and I wanted our company to be a good place to work. We wanted people to feel like they were appreciated and recognized for their contributions. That they were part of a family. In 2014, we will be implementing programs that provide leadership training and strengthen our relationships with our employees. We want to continue to nurture the expertise and dedication they bring to the organization.

As someone who has been here since the beginning, I can say with certainty that we are even more vital now than we were in 1947. Our company focus and leadership ideals have not changed. We have the people and the ability to achieve our goals and continue our success. This is our culture, it is in our corporate DNA.

I am confident 2014 will be a good year for Essex Industries and I wish a good year for you, your family and your business, as well.

A handwritten signature in blue ink that reads "Sidney Guller". The signature is fluid and cursive.

*Chairman of the Board*

# ADDING POWER TO THE WORK FLOW PROCESS

On November 1, Essex completed the Sales Master PowerFlow integration designed to improve internal processes and provide more immediate access to information for the Customer Care department.

This three-month project, led by Ken Stulce, Essex Sr. Systems/Programmer Analyst, involved integrating three major software applications: Manage 2000 (Enterprise Resource Planning System); Planet Press (forms builder software); and PowerFlow.

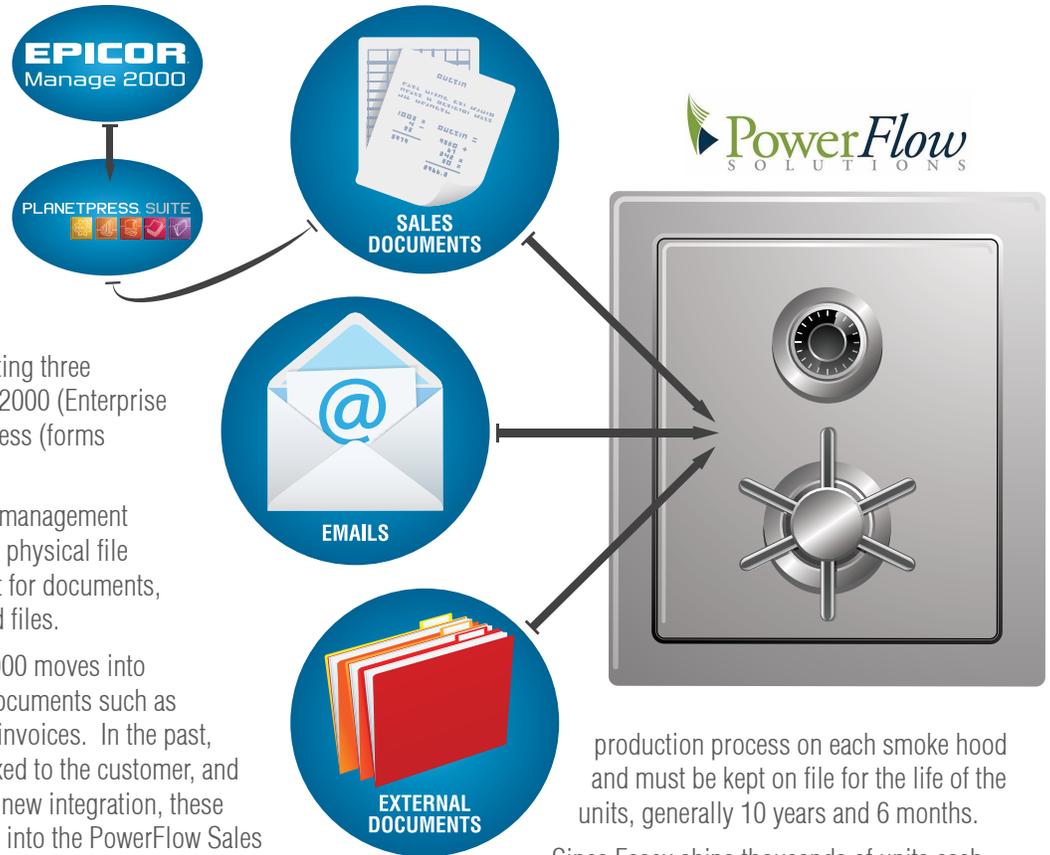
PowerFlow is an electronic document management system, designed as a replacement for physical file cabinets. PowerFlow serves as a vault for documents, organizing information into designated files.

At Essex, information from Manage 2000 moves into Planet Press to generate a variety of documents such as acknowledgements, packing lists and invoices. In the past, these items were printed, mailed or faxed to the customer, and then manually filed. As a result of the new integration, these documents are now sent electronically into the PowerFlow Sales Vault, where they can be emailed out as needed, securely stored and easily retrieved.

The integration of these systems is a significant process improvement for Customer Care. All documents related to a sales order are filed electronically in one place. External materials, such as emails, purchase orders or contracts can also be scanned directly into PowerFlow.

According to Kathy Kerley, Manager, Customer Care & Contracts Administration, "Using PowerFlow has enabled us to serve our customers better. With the ability to access information at our fingertips, we can quickly respond to customer inquiries while on the telephone and email documents directly to them on request."

Kathy and her Customer Care Team at Carr Lane also use the PowerFlow Sales Vault to maintain dockets for Essex smoke hoods. Dockets detail information from the beginning to the end of the



production process on each smoke hood and must be kept on file for the life of the units, generally 10 years and 6 months.

Since Essex ships thousands of units each month, keeping these as paper documents required significant storage space, as well as time spent to file each record and then locate them as needed.

Being able to search and find the dockets electronically is much faster and therefore expedites the repair process turnaround on the units. It also enables Customer Care to confirm information on units in the field, such as the expiration date.

In addition, electronic file storage in PowerFlow provides improved security and disaster recovery for these critical records and all information stored within it, as files are backed up regularly both onsite and off.

The use of PowerFlow will continue to expand throughout the Essex organization in the coming months, with other vaults planned and projects outlined to integrate additional functional areas.

## NEW TEAM MEMBERS

### ENGINEERING

**BREANNA MCKENNY**, *New Product Design & Development Engineer*

**JOHN HIGGINS**, *Sustaining Engineer, Sunnen*

**ZACHARY LANGLEY**, *Sustaining Engineer, Chivvis*

## NEW ROLES

### ENGINEERING

**MARK GOODWIN**, *Manager of Sustaining Engineering, Chivvis*

### SALES

**DAVE ETTER**, *Business Segment Manager, North American Gas Suppliers*

**ELIZABETH MEHLICH**, *Product Manager, Oxygen Therapy Products*

# RETURNING SOLDIER



Essex is proud to welcome Curtis Biermann back to St. Louis and the Chivvis facility after his eleven month tour of duty, including seven months in Afghanistan.

Curtis was a member of the NMCB15 Battalion. Those who serve in Naval Mobile Construction Battalions (NMCBs) are referred to as “Seabees” from the initials “CB”. The Seabees have a history of building bases, paving thousands of miles of roadway and airstrips, and accomplishing a variety of other construction projects in military theaters dating back to World War II.

In Afghanistan, Curtis was based out of Camp Leatherneck,

a 1,600 acre United States Marine Corps base in the Helmand Province. He drove thousands of miles and spent countless hours on Afghanistan roads as the first gun truck, protecting the trucks that followed which carried supplies and equipment for projects all over the country. He made sure no IED’s (improvised explosive devices) destroyed our equipment and more importantly, he protected others from getting hurt or killed.



Family and friends, especially wife Michele and 15-month-old daughter Linsie, celebrated his safe return in October. Curtis was also honored as the Grand Marshal of the Veteran’s Day Parade in Arnold, Missouri, the city where he grew up.

# NOTEWORTHY

## GLOBAL BUSINESS PERSON AWARD

CEO Keith Guller received the Global Business Person Award at the World Trade Center St. Louis’ Growing Global event held September 27. This award acknowledges a business person who has demonstrated extraordinary commitment to international business, either individually or as a driving contributor to the success of their company. Previous recipients of the award include George Paz, Chairman & Chief Executive Officer, Express Scripts (2012); Dennis A. Muilenburg, President & CEO Boeing, Defense, Space & Security (2011) and Jai Nagarkatti, Former Chairman, President & CEO, Sigma-Aldrich (2010).



To see Keith accept the award visit:  
<http://bit.ly/GBPA2013>

## 90 DAYS TO SUCCESS

Nineteen Essex employees recently completed 90 Days to Success training provided by AAIM Employer’s Association. This program combines classroom training, computer-based instruction, on-the-job assignments and coaching to teach new supervisors the skills they need to be successful.

## A TRUE MILESTONE

Congratulations to Sidney Guller who celebrated his 90<sup>th</sup> birthday on November 19<sup>th</sup>! He still wears his hats with great style.



# ESSEX SELECTED AS SUPPLY PARTNER



Essex has been selected by Eclipse Aerospace, Inc. to supply the PhostrEx™ fire extinguishing system for their recently launched Eclipse 550 Jet program. In addition to the PhostrEx system, Essex also supplies the side stick control grip on the Eclipse.

Eclipse Aerospace claims the new Eclipse 550 Twin-Engine Jet is the most fuel-efficient jet in the world, having the ability to fly at altitudes up to 41,000 feet at a max cruise of 430 mph, while consuming a mere 59 gallons of fuel per hour. Eclipse also provides engineering, maintenance, service and support for the fleet of 260 Eclipse 500 aircraft. Eclipse Aerospace principle operations are located in Albuquerque, New Mexico and Chicago, Illinois, with corporate offices based in Charleston, South Carolina.

## NEW MARKET CATALOGUES AVAILABLE

Essex recently introduced new, expanded catalogues for our main market segments.

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)



### AEROSPACE & DEFENSE

Showcases our life support equipment, ground support equipment, platform controls, aircraft components, emergency breathing equipment and maintenance, repair, overhaul (MRO) capabilities.



### FIRST RESPONSE

Highlights ground and air ambulance liquid oxygen systems, the MODS, smoke hoods and rescue filters.



### SAFETY

Features fire-safe valve assemblies and actuators, as well as emergency breathing equipment for industrial applications.



### MEDICAL

Covers regulators, integrated regulators, conservers and a wide range of accessories.

## INSTRUCTIONAL VIDEOS SUPPORT ESSEX PRODUCTS

In response to customers' requests, Essex recently released three new instructional videos to support several of their key products.



### VRU+

This 4 minute video demonstrates the proper way to don the VRU/VRU+ units.



### 7L / 10L LOX Converters

A 15 minute film covers the inspection, maintenance, filling, draining and purging procedures for the 7 and 10 liter converters.



### BMOS / MMOS

A 16 minute video highlights the inspection, maintenance, filling, draining and purging procedures for the BMOS and MMOS units. Filling procedures are shown using the OGL, the BMOS-FS and the 50 Gallon LOX Cart.



Visit [www.essexindustries.com](http://www.essexindustries.com) to view these videos online.

# UPCOMING TRADE SHOWS

January 15-16	<b>WEPTAC USAF</b>	Nellis AFB, NV	Booth #TBA
January 19-21	<b>Intersec</b>	Dubai UAE	Booth #3-333F
January 27-30	<b>Arab Health</b>	Dubai UAE	Booth #1D55
February 11-17	<b>Singapore Airshow</b>	Singapore	Survitec's Booth
February 25-27	<b>Heli-Expo 2014</b>	Anaheim, CA	Booth # 1430
March 31-April 2	<b>Critical Care Transport Medicine Conference (CCTMC)</b>	Austin, TX	Booth # 13

## MEETING NEW CUSTOMERS



**The 51st Annual SAFE Symposium | SAFE**  
October 14-16



**National Business Aviation Association | NBAA**  
October 22-24

## SIMULATING EMERGENCY SITUATIONS AT A/TA



The 45th Annual Airlift/Tanker Association Convention/Symposium & Technology Exhibition was held in Orlando, Florida, October 31 through November 3.

The A/TA is dedicated to ensuring that American military forces continue to have the air mobility capability required to implement U.S. national security strategy.

This year, the Essex display featured the EVAS™ simulator, along with our Smoke Hoods and Life Support Equipment.

EVAS (Emergency Vision Assurance System) is an FAA tested and certified device that ensures pilot vision in dense, continuous smoke. The simulator provides a true-to-life cockpit experience as to how the equipment functions in an emergency situation.

Essex has the exclusive marketing and sales rights to all government agencies for EVAS, a safety product from VisionSafe™ Corporation.



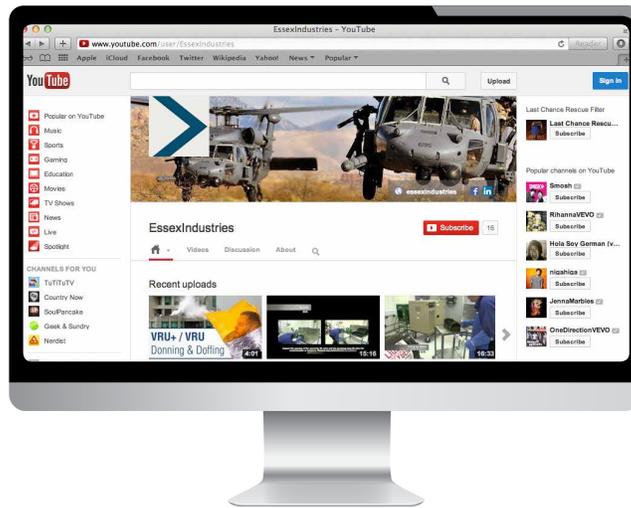


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Did you know  
that Essex  
videos can also  
be found on  
YouTube?



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