

## THE WORD

The Word. This heading has been our lead-in for the *Excerpts* newsletter for over a decade. But what does The Word, or more importantly, Our Word mean?

To all of us at Essex, Our Word is our commitment. We stand by what we say. We do what we say we are going to do.

Starting with our first manufactured product, Essex has become the business it is today by meeting our commitments and establishing our reliability with customers.

We make commitments to provide quality products, to meet delivery requirements, to design products for special applications and to price items fairly. We take these commitments to our customers very seriously.

Our commitment does not waiver when things get tough. We don't give up on a project or program, just because we encounter a problem or have a setback. We take whatever extra steps or effort is needed to meet the challenge.

Market conditions, competitive opportunities and application issues can quickly change our customers' demand requirements. They depend

on us to respond to their needs. One of our customers was in a position to gain market share due to a competitive recall. They were able to capitalize on this opportunity because we committed to, and met, the schedule for their increased order volume.

And once the product is delivered, we stand behind it. We are there for our customers if they have a concern or need assistance, whether it's a performance or application issue. The NPTLOX, featured in this issue, is an example. The product was supplied per the customer's specifications, but once it was fielded, the users gave us feedback regarding changes to make it easier to carry and lift. We developed several different options and worked with them to determine the best solution. For Essex, it is not just about designing and selling a product, it is about making a commitment to be there when needed.

In 1947, Harold and Sidney both committed themselves to the reputation and success of Essex Industries. Their Word was their bond and 70 years later, we are still committed to that principle.

## IN THIS ISSUE

500 Gallon LOX Trailer  
NPTLOX Upgrade  
Premium Medical Oxygen Regulators  
Tracking Our Environmental Impact  
New Team Member  
Noteworthy  
Trade Shows



*Mickey Waldman*  
President

# 500 GALLON LOX TRAILER



The new 500 Gallon LOX Trailer is a mobile liquid oxygen storage tank assembly. Designed for the transport and storage of LOX at airbases and military installations, the 500 Gallon LOX Trailer provides a logistics solution for flight line LOX requirements.

The 500 Gallon LOX Trailer can be used with all Essex LOX converters, BMOS, BMOS-FS, MMOS, NPTLOX, PTLOX and 50 Gallon LOX Carts. A 500 Gallon LIN Trailer for the transport and storage of liquid nitrogen is also available.

Both 500 Gallon Trailers are qualified to Air Force PD13WRGRVEA05 and environmentally tested to MIL-STD-810.



## NPTLOX UPGRADE

Essex has added new four-position locking handles to their NPTLOX, Next Generation Portable Therapeutic Liquid Oxygen System. Designed in response to a request by the U.S. Air Force, the new handles make the unit easier to carry and to lift. Field equipment will be retrofitted at Essex as they come back for maintenance and all new units will ship with this upgrade.

For more information on the NPTLOX, [click here](#).



# PREMIUM MEDICAL OXYGEN REGULATORS

Essex is expanding their line of Premium Medical Oxygen Regulators with designs developed specifically for international market applications. The first two models, BS 341 and CGA 540, have now been released.

These new Premium Oxygen Regulators feature a blue anodized body and either a barbed outlet fitting or high flow DISS 1240 demand outlet. They provide flow rates of 0 to 25 liters per minute, with operating pressures of 500 – 3000 PSI / 278 BAR.

All Essex Premium Oxygen Regulators are made in the U.S., are fully serviceable and have a five-year warranty. They are designed to meet ASTM-G175-03 standards and conform to CE standards.

For more information on these new regulators, [click here](#).



# TRACKING OUR ENVIRONMENTAL IMPACT

A new software installed on Essex copy machines, called PaperCut, now gives employees an insight into how our printing habits impact the environment.

Each month, the IT Department releases the following information:

**Trees Consumed.** The amount of trees that have gone into making the paper.

**CO<sub>2</sub> Produced.** The greenhouse gases released in the production of the paper.

**Equivalent Bulb Hours.** The manufacturing energy used to produce the paper represented as the energy consumed by a standard light bulb in hours.

By creating awareness and urging people to consider the environment before printing, we expect this program to produce positive results.



# NEW TEAM MEMBER

**Todd Waldman**, Senior Internal Auditor

# NOTEWORTHY

## FARNBOROUGH AIR SHOW

Once again Essex had a prominent display at the Farnborough Air Show, July 11-17. In addition to seeing many of our key customers, Robert Geisz, Global Account Executive, had the honor of speaking with the following dignitaries who stopped by our booth:



*Secretary Penny Pritzker, U.S. Department of Commerce*



*Colonel Luis Felipe Garcia Fernandes, Logistics Division Chief, Brazilian Army and Air Vice Marshall Jose Augusto Crepaldi Affonso, Brazilian Air Force*

# UPCOMING TRADE SHOWS

Nov.

14 - 17

**Medica**

Dusseldorf, Germany

Booth #11E48

Jan.

23 - 26

**Arab Health**

Dubai, UAE

Booth #1B58

Mar.

7 - 9

**Heli-Expo**

Dallas, TX

Booth #5722

# RECENT TRADE SHOWS



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