

THE WORD

Born and raised in St. Louis, it should come as no surprise that I follow Cardinals baseball. Tony La Russa, our former manager, was recently featured in a *St. Louis Post Dispatch* article, where he talked about old-school expertise versus how the game is being played today.

Tony said the “golden piece of advice” that he received early on in his career was that a team needed to be fundamentally sound and pay attention to details. Home run hitters may be exciting, but consistent hitters who can move runners along are the real keys to success.

I can definitely relate this philosophy to our success at Essex. Harold and Sidney founded the company based on fundamental principles that we still embrace today. Their golden advice has guided our organization over these past 70 years.

The main principle Harold taught us was the importance of developing and maintaining relationships. I believe that it is important to visit customers and get to know the people behind the names. Although advances in technology, like email and video chat, have made it easier

to do business, they are no substitute for face-to-face meetings.

Because we have established relationships, our customers know that they can depend on us. We focus on the details—providing them with a quality product at a fair price which meets their delivery requirements. We recognize the need to continually improve our quality and processes, and if we face a challenge, we will work through it until it is resolved to their satisfaction.

Harold and Sidney were “all in” back in 1947 when the company began and that dedication to the business is as strong as ever, with our third generation now serving in key positions. We are dedicated to maintaining a successful business for both our immediate family and our Essex family of employees.

As a company, it is exhilarating to “swing for the fences” and go after that big new opportunity. But we never stray from fundamentals, recognizing the importance of our relationships with our customers and our commitments to them. These are the consistent base hits that advance our business and make us a winning team.

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Mickey Waldman
President

ESSEX SELECTED BY AIRBUS AS APPROVED SUPPLIER FOR PBEs



Essex has been selected as an approved supplier of Protective Breathing Equipment (PBE) for the Airbus series of commercial airliners including the newest A320 NEO single-aisle aircraft. With this approval, Essex PBE products are now included in the Airbus Seller-Furnished Equipment (SFE) Options Catalog, which allows customers to select and specify Essex PBEs as standard equipment onboard as-delivered aircraft.

The Essex PBE provides 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.

NEW BROCHURE

Essex has introduced a new brochure to highlight Liquid Oxygen (LOX) Equipment for Air Medical Applications. It can be found at www.essexindustries.com under Support, Brochures.

Fliers are also available that describe our Rotary Pool Program and that list Airframes with STC Approval to fly with LOX.



AIR MEDICAL LOX VIDEO

A short video on LOX for Air Medical Applications is now available on YouTube. [Click here to view.](#)



AIR MEDICAL LOX EQUIPMENT

Essex has been in the cryogenics market since 1963, providing liquid oxygen (LOX) converters designed to store gaseous oxygen as a liquid, and then expand it into clean, breathable oxygen for life support and medical applications. Today, Essex is a leading supplier of LOX equipment, having delivered over 100,000 new systems for commercial and military applications.



Essex LOX converters for air medical transport are available in 5 liter, 7 liter and 10 liter sizes. Essex also offers the RTI, Ready to Install LOX System. The RTI consists of a 10 liter LOX converter with a heat exchanger and regulator mounted inside a sheet metal enclosure. This configuration allows installation of the equipment on the aircraft without the expense of a costly retrofit. The 10 Liter LOX Converter within the RTI supplies up to 8,600 gaseous liters of oxygen at 70 psig and weighs approximately 75 pounds when full.

In addition to supplying new equipment, Essex offers customers complete maintenance, repair and overhaul services, including a rotary pool service to ensure fast turnaround and minimum downtime when a LOX converter needs repair.

STC Approval for LOX installation is available on helicopters from all major manufacturers including, AgustaWestland/Leonardo, Bell, Eurocopter/Airbus, Kawasaki, McDonnell Douglas and Sikorsky.



500 GALLON LOX TRAILERS

The first five 500 Gallon LOX Trailers are shown lined up, ready to ship to the US Air Force. To date, the USAF has ordered 66 units with delivery scheduled through 2018. The US Coast Guard has also placed an order for five of the LOX trailers.



NOTEWORTHY

SCHOLARSHIP FUNDS

Sidney Guller and the Guller Foundation pledged additional scholarship funds to Washington University to help young people achieve their dreams.

<http://together.wustl.edu/Pages/Guller-Scholarships.aspx>



From left: Washington University Chancellor Emeritus William Danforth, Sidney Guller, and Olin Business School Dean Emeritus Robert Virgil.

SPECIAL RECOGNITION

Ann Wagner, Member of Congress, 2nd District, Missouri, sent a congratulatory letter to Essex, recognizing our 70 years in business.

Steve Stenger, St. Louis County Executive, issued a proclamation declaring October 2, 2017, as Essex Industries Founders Day.



NEW ROLES

Chad Leftwich, Supply Chain Manager

Matt Olivos, Product Manager

UPCOMING TRADE SHOWS

Nov.

12 - 16

Dubai Air Show

Dubai, UAE

Booth #1574

State of Missouri

Feb.

26 - 1

Heli-Expo

Las Vegas, NV

Booth #C4334

Mar.

26 - 28

A & D Supplier Summit

Seattle, WA

Missouri Pavilion

RECENT TRADE SHOWS



MHSRS



ACPC



A/TA



AMTC



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