

## THE WORD

The United States Department of Defense recently announced a budget reduction plan which included a 20-30% military drawdown. This would scale back the Army to pre-World War II size and eliminate an entire class of Air Force fighter jets. These actions were recommended to cut military spending, which had increased significantly after the attacks of September 11, 2001.

Such news always raises the questions of "What effect will that have on the Defense industry?" and more specifically, "What effect will that have on Essex?"

It is a natural question and concern. Essex is well-known as an Aerospace and Defense company with a portion of our business tied to military requirements.

But as a company which has prevailed since 1947, we have been through these situations before. We have learned that healthy companies remain strong by staying aligned with their customers and being onboard with new products.

Yes, the F-18 line is winding down new requirements. However, we believe these demands will transfer to the new F-35. The proposal preserves budget money for the F-35 start-up and we have Essex equipment on those fighter jets.

In spite of the cutbacks, new contracts for goods and services are being released and Essex stands ready to support these needs. The government must maintain service on existing equipment and Essex is in place to supply spare parts and provide repairs. Products still will be needed for new missions and we continue to design for the latest military applications and conditions.

The Department of Defense proposal reaffirms the importance of Special Operations for military preparedness. At Essex, we follow that focus, with life support equipment and technology that helps the military operate more efficiently.

Essex is extremely proud to supply products that support our military men and women around the world. As a company, though, we are more than that. We have taken our expertise from the Aerospace and Defense market and applied it to other market segments. Over the years, we have expanded our market focus beyond the United States, turning Essex into a company with a truly global outlook.

From an Aerospace standpoint, we supply equipment to support programs and platforms to friendly nations throughout the Free World. Essex products have been selected by customers ranging from the Colombian Air Force and South Korean Military to commercial aircraft manufacturers in Italy, Israel and India. The Essex PBE (Portable Breathing Equipment) is also an industry standard, used in commercial airlines worldwide.

Medical is another market where our international focus is strong. We provide products to the industry leader in medical regulators, located in Japan; and more recently, the European leader in cryogenic tanks selected our product to extend their line. To expand our opportunities, we are pursuing product certification on our integrated regulator in fourteen different countries around the globe: Argentina, Costa Rica, Ecuador, Hong Kong, Lebanon, Malaysia, Mexico, Panama, Peru, Philippines, Saudi Arabia, Singapore, Thailand and the United Arab Emirates.

Our Safety and First Response markets are utilizing sales agents and key distributors in the Middle East and Asia to capitalize on the high interest level for our products, especially emergency breathing equipment like the VRU+ (Victim Rescue Unit) and our fire-safe valve assemblies and actuators.

Even our trade show focus has expanded internationally. The Essex Sales Team will



cover the globe in 2014, meeting customers and exploring possibilities in Dubai, Singapore, Tokyo, Germany and the United Kingdom.

Essex may look beyond our borders for new markets, new customers and new sales opportunities, but we will never abandon our core business. Although we support defense and military operations, we are not about bullets and bombs—we are about saving lives through our equipment. That viewpoint serves as the foundation for all of our markets.

This was personified recently when a firefighter contacted us with his experience involving one of our products—the Last Chance Rescue Filter®. Trapped in a fire and out of air, his use of our filter allowed him to escape. We were able to capture his account on video and encourage you to follow the link listed in the following article to hear his story.

Individually, and as a company, we take great pride in the knowledge that something we manufacture had the ability to change the outcome of that situation and literally save a man's life. That is the real heart of what we do at Essex.

*Mickey Waldman*  
President

# FDA 510(K) CLEARANCE



Essex recently received FDA 510(k) Clearance on their Oxygen Generator and Liquefier (OGL). This clearance covers the use of the OGL in military and commercial applications to produce and transfer liquid oxygen (LOX) into portable systems, such as the Essex BMOS (Backpack Medical Oxygen System), MMOS (Mounted Medical Oxygen System) and NPTLOX (Next Generation Portable Therapeutic Liquid Oxygen System). These portable systems are then used to provide supplemental oxygen for patients during transport.

The Essex OGL is designed to liquefy, store and fill LOX equipment. The system generates 1 liquid liter of 93% USP oxygen per hour, with an onboard LOX storage capacity of 40 liters. The OGL has a user-friendly operator interface and runs on standard 240 VAC. Designed for reliability in harsh conditions, the OGL is portable, using a fork lift or pallet transport.

The FDA 510(k) Clearance Number for the Essex OGL is K131990.



For more information about the OGL visit:  
[www.essexindustries.com/OGL](http://www.essexindustries.com/OGL)

## LAST CHANCE RESCUE FILTER® SAVES FIREFIGHTER'S LIFE

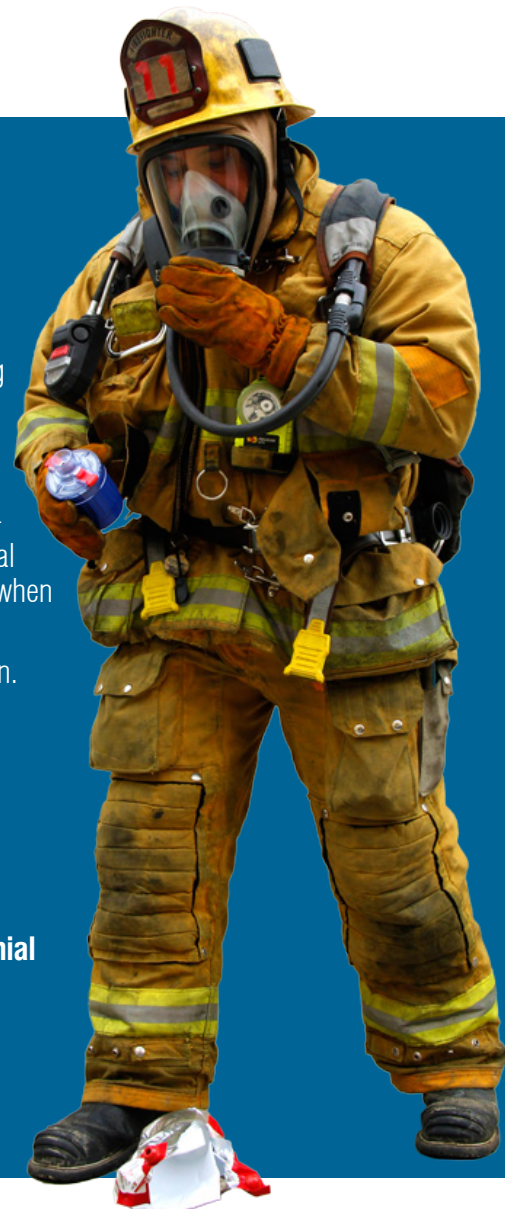
On October 8, 2013, a firefighter in a major metropolitan area experienced the life-saving ability of the Last Chance Rescue Filter when he was trapped in a church fire. Essex was able to capture his story on video.

The Last Chance Rescue Filter is an emergency escape device designed to provide 15 minutes of purified air to a firefighter if an out-of-air emergency should occur. The three-stage filter design eliminates particulates and potentially lethal gases present in a structural fire. This small, lightweight device hooks to a belt or strap and snaps on in seconds, when needed.

Models are available to fit major SCBA equipment such as Scott, MSA, Draeger and Sperian.



To watch this story visit:  
<http://bit.ly/LCRFtestimonial>





# NEW BROCHURES



## BOSS

### BATTLEFIELD OXYGEN SUSTAINMENT SYSTEM

Oxygen Generator & Liquefier (OGL)  
Backpack Medical Oxygen System Filling Station (BMOS-FS)  
Mounted Medical Oxygen System (MMOS)  
Backpack Medical Oxygen System (BMOS)



For more information about the BOSS

The BOSS brochure highlights the equipment in the Battlefield Oxygen Sustainment System, including the OGL, BMOS-Filling Station, MMOS and BMOS. Included is a Liquid Oxygen Filling Diagram that illustrates how these devices work together to support medevac requirements in the field.



## LCRF

### LAST CHANCE RESCUE FILTER®

The extra time you need to escape an out-of-air emergency



For more information about the LCRF

The Last Chance Rescue Filter® brochure provides an overview of product features and how the filter works. Step-by-step directions demonstrate the donning procedure for the device.

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).

# NOTEWORTHY

## FOUR STAR VISITOR

On Tuesday, January 28, Essex was honored by a visit from General Paul J. Selva, Commander, Air Mobility Command, Scott Air Force Base, Illinois. Air Mobility Command provides worldwide cargo and passenger delivery, air refueling and aeromedical evacuation, as well as humanitarian relief support. Air Mobility Command provides global air mobility ... right effects, right place, right time.



In February, President Obama nominated General Selva to be the next leader of U.S. Transportation Command (TRANSCOM). USTRANSCOM is a unified, functional combatant command which provides support to the eight other U.S. combatant commands, the military services, defense agencies and other government organizations. USTRANSCOM is also headquartered at Scott Air Force Base.

General Selva was accompanied by Major Chad Cisewski on his visit to Essex.



## ENGINEERING AS A CAREER CHOICE



Russ Jacobsmeyer, Vice President of Engineering, was one of several guest speakers at Gateway Science Academy's first Career Day, held on February 12. Presenting to an audience of students in grades 6 through 10, Russ provided an overview of the engineer's role in an organization and offered guidance on educational programs and activities that would best support that career choice.

Gateway Science Academy of St. Louis is a public charter school that provides students with an education rich in math, science and technology.

## TOP TEN AWARD

Charles Culp, Product Design and Development Engineer/CAD Administrator, was awarded a TopTen SolidWorks Blogger Award for 2013. His site, [SWtuts.com](http://SWtuts.com), is dedicated to providing free, high quality SolidWorks tutorials.



The award was presented to Charles in January at SolidWorks World 2014 in San Diego, California, by TenLinks. TenLinks, Inc. is a CAD, CAM and CAE online media company whose editorial and advertising network includes 50 participating sites and blogs.



# FACILITY SPOTLIGHT

Essex has four St. Louis facilities that provide innovative design, creative engineering and quality manufacturing for the Aerospace and Defense, First Response, Safety and Medical markets.

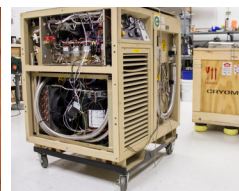
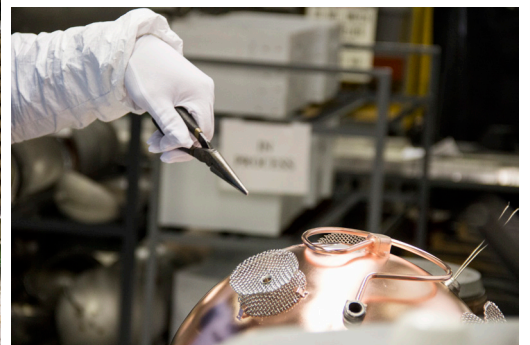
Our Chivvis facility is where we manufacture cryogenic life support equipment that covers pilot, crew and medical oxygen requirements as well as ground support equipment that provides refilling capability and supplemental support to aircraft oxygen systems.

## 8007 Chivvis Drive

57,200 ft<sup>2</sup> Facility

83 Employees

ISO-9001/AS9100 Certified



Our Carr Lane Court facility was featured in the September 2013 edition of the *Excerpt*s.



# UPCOMING TRADE SHOWS

April 10-12

May 4-6

May 11-13

May 20-22

June 12-14

**Fire Department Instructors Conference (FDIC)**

**2014 Army Aviation Missions Solutions Summit (Quad A)**

**Aerospace Medical Association (AsMA)**

**Special Operations Forces International Conference (SOFIC)**

**National Homebrewers Conference**

Indianapolis, IN

Washington, DC

San Diego, CA

Tampa Bay, FL

Grand Rapids, MI

Booth #339

Booth #128

Booth #218

Booth #1933

Hospitality Suite

## MEETING NEW CUSTOMERS



**Arab Health**  
January 27-30



**Heli-Expo 2014**  
February 24-27

## MEDICAL REGULATORS CONTINUE TO CLIMB



For over 20 years, the guides at International Mountain Guides (IMG) have used climbing oxygen on their 8000 meter peak ascents, and Essex Medical Regulators have been right there with them.

A recent update from the group indicates that they are still having good results using the Mini CGA540 oxygen regulators on their composite SCI cylinders. In 2013, they had 44 summits on Mt Everest, where they start using oxygen with the climbers at 24,500 feet. They also used the Mini regulators this past autumn on Cho Oyu in Tibet (6th highest mountain in the world) for another safe and successful trip with 14 summits.

International Mountain Guides lead climbing, trekking and mountaineering expeditions around the world, from the classic climbs of the Alps and Andes to the peaks of the Himalayas.

For more information on the International Mountain Guides, visit [www.mountainguides.com](http://www.mountainguides.com)





MARCH 2014 | Volume 70  
**EXCERPTS**

**IN THIS ISSUE...**

FDA 510(k) Clearance  
LCRF® Saves Firefighter's Life  
New Brochures  
Noteworthy  
Facility Spotlight: CHIVVIS  
Trade Shows  
Medical Regulators



Like us on  
facebook!



VISIT US @ [www.essexindustries.com](http://www.essexindustries.com)

And sign-up to receive the *Excerpts* electronically!

Click on the button at the bottom of the home page  
to be added to our list in time for the next edition.