

## THE WORD

As I write this message, I reflect on a moment shared with my father. We were watching an F-15 ascend in the sky and he said to me, "Look up. Think about how important that plane is to our country's defense and the role we played in making that plane great. And smile."

Today we see our greatness in products that span the Aerospace & Defense, First Response, Safety and Medical markets, thanks to the dedicated individuals at Essex who take great pride in building them.

In the past few months, this pride was evident to the many visitors who came to our facilities. There were customers from Scott Air Force Base, several vendors and a group of local teachers, who are educating future engineers.

Customers who have the opportunity to meet Essex employees, which we call Purpose Partners, are impressed by their technical knowledge and the importance quality plays in everything they do.

Vendors learn that our purchasing department does more than place orders. They also stress the significance of quality along with the timeliness of deliveries to meet our production

requirements and customer expectations.

When mentoring teachers, our engineers go beyond an explanation of how we design products. They emphasize the importance of a broad education, including good communication skills, which helps them successfully interact with manufacturing, sales, accounting and other departments in the organization.

It is apparent that Essex is so much more than just a company which builds products. The values on which we were founded 70 years ago are still evident today. I am proud of our CULTURE (Communication, Unity, Learning, Understanding, Respect and Excitement) of Integrity. It is the way we do our daily jobs, how we share, how we help one another and how we take on responsibility.

We are building on these principles by applying behaviors learned through People First® toward Key Focus Efforts, which are designed to improve our Operational Excellence.

Today, we can look to more than the skies for inspiration. Our Purpose Partners, products and the pride we take in everything we do are all worth smiling about.

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*Chief Executive Officer*

# F-35 JOINT STRIKE FIGHTER PROGRAM

Essex Industries is the contract supplier for the design, development and manufacture of both the sidestick and throttle grip on the F-35 Joint Strike Fighter produced by Lockheed Martin. We are also supplying scavenge valves, which support optimum engine performance.

The F-35 is a 5th Generation fighter, combining aircraft characteristics of advanced stealth, integrated avionics, sensor fusion and superior logistics support with the most powerful and comprehensive integrated sensor package of any fighter aircraft in history. Variants of the F-35 will replace the A-10 and F-16 for the U.S. Air Force, the F/A-18 for the U.S. Navy, the F/A-18 and AV-8B Harrier for the U.S. Marine Corps, as well as a variety of fighters for ten other countries.

According to Robert Geisz, Global Account Executive, "Our selection as supplier for the F-35 program continues the dominance Essex has on major platforms in the fixed-wing market."



## NEW CATALOGUES

The new **Aerospace & Defense** catalogue is now available! This booklet highlights our wide range of products for the market including Life Support Equipment, Ground Support Equipment, Platform Controls, Aircraft Components, Emergency Breathing Equipment and Maintenance, Repair and Overhaul (MRO) capabilities.

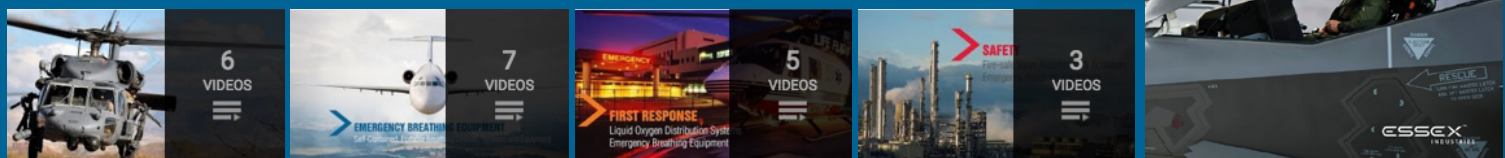
Our catalogues for the **First Response & Safety** markets have also been updated.

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).

## VIDEO PLAYLISTS

Essex has set up new playlists on YouTube for our Aerospace & Defense, Emergency Breathing Equipment, First Response and Safety videos. These playlists make it easier to watch related videos in your area of interest.

To view these playlists, click here. (<https://www.youtube.com/user/EssexIndustries/playlists>)



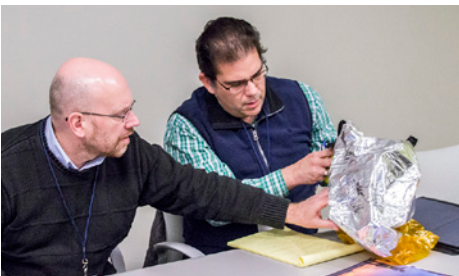


## STUDENT RESEARCH PROJECT



Students from the University of Missouri visited Essex in January to learn more about the company and its products. Through a program sponsored by the International Trade Center (ITC), a team of four students will engage in a research project this semester on the PBE.

The ITC is a partnership between the University of Missouri Extension Business Development Program, the Missouri Small Business Technology & Development Centers and the University of Missouri Trulaske College of Business. The ITC promotes international economic development for Missouri businesses, while providing University of Missouri students an opportunity to participate in real-world learning projects.



## MANAGER OF EXPORT CONTROL AND COMPLIANCE

Essex is pleased to announce that Christie Pennington has joined the company as Manager of Export Control and Compliance. In her role, Christie is the company's appointed Empowered Official to ensure good corporate governance under the U.S. Government's growing regulatory environment and changing global marketplace.

To effectively compete in today's economy, companies must be prepared to market, expand supply chains and deliver globally. The International Traffic in Arms Regulations (ITAR), Export Administration Regulations (EAR), Office of Foreign Asset Control (OFAC), and Department of Defense (DoD), are just a few of the regulatory agencies that govern Essex' global activities. Countless foreign government regulatory agencies also impact how we import our products into their countries.

According to Christie, "The challenge is not only regulatory compliance, but how to provide the best internal tools and processes to maximize efficiencies across the support functions that coordinate to meet our export and import needs."

Christie comes to Essex after ten years with The Boeing Company, Office of Internal Governance-Global Trade Controls, including five years as the Designated Empowered Official for the Global Strike F-15 Aircraft Program. Prior to that she served as an International Logistic Specialist at The Monsanto Company.



## NOTEWORTHY

### COMMITMENT TO EDUCATION

Sidney Guller, Essex Chairman of the Board, was featured in a Washington University article, highlighting his commitment to education through the endowment of scholarships.

<http://bit.ly/TheSourceMag>



### 30 YEARS OF MEMBERSHIP

Essex Industries was recently recognized for 30 years continuous outstanding Chapter Corporate Membership in the St. Louis Gateway Chapter of AUSA (Association of the United States Army).



### FDA DATABASE

The Essex OGL is the first of the company's medical device products to be labeled with a Unique Device Identifier (UDI) and be included in the FDA's Global Unique Device Identification Database (GUDID).

The GUDID is a reference catalog, used to identify devices sold in the U.S. from manufacturing through distribution to patient use. The UDI, registered on the FDA site, provides traceability back to the product's serial number, as well as date of manufacture and manufacturing location.





# UPCOMING TRADE SHOWS

**April**

24 - 28

**Aerospace Medical Association (AsMA)**

Atlantic City, NJ

Booth #202

27 - 30

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

Atlanta, GA

Booth # 1055

**May**

23 - 26

**Special Operations Medical Association  
Scientific Assembly (SOMSA)**

Charlotte, NC

Booth #625

**July**

11 - 15

**Farnborough Air Show**

Farnborough, UK

Booth #2A-1

# RECENT TRADE SHOWS



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