

THE WORD

Essex has been family-owned and operated since my father Harold and my uncle Sidney started the business in 1947. Some say the odds are not be in our favor to maintain this status. One study indicated that only 20% of family businesses make it to the third generation and 13% make it through the third generation.

However, we firmly believe we will be one of the few success stories by knowing how we got here, recognizing our strengths, and working to create value for the future.

When I think of how we arrived at where we are today, I am reminded of a quote regarding the post turtle.

"When you see a turtle on top of a fence post, you know he didn't get up there by himself."

The people who have helped us establish and grow our business extends far behind our family. We recognize and appreciate the dedication and daily efforts of our employees, as well as the support of our customers and advice from

industry professionals. We would not be who we are or where we are today without them.

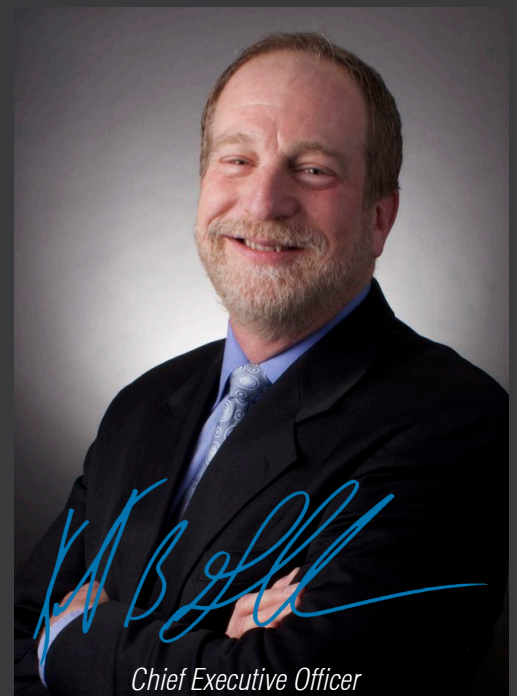
Through the years, Essex has earned a reputation in the market for quality products, innovative design engineering, manufacturing excellence and exceptional customer service. Equally important, we pride ourselves on our integrity, corporate values and philosophy of putting people first.

To continue our success, we must constantly strive to create value for our customers. We need to maintain an environment that welcomes input and the ability to listen objectively. Essex must continue to develop and enable employees to think philosophically and strategically, creating a culture of trust, engagement and sustainable results.

The view looks good from the top of the fence post—we see a bright and successful future.

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Chief Executive Officer

PRODUCT SPOTLIGHT VIDEOS

Essex has released four Product Spotlight Videos that highlight our capabilities in the Aerospace and Defense market.

Platform Controls



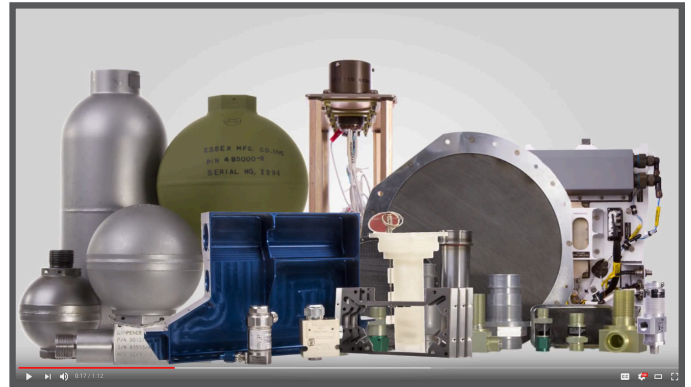
Hydraulic Pulsation Dampeners



Flame Arrestors



Build-to-Print



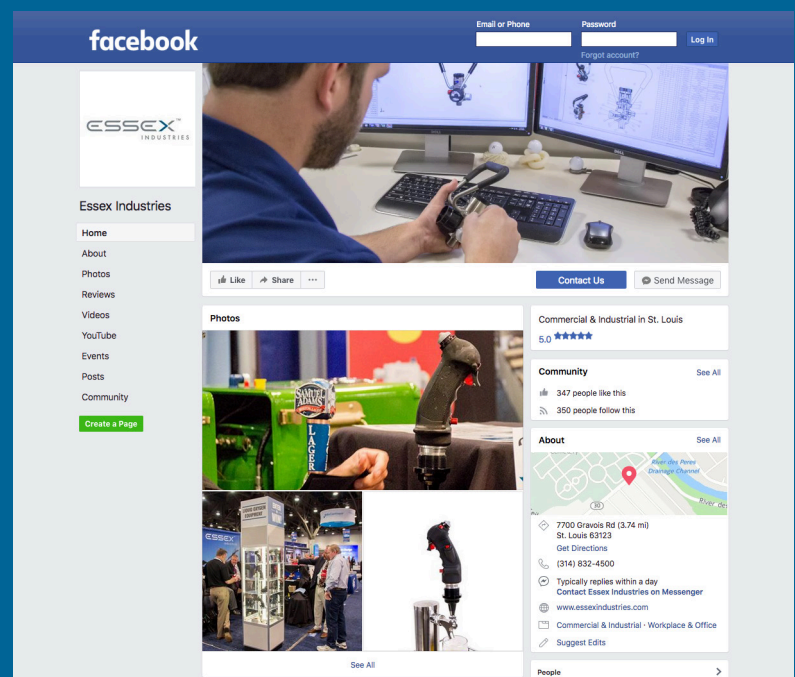
These videos are available on our website, YouTube and Facebook pages.

Follow us on
facebook



Connect with Essex Industries on Facebook for product news, videos, industry highlights, trade show activities and photos.

See why there's more to 'Like' at Essex!



WHY CARRY 3 WHEN ALL YOU NEED IS 1?

Essex Liquid Oxygen (LOX) Converters supply oxygen for Air Medical Operations in a smaller package with less weight than high-pressure cylinders.

An M Cylinder contains 3,455 gaseous liters, while a 10 Liter LOX Converter can provide 8,600. It would take three M Cylinders to deliver as much oxygen as a 10 Liter LOX Converter.

[Click here to learn more about Essex LOX Converters.](#)



WE'RE MOVING!

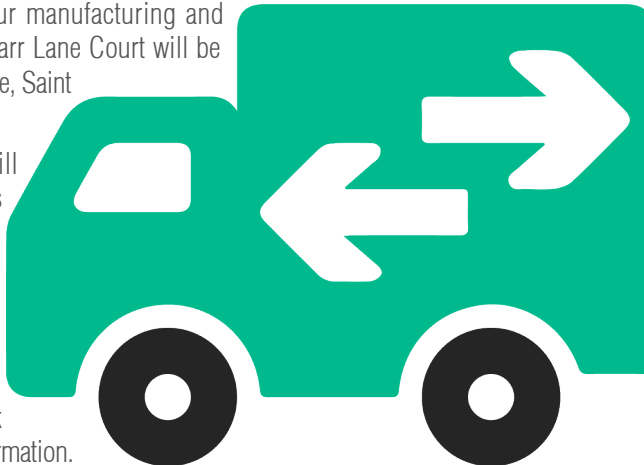
Within the next few months, Essex operations at the Carr Lane Court location will be relocating to our Chivvis facility. This consolidation project includes a complete facility upgrade with state-of-the-art manufacturing along with a major investment in new equipment.

Preparations for this event have been underway for months to ensure that no changes or delays in service, production or shipping occur during the transition.

Once the move occurs, our manufacturing and support staff currently at Carr Lane Court will be located at 8007 Chivvis Drive, Saint Louis, MO 63123.

Essex corporate offices will remain at 7700 Gravois and we will continue our manufacturing operations at the Sunnen facility.

We will post updates on our website, LinkedIn and Facebook pages, so check these sites for the latest information.



NOTEWORTHY SPECIAL VISITORS

Essex was honored to have representatives from the Canadian Department of National Defence visit our Chivvis and Sunnen facilities in November.



ST. LOUIS CAPS

A student informational session was held in February at Essex for the Engineering & Advanced Manufacturing group of St. Louis CAPS (Centers for Advanced Professional Studies). Essex also supports the program by providing engineering job shadow opportunities for students.



NEW BOARD MEMBER

Essex is pleased to announce that Stephen Gund has joined our Advisory Board. Stephen is President of The Gund Company, a family-owned business in St. Louis that manufactures electrical insulation components.

Other Essex Advisory Board members include Joe Castellano, Tim Kastner and Gina Hoagland, who also serves as facilitator.

CONTRIBUTOR

CEO Keith Guller contributed his thoughts to *The People First Effect: 7 Keys for Mastering High Trust in a Low Trust World* written by Jack Lannom. Keith was featured in Chapter 18 on "Caring".

UPCOMING TRADE SHOWS

Mar.		
26 - 28	Aerospace & Defense Supplier Summit Seattle Seattle, WA	Booth #TBA
Apr.		
10 - 12	Aircraft Interiors Expo Hamburg, Germany	Booth #3UA45
12	B2G Procurement Conference & Expo Richmond, VA	Booth #TBA
May		
14 - 17	SOMSA Scientific Assembly Charlotte, NC	Booth #719
Jun.		
16 - 22	Farnborough International Air Show Farnborough, UK	Booth #2/C44

RECENT TRADE SHOWS



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7700 Gravois Road | St. Louis, MO 63123 | 314.832.4500 | essexindustries.com

