

THE WORD

It is an honor to be named Essex Industries' third CEO, and I am humbled by the responsibility to build on over 70 years of rich legacy. Thanks to my predecessors Keith Guller and Mickey Waldman, Essex's former CEO and President, respectively, I am assuming leadership of a company with robust financial performance, a strong book of business and a bright outlook. I salute the job they have done leading Essex and value the support they will provide serving on the company's board of directors.

I have held various roles at Essex over the past fifteen years, and concluded a while back that Essex is a great place to work. Like anywhere else, Fridays are more easy going than Mondays. Challenges sometimes seem unsolvable. Communication requires continuous improvement. Nonetheless, Essex is great.

As CEO, I am focused on setting strategy, driving culture and taking care of our customers. Nothing motivates me more, however, than spending time with our employees and listening to what is on their mind.

I have had many great conversations this year with people all across Essex. I am consistently reassured by my assessment that Essex has talented, committed employees who are ready to grow the company into the future with me.

At Essex, we continue to focus our energy on our aerospace and defense products and the value we provide for our customers. I was pleased to announce the acquisition of Momeni Engineering at the beginning of this year, which helps us to strengthen our commercial aerospace position. Highlights surrounding acquisitions typically only emphasize tangible value. For example, Momeni Engineering immediately adds 10% growth to Essex and is accretive to earnings. Just as important to highlight is the energy and talent of the Momeni Engineering team. I am thrilled that all 45 of them are a part of the Essex family.

As I begin my tenure leading Essex, I can report that the future of Essex is bright. I invite you to continue to follow our success in the *Excerpts*.

IN THIS ISSUE

Momeni Engineering
Ergonomic Collective Grip
VP of Supply Chain
In Memoriam
Noteworthy
Trade Shows



Chief Executive Officer

ESSEX INDUSTRIES ACQUIRES MOMENI ENGINEERING

In January, Essex Industries announced the acquisition of Momeni Engineering LLC, a manufacturing company located in Huntington Beach, California.

Momeni Engineering provides precision machined OEM parts and assemblies to aerospace and medical companies. Originally founded in the late 1980's, the company as currently structured was established in 2010. Momeni operates from two co-located facilities with 45 employees.

The acquisition of Momeni supports Essex' business strategy of further expanding its commercial aircraft product portfolio. With Momeni's location, it will also provide improved service for Essex customers on the West Coast.

According to Evan Waldman, Essex CEO, "Essex and Momeni Engineering share common markets, manufacturing expertise and values. Working together, we will be able to offer a broader range of products and enhanced customer service."

The company will continue to operate as Momeni Engineering in Huntington Beach, California.

For additional information about the company, visit www.momenieng.com.



NEW ERGONOMIC COLLECTIVE GRIP

Essex is proud to introduce its new Ergonomic Collective Grip. This patent-pending design incorporates additional switches to eliminate hand repositioning or dual seat inputs. The grip's unique shape provides the optimum hand position for long-range comfort, reducing fatigue during flight.

The new Ergonomic Collective Grip enables pilots to fly the aircraft while maintaining control of all electronic switch functions. It comfortably puts more needed tasks at their fingertips.

Essex developed the Ergonomic Collective Grip for the UH-60 Black Hawk with eight different switches, including a Cursor Slew Switch and HUD Switch, which are not typically available on a collective grip.

This new Ergonomic Collective Grip can be modified to fit any rotary platform and is particularly suited to those applications that require a wide range of functionality. Switches can be changed, as needed, to include uses such as weapon or sensor control.



To view the Product Spotlight Video, [click here](#).

VICE PRESIDENT OF SUPPLY CHAIN



Essex is pleased to announce that Chad Leftwich has been promoted to VP of Supply Chain. In this role, Chad is responsible for the development and implementation of supply chain best practices in areas such as systems optimization, inventory control and demand planning in order to meet Essex' performance objectives and customer expectations.

According to Chad, "Manufacturers all recognize the importance of supply chain, but in today's business environment, collaboration with our vendors is of the utmost importance to meet our goals."

Chad joined Essex in 2012 and transitioned to supply chain in 2016. He holds a Bachelor of Finance degree from the University of Nebraska and is a Certified Supply Chain Professional (CSCP).

IN MEMORIAM

Robert Geisz, Essex Global Account Executive, passed away unexpectedly on January 9. An integral part of Essex for more than 30 years, Robert was instrumental in major programs for the company including the F-16 Side-Stick Control Grip, F-22 and F-35 HOTAS Grips, C-130J Control Wheels, as well as USCG HH-65 and Bell 525 Relentless rotary-wing applications. He negotiated several long-term production contracts for F-15, F/A-18 and C-17 components. Robert's passion for the aerospace market, dedication to our customers and product expertise made him a leader in our organization. He is truly missed.



NOTEWORTHY

NEW ABMS

The Engineering Lab at Gravois added a new Automated Breathing Metabolic Simulator (ABMS) to aid in the development and testing of smoke hoods.



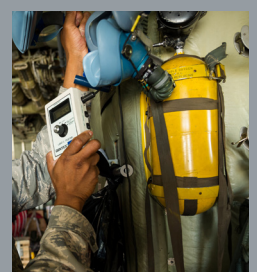
SPECTRUM AEROMED

Representatives from Spectrum Aeromed visited the Chivvis facility for a tour on Liquid Oxygen Equipment. Spectrum Aeromed offers the Essex 7 Liter LOX Converter on their air ambulance equipment.



MADAM SECRETARY

If you are a fan of Madam Secretary on CBS, watch Episode 16 (scheduled to air March 17) closely to spot Essex products. Our low pressure (yellow) cylinder and EPOS smoke hoods are background props in the cargo bay of a C-130 Hercules.



MILESTONE BIRTHDAY

Congratulations to Sidney Guller, Essex Chairman, who turned 95 on November 19.



UPCOMING TRADE SHOWS

Mar.		
19 - 21	Aerospace Forum Birmingham Birmingham, UK	Booth #222/224
Apr.		
16 - 18	Aeromart Montreal Montreal, Canada	Booth #TBA
25	Fort Detrick Vendor Day Frederick, MD	Booth #TBA
May		
6 - 10	Special Operations Medical Association Scientific Assembly Charlotte, NC	Booth #809
Jun.		
11 - 13	IATA Cabin Operations Safety Conference Istanbul, Turkey	Booth #7
17 - 23	53rd International Paris Air Show Paris, France	Booth #3-E105

RECENT TRADE SHOWS



HELI-EXPO



BAHRAIN AIRSHOW



VISIT US @ www.essexindustries.com

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

Check the box on the Contact Us page to be added to our list.

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

