

THE WORD

Essex Industries began as a family affair 70 years ago. My brother Harold saw a business opportunity in jet aircraft, which was a new mode of transportation back in 1947. From our father's basement, he developed and sold a Radio Noise Filter for the F-214.

I was working on my degree at Washington University here in St. Louis at that time, but I did accounting work for the company until I graduated and then joined the business.

We started Essex with just four full-time employees. Through the years, we have had our share of challenges, but we have successfully weathered every storm. Today we have more than 250 employees, an achievement that we built on family.

Second generation Keith Guller, our CEO, and Mickey Waldman, our President, both joined Essex after college. Today, I am proud to say that five members of the third generation are also actively engaged in the business. And we have a great start on the fourth generation, who are waiting in the wings for their

turn one day. Each generation brings new talents, new ideas to the company that enable us to keep evolving and growing.

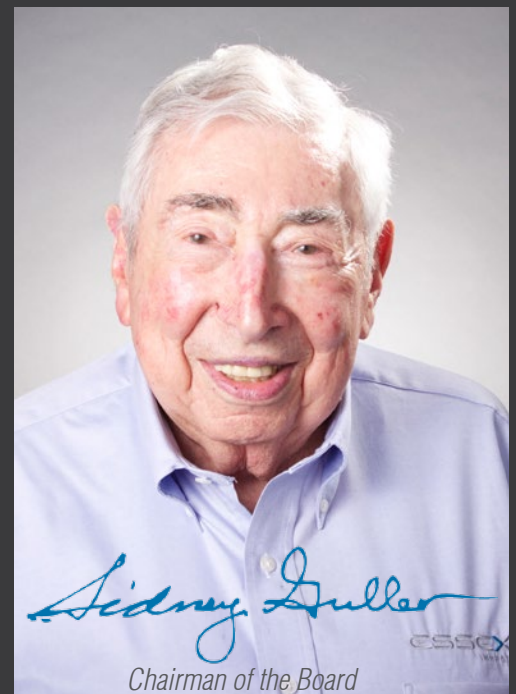
Of course, our success is not due solely to our immediate family members—we would not be where we are today as a company without the dedication and support of our employees, our Essex family. Many people have spent their entire careers here with us and many others work alongside family members who have also joined the company. To us, the true testament of what we have created is evident in a place where people want their families to work.

It was always our dream to create more than just a manufacturing company. We wanted to create a company that focused on others and on our community. We wanted an organization that gave individuals purpose and meaning. We wanted to create a legacy that we could pass on to future generations.

Now as we celebrate 70 years in business, it is gratifying to see that our dream has become a reality.

IN THIS ISSUE

500 Gallon Order from USAF
New PBE Training Video
MMOS Safe-to-Fly
Build-to-Print Flier & Webpage
Vice President of Quality
Noteworthy
Trade Shows



USAF ORDERS ESSEX 500 GALLON LOX TRAILERS



The United States Air Force has placed an initial order for Essex 500 Gallon LOX Trailers. Shipment of the 32 trailers is due to begin in August and run through February of 2018. The USAF will deploy most of these units at domestic bases, as well as US bases in Oman, Japan, South Korea and Italy. The Air Force estimates that they will require more than 200 units over the next five years to service tanker fleets such as the C-130, C-17 and C-5.

In addition to the USAF, other potential users for the 500 Gallon LOX Trailer include the Navy, Marines, Coast Guard and other NATO based foreign militaries. Essex' first production unit is built and ready for shipment to the Turkish Air Force.

The Essex 500 Gallon LOX Trailer is a mobile liquid oxygen storage tank assembly. Designed for the transport and storage of LOX at airbases and military installations, the 500 Gallon LOX Trailer provides a logistics solution for flight line LOX requirements. A 500-Gallon LIN Trailer for the transport and storage of liquid nitrogen is also available.



500 Gallon LOX Trailer for Turkish Air Force

NEW PBE TRAINING VIDEO



Essex has released a new training video on the PBE (Protective Breathing Equipment) which covers the inspection, donning and wearing of the unit. Safety features of the PBE are also highlighted.

To view this video, [click here](#).

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.

To see how quickly someone can don the PBE, a short demonstration video is also available. [Click here](#).



ESSEX MMOS RECEIVES AIR WORTHINESS APPROVAL

The Essex MMOS (Mounted Medical Oxygen System) has received Air Worthiness Approval from the United States Air Force. The Air Worthiness Process determines that a piece of equipment is suitable for safe and effective use within aircraft. The process involves rigorous vibration, altitude, environmental, and human factor testing in order to qualify equipment as "Safe-To-Fly." The MMOS is designated Safe-to-Fly on the C-130, C-17, C-21, KC-10 and KC-135.

The Essex MMOS is a 4-liter liquid oxygen portable storage and delivery system that supplies 3,440 liters of medical grade gaseous oxygen. This rugged, lightweight, unit is designed and tested to MIL-STD-810.



BUILD-TO-PRINT SERVICES

Essex offers build-to-print services that meet customers' requirements for components, assemblies and systems. Customer supplied drawings and specifications are reviewed by Essex support services, then manufactured and tested to ensure quality results.

Examples of products Essex can provide include electromechanical assemblies, flame arrestors, hydraulic pulsation dampeners and valves for applications throughout the aircraft.

Additional information is available on the website. [Click here to view.](#)



VICE PRESIDENT OF QUALITY ASSURANCE & COMPLIANCE

Essex is pleased to announce that Charlie Bernhard has joined the company as Vice President of Quality Assurance and Compliance. In his role, Charlie is directing our transition to AS9100 Revision D as well as our continuous improvement programs.

Manufacturers all recognize the importance of quality, but in today's business environment of doing more with less, quality processes and systems can come into conflict with the day-to-day struggles of operations.

According to Charlie, "The challenge faced by organizations is how to build a culture where quality is established at the beginning of the business process, where quality and business systems are fully integrated, and where doing it right the first time is as important as other business measures."

Charlie brings over 30 years of experience in the areas of quality, engineering, manufacturing and program management to the company. Prior to Essex, Charlie spent five years with LMI Aerospace, Inc. in St. Charles, where he most recently served as Director, Quality Fabrication and Composites, with responsibility for eight manufacturing sites within the US and Mexico. He holds a Bachelor of Science degree in Chemical Engineering from the University of Missouri – Rolla.



NOTEWORTHY

BOEING EXCELLENCE IN ADVOCACY AWARD

Essex is proud to announce that it has received a Boeing Excellence in Advocacy Award for 2016. The Boeing Company issues the award annually to recognize suppliers who have achieved superior performance in government outreach activities to help government policymakers better understand aerospace issues and promote legislation that support aerospace companies.

"Our supplier network is one of Boeing's greatest competitive advantages when it comes to advocating for our shared interests," said Kent Fisher, Boeing's leader for enterprise Supplier Management. "Suppliers like Essex Industries represent a critical business voice to help decision makers understand the incredible impact that the aerospace industry has on their economies, employment and communities."



BOEING SILVER PERFORMANCE EXCELLENCE AWARD

Essex has received a 2016 Silver level Boeing Performance Excellence Award for its Carr Lane Court facility, which supplies Protective Breathing Equipment (PBE) to Boeing for all of their commercial aircraft.

The Boeing Company issues the award annually to recognize suppliers who have achieved superior performance. Essex maintained a Silver composite performance rating for each month of the 12-month performance period, from October 1, 2015 to September 30, 2016. Essex is one of only 402 suppliers to receive the Silver level of recognition for 2016.

UPCOMING TRADE SHOWS

Aug.

26 - 29

ACPC Aviation Networking Forum (ANF)

San Diego, CA

TBD

27 - 30

Medical Health Systems (MHSRS)

Kissimmee, FL

TBD

Oct.

16 - 18

Air Medical Transport Conference (AMTC)

Fort Worth, TX

Booth #317

23 - 24

C-130 TCG International Tech Program Review

Charleston, SC

Booth #232

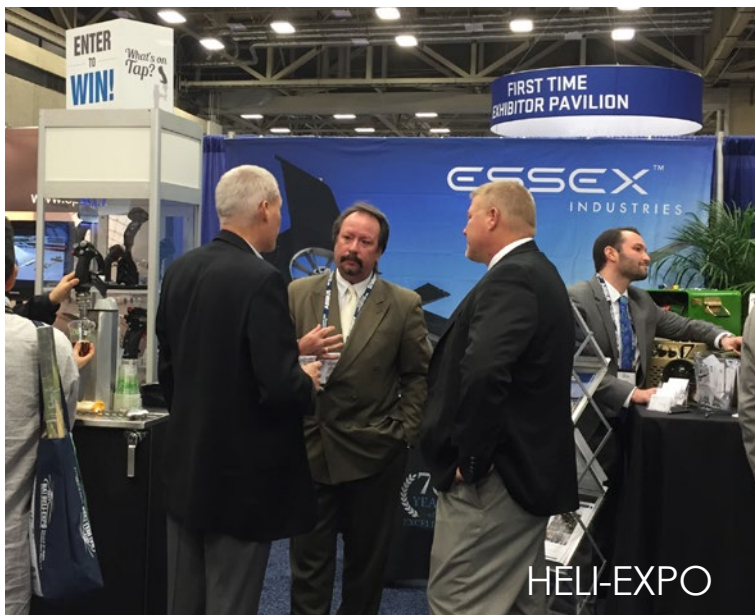
27 - 30

Airlift/Tanker Association Annual Convention & Symposium

Orlando, FL

TBD

RECENT TRADE SHOWS



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

