

THE WORD

This year we held our annual Essex company picnic at Grant's Farm. A local landmark in St. Louis, Grant's Farm features a restored "Hardscrabble", the cabin originally built by Ulysses S. Grant in the 1850's. August Busch Sr. purchased the property in 1907 and it became the ancestral home of the Busch family. Today, iconic Budweiser Clydesdales still graze in the farm's pastures.

I was really overwhelmed by the response to this event. It was one of our largest turnouts ever—over 600 people attended. Employees brought their whole families to the picnic, including their children and grandchildren. How exciting and gratifying to see generations of families, sitting together, dining as one big Essex family.

It was obvious that our employees all had a great time together. To me, it shows that people enjoy working at Essex. They enjoy being together outside of their normal workday. They think highly of the company and want to share the experience with their families.

This culture of family and camaraderie

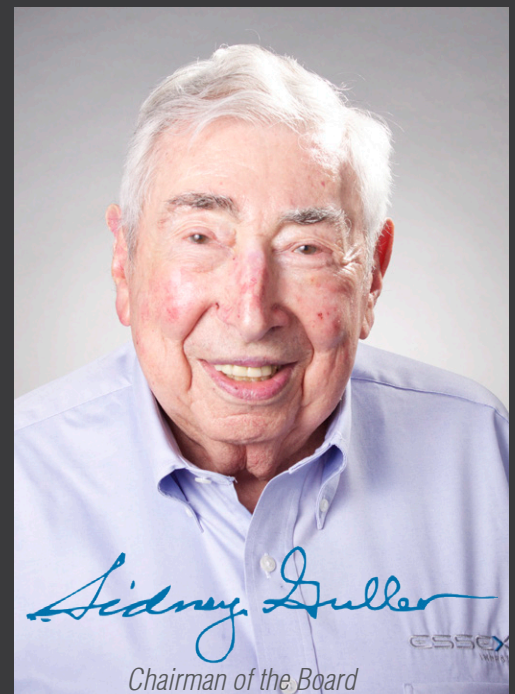
has always been the key to Essex' success. Employees who are proud of the company and what we do are invested team members. They approach their jobs with enthusiasm and dedication, which has a positive impact on our productivity.

When my brother Harold and I founded Essex back in 1947, we wanted to create an organization that gave individuals purpose and meaning. 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 and where they view others in the company as friends, not just co-workers.

Mid-way through 2018, all indications point to a strong year in sales for Essex. It will be a challenge to meet all of our customers' requirements, achieving on-time deliveries while we strive, as always, to improve quality and efficiency. However, with our strong team of employees, our Essex family, we know we can succeed.

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Chairman of the Board

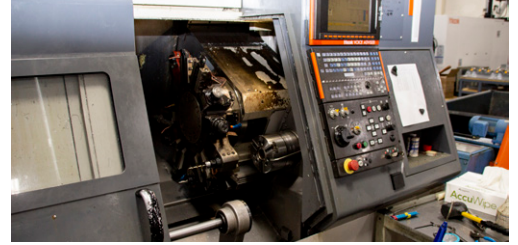
IMPROVING MACHINE EFFICIENCY & PRODUCTIVITY

Essex is implementing MEMEX software in the Sunnen Machine Shop. This new program replaces manual data collection for machine downtime with automated tracking.

MEMEX utilizes MERLIN Tempus software to create dashboards that provide real-time information on machine productivity. The MERLIN Operator Portal (MOP) displays critical machine metrics and information. It also provides machine operators the ability to input the reason for any downtime as it occurs.

MEMEX will help Essex quantify and manage Overall Equipment Efficiency (OEE) to identify hidden capacity, improve overall efficiencies and implement strategies for continuous lean improvement.

MEMEX
Measuring Manufacturing Excellence



NEW LOX VIDEO

Essex has released a new training video on 7 Liter and 10 Liter Liquid Oxygen Converters.

The video reviews common troubleshooting procedures so that customers can address basic issues in the field instead of returning the units to Essex.

Field Service & Troubleshooting the Essex 7 Liter & 10 Liter LOX Converters



OXYGEN & HELICOPTERS

The June/July issue of *Helicopter Maintenance* features an article on "Oxygen and Helicopters" which includes Essex 7 Liter and 10 Liter Converters in the photographs.

To read the article, click [here](#).



INDONESIAN LOX ORDER

The Indonesian Air Force ordered five 500 Gallon LOX Trailers and ten 50 Gallon LOX Carts from Essex to support the logistics of servicing their C-130s and other aircraft in locations that do not have a permanent LOX infrastructure. These units will replace the stationary tanks mounted onto trailers that they are currently using.



NEW TEAM MEMBER

Brian Decker, Program Manager – New Product Development

NOTEWORTHY

AS9100D/ISO9001:2015 CERTIFICATION

Essex Industries has received its AS9100D/ISO9001:2015 accreditation from BSI, which will be in effect until February 27, 2020. This certification applies to all four Essex facilities and covers Platform Controls, Aircraft Components, Liquid Oxygen Equipment and Emergency Breathing Equipment.

INDUSTRY DAY

Barry Hoehn, Program Manager, represented Essex at the UK Ministry of Defence Industry Day to support their F-35 program.



ATD-X PILOT

Robert Geisz, Essex Global Accounts Executive, and Daiki Yamaguchi, Nasam Vice President, recently met with Major Kazuhiko "Kaz" Kakoi of the Japanese Air Self Defense Force. Major Kakoi was the chief test pilot for the ATD-X program. He flew the aircraft's first flight on April 22, 2016 as well as most of the test missions in 2016 and 2017.



BUILT TO LAST

Essex recently received this F-18 Stick Grip back for repair. The serial number indicated that we built the unit in November 1991. After 26 years of use, the grip is still in great shape and only has one switch that is not working.



UPCOMING TRADE SHOWS

Jul.		
16 - 22	Farnborough International Air Show Farnborough, UK	Booth #2068
Aug.		
20 - 23	Military Health Systems Research Symposium Kissimmee, FL	Booth #314
Oct.		
15 - 17	56th Annual SAFE Symposium Reno, NV	Booth #409
16 - 18	Helitech International Amsterdam, NL	Booth #L30
22 - 23	C-130 TCG International Tech Program Review Orlando, FL	Booth #412
22 - 24	AMTC - Air Medical Transport Conference Phoenix, AZ	Booth #1031
25 - 28	Airlift/Tanker Association Convention Grapevine, TX	Booth #TBD

RECENT TRADE SHOWS



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