

## THE WORD

Spending time reflecting on this past year reinforces how eager I am to say good riddance to 2020 and spring into 2021. In addition to the hardship and burden brought on by the COVID pandemic, the Essex family lost our Chairman, Sidney Guller, at the age of 96. Sid, at his brother Harold's (d.1997) side when he founded Essex in 1947, was a rock of Essex for 73 years. Hard-wired for fiscal responsibility and ever-contemplative, Sid helped shape Essex into a business that is built to last. Over the years, his reputation for strict fiscal policies gave way to a side of Sid that was compassionate, generous, and humble. It's been decades since Sid has literally carried me like in the photo montage on the next page. However, his example as a business leader, philanthropist, and grandfather continue to carry me today.

The business accomplishments the Essex team has achieved this year in the face of adversity and turmoil have been remarkable.

Surely a testament to the resilient, in-it-for-the-long-run business Harold and Sid established. I am sure the strategic choices we have made surrounding our operating markets, customer engagement, and product development have played a major role. The heroes of the 2020 Essex story, however, are our employees. I'm so proud of the commitment the Essex team demonstrated to each other, our customers, and our business despite the enormous emotional and tangible burdens impacting many at home. I am completely energized to go into 2021 with the Essex team as we have many exciting business opportunities to accomplish together, and I'm hopeful we will start to realize the end of the COVID pandemic. I thank you all for your support in our achievements at Essex and hope you enjoy learning about some of our recent accomplishments in the following pages. I wish you all a healthy, happy, and prosperous new year.

## IN THIS ISSUE

Sidney Guller  
Boom XB-1  
Manufacturing Day  
LEADS Program  
Noteworthy  
Trade Shows



Evan Waldman  
*Chief Executive Officer*

# IN MEMORIAM OF SIDNEY GULLER



Sidney Guller passed away peacefully at home this year in 2020, surrounded by his family. He lived a rich and meaningful life, and he was a month shy of 97 years old. Sidney was devoted to his loving family, his company Essex Industries, his fraternity Sigma Alpha Mu, his school Washington University in St. Louis, and the various organizations and boards he served. However, his life's true love was his wife Bobbi; everything rose and set with her.

Sidney and his brother Harold Guller built Essex Industries 73 years ago. He remained involved as the Chairman of the Board, continuing to come into the office until the COVID-19 shutdown in early 2020. As Sidney always said, he wanted to provide good jobs in the St Louis area, which expanded to other cities since Essex started in 1947. He treated all the Essex employees as family and wanted to give them the best wages and health insurance the company could provide.

**“Sidney was bigger than life to everyone but Sid himself.” - Mickey Waldman**

see the third generation working hard to continue the family-owned operated business. He loved his Essex [work] Family, knowing that the people make up a company. With the tools, the talent, the products, the strategy, and the people, Essex will continue to thrive.



**“The loss of Sidney and Harold (Guller) should not in any way cast a cloud over our future. They have left their indelible imprint on all of us.” - Keith Guller**

Sidney received a BA in Business Administration from Washington University School of Business. As an alum, he was a longtime supporter of the Olin Business School and its students. His impact there will continue with the Bobbi and Sidney Guller classroom and the Guller Scholarships. He was a proud member of the Sigma Alpha Mu fraternity, served as President of the national fraternity, and attended 70 national conventions, the most by any member. Sidney's perfect gift was always a tie or sweater in “Sammy” colors, purple and white.

Sidney was admired by all who knew him for his honesty, humbleness, humor, and generosity. He lived a rich life, and his loss is felt profoundly.



*Thank you Sidney Guller 1923 - 2020*

# BOOM XB-1

Essex is excited to be a part of Boom's XB-1 program with multiple components on-board. The XB-1 is History's first independently developed supersonic jet.



The purpose of the XB-1 is to be the one-third scale demonstrator airplane for Overture and being a critical step toward commercial supersonic travel.

Boom Supersonic is redefining commercial flight by bringing supersonic flight back to the skies with Overture, using state of the art technologies. Boom's vision is to bring families, businesses, and cultures closer together through supersonic travel and make the world dramatically more accessible.

# MANUFACTURING DAY

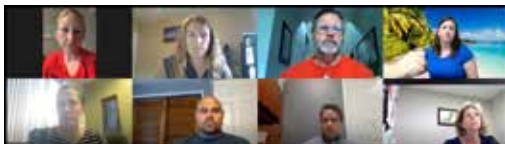


Essex Industries hosted 130 students, teachers, and other learners on a virtual tour of one of our facilities. They learned about our process, products, and careers in the manufacturing industry. Several Essex employees were able to showcase what we build right here in St. Louis. Their pride in the craftsmanship showed as they presented what we manufacture. Students were able to ask questions on the virtual zoom tour and receive direct feedback. It was a great event and a way for Essex to give back and interact with the community.



# LEADS PROGRAM

It's been a challenging year, but Essex's HR team has focused on an important strategic initiative. Essex launched the LEADS Program (Leadership Empowerment and Development Series) to strengthen leadership to engage employees. 2020 has proven to be a year of agility, and we have embraced our core value of Find a Way by converting learning modules that were intended to be live instructor-led sessions to be held via Zoom. The team covers important topics, such as conflict management, quality of communication, and continuous feedback. The feedback training is perhaps one of the most important as it teaches managers how and when to deliver feedback at all levels in the organization, emphasizing manager-employee feedback. These LEADS modules will continue in 2021 to provide leaders with the right tools and skills to build a stronger Essex.



# NOTEWORTHY

## ESSEX 73 YEARS

Founded in 1947 by Harold and Sidney Guller in their father's basement, Essex Industries has grown to five facilities with over 200,000 square feet of manufacturing space and over 350 employees.



## 500 GALLON AT HOLLONMAN AFB

The Essex 500 Gallon LOX trailers are supporting the USAF by helping solve logistical liquid oxygen transport and storage during the global COVID-19 pandemic.



## FASTEST-GROWING PRIVATE COMPANIES

The St. Louis Business Journal put Essex Industries in their "St. Louis' 50 fastest-growing private companies" between 2017-2019.



## PEDAL THE CAUSE

The Essex team completed Pedal the Cause ride with a total of 150 miles combined! We raised \$2,662.00 for cancer research this year with a lifetime total of \$6,792.00!



# UPCOMING TRADE SHOWS 2021

|               |   |               |
|---------------|---|---------------|
| <b>Jan.</b>   |   |               |
| 26 - 11(Feb.) | <b>International Armored Vehicles</b><br>London, UK                     | Virtual Booth |
| <b>Feb.</b>   |   |               |
| 24 - 26       | <b>Aerospace Warfare Symposium</b><br>Orlando, FL                       | Virtual Booth |
| <b>Mar.</b>   |   |               |
| 15            | <b>AMSUS Regional Seminar - Prolonged Field Care</b><br>Baltimore, MD   | Booth TBA     |
| 15 - 17       | <b>Aerospace &amp; Defense Supplier Summit</b><br>Seattle, WA           | Virtual Booth |
| 16 - 18       | <b>Association of United States Army Global Force</b><br>Huntsville, AL | Virtual Booth |
| 23 - 25       | <b>Helicopter Association International</b><br>New Orleans, LA          | Booth TBA     |
| 30 - 1        | <b>Aeromart Montreal</b><br>Montreal, Canada                            | Booth TBA     |
| <b>Apr.</b>   |   |               |
| 21 - 23       | <b>Army Aviation Mission Solutions Summit</b><br>Nashville, TN          | Booth TBA     |
| <b>May</b>    |   |               |
| 11 - 15       | <b>SOMSA Scientific Assembly</b><br>Raleigh, NC                         | Booth TBA     |

## RECENT TRADE SHOWS



VISIT US @ [www.essexindustries.com](http://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](http://essexindustries.com)

