

EXCERPTS 2021

Volume 91

IN THIS ISSUE

Stevens Manufacturing
Essex Social Media
New Wall Outlets
HIFraser Partnership
VP of Quality Assurance & Compliance
Noteworthy
Community Involvement
Trade Shows



Evan Waldman
Chief Executive Officer

THE WORD

As we look ahead to 2022, this time of year offers a natural time to reflect on our successes, lessons, and sources of gratitude. Above all, I remain incredibly proud of the Essex team and am humbled to lead our coast-to-coast organization of energetic, committed, and purpose-driven people.

Despite the pandemic headwinds facing the aerospace and defense industry, Essex experienced significant growth in 2021 with the acquisition of Stevens Manufacturing in Milford, CT (more on this acquisition contained within the Excerpts), and continuing to prioritize a high level of service and support to our customers. Specifically, the Essex team has made across the board improvements to our key performance metrics of delivered product quality and customer on-time delivery despite the ongoing global supply chain challenges. These improvements are a real demonstration of how we bring our Essex values to life – in this case, our value to Keep Commitments.

I have immense gratitude for the Essex team. In particular, I reflect on the important step we took this past October to mandate COVID-19 vaccinations for all Essex employees in the interest of enhancing workplace safety and business continuity.

Unsurprisingly, this mandate was not a universally popular decision, but, importantly, we were able to engage in respectful and constructive dialogue that allowed us to move forward as a fully-vaccinated One Essex. I saw the impact of our strong organizational culture at work and am certain we are ready to take on challenges and realize successes in the future.

Looking ahead, I am excited for continued growth at Essex. We have various new products in development and are positioned to play a meaningful role in every new major aircraft program, which includes a military trainer jet, strike bomber, refueling aircraft, autonomous aircraft, long range assault rotorcraft, attack and reconnaissance rotorcraft as well as various commercial and general aviation platform programs. Whether the Essex team is designing and qualifying our own products to meet customer specifications or collaborating with our customers to bring their product designs to life, we are energized for the future and filled with purpose.

I hope you enjoy this edition of the Excerpts and are inspired by what we are accomplishing at Essex. I wish you and your loved ones a healthy, prosperous, and meaningful new year.

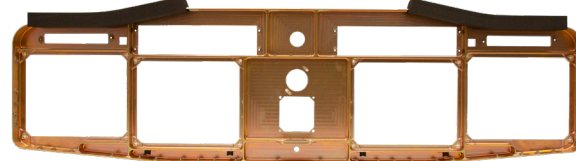
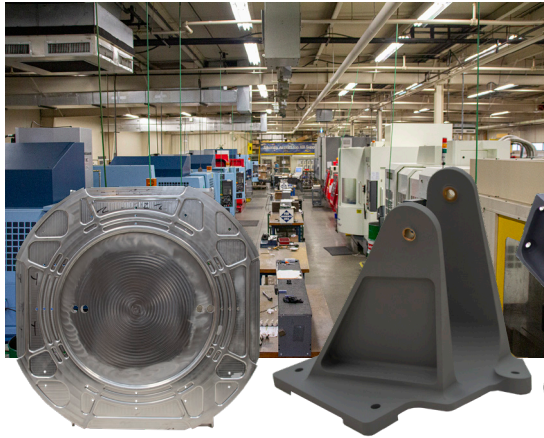
STEVENS MANUFACTURING ACQUISITION



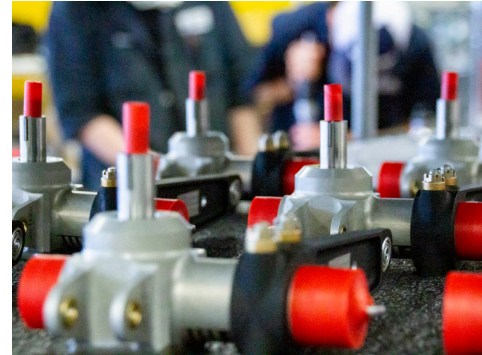
Essex Industries is pleased to announce the acquisition of Stevens Manufacturing, an Aerospace and Defense manufacturing company located in Milford, CT.

Stevens Manufacturing provides precision machined OEM parts and sub-assemblies to aerospace and defense companies primarily supporting the rotorcraft market. Originating in the 1950s, the company has been a J.H. Whitney Capital Partners LLC portfolio business since 2014. Stevens operates from a single 62,000 sq. ft. facility with 54 employees.

The acquisition of Stevens supports Essex' business strategy of further expanding its aerospace and defense product portfolio. With this Milford location, it will also provide improved service for customers in the North East.



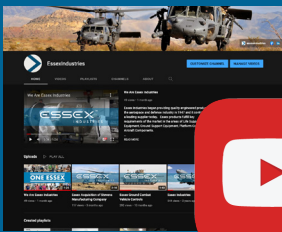
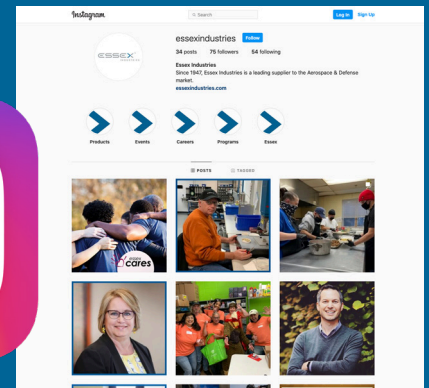
According to Evan Waldman, Essex CEO, "Essex and Stevens Manufacturing share common markets, manufacturing expertise, and values. Working together, we will be able to offer a broader range of products and enhanced service for our customers."



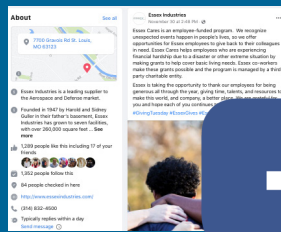
ESSEX INDUSTRIES SOCIAL MEDIA

Essex Industries has recently joined Instagram! Follow us to learn about our culture and stay connected. Follow all our social media channels to keep up to date on what is happening and see behind-the-scenes content. Come on over and comment, like, and subscribe not to miss anything exciting at Essex Industries!

Instagram | www.instagram.com/essexindustries



youtube.com/EssexIndustries



[http://bit.ly/essexFB](https://bit.ly/essexFB)



linkedin.com/company/essex-industries



twitter.com/IndustriesEssex

NEW ESSEX WALL OUTLET

Essex Industries has expanded its family of Oxygen Equipment with a new line of Wall Outlets, including Oxygen Gas, Medical Air, and a Vacuum Outlet.

The company utilized feedback from Operators worldwide to design a more rugged, user-friendly, and customizable product, with several fitting options available. EMS Operators can now select the correct outlet fitting at the time of order, eliminating the need for fitting adapters. Also, with Essex' Integrated Flow Control technology, there's no need for separate flow meter devices.

The Oxygen Gas Wall Outlet provides safe delivery of supplemental oxygen and accurate prescribed flow rates to patients in multiple healthcare settings, such as hospitals, ground ambulances, rotor, and fixed-wing air ambulances. Essex Oxygen Gas Wall Outlets work with both High-Pressure Oxygen and Liquid Oxygen (LOX). LOX is a highly efficient method of oxygen storage and delivery, becoming more common in air ambulances. The larger quantities of oxygen eliminate the need to refill between flights allowing EMS operators to maintain mission tempo and reduce downtime between assignments. They carry more oxygen, fly longer, and accept more missions.



HIFRASER PARTNERSHIP

Essex is pleased to announce our recent partnership with HIFraser.



For over 60 years, HIFraser has specialized in sea, land, and air environments, leveraging their global OEM partner network. HIFraser provides many services, including engineer design, product, manufacture, maintenance, and repair services. Their extensive technical team consists of qualified engineers and fitting technicians in electrical, mechanical, chilled water, hydraulic, pneumatic, instrumentation, and waste treatment fields.



HIFraser is located in Australia, with five facilities, 22,604 square feet of warehouse space, and over 100 employees. We are excited to move forward together with our expanded liquid oxygen systems.

VICE PRESIDENT OF QUALITY ASSURANCE & COMPLIANCE

Essex Industries is pleased to announce that Mike Balbuena has joined the company as Vice President of Quality Assurance and Compliance.

Mike is a hands-on, process-oriented leader who is energized by working with people to solve problems and seek continuous improvement. His work experience includes leadership roles at Collins Aerospace, Crane Aerospace, and Esterline Mason, with 25 years in manufacturing, 15 years in quality leadership roles.

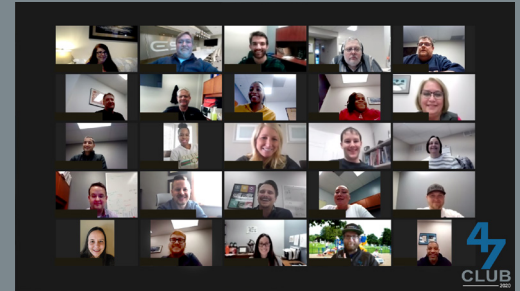
He holds an MBA and degrees in mechanical engineering, quality engineering, and quality assurance in manufacturing and has achieved certification in supply chain management, Six Sigma Lean blackbelt, quality engineer, quality auditor, and quality manager/operation excellence.



NOTEWORTHY

47 CLUB

This club celebrates our employees that go beyond the scope of regular day-to-day activities and responsibilities in their role by demonstrating extraordinary performance for their team and Essex. 47 Club is a way for Essex to acknowledge the people that model great behaviors that help make Essex a great place to work. The club is named after Essex's founding in 1947.



HONORING OUR VETS

Essex celebrated our veterans on Veterans Day. We value the key traits that define the men and women who choose to enter military service. Veterans are instilled with character, dedication, leadership, and commitment. Thank you, all Veterans, for your selfless service.



INTERNSHIP

Essex welcomed four interns within engineering, marketing and continuous improvement to join us for the summer. The program allowed college students to gain hands-on experience to grow their skills for their future careers.



40 UNDER 40 AWARD

Essex Industries CEO Evan Waldman received the 40 under 40 award! He was named CEO in 2019. Since then, Essex has acquired companies in California and Connecticut, expanding capabilities and growth for the company.



COMMUNITY INVOLVEMENT



UPCOMING TRADE SHOWS 2022

Mar.

8 - 10

HAI Heli-Expo
Dallas, TX

Booth #11517

Apr.

3 - 5

Army Aviation Mission Solutions Summit
Nashville, TN

Booth #767

Jul.

18 - 22

Farnborough International Airshow
Farnborough, UK

Booth #TBA

Aug.

27 - 30

Air Carrier Purchasing Conference
San Diego, CA

Booth #TBA

2021 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

