

NEWS RELEASE

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FOR IMMEDIATE RELEASE

ESSEX PB&R TOUTED FOR QUALITY PERFORMANCE

Richmond, Va. — Essex PB&R Corp., a subsidiary of Essex Industries, Inc., was honored by the Defense Supply Center Richmond (DSCR) as one of the “government’s best suppliers” at an Automated Best Value System award ceremony held during the center’s annual business conference in June.

Kathy Wise, PB&R’s Sales and Customer Service Associate, accepted the Gold Medal from the commander of the supply center, Navy Rear Admiral Mike Lyden.

Essex PB&R supplies the Emergency Passenger Oxygen System (EPOS) to the Department of Defense and other governmental agencies. In addition, Essex PB&R designs and manufactures a variety of personal protective smokehoods for crewmembers aboard commercial aviation, passengers aboard private aircraft, military personnel, law enforcement, security, first response teams, U.S. Homeland Defense and civilians at work and home.

“In addition to PB&R’s astonishing ISO 9001: 2000 Certification and their continued compliance with the Department of Transportation and FAA as an Approved Repair Station for Portable Breathing Equipment, this recognition from the DSCR further demonstrates that we have provided another product line that the government can be confident in using,” said Keith Guller, President, CEO and COO of Essex Industries, Inc.

The Automated Best Value System is a computerized ranking system that collects a vendor’s past performance data and translates it into a numeric score, ranging from zero to a perfect score of 100. To become a medallist, vendors must meet stringent quality and delivery requirements established by the Defense Logistics Agency.

To be eligible, vendors must have shipped 10 or more contract lines for the DSCR during a twelve-month period. To qualify for the coveted Gold Medal, Essex PB&R received a perfect score of 100. A score of 99.0 to 99.9 earned Silver and a score ranging from 98.0 to 98.9 was awarded Bronze Medals.

The DSCR purchases nearly 850,000 items used by the military and other government agencies. These items include a mix of military-unique and commercially available items supporting over 1,300 major weapon systems. The value of the products and services it provides to its customers is expected to reach the \$3 billion mark this fiscal year.

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Part of the
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