

Known Locally Nationwide

1,100+ Locations

850+ retail stores
325+ HP fill plants
16 ASU's
19 acetylene plants
65+ regional spec gas labs
9 national spec gas labs
6 hardgoods distribution centers

14,000+ Associates

~1,500 sales people
(25% specialists)
5,000+ drivers

10M+ Cylinders

13,000+ Bulk Tanks

5,000+ Vehicles



Airgas

You'll find it with us.™

Airgas Products & Services

- Gas is our principal product
 - Leading position in \$13B+ U.S. packaged industrial, medical, and specialty gas market
 - Significant position in U.S. bulk market
 - Leading platform for U.S. refrigerants, ammonia, and process chemicals markets
- We also produce various gases
 - Fifth largest U.S. producer of atmospheric gases
 - Leading U.S. supplier of liquid CO₂ and dry ice
 - Largest U.S. producer of nitrous oxide
- Leading supplier of hardgoods in U.S.
 - Welding, safety and related MRO supplies
 - Red-D-Arc® rental welders
- National platform supports multiple sales channels:
 - Branch-based field sales
 - Retail stores
 - Strategic Accounts
 - Distributors
 - Telesales
 - Catalog
 - eBusiness



Airgas
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Airgas Products & Services

Our enhanced capabilities give Airgas an unparalleled, comprehensive, full-service offering

Packaged Gases



- Industrial *
- Medical
- Specialty gases
- Refrigerants
- Ammonia

Bulk Gases



- On-site ASU's
- Large bulk
- Small bulk

Welding Hardgoods



- Welding machines *
- Filler metals *
- Abrasives / Other *
- Red-D-Arc Welder and Positioner Rentals

Safety and Construction Products



- Head-to-toe protection
- Respiratory protection
- Fall protection
- Oilind Safety

* Traditional independent distributor offering

A Closer Look: Industrial Gases

- Atmospheric gases (Oxygen, Nitrogen, Argon)
- CO₂
- Hydrogen
- Helium
- Shielding gases
- Acetylene
- Alternative fuel gases
- Refrigerants
- Ammonia
- Process chemicals

Airgas Emergency Response Organization



- Largest ER network in the industry
 - Approximately 300 Technicians
- Personnel Safety
- Product Knowledge
- Mitigation Techniques
- Unique Equipment
- Incident Command Structures
- Tactical Innovation
- Trained to Hazardous Materials Technician level, 29 CFR 1910.120(q)

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A Closer Look: Hard-goods

Welding supplies

- Equipment, consumables, related tools
- Welders, positioners and welding-related specialty equipment rentals
- 6 distribution centers nationwide
- Annual sales of more than \$1.2B
- Leading brands and our own **RADNOR** brand for quality, performance and value

A Closer Look: Safety Products

Safety products

- A leading U.S. supplier with over \$500 million in annual sales
- 25,000+ product offering includes:
 - Personal Protective Equipment (PPE)
 - Hard hats, safety glasses, gloves
 - First Aid & Emergency Response
 - Bandages, eyewash stations
 - Plant Maintenance
 - Signs, matting, ergonomics
- 250+ experienced safety professionals
- All the leading brands and our **RADNOR** brand



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eBusiness Capabilities

Flexible solutions for changing needs.

- www.Airgas.com
- EDI and XML direct or with 3rd parties (Ariba, etc.)
- Punch-out Capabilities

The screenshot displays the Airgas website interface. At the top, there are utility links for Shopping Cart, Investors, Store Locator, Contact Us, and Career. The main navigation bar includes Catalog, Medical & Healthcare, Metal Fabrication, Specialty Gases, Workplace Safety, and Construction. Below this, a secondary menu lists Home, Product Information, Services, Customer Service, and Company Info. A search bar is prominently featured with a 'Search' button and a link to 'Advanced Search'. User account options include 'Login' with a link for 'Lost Username or Password?' and a 'Register' button with a 'Learn More' link. The 'Brands We Carry' logo is visible at the bottom left of the screenshot. The main content area features a descriptive paragraph about Airgas being the largest distributor in the US, followed by four product category tiles: 'Metal Fabrication and Welding', 'Workplace Safety', 'Medical and Healthcare', and 'Specialty Gas Applications'. Each tile includes a representative image. Below these tiles are three columns of product lists: 'Gases' (Industrial Application Gases, Medical Gases, Specialty Gases, Dry Ice), 'Gas Equipment' (Specialty Gas Equipment, Welding Gas Equipment, Gas Equipment Accessories), and 'Welding Products' (Filler Metal, Misc. Welding Equipment). On the right side, there are icons for 'Find Us' and 'Warehouse Locations', and a 'Welcome As Customers!' message with a link to 'Click here to go about our account'.