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

Branch Location / Retail Store / Other
Air Separation Unit (“ASU”)
Hardgoods Distribution Center
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 Products & Services

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

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* 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)
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
eBusiness Capabilities

Flexible solutions for changing needs.

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