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 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

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)

A Closer Look: Hard-goods

Welding supplies

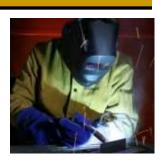
- Equipment, consumables, related tools
- Welders, positioners and welding-related specialty equipment rentals
- 6 distribution centers nationwide
- Annual sales of more than \$1.2B
- Leading brands and our own RADNOR brand for quality, performance and value



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



