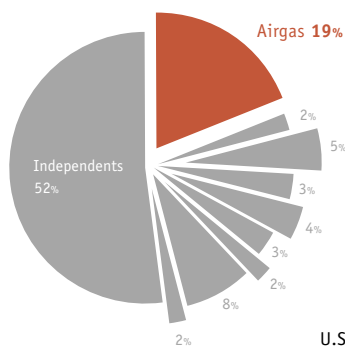


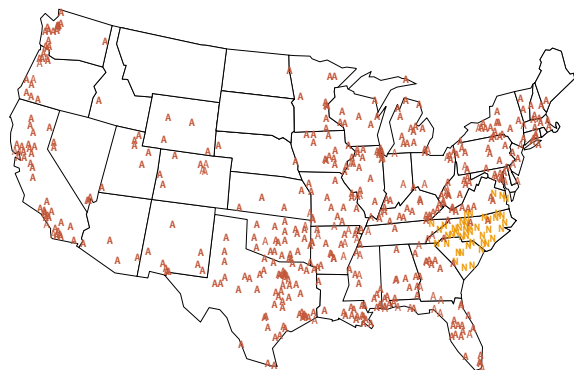
## Airgas...

The largest U.S. distributor of packaged gases and welding hardgoods ...



U.S. Packaged Gases & Welding Equipment is an \$8 Billion Market. Airgas' share is 19%.

known locally nationwide ...



A Airgas locations  
N Nat'l Welder JV

... with nearly 800 locations

## Airgas at a glance

## You'll find it with us...

### Industrial gases:

- Nearly 5 million cylinders supporting our customers' needs.
- 180 cylinder fill plants nationwide.
- Complete line of bulk gases, storage tanks, related equipment, and logistics capabilities.
- 17 acetylene manufacturing facilities.
- Gas applications specialists with in-depth experience in diverse industries.
- Leading manufacturer of carbon dioxide in the Southeast.

### Specialty gases:

- Largest U.S. specialty gas network, with 8 national specialty gas facilities and 54 regional labs.
- Products include research-grade, ultra-high purity and specialty-blend gases.
- Other products include process chemical gases and refrigerants.
- Applications in research, biotechnical, calibration and emission monitoring.
- Distributor of related specialty gases equipment.

### Medical gases:

- A leading U.S. distributor of medical gases, with more than \$100 million in annual sales.
- Combined strength of 32 Puritan Medical Products branches, focused on medical gases, and about 600 Airgas branches, serving healthcare customers nationwide.
- Products include bulk liquid therapy oxygen, nitrous oxide, nitrogen, carbon dioxide, breathing air, laser surgery mixtures, blood gas mixtures, lung diffusion mixtures, sterile mixtures, refrigerants, and a wide array of calibration mixtures.
- Leading producer of nitrous oxide.

### Cylinder and small-bulk gases include:

Nitrogen	Acetylene
Oxygen	Carbon dioxide
Argon	Nitrous oxide
Helium	Hydrogen

### Dry Ice:

- Leading U.S. producer of dry ice for customers in food processing, food service, pharmaceutical, and biotech industries.
- Largest wholesale distributor of dry ice to grocery and other retail outlets nationwide.

### Rental of:

Gas cylinders  
Cryogenic liquid containers  
Bulk tanks  
Related regulation and mixing equipment  
Welding and positioning equipment



### Hardgoods:

- About \$500 million in sales of welding hardgoods, tools and abrasives.
- Five distribution centers streamline the supply chain to Airgas branches and customers.
- Major distributor for leading welding hardgoods brands, with national buying power.
- Radnor private-label products in welding hardgoods and safety products, generating about \$50 million in sales annually.

### Safety Products:

- More than \$250 million in annual sales as one of the largest safety product distributors in the U.S.
- Distributing more than 30,000 products, all with same-day shipping, through catalog, eBusiness and telesales channels.
- Safety specialists integrated with national network to meet all our customers' safety needs.
- Major distributor of leading brands of personal safety equipment and products, including bodywear, eyewear, footwear, respiratory protection, environmental protection and work safety products.

### Services:

**Integrated Distribution**<sup>SM</sup> – Our national footprint, product range and in-depth industry knowledge help customers make their purchasing process more efficient and cost effective.

**SARA**<sup>SM</sup> – Strategic Account Resource Allocation – a comprehensive review of the delivery, handling, storage and technical support a customer needs.

**LESS**<sup>SM</sup> – Laboratory Equipment System Survey – A comprehensive survey to outline all gas and equipment requirements at multiple laboratory sites.

**AIM**<sup>SM</sup> – Airgas Inventory Management – an integrated cylinder utilization system that gives customers improved scheduling, accountability, reporting, and cost control.

**Applications Training** – Airgas professionals assist customers with specific gas applications and training.

**Compliance Management** – Safety and regulatory compliance professionals assist customers in reviewing compliance issues.

