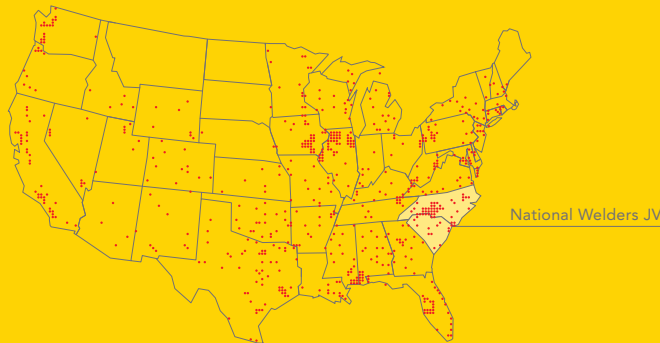


# Airgas at a Glance

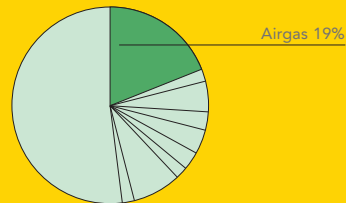
## AIRGAS...

Known Locally Nationwide, with About 800 Locations

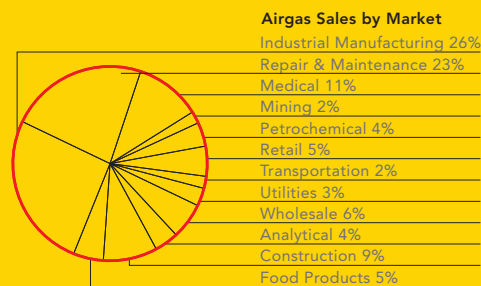


## The Largest U.S. Distributor of Packaged Gases and Welding Hardgoods...

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



## Serving a Broad Customer Base



## Industrial gases:

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

## Specialty gases:

- Largest U.S. specialty gas network, with 6 national specialty gas facilities and 45 regional labs.
- 24 of these specialty gas labs are certified to ISO 9001:2000 standards.
- 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.
- Supplier of related specialty gases equipment.

## Medical gases:

- A leading U.S. distributor of medical gases and related products through Airgas Puritan Medical divisions in every region.
- More than 150 medical gas fill plants, including over 35 medical-only facilities, and distribution capabilities in more than 600 locations nationwide.
- Offering a full range of medical gases for respiratory therapy in liquid and compressed gas forms, medical gas equipment, home respiratory therapy equipment, and related supplies.
- Serving hospitals, medical institutions, home healthcare distributors, doctor/dentist/veterinary offices, original medical equipment manufacturers and other medical businesses.

## Cylinder and bulk gases include:

- |               |                |
|---------------|----------------|
| Nitrogen      | Oxygen         |
| Argon         | Helium         |
| Acetylene     | Carbon dioxide |
| Nitrous oxide | Hydrogen       |
| Propane       | SF6            |

**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:**

- More than \$450 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 \$60 million in sales annually.

**Safety Products:**

- One of the largest safety products distributors in the U.S. with nearly \$300 million in annual sales.
- Major distributor of leading brands of personal safety equipment and products, including head protection, eyewear, footwear, respiratory protection, environmental protection and work safety products.
- Distributing more than 30,000 products, all with same-day shipping, through catalog, eBusiness and telesales channels, as well as through branch and retail sales.
- Safety specialists integrated with our national network to meet all our customers' safety needs.

**Outlook® Services:**

- Tailored programs to help customers manage supply chain for gases, equipment and safety products.
- Substantially reduces total cost of ownership for customers.
- Services include site survey and assessment, transition management, total gas management, onsite management of gas, equipment and supplies.



...Industrial gases packaged in cylinders or delivered in bulk



...Specialty gases prepared precisely in our national and regional labs



...Medical gases from Airgas Puritan Medical, focused solely on healthcare customers



...Hardgoods for everything the welding job requires



...Safety products for head-to-toe protection