



... PARTNERING ...

WITH SUPPLIERS

Airgas relies on suppliers for the gas we put in cylinders and tanks, as well as the equipment and products we provide our customers. We forge close relationships with suppliers through strategic planning and street-level tactical support for our local sales teams. Key suppliers, such as ITW/Miller, also help educate our people to better serve customers. And we work together to streamline electronic ordering and payment systems with suppliers.



Strong relationships with suppliers help us launch new product offerings, such as the MicroBulk delivery options designed for Airgas by Chart Industries, or the more than 3,000 Radnor[®] private-label welding and safety products, which now generate about \$100 million in annual sales. Our suppliers' quality products, plus our proven delivery model, add up to a winning combination.