

SUPPLY SOLUTIONS FOR THE CONSTRUCTION JOBSITE

Streamline your supply chain for gases,
welding equipment, safety gear and more.

The right products. Gases, welding, safety gear and more.

Airgas offers a wide range of products for the jobsite, including:

- Industrial cylinder, MicroBulk, and liquid bulk gases
- Shielding, welding, and cutting gases
- Regulators and gas delivery equipment
- Red-D-Arc® welder, weld positioner, and generator rentals
- Welding filler metals and supplies
- Power tools and industrial supplies

More than 30,000 safety products including:

- Head, eye, and face protection
- Eye protection
- Hand protection
- Hearing protection
- Respiratory protection
- Workwear
- Fall protection
- Confined space protection
- Instrumentation
- Ergonomics
- Emergency response supplies

Services for the construction industry including:

- On-site *OUTLOOK*® Managed Services
- On-site Construction Stores
- AIM™ (Airgas Inventory Management) for complete control of cylinders, products, parts, tools and more
- SARA™ (Strategic Accounts Resources Analysis for multiple jobsites)
- Welding Process Analysis
- Safety Product Training

Call Toll-Free 1-866-924-7427
for the Airgas location near you;
or visit us on the web at: www.airgas.com

Airgas
You'll find it with us.™



With local inventory and national experience,
Airgas keeps your project on schedule.

Whether you are building power plants, petrochemical plants, pipelines, bridges, highways, or are engaged in general commercial construction, your welders and workers need a constant flow of gases, welding and MRO supplies, safety products, power tools and other equipment to stay on schedule. Managing multiple vendors eats up your time, while big box supply houses lack the necessary safety expertise and ability to deliver gases in bulk. Instead, make one call to Airgas. With over 1,100 locations and an integrated distribution network, Airgas quickly makes your supply headaches disappear.

Airgas
You'll find it with us.™

www.airgas.com

EVERYTHING THE JOBSITE REQUIRES



The right products. The right locations. The right expertise.

Airgas can decrease your total costs by streamlining your supply chain and allowing you to focus on what you do best — building America. When it comes to getting the job done on the construction site, Airgas has a proven track record with proven methods that help you manage the supply and inventory process. Airgas has helped customers of all sizes complete projects as diverse as major sports arenas, office high-rise towers, interstate highways and bridges, power plants, petrochemical plants and airports.

Did you know?

While Airgas is best known for its principal products — gases in a variety of cylinder sizes and in bulk quantities — Airgas is also a leading supplier of safety products, welding equipment and supplies. And, Airgas offers something even more valuable — national and local specialists with gas, welding, safety and construction “know-how.” You’ll find what you need with Airgas:

- Shielding, welding and cutting gases
- Welding equipment including Red-D-Arc® welder rentals
- Industrial power tools and fasteners, MRO supplies, generators, etc.
- Safety gear and equipment, including fall protection, with a selection of leading brands, including our own Radnor® brand

- Oilind Safety services, including training, inspections, risk assessments, instrumentation rental, calibration and repair, breathing air services, on-site monitoring and rescue teams
- Secure storage for equipment and supplies on the jobsite
- Inventory control with Airgas OUTLOOK® Managed Services
- On-site Airgas Construction depots right on your jobsites for instant supply of gases and safety supplies, equipment rental fasteners, welding, consumables and more
- AIM™ — Airgas Inventory Management — for tracking by barcode and real-time accountability

Only Airgas provides a local “yes” attitude with national “know-how”

Whether you run one jobsite close by, or many jobsites nationwide, Airgas people have a “Yes, you’ll find it here” attitude that helps you meet your schedules.

More than 1,100 locations operating as a single supply source

Airgas has the local inventory you need, with more than 1,100 locations nationwide, augmented by Airgas hot-shot delivery trucks for key supplies when needed. This local delivery is backed by a national integrated distribution network that includes retail stores, branches, cylinder fill plants, specialty gas labs, production facilities, and six hardgoods distribution centers. Another bonus of size: the strong relationships Airgas has with leading suppliers allows for the option of receiving shipment directly at your jobsite.

A single point of contact

While you have access to local Airgas inventory and personnel wherever you go, Airgas can also provide you with a single national point of contact to streamline your ordering process and ensure that each Airgas location is prepared to meet your needs.

National experience

Whether you need to tool up a construction site or keep it replenished, you need suppliers who understand your priorities and schedules. Airgas has a dedicated construction team that includes national sales leaders who work with major engineering and construction firms as well as regional and local construction specialists who provide personalized account management to keep your jobsite supplied and working. The Airgas team of sales, service and distribution personnel can conduct an assessment of your job, *even before construction begins*, to help focus on immediate and long-term cost savings opportunities and help you find solutions to your supply chain needs.

NEW!

ASME nuclear certification

Airgas meets American Society of Mechanical Engineers (ASME) and U.S. Military specifications for the supply of welding filler materials used in nuclear power applications.



As such, Airgas provides thorough quality assurance documentation and adheres to strict nuclear industry quality standards and regulations.

Managing the supply chain to your jobsite

The people of Airgas go beyond the traditional supplier role. As a true alliance partner, Airgas can help you improve how products are used and managed on your jobsite. By helping you to consolidate orders, reduce suppliers and standardize pricing, Airgas can reduce your total supply costs. You’ll save both time and money when you allow Airgas specialists to help you with:

- Procurement
- Gas selection
- Gas distribution
- Mode of supply
- Cylinder management
- Inventory control



SAFETY EXPERTISE

IN ACTION

Protecting your workers with over 30,000 products,
backed by technical support and training



With six distribution centers, more than 850 stores, 500 safety specialists, and over 30,000 safety products, Airgas is positioned to be your single-source supplier for all your safety equipment needs. From safety glasses and personal protective equipment to custom safety signs to support training and area protection, we have the safety gear and expertise to protect your employees from workplace hazards.

- Head, Eye and Face Protection
- Hearing Protection
- Respiratory Protection
- Fall Protection
- Monitors
- Calibration Equipment
- Environmental
- Area Protection
- Fire Equipment
- First Aid
- Gloves
- Clothing
- Footwear
- Ergonomics

The right people with the right solutions

Airgas has nearly 100 safety specialists *in the field* who are among the most knowledgeable people in the industry. And, because of our partnership with leading safety products manufacturers, Airgas has easy access to the latest technical information, product specifications, support and training. Whatever your question or need, you'll find the right person and the right solution at Airgas.

Oilind Safety

Anything and everything involved with safety

Oilind Safety, Inc. is now part of Airgas. Oilind Safety offers a unique range, diversity and understanding of safety programs, combining more than 40 years of hands-on industry experience with the latest advances in safety technology and equipment. Oilind Safety experts conduct a comprehensive overview of your operations and make recommendations. Oilind Safety specialists are ready to work with you to help you address your safety requirements. Services include:

- On-site surveys
- Hazard assessment
- Safety plan development and implementation
- On-site safety supervision
- Safety training
- Safety audits and inspections
- Standby rescue teams
- Incident reporting and investigation
- Instrumentation repair and calibration
- Equipment maintenance and repair
- Product analysis
- Inventory control
- Turnaround planning and safety services



Monitoring services

Oilind Safety will help you select the proper monitoring instruments for your worksite and make sure they are maintained and calibrated. When you couple Oilind Safety's customized on-site services with its comprehensive selection of monitoring rental products, you'll see that no one is better suited to manage your monitoring needs while you concentrate on your core business.



Mobile Service Center

Oilind Safety also provides on-site, full-service breathing apparatus maintenance and cylinder hydrostatic testing. You are assured that cylinders, regulators and valves are kept at the highest working standards at all times without the downtime and transport risk of off-site testing. You can also realize up to 50% savings in time and shipping charges.

Leasing services

Oilind leasing services provides you with creative solutions for cost control costs. When you lease your safety products, you improve logistics, eliminate repair costs, and maximize your bottom line.

Comprehensive training services

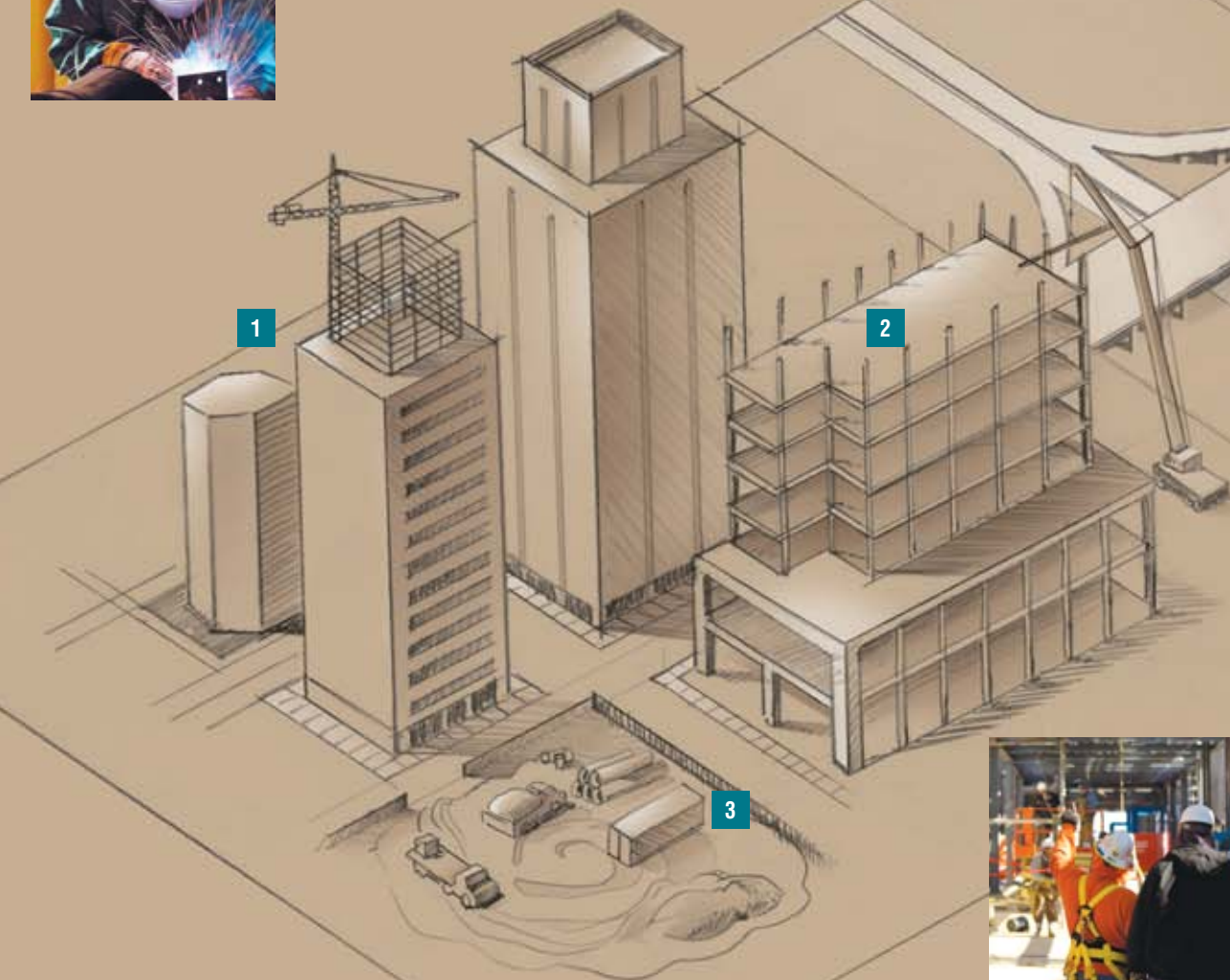
Oilind Safety certified instructors provide hands-on, OSHA-compliant training programs custom-tailored to your needs. Complete training programs are available for everything from equipment operation and rescue instruction to first aid and CPR.

Oilind Safety

Preserving life one person at a time.
www.oilindsafety.com

GASES & SUPPLIES FOR CONSTRUCTION

Airgas is the one partner that helps you eliminate the headaches and hassles of managing multiple vendors for gases, welding, safety and MRO supplies.



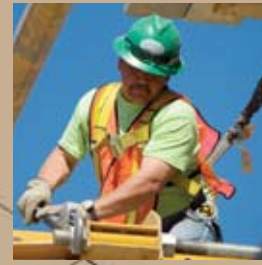
High Steel, Commercial Building Construction

1. Safety supplies and equipment, including fall protection
2. Industrial power tools and fasteners, mill supplies, generators, welders, rentals
3. On-site secure storage for equipment and supplies
4. National coverage (more than 1,100 locations) with fast, personal local service



Bridges and Highways

5. Process welding expertise for specific metals, filler metals, shielding gases, and subarc applications
6. Torches, welders, welder rentals, and supplies
7. Liquid oxygen, liquid argon, welding shielding gases delivered according to your needs
8. Fall protection and other required safety gear



Petrochemical Plants and Pipelines

9. Safety expertise and a proven safety record
10. On-site secure storage
11. Welding gases, equipment, welder rentals, safety equipment and MRO supplies
12. Remote-site technical support, certified shielding gases for automated welding applications



Power Plants

13. Expert advice available during walk-through reviews
14. Gases, welding and safety gear for new construction, short-term turn-arounds and retrofits
15. On-site secure storage and management of gases, welding and safety equipment and supplies
16. Gas delivery — cylinders, MicroBulk, portable bulk gas supply providing multiple welding gas feed lines, and bulk — to match your requirements



17. On-site, fully-stocked Airgas store managed by Airgas personnel to ensure your workers have all the supplies they need.

Call Toll-Free 1-866-924-7427 for the Airgas location near you; or visit us on the web at: www.airgas.com

AIRGAS: THE RIGHT CHOICE



Wherever you are, whatever you need, you'll find it with us

More than 1,100 Airgas locations nationwide, including:

- More than 850 retail stores
- More than 350 industrial gas fill plants
- 6 regional distribution centers



More ways to purchase:

- 1,000 outside sales reps in the Airgas national branch network
- 850+ retail stores
- Strategic accounts team
- Distributors
- eBusiness solutions
- Catalogs
- Telesales

More than 14,500 Airgas associates make up the strongest team in the packaged gas business, including:

- Construction specialists
- Welding process specialists
- Safety specialists
- Engineers and chemists
- Specialty gas and bulk gas specialists



EVERYTHING YOUR METAL WORKING JOB REQUIRES

We know welding

Airgas is the largest distributor of welding supplies in North America. We offer the broadest range of welding power sources, consumable products, safety equipment and MRO supplies. Airgas offers top brands, including Miller Electric, Lincoln Electric, Hypertherm, Thermal Dynamics, Red-D-Arc®, our own Radnor® brand and more.

A process we know well

Airgas welding process specialists make it their job to find ways to improve your welding process and maximize cost-efficiency. Many of

these specialists are Certified Welding Inspectors (CWI) and/or Certified Welding Educators (CWE), and all have accumulated years of experience on the job. That means they know the welding jobs and challenges you face.

Reduce capital expenditures with Red-D-Arc® Welderentals

When a jobsite needs a fleet of welders or positioners for a period of time, consider an alternative to ownership: renting. Red-D-Arc®, an Airgas company, is the largest provider of welding, positioning and related rental products and services

in North America, with over 50,000 units in its fleet. They're engineered and built for Extreme-Duty™ performance and reliability in even the harshest environments. So, instead of redeploying existing assets or buying new capital equipment, you conserve capital by renting the welders you need. Renting reduces maintenance costs and downtime, helps control expenses, eliminates idle inventory and means you always are using the latest equipment. Red-D-Arc® equipment and services are available at nearly 45 Red-D-Arc® branches and select Airgas locations nationwide.



New or used, rent, lease or buy

The Red-D-Arc® fleet is diverse and includes all kinds of welders, welding positioners and specialty welding-related equipment such as pipe bevelers, electrode ovens, plasma cutters and much more. Red-D-Arc® offers a number of equipment solutions, including:

- Short- and long-term rentals of all types of welders and positioners
- Welder-Logistics 36-month lease programs for welding equipment



- Red-D-Arc® Tool-Crib fleet management programs to completely outsource equipment solutions for welding needs
 - Quality-Checked pre-owned welders and positioners available for purchase through Red-D-Arc® and Airgas stores
- Visit: www.reddarc.com



ON YOUR SITE



AT YOUR SERVICE

OUTLOOK® Managed services & Airgas inventory management (AIM™)

Tired of confusing invoices, lost cylinders and inefficient procurement? Managing gases, welding and safety products on your own is frustrating, not to mention expensive and time-consuming. *OUTLOOK®* Managed Services from Airgas coordinates people, equipment and products, in a synchronized effort that reduces your cost of ownership, your inventory and time-consuming paperwork.

Airgas can tailor an *OUTLOOK* program specifically for your needs and your budget. Your program may include:

- Site survey and assessment
- Transition management
- Entry-level total gas management
- On-site total gas, equipment and supplies management



The payoff? Accountability and savings you can rely on

With the fast, accurate data tracking provided by AIM, you know exactly what you have and exactly what has been used. With a just-right supply plan and inventory, your projects proceed on time and on budget. The time and cost savings is something you can count on for the current job, and something you can actually incorporate into your future bids to avoid change orders.

OUTLOOK		
REDUCES	ELIMINATES	IMPROVES
<ul style="list-style-type: none">• Inventory• Labor & Paperwork• Wasted and Lost Materials	<ul style="list-style-type: none">• Receiving & Warehousing• Annual Bidding	<ul style="list-style-type: none">• Site Safety/ Security• Product Tracking

Use AIM™ to track your inventory

AIM™, Airgas Inventory Management, is an advanced asset utilization system that gives you complete control and inventory tracking for cylinder and bulk gas inventory, welding hardgoods, safety supplies and rental equipment. AIM™ bar code technology allows *OUTLOOK* technicians at your location(s) to track data quickly and accurately using handheld transaction terminals. No more manual entry of part numbers and descriptions! Information is readily available to you via reports and the Internet.



OUTLOOK® with AIM typically provides:

- 30% reduction in inventory
- 95% reduction in gas-related incidents
- 90% reduction in paperwork

An Airgas store, right on your jobsite

Imagine having specially designed, fully stocked mobile Airgas warehouses (conex units) delivered right to the jobsite, with Airgas personnel to manage the inventory. It's an option that gives you the ultimate in control, security, accountability and peace of mind. Working with your goals, Airgas manages an inventory of supplies that your construction and maintenance teams need every day. AIM bar coding tracks cylinder gas and equipment rental deployment and returns, as well as all materials issued to specific users. With an on-site Airgas store, you ensure you have all the supplies you need on site and know they will be automatically re-stocked according to your goals.