

METAL FABRICATION AUTOMATION

One-source solution for improving quality and profitability.



**Fixed or flexible automated welding and cutting solutions from experienced advisors.
You'll find it with Airgas.**

With roots deeply imbedded in the metal fabrication industry, Airgas has decades of experience providing the right solutions for fabricators' most formidable challenges. We help customers make the right automated welding and cutting decisions so their operations run efficiently, the products they turn out are top quality, and their business is more competitive and profitable.

Airgas, through its Advanced Fabrication Technologies group, provides a wide variety of solutions from process evaluations and recommendations, equipment sourcing, installation, and servicing, to complete supply chain management for gases, consumables, and safety products. Our relationship with customers extends far beyond the sale and installation. We have a vested interest in each customer's continued success and view each relationship as an ongoing partnership.

Contact your local Airgas representative to find out how Airgas Advanced Fabrication Technologies can help your operations. Call Toll-Free 1-866-924-7427.

Airgas
You'll find it with us.™

www.airgas.com

Airgas Advanced Fabrication Technologies experts help you right from the beginning.

It begins with a simple Welding or Cutting Efficiency Analysis. Our welding and cutting automation specialists will provide a quick snapshot of your operations to determine the efficiency of your processes. Then, if necessary, we'll perform a more comprehensive Welding or Cutting Process Survey to help you determine exactly how to improve profitability and quality in each phase of your process. We'll specify the right equipment and products, and then equip you with the right supply mode to accomplish these goals.

Airgas experts are Certified Welding Inspectors (CWI), Certified Welding Supervisors (CWS), Certified Welding Educators (CWE), and Certified Robotic Arc Welding Technicians (CRAW-T), and they've received certification/qualification from the American Society of Nondestructive Testing (ASNT) and the Occupational Health and Safety Administration (OSHA).



SUPPORT FROM DAY 1

Objective advice based on years of experience.

Airgas Advanced Fabrication Technologies personnel work with you to find the best solutions to meet your needs. We'll help you choose the right processes and equipment. We'll advise you on whether purchasing,

leasing, or a combination of the two is right for your operations. We'll install, provide warranty inspections and servicing, and routinely maintain the equipment.

We'll also help you simplify and manage your supply chain for the consumable parts, gases, and support products you use every day to keep your operations running smoothly and efficiently. We'll help you keep your workers safe and on the job. And most important, we'll help you continually analyze your processes to make sure your operations are performing as efficiently and as profitably as planned.



Complete service and support after the sale

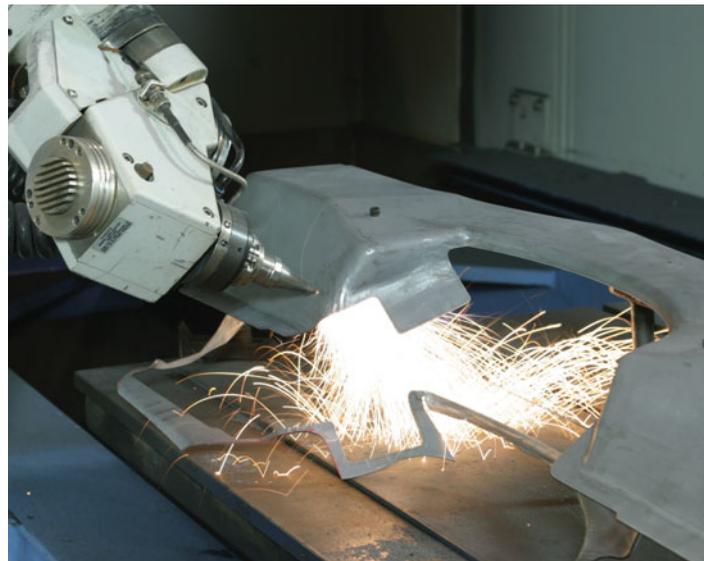
In addition to installation and training, Airgas provides warranty and post-warranty service. We'll also review your operations and processes to make sure you are meeting the goals you established.

Call 1-866-924-7427 to see what your local Airgas Advanced Fabrication Technologies Automation experts can do for you.

Automation expertise plus smart purchases and practices save time and money.

Airgas Advance Fabrication Technologies professionals have a deep understanding of automation. Working closely with the industry's top manufacturers of automation equipment, we share the most up-to-date capabilities, specifications, and best practices with you. And we provide the right support for your equipment and personnel with the best choices of parts, consumables, gases, and safety products.

In the automated fabrication business, no one can help your entire operation like Airgas. We provide the right equipment, the right parts and consumables, the right gases, and the right expertise. We work with all the major equipment manufacturers so we're objective in recommending the right solutions for your operations.



HELPING YOU BECOME MORE EFFICIENT. HELPING YOU BECOME MORE PROFITABLE.

The right gases, consumables, and supply chain to lower your costs.

When it comes to gases and consumables, Airgas is the country's leading supplier. We provide the industrial gases you need every day — laser resonator and assist gases, welding shielding gases and gas mixtures, oxy-fuel gases, and more. And we offer a variety of supply modes, from high- and low-pressure cylinders and liquid cylinders, to MicroBulk and bulk.



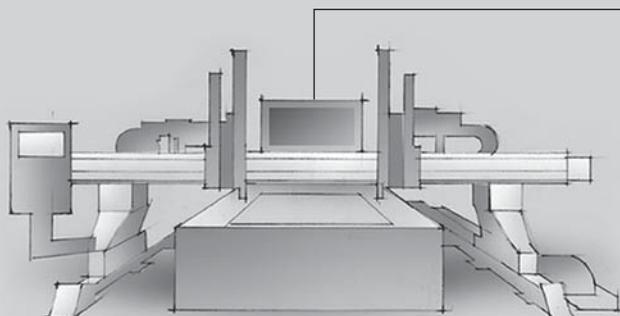
We also supply the consumable parts your equipment needs — filler metals, flux, contact tips, cutting tips, nozzles, gas diffusers, curtains, as well as laser optics such as lenses and mirrors.

Airgas maintains the most efficient and effective supply chain in the industry. With more than 1,100 locations nationwide and with vendor managed inventory (VMI) best practices right at your location, your operations stay fully supplied and productive.

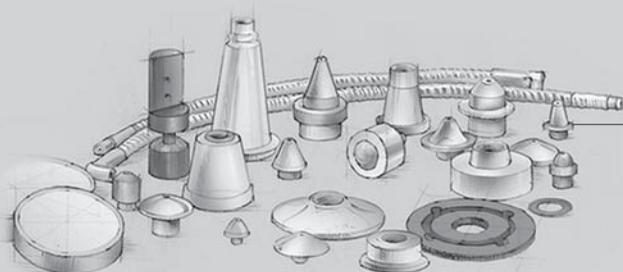
WE'VE GOT YOU COVERED **We understand automation.** **And we understand your business.**

AUTOMATED CUTTING SYSTEMS

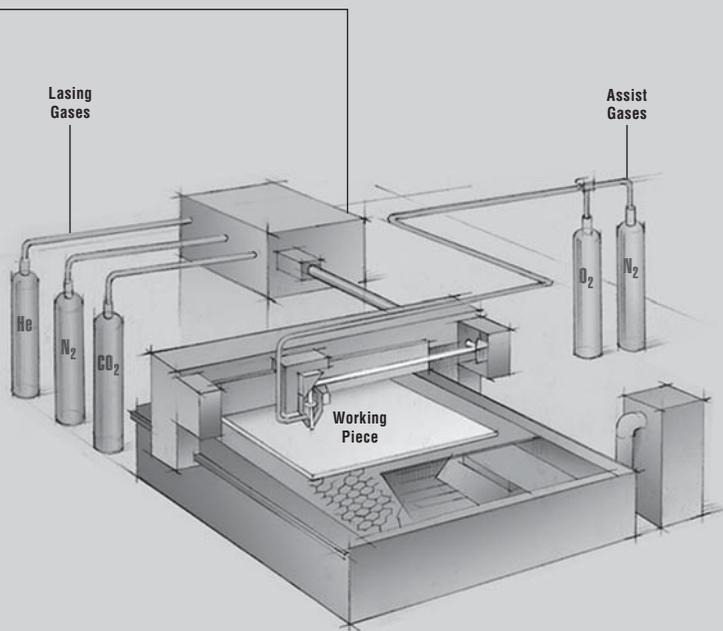
PLASMA AND OXY FUEL CUTTING



CONSUMABLE PARTS



LASER CUTTING



Airgas recommends and sources the right solutions for you.

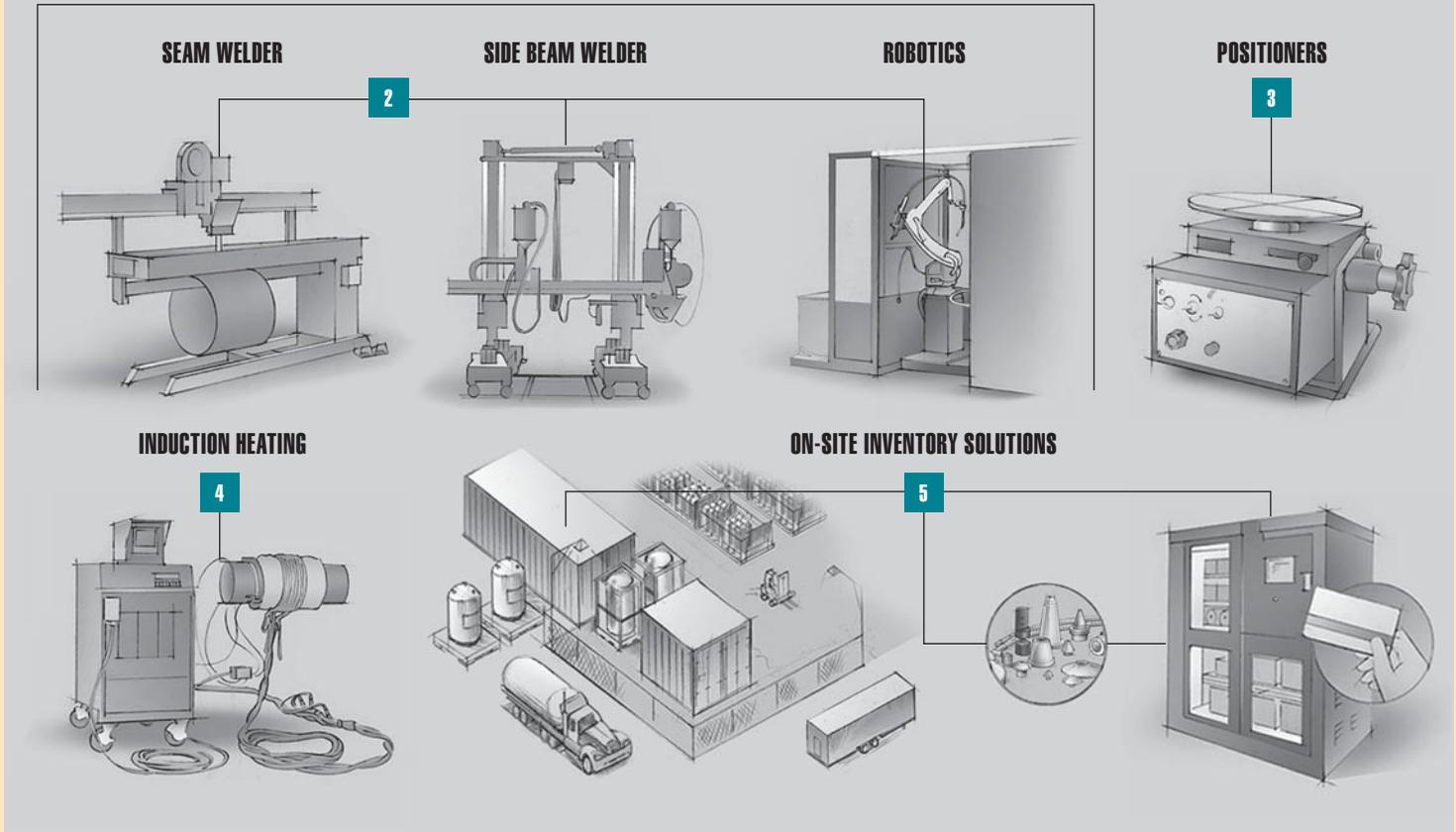
For more than 30 years, our core business has been advising and supplying the metal fabrication industry. We've built our industry-leading reputation as fabrication experts who know applications and our customers' businesses inside and out. With a thorough understanding of customers' challenges, the Airgas Advanced Fabrication Technologies group is uniquely positioned to recommend the right solutions, implement those solutions, and then make sure your goals are met.

While others are limited to only what they sell, our industry-wide relationships and expertise enable us to objectively source the best equipment and supply chain systems for your unique needs. Whether your operations involve welding or cutting, fixed or flexible automation, Airgas engineers the right solution for you.

1 Automated Cutting Systems

For cutting precision, performance, and productivity, Airgas experts will recommend the best CNC laser, plasma, or oxy-fuel cutting system for your applications and operations. We'll install it and show you how to use it for the best quality, productivity, and profitability results. We'll handle all needed maintenance and servicing. And we'll provide all the necessary gases, gas delivery equipment, and consumables to keep your processes and profits flowing.

FIXED and FLEXIBLE AUTOMATION



2 Fixed and Flexible Automation

From complex CNC machines and controls and robotics, to the simple yet effective mechanization of your welding or cutting process, Airgas has the knowledge and experience that manufacturers and fabricators need to succeed. There are many choices, and many opportunities for missteps. With a thorough understanding of your operations, applications, and goals, we'll explain available options, source the right equipment, and provide expert installation and ongoing service. We'll also provide the most efficient and cost-effective supply chain for solid and cored welding wire, flux, electrodes, parts, and of course, gases — Airgas premium shielding gases, high-tolerance gas mixtures, and pure gases.

3 Welding and Cutting Positioners

Through Red-D-Arc® Welderentals, an Airgas Company, and our vendor partners we provide all the welding and cutting positioning equipment you need. You'll find we have everything from pipe welding positioners, welding head manipulators, and rotating tank turning rolls to head and tailstocks positioners and rotating floor turntables. You'll also find we offer attractive rental and leasing terms to make your business more profitable.

4 Induction Heating Systems

When your shop needs to quickly heat joints for preheat or stress relief, we have the solution. Our induction heating system induces heat electromagnetically for greater control, efficiency, and safety.

5 On-site Inventory Solutions — Gases, Consumables, Safety Products

As the industry's leading supply chain management experts, we offer the right vendor managed inventory (VMI) solutions. Many of our fabrication customers rely on our *OUTLOOK*® Managed Services to provide on-site inventory management of gases, consumables, and safety products. Customers also take advantage of our AcuVend™ and E-Z Vend™ automated vending solutions for greater control of consumable parts, safety products, and even power tools. Airgas Advanced Fabrication Technologies will recommend the best supply chain solutions for your operations.

Airgas is the largest packaged gas business in the world and with our combined businesses we're the sixth largest industrial gas company in world. We'll make sure you have the right gases and the right supply mode for your operations. We provide cylinders, liquid dewars, MicroBulk, on-site tube trailers, and on-site bulk tanks.

AIRGAS ADVANCED FABRICATION TECHNOLOGIES

Ask Airgas for Welding & Cutting PROCESS ASSISTANCE

The Airgas Welding and Cutting Process Survey is a significant quantitative and qualitative review of your operations. It includes detailed analysis, reporting and recommendations for process improvements.



Data Collection —

Measures and quantifies detailed data on current processes and lists areas for possible improvement.

Data Analysis —

Collected data is reviewed; goals and objectives are set.

Action Plan/Execute —

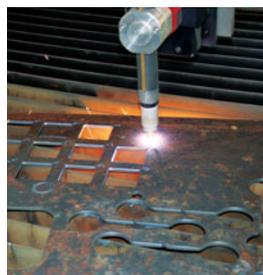
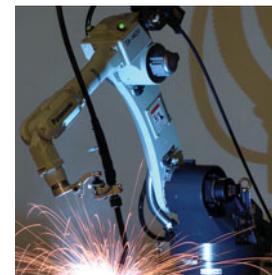
Projects are planned and prioritized, changes are made based on achieving the desired results, and training for those results is implemented.

Ongoing Analysis and Training —

Progress is tracked and compared to desired results, changes are made to achieve results, and we provide "Train the Trainer" education for continual process improvement.

Automation Analysis —

We'll help you find the systems that best fit your flexible or fixed automation fabrication requirements. We'll also help with installation, preventive maintenance and any service requirements.



Shape-Cutting Machine Installation and Retrofit —

Airgas Advanced Fabrication Technologies Automation experts provide complete installation, service, and the retrofitting of new and used cutting machines and plasma cutting systems.

Service, Warranty, and Calibration —

Our factory-trained technicians will install, service, and calibrate your welding, cutting, and automated systems to keep it operating at peak performance.

Safety Surveys —

Airgas safety specialists conduct on-site surveys and hazard assessments, then make recommendations so you're assured of complying with federal and local safety standards.

Weld Process Training —

Airgas CWI/CWE (Certified Welding Inspector / Certified Welding Educator) provide welding training, "Train the Trainer" education, as well as custom seminars, including "The Cost of Quality."



Find out what Airgas Advanced Fabrication Technologies can do for you!