

SUPPLY SOLUTIONS FOR THE NATURAL GAS INDUSTRY

Streamline your supply chain for hydrocarbon standards, gases, quality assurance, monitoring, safety equipment and more.



**With local inventory, expertise and national strength,
Airgas keeps your operations running smoothly.**

Whether you are involved in natural gas exploration, processing, production, distribution—or all of the above—your workers need a constant flow of industrial and specialty gases, MRO products, safety gear, power tools and other equipment to keep the system running smoothly. Managing multiple vendors eats up your time, and time is money. Instead, make one call to Airgas. With over 1,100 locations and an integrated national distribution network, Airgas quickly makes your supply headaches disappear.

AIRGAS SOLUTIONS FROM WELLS TO DISTRIBUTION



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

Airgas can decrease your total costs by streamlining your supply chain and allowing you to focus on what you do best—getting natural gas to customers. When it comes to getting the job done, Airgas has a proven track record with proven methods that help you manage your supply and inventory process.

The leading supplier of gases, and so much more.

While Airgas is best known for its principal products—gases in a variety of cylinder sizes and in bulk quantities—we are also a leading supplier of safety gear, monitoring instruments, MRO products, welding equipment and supplies.



And, Airgas offers something even more valuable—national and local specialists with gas, welding and safety “know-how.”

The purchasing power of a national network. The service and attention of local specialists.

Whether you manage one location or hundreds nationwide, Airgas makes your job easier and keeps you on schedule. Along with providing expertise in products, packaging and delivery, Airgas can simplify your procurement process, internal distribution and inventory, as well as your safety and environmental controls. Airgas offers an extensive range of products so you can consolidate suppliers and streamline your purchasing.

- Bulk nitrogen for fracking and pressure testing
- Hydrocarbon standards for gas stream monitoring



- Full line of refrigerants for process cooling, including ammonia, nitrogen, carbon dioxide and CFC and HCFC refrigerants
- Bulk gases for pigging and purging distribution lines
- Exclusive SRM supplier to NIST

Highly accurate hydrocarbon standards and emissions monitoring gases

Airgas takes particular pride in the superior quality of its specialty gases and EPA Protocol gases, including BTU calibration standards, other complex hydrocarbon standards, non-hydrocarbon standards, moisture standards, and Ultra High Purity (UHP) carrier gases. In fact, our gases are so precise that Airgas is the exclusive Standard Reference

**Exclusive
SRM
supplier to
NIST.**

Material (SRM) supplier to the National Institute of Standards and Technology (NIST).

Airgas’ Hydrocarbon Center of Excellence located in La Porte, TX is a dedicated facility to the production of hydrocarbon standards. Our associates at the Hydrocarbon Center of Excellence have many years of hydrocarbon specialty gas experience. They work with specially engineered Airgas equipment and systems to provide highly accurate products to maintain the shortest lead time possible. Airgas has nine other specialty gas facilities and 61 regional laboratories, with over 75% of these labs ISO 9001 registered, and seven labs ISO 17025 certified.

Nitrogen pumping services

Airgas offers nitrogen pumping services needed to remove unwanted obstacles during the processing, storing and transporting of natural gas and liquefied natural gas. When used during pipeline pigging, our state-of-the-art nitrogen processes eliminate potential hazards and keep gas lines moving—eliminating unnecessary downtime. Every job is managed by a Airgas expert expert technicians, trained and qualified in Veriforce, NCCER, OQSG and DCP.



AIRGAS: THE RIGHT LOCATIONS

THE RIGHT

PRODUCTS & EXPERTISE



Airgas combines unrivaled technical experience and a national integrated supply network with genuine customer partnerships...

That's how Airgas has earned its reputation for excellent response, service and value-added solutions.

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:

- More than 800 retail stores
- More than 400 industrial gas fill plants
- 6 national distribution centers
- 1,500 outside sales reps in the Airgas national branch network
- Over 5,000 vehicles and drivers with the lowest accident rate of any large fleet in the industry
- Strategic accounts teams

More ways to purchase

- In person at one of our retail locations
- eBusiness solutions
- Catalogs
- Telesales

The strongest team in the packaged gas business

Airgas fields the largest customer care team in the industry. You get the peace of mind that results when more than 14,000 Airgas associates have your back:

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



EVERYTHING YOU NEED FOR SAFETY, MRO



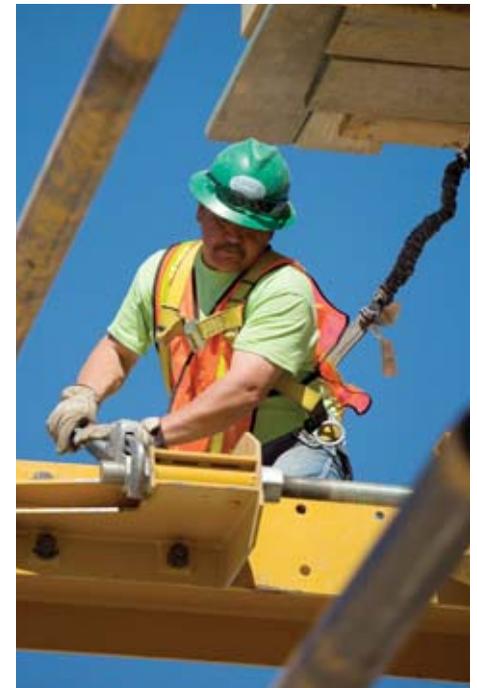
WELDING & MORE

Protecting and supplying your workers with more than 23,000 products, backed by technical support and training



The right people with the right solutions

Airgas has nearly 300 safety specialists in the field who are among the most knowledgeable people in the industry. And, because of our partnership with 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.



With six distribution centers, more than 800 stores, 300 safety specialists and more than 23,000 safety products, Airgas is positioned to be your single-source supplier for all your safety equipment needs. We maintain an inventory of all the leading brands of safety products, including our own Radnor® brand. And nobody makes it easier to buy safety products than Airgas. Visit us in store, contact your representative, order online, by phone or through our catalog.

Products Include:

- Monitors
- Eye Protection
- Area Protection
- Respiratory Protection
- Head and Face Protection
- Hearing Protection
- First Aid
- Calibration Equipment
- Environmental
- Hand Protection
- Ergonomics
- Fire Protection
- Workwear
- And More

Oilind Safety

Anything and everything involved with safety

Oilind Safety is part of Airgas and has been providing creative safety solutions for more than 40 years. Oilind Safety specialists are ready to work with you and make recommendations for your operation. Services include:

- On-site surveys and 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
- Monitoring services
- Equipment leasing
- Equipment maintenance and repair
- Turnaround planning and safety services
- www.oilind-safety.com

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.

Red-D-Arc Welderentals® Rental options conserve capital.

When you need a fleet of welders and 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



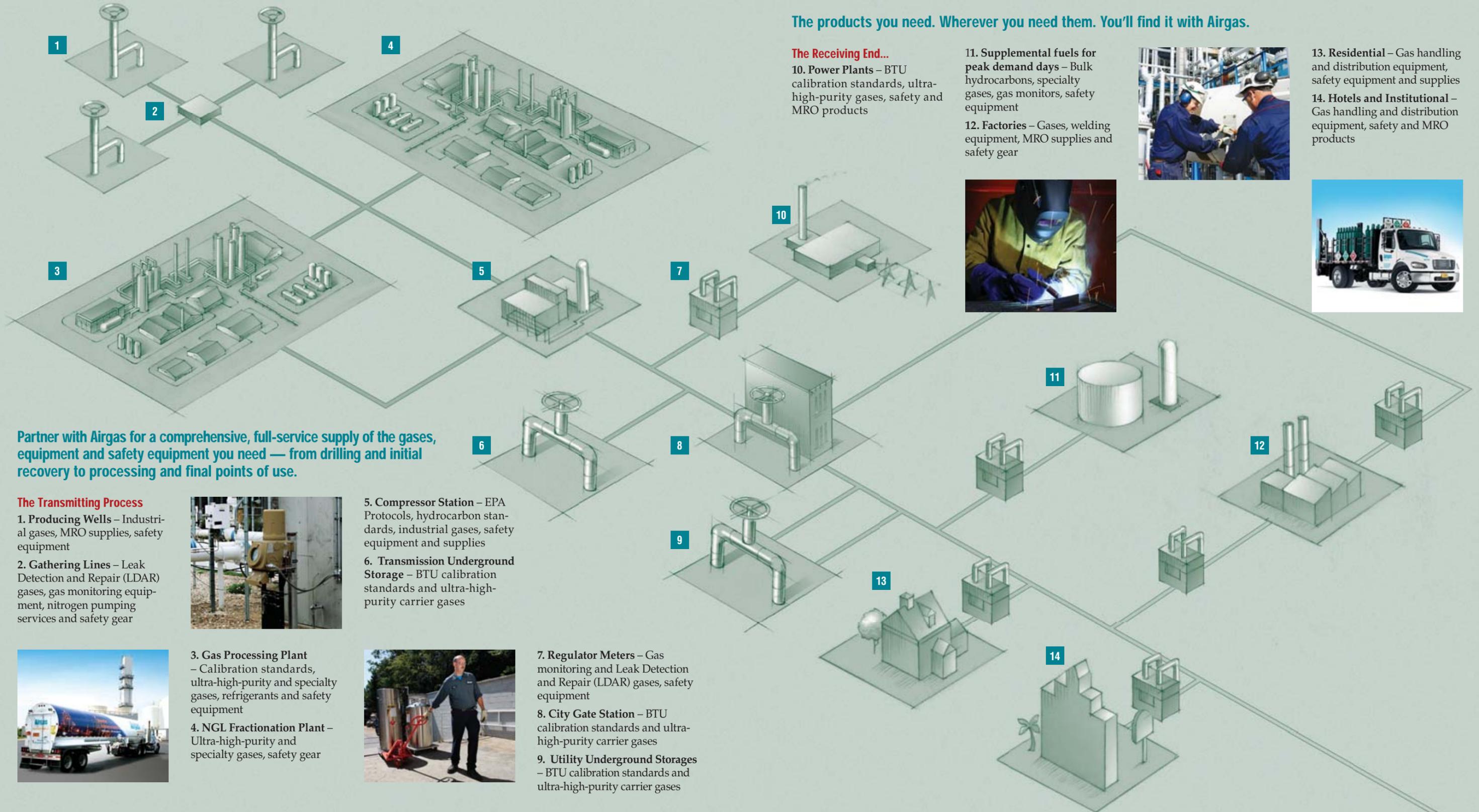
in North America, with over 50,000 units in its fleet, including specialty equipment such as pipe bevelers, electrode ovens, plasma cutters and much more.



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, conserve capital, reduces maintenance costs and down time, and eliminate idle inventory. Red-D-Arc equipment and services are available at over 45 Red-D-Arc® branches and select Airgas locations nationwide. Ask about short- or long-term rentals, leasing or purchasing options.

GASES & SUPPLIES FOR YOUR

NATURAL GAS DELIVERY SYSTEM



Partner with Airgas for a comprehensive, full-service supply of the gases, equipment and safety equipment you need — from drilling and initial recovery to processing and final points of use.

The Transmitting Process

- 1. **Producing Wells** – Industrial gases, MRO supplies, safety equipment
- 2. **Gathering Lines** – Leak Detection and Repair (LDAR) gases, gas monitoring equipment, nitrogen pumping services and safety gear



- 5. **Compressor Station** – EPA Protocols, hydrocarbon standards, industrial gases, safety equipment and supplies
- 6. **Transmission Underground Storage** – BTU calibration standards and ultra-high-purity carrier gases



- 3. **Gas Processing Plant** – Calibration standards, ultra-high-purity and specialty gases, refrigerants and safety equipment
- 4. **NGL Fractionation Plant** – Ultra-high-purity and specialty gases, safety gear



- 7. **Regulator Meters** – Gas monitoring and Leak Detection and Repair (LDAR) gases, safety equipment
- 8. **City Gate Station** – BTU calibration standards and ultra-high-purity carrier gases
- 9. **Utility Underground Storages** – BTU calibration standards and ultra-high-purity carrier gases

The products you need. Wherever you need them. You'll find it with Airgas.

The Receiving End...

10. **Power Plants** – BTU calibration standards, ultra-high-purity gases, safety and MRO products

11. **Supplemental fuels for peak demand days** – Bulk hydrocarbons, specialty gases, gas monitors, safety equipment

12. **Factories** – Gases, welding equipment, MRO supplies and safety gear



13. **Residential** – Gas handling and distribution equipment, safety equipment and supplies

14. **Hotels and Institutional** – Gas handling and distribution equipment, safety and MRO products



GASES & SUPPLIES TO SUPPORT A

GAS PROCESSING PLANT

Rely on Airgas to deliver the very highest quality gases, an unmatched range of products and measurable savings.

1. Exploration – Complete range of industrial gases and hardgoods, bulk gases and safety supplies and equipment all available with the broadest package of delivery and distribution options available anywhere. Airgas *OUTLOOK*® services provide supply chain optimization and on-site gas management programs specifically designed for your construction functions.

3. Cooling Station – Full line of refrigerants for process cooling, including ammonia, nitrogen, carbon dioxide, and CFC and HCFC refrigerants. Refrigerant reclamation, purification and recycling programs are also available from Airgas to maximize the effectiveness and efficiency of all aspects of your cooling operations.



2. Gathering – Full line of BTU characterization standards, EPA Protocols and specialty pure carrier gases, with a wide variety of delivery and distribution choices



4. Dehydration Station – Moisture standards and support gases and equipment



5. Sweetening Unit – Area monitoring and support gases and equipment

6. Processing Units and Absorption Stations – high quality assurance and hazardous/flammable monitoring with a full line

of calibration and carrier gas products, along with gas handling and distribution equipment

7. Lab – High-purity gases, calibration standards, pure support gases, gas handling and distribution equipment.



8. Oderant – Industrial gases and hardgoods, safety supplies and cylinder management services

9. Warehouses – Industrial gases and hardgoods, safety supplies and cylinder management services

10. Pipeline out of the plant – BTU and support gases and equipment

11. Distribution Points

Power Plants – Calibration standards, MRO and safety equipment

Residential/Commercial – Gas handling and distribution equipment as well as a complete selection of safety gear

Large Scale Manufacturing – Maintenance, repair and safety gear



ON YOUR SITE

OUTLOOK[®]

AND AIM[™]



OUTLOOK[®] Managed Services & Airgas Inventory Management (AIM[™])



AIM[™] bar code technology allows you to track data quickly and accurately using handheld transaction terminals. No more manual entry of part numbers and descriptions! You know exactly what you have and exactly what has been used. And all of this invaluable information is available to you in regular reports and through the internet. That's the kind of accountability, dollar and time savings that make a huge difference in the long run.

An Airgas store, right at your location

Imagine having specially designed, fully stocked mobile Airgas warehouses delivered right to locations you specify, 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 maintenance or turn-around 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 restocked according to your goals.

OUTLOOK[®] AIM[™] typically provides:

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

Managing gases and safety products on your own is expensive, frustrating and time-consuming. More companies—small and large—are turning to Airgas *OUTLOOK[®]* services with Airgas Inventory Management, and saying goodbye to confusing invoices, lost cylinders and inefficient procurement.

OUTLOOK[®] lowers total cost of ownership

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
- Onsite total gas, equipment and supplies management

Use AIM[™] to track your inventory

Airgas Inventory Management, or AIM[™] for short, is an advanced asset utilization system that gives you complete control and inventory tracking for cylinder and bulk gas inventory, hard-goods, safety supplies and rental equipment.

| OUTLOOK [®] Managed Services | | |
|---|---|---|
| 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 |

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 23,000 safety products including:

- Head, eye, and face 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