

EFFICIENCY-AND PROFIT-BUILDING SOLUTIONS FOR THE

AEROSPACE and DEFENSE INDUSTRY



**Your Single
Source for
Getting MORE!**

**Not taking advantage of
the latest purchasing,
supply chain, and
fabrication processes?
Then your competition is
talking advantage of you.**

MORE ways to manage risks, reduce costs. MORE ways to find efficiencies, increase productivity. MORE time to innovate. MORE help with regulatory and safety compliance.

There's a lot to be said for loyalty. Except when your 'same old, same old' practices leave you behind schedule, behind in profits, and far behind the competition.

Working in the aerospace and defense industries is a high-pressure, slim-margin business. Not only is there pressure to innovate, there's pressure to find operational efficiencies, to meet shorter schedules, to increase production, and to meet ever-increasing regulatory and safety standards. And on top of all that, you have to stay competitive and profitable.

Get MORE. Partner with Airgas.

Airgas reliably delivers products and services specific to your needs, including MicroBulk argon for MilSpec, welding filler metals for nuclear power projects, and welding and cutting automation equipment. And Airgas offers so much more. Innovative fabrication processes, more efficient procurement methods, supply chain expertise that puts the right products in the right locations right when they're needed, plus proficiency in regulatory and safety compliance. That's what Airgas delivers and that's what makes you more successful.

Airgas
You'll find it with us.™

Airgas.com

AIRGAS: DIVERSE, RELIABLE, INNOVATIVE



Discover new ways to increase efficiency and profits!

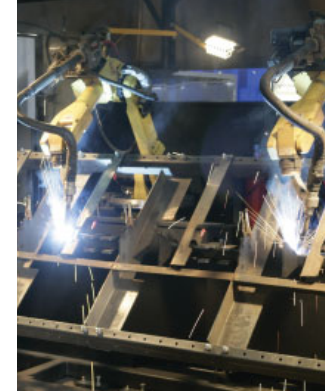


Staying competitive in aerospace and defense means accelerating production while improving quality, increasing operational efficiencies, and streamlining your supply chain. Best-in-class aerospace and defense contractors rely on Airgas.

Let Airgas fuel your innovation.

Managing multiple suppliers complicates your supply chain and distracts you from your core goal of innovation and R&D. Our streamlined approach and expertise helps you manage risk, reduce costs and increase productivity. This allows you to give both hours and dollars back to your R&D efforts to increase your capacity for innovation.

In many cases a better lower total cost solution can be found in equipment leasing. Through Red-D-Arc, an Airgas Company, we're able to outfit you with the latest welding and automation equipment so you can turn equipment faster, stay current with the latest technology, and get a better return on their investment.



Improve process and production efficiency.

With Airgas you get the right tools and experience to guide you through improving your internal processes, increasing efficiency and productivity, and to help you steer clear of regulatory pitfalls.

With decades of experience working with aerospace and defense contractors, welders and fabricators, we've established extensive peer performance benchmarks and the unique ability to quantify improvement processes in order to establish priorities. Recommending, installing and managing fabrication automation to speed production and improve quality and consistency is a prime example. Another is efficient and cost-effective on-site vendor-managed inventory to help you stay ahead of the production curve.

Our expertise in process optimization through all build phases, combined with our product breadth and the industry's most robust supply chain, gives you a distinctive competitive advantage.

Leverage a skilled workforce.

A skilled-labor shortage is a real concern for contractors like you. In the U.S. the average age of skilled welders is in the mid-fifties. Add to that the evolving and highly technical processes design and fabrication, and it's clear that to be successful you need to create an environment that attracts and retains talent.

Leading companies rely on supply partners to support workforce training and development efforts. Suppliers not only need to have the right equipment and supporting products, they also need welding application and technical expertise. Taking workforce development challenges head on requires the wealth of gases, products and expertise that Airgas provides.

When it's up to you to make a difference, make Airgas your supplier.

When you're pressured to reduce costs, increase production, improve quality and maintain regulatory compliance, a get-it-done corporate attitude places the responsibility squarely on your shoulders. Airgas will share that responsibility with you, making recommendations for process improvements and providing ongoing support for the gases, welding equipment and supplies, and safety products you need to succeed today and in the future.

Best-in-class contractors partner with suppliers that share the vision of going beyond product and price consolidation.



Adopt more effective procurement strategies.

Airgas works with customers to effectively craft and implement sound procurement strategies. And after benchmarking, we provide ongoing data and analysis to measure purchasing effectiveness. It's a valuable process our customers depend upon because Airgas provides the lowest total cost solution.

Engineering the Right Solutions for the Aerospace and Defense Industries.

Call today, Toll-Free:
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Airgas.com/industries/aerospace-defense

Airgas
You'll find it with us.SM