Transition Highlights – Key Changes for Customers

Effective August 1, 2017, several businesses will transition to Airgas' SAP enterprise system. Our goal is to make this transition seamless to you, our valued customer. Please review this information to understand the key changes you will experience as part of this transition.

Effective August 1, 2017

Customer Number Changes

As part of the transition to the Airgas SAP platform, existing customer numbers will change for some customers. A new, seven (7) digit numerical customer number will be displayed in the "Payer" box in the upper right-hand corner of the invoice as shown below. Please note your new customer number.

Changes to Invoices and Delivery Orders

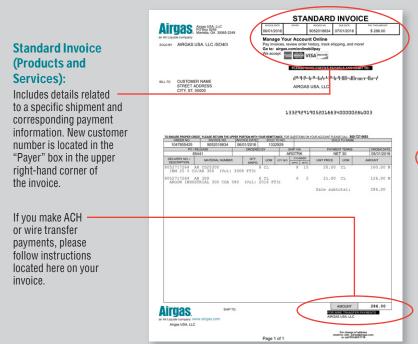
Certain customers will begin to receive invoices and delivery documents from Airgas in new formats beginning August 1, 2017.

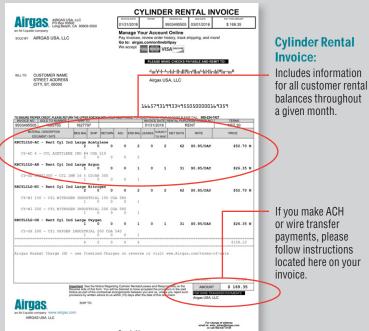
- Please note your new remittance address will be as reflected on the Airgas invoice.
- If you make ACH or wire payments, please follow payment instructions printed in the lower right-hand corner of your new Airgas invoice.
- Invoices dated prior to the August 1 conversion and show a former account number should be remitted according to the instructions on the invoice.

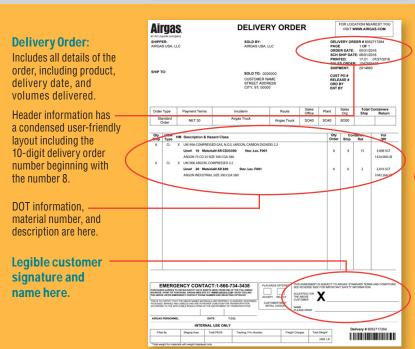
Specific changes to documents you receive are highlighted below.

If your system requires you to set up a new vendor for this transition, please do so for "Airgas USA, LLC."

For your convenience, please note your previous account number below. Airgas Specialty Gases, Airgas Specialty Gases Taylors, Scott Medical Products, and Advanced Specialty Gas Equipment customers should note changes to customer number and remittance address but should not make changes to ordering procedures. You will receive a separate communication for each of your accounts that will be changing.









Packing Slip: Includes all details of the

order, including product, delivery date, and volumes delivered.

Sales Tax Exemptions

If your company is tax exempt, please provide us with a completed exemption certificate made out to Airgas USA, LLC. Airgas USA, LLC, Tax Department P.O. Box 6675 Radnor, PA 19087-8675 Email: SalesTax.Vertex-SAP@Airgas.com

Dear Valued Customer,

Air Liquide recently completed its acquisition of Airgas and the two companies have come together as one industry-leading business.

Over the past few years, Airgas has converted the majority of its U.S. distribution business units to a world class SAP business information system. On August 1, 2017, Airgas Specialty Gases, Airgas Specialty Gases Taylors, Scott Medical Products, and Advanced Specialty Gas Equipment will be converted to this SAP system. We have taken careful measures to minimize any impact on our customer relationships.

This transition will come with some level of changes. This brochure introduces you to the key changes you should expect to see when purchasing from Airgas. For an Airgas W-9 form, please visit www.airgas.com/getW-9.

Our promise to provide you with superior local service remains paramount.

Please continue to place orders for products and services by using the same phone number and email address you have been using. Soon, your sales and customer service teams will assist you in transitioning to your new order placement channels in the Airgas network.

Thank you for your current business and continued partnership. If you have any questions or would like additional information, please contact your sales representative.

Sincerely.

Pascal Vinet Chief Executive Officer Airgas, an Air Liquide company Andy Cichocki
Chief Operating Officer
Airgas, an Air Liquide company

To Contact Airgas, Call... 1-866-935-3370



Airgas (SG00) 259 North Radnor Chester Road Suite 100 Radnor, PA 19087

More effective More personalized More efficient

CUSTOMER SERVICE

✓ Air Liquide completes acquisition of Airgas
✓ New SAP—Business Information System
You'll benefit from unrivaled performance,
unequaled innovation, uncompromising service

