



Airgas Offers Analytical Tools, Expertise in Conducting Welding and Cutting Process Evaluations

Airgas Advanced Fabrication Technologies personnel at FABTECH provide details on how evaluations lead to improving quality, productivity, and lowering costs.

RADNOR, PA - November 14, 2011 - Airgas, Inc. (NYSE: ARG), and its Advanced Fabrication Technologies group are discussing the enhanced Airgas Welding and Cutting Process Survey at FABTECH 2011, North America's largest metal forming, fabricating, welding and finishing event, Monday, November 14th through Thursday, November 17th at McCormick Place, Chicago, IL. The Airgas survey uses quantitative and qualitative tools to help metal fabricators objectively evaluate their cutting and welding operations with the goal of increasing efficiency, quality, and profitability.

"We have three simple questions we usually ask metal fabricators," said Robert Tessier, Airgas director - advanced fabrication technologies. "First, 'Is your welding or cutting process costing you more than it should?' Second, 'Are you wasting resources?' And third, 'Are you really meeting your customers' specifications?' Most fabricators are too busy to take a step back to consider these issues, or they don't have the analytical tools or expertise to arrive at the objective answers."

According to Tessier, the Airgas Welding and Cutting Process Survey begins with a quick efficiency analysis and then, based on those results, a comprehensive process survey.

"We measure and quantify data from current processes and compare it to the customer's goals and objectives," Tessier continued. "Bottom-line goals are usually increasing profitability, which translates into improving efficiency and lowering costs, and to be more competitive, which means improving output quality. We provide the plan and make recommendations to make that happen."

Tessier went on to explain that recommendations often include advice on reducing weld volume and gas usage, increasing productivity by concentrating on weld deposition rates and material handling, improving weld quality with alterations to weld penetration depth and gas mixes, and improving operator efficiency with changes to fixtures and positioning.

More information on the Airgas Welding and Cutting Process Survey is available from Airgas Advanced Fabrication Technologies personnel at the Airgas exhibit (number 6146) during FABTECH. Registered FABTECH attendees who visit the Airgas exhibit will be entered in a drawing for one of four Apple® iPads.

About Airgas, Inc.

Based in Radnor, Pennsylvania, Airgas, Inc. (NYSE: ARG), through its subsidiaries, is the largest U.S. distributor of industrial, medical, and specialty gases, and hardgoods, such as welding equipment and supplies. Airgas is also one of the largest U.S. distributors of safety products, the largest U.S. producer of nitrous oxide and dry ice, the largest liquid carbon dioxide producer in the Southeast, the fifth largest producer of atmospheric merchant gases in North America, and a leading distributor of process chemicals, refrigerants, and ammonia products. More than 14,000 employees work in approximately 1,100 locations, including branches, retail stores, gas fill plants, specialty gas labs, production facilities, and distribution centers. Airgas also distributes its products and services through eBusiness, catalog, and telesales channels. Its national scale and strong local presence offer a competitive edge to its diversified customer base. For more information, please visit www.airgas.com.

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