

## **Air Products' Subsidiary, American Homecare Supply, Acquires Home Health Care Services of West Virginia**

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HHCS Purchase Supports Air Products'  
Aggressive Homecare Growth Strategy in the U.S.

LEHIGH VALLEY, Pa., Nov. 5 /PRNewswire-FirstCall/ -- American Homecare Supply (AHS), a wholly-owned subsidiary of Air Products (NYSE: APD), has acquired Home Health Care Services, Inc. (HHCS), the largest independent homecare provider in West Virginia. Financial terms were not disclosed. HHCS, with annual revenues of approximately \$9 million, is based in Charleston, West Virginia, and has nine locations throughout the state, as well as one in Virginia, which are contiguous to AHS' existing operations in the northeastern U.S. HHCS employs 60 people and serves about 5,500 patients, providing respiratory therapy services and durable medical equipment.

The HHCS acquisition follows on the heels of Air Products' recent purchase of American Homecare Supply for \$165 million. With these acquisitions, Air Products now serves more than 280,000 patients in 14 countries from more than 200 locations. The company's annual healthcare revenues, including institutional and homecare markets and affiliate operations, are now approaching \$550 million. Air Products has been providing products and services to the healthcare industry for over 50 years and is widely recognized for its operational excellence and regulatory compliance expertise.

"The acquisition of Home Health Care Services is consistent with our growth strategy and capitalizes on the strong regional homecare platform we gained through our purchase of American Homecare Supply," said Karel Schroder, vice president and general manager, Global Healthcare. "The quality operations and management team of HHCS, which we will retain, are an excellent addition to our homecare business."

Sam Helmick, former owner of the privately held HHCS, has been named division president of HHCS, which will remain headquartered in Charleston. He will report to Robert Cucuel, CEO of American Homecare Supply. Helmick has owned HHCS since 1987 and has expanded the business through four acquisitions and five start-up sites. HHCS branches are located in Charleston, Clarksburg, Fairlea, Elkins, Summersville, Huntington, Mount Hope, Buckhannon and Marlinton, West Virginia; and in Covington, Virginia.

"HHCS is a great fit for us strategically," said Cucuel. "We have been methodically expanding our network along the Northeast corridor in line with our goal of providing quality coverage from Maine to Maryland and beyond. Our affiliation with Air Products allows us to strengthen and accelerate that goal, as well as bring new products and services to our patients."

Air Products' aim is to be a global healthcare resource, offering a suite of products and services including medical gases, such as oxygen and nitrogen; helium used in magnetic resonance imaging; homecare respiratory therapy; and home medical equipment.

### **About Air Products**

Air Products serves customers in technology, energy, healthcare and industrial markets worldwide with a unique portfolio of products, services and solutions, providing atmospheric gases, process and specialty gases, performance materials and chemical intermediates. The company is the largest global supplier of electronic materials, hydrogen, helium and select performance chemicals. Founded in 1940, Air Products is recognized for its innovative culture, operational excellence and commitment to safety and the environment. With annual revenues of \$5.4 billion and operations in 30 countries, the company's 17,500 employees build lasting relationships with their customers and communities based on understanding, integrity and passion. For more information, visit [www.airproducts.com](http://www.airproducts.com).

\*\*\*NOTE: This release may contain forward-looking statements. Actual results could vary materially, due to changes in current expectations.

EDITOR'S NOTE: American Homecare Supply, LLC (AHS), based in Conshohocken, Pa. and ranked among the ten largest U.S. homecare providers, was acquired by Air Products on October 1, 2002, and established as a wholly owned subsidiary of the company. That acquisition marked Air Products' entry into the U.S. homecare market. Combined, AHS and Home Health

Care Services employ about 860 people, serve more than 100,000 patients and have annual revenues approaching \$120 million. Locations are in Virginia, West Virginia, Maryland, Pennsylvania, New York, Connecticut and Massachusetts. For more information, visit [www.americanhomecaresupply.com](http://www.americanhomecaresupply.com).

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