

## **Air Products Expands Supply Options to Industrial Gases Customers; New Technology is a Cost-Effective Alternative to Traditional Cylinder Use**

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LEHIGH VALLEY, Pa., Feb. 24 /PRNewswire-FirstCall/ -- Air Products (NYSE: APD) today announced a non-conventional service offering for its small volume industrial gases customers in North America. Called Microbulk Service, it is Air Products' newest gas supply option that provides the most technically advanced and cost-effective alternative to traditional cylinder gas packaging in the marketplace.

The Microbulk Service package is being showcased from February 28 to March 3 at PITTCON(R) 2005 in Orlando, Florida - an exhibition featuring the latest technologies in analytical laboratory instrumentation, supplies and services. Air Products' newly designed on-site storage containers will be on display for customers looking to learn more about reliable argon, nitrogen and oxygen supply options.

"Our Microbulk Service program here was modeled after successful programs in Europe and South Africa. The concept has become more popular in North America, so Air Products has embarked on a strategy to roll it out in more than 20 markets in the United States and Canada over the next two years," said John Tapley, Microbulk business manager. The service has already been embraced by the metals processing industry, and Air Products expects similar acceptance from customers in the biotechnology, foods, electronics and healthcare industries as well.

Air Products Microbulk Service's most immediate impact is with the metals industry. With relatively small gas volume requirements, most metals processing operations have historically relied on high-pressure cylinders and dewars - a labor-intensive approach that too often results in wasted residual gas and has the potential for interrupted supply, cross-contamination and safety issues.

Today, metals processors are relying more heavily on Microbulk delivery services, as well as new on-site storage and blending systems that bring the advantages of bulk supply to operations with less than traditional bulk delivery volumes. Whether it is argon or nitrogen for heat-treating furnace atmospheres, nitrogen or oxygen for laser-assist gases, or argon and argon blends for weld shielding, Microbulk supply can mean efficient, economical and reliable supply for small-volume users.

To view the full text of this announcement, please visit  
<http://www.airproducts.com/PressRoom/CompanyNews/Archived/2005/24Feb05a.htm>.

For more information on the service, visit booth 2814 at PITTCON(R) 2005, or call Air Products customer service at (800) 654-4567 and mention program 240.

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

SOURCE Air Products

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