



One word best describes our gas distributor alliances — welded.

Air Products welding specialists like Dave Schaffer can train your sales team in the use of our complete range of welding gases including our new line of Ferromaxx™ premium shielding gases to meet any welding application.

We understand welding. And we know how to help gas distributors succeed. That's why we formed the Alliance of Air Products Distributors, an organization of welding distributors and industry experts. Members share their experience and resources and get the best possible pricing on many goods and services they buy — from resale products and cylinders to package delivery and office supplies. And through our alliances with major E-business providers like VerticalNet® and Microsoft®, distributors can quickly start growing their businesses online.

It's worked for Bob Ames and Mary Shanaman, principals of Commonwealth Supply Co. in York, Pa. Since aligning with Air Products in 1990, their company has grown to become a leader in its competitive market. And Ralph Misener (right), one of our veteran Distributor Managers, has worked beside them from the start.

Weld with us. Call 1-800-654-4567 ext. 90. Or go to our Web site.

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