

Air Products and Chemicals, Inc.

We believe that Air Products has become a recognized leader in supplying gases and related equipment to the analytical industry through our sustained commitment to customer service and by providing the stringent purity, quality and consistency requirements demanded for analytical applications. We have learned that to succeed, we must offer technology, value and benefits that chromatographers understand and need. That means, we have to *understand* chromatography and chromatographers. We believe we have learned these lessons well, and we intend to continue driving industry trends by developing revolutionary products and services that help chromatographers achieve consistently reliable performance in their operations around the world.

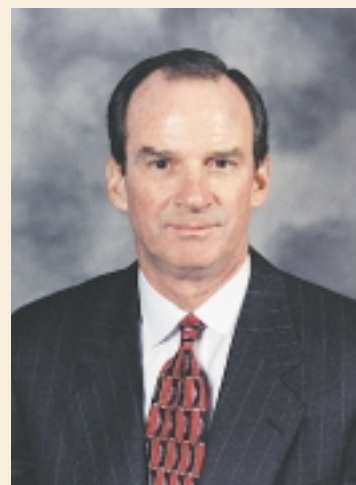
Let me give you an example of how Air Products goes the extra mile to develop product and technology solutions for this field. A 1998 gas chromatography users study conducted by *LC•GC International* reported that contamination, poor resolution, stationary phase bleed and ghost peaks were identified by 70% of the respondents as their most common gas chromatography (GC) column problems. Understanding the frustrations and analytical problems this gas impurity problem poses, Air Products developed and commercialized a new technology known as the Built-In-Purifier System.

But Air Products does not only contribute gases and technology to the world of GC. Over the past 20 years, we have invested heavily in our organic analytical capabilities, both in hardware and in experienced analytical chemists. We have experts in gas chromatography and mass spectrometry who are intimately familiar with the same instrumentation our customers use. These people are a company resource . . . and therefore, a customer resource. We understand organic analysis, analytical

instrumentation and related issues, and it has been and continues to be our mission to seek ways to make our analytical customers' lives easier and better.

So, where are we going from here? What is our vision for the future? Bottom line: We have a vision of where the analytical packaged gas market needs to go in the next decade. And it won't look the same, because we are going to drive it with innovation, like that employed for the development of our Built-in-Purifier technology. No matter where our analytical customers are, we will strive to deploy the best products and technology globally. We will work to meet their needs with true solutions that exemplify the Air Products difference. It is this approach that has made us so successful in other key markets we serve, including electronics, the chemical process industries, and others. And it is a strategy that will help us continue to deliver value to the analytical market into and through the new millennium.

Andrew E. Cummins
*Vice President
North America Gases
Air Products and
Chemicals, Inc.*



©Reprinted from LC•GC, August 1999 AN ADVANSTAR PUBLICATION Printed in U.S.A.

Copyright Notice Copyright by Advanstar Communications Inc. Advanstar Communications Inc. retains all rights to this article. This article may only be viewed or printed (1) for personal use. User may not actively save any text or graphics/photos to local hard drives or duplicate this article in whole or in part, in any medium. Advanstar Communications Inc. home page is located at <http://www.advanstar.com>.



For more information about Air Products' complete line of specialty gases and gas mixtures, and related equipment used in laboratory instrumentation, including our revolutionary new Built-In-Purifier cylinder technology, contact us as one of the following addresses:

United States

Air Products and Chemicals, Inc.
7201 Hamilton Boulevard
Allentown, PA 18195-1501
Telephone (800) 654-4567 (press 3)
Fax (800) 880-5204

Canada

Air Products Canada, Ltd.
2090 Steeles Avenue East
Brampton, Ontario L6T 1A7
Telephone (888) SPEC-GAS

Europe

Air Products PLC
Special Gases Group
Weston Road
Crewe, Cheshire CW1 1BT
England
Telephone +44 (1270) 583131
Fax +44 (1270) 250792

Air Products S.A.
Zoning Industriel de Keumiée
Rue de la Spinette
5140 Sombrefe
Belgium
Telephone +32 (71) 82 21 11
Fax +32 (71) 85 65 99