

Commodity Information

The categories listed below provide a general overview of the types of materials and services. Air Products purchases. We would caution potential suppliers that meeting basic requirements does not automatically ensure that you will be added to our supplier list. Our supplier base is continually reviewed for opportunities to upgrade and enhance Air Products' technical capabilities. Email suppldiv@airproducts.com. An Air Products representative will contact you if there is a need/interest in your offering.

Production Equipment

Analytical Equipment
Automated and Manual Valves
Compressors/Pumps/Heat Exchangers
Electrical Equipment/Motors
Pressure Vessels
Process Control Equipment
Skid Fabricated Equipment
Tanks
Instrumentation

Services

Construction Services
Engineering Services
Business Services

General

Chemicals
Computers/Software/Accessories
Containers/Packaging
Laboratory Equipment and Supplies
Maintenance Supplies
Office Equipment/Supplies
Telecommunications Equipment
Safety Supplies



For more information, please contact us at:

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Resources

Small Business Administration

www.sba.gov

NAICS Codes

size standards and North American Industry classification system (NAICS)

<https://www.sba.gov/contracting/getting-started-contractor/determine-your-naics-code>

Locating Registered Small Business Suppliers

Dynamic small Business search

http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm

U.S. SBA Local Assistance

<https://www.sba.gov/tools/local-assistance/districtoffices>

Federal Acquisition Regulations — Title 48 Part 19 Small Business Programs

http://www.access.gpo.gov/nara/cfr/waisidx_02/48cfr19_02.html

System of Award Management — Database of Contractors

<https://www.sam.gov/portal/SAM/#1>

National Minority Supplier Development Council (NMSDC)

<http://www.nmsdc.org/nmsdc/>

Women's Business Enterprise Council (WBENC)

<http://www.wbenc.org/>



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Supplier Diversity Program

United States Operations



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airproducts.com/supplierdiversity





Program Definition

We promote diversity among our suppliers because they bring new ideas, offer innovative products and processes, and contribute to the economic strength of their communities on a global basis. Our diversity policy cornerstone is respect for the broad spectrum of diversity within our workforce, suppliers, and customer base.

A solid Supplier Diversity program provides a competitive advantage to Air Products and supports our corporate responsibility to the many communities where we operate. Air Products has a global reach; thus we depend on our people, suppliers, and customers to maximize competitiveness, growth, technology innovation, customer satisfaction, and shareholder wealth.

Supplier Diversity is mandatory for fulfilling contracting requirements with the U.S. government. In the U.S., the major categories of diversity spend are small business, woman owned, minority owned, and small disadvantaged businesses. Air Products has Supplier Diversity programs in the United States and Europe.

Our intent is to develop mutually beneficial business relationships with diverse suppliers by utilizing these companies as primary contractors and subcontractors. We encourage our primary contractors to use diverse subcontractors to further reinforce our commitment to excellence.

U.S. Diverse Supplier Definitions

Small Business Concern (SB)

A business independently owned, operated, and meeting the size standards as defined by the Small Business Administration. (www.sba.gov/size)

Small Disadvantaged Business (SDB)

A small business concern (a) which is at least 51 percent owned by socially and economically disadvantaged individuals and (b) whose management and daily business operations are controlled by the socially and economically disadvantaged individuals who own it. (www.sba.gov/sdb/)

Woman-Owned Small Business (WOSB)

A small business concern (a) which is at least 51 percent owned by women who are U.S. citizens and (b) whose management and daily business operations are controlled by the women owners. (www.wbenc.org)

Veteran-Owned Small Business (VOSB) or Disabled Veteran-Owned Small Business (DVOSB)

“Veteran-Owned Small Business (VOSB)” or “Disabled Veteran-Owned Small Business (DVOSB)” is a business, not less than 51 percent of which is owned by one or more veterans/disabled veterans or, in the case of any publicly owned business, not less than 51 percent of the stock of which is owned by one or more veterans/disabled veterans; and (b) the management and daily business operations of which are controlled by veterans/disabled veterans. VETERAN—the term “veteran” has the meaning defined in 38 U.S.C. 101. (Also see www.vetbiz.gov for more information.)

HUBZone Small Business Concern (HUBZone)

This program is based on the geographical area where your business is located. The company must be small, located in a HUBZone (Historically Underutilized Business Zone), and be owned and controlled by one or more U.S. citizens. The SBA administers this certification process. (www.sba.gov/hubzone/)

Minority Business Enterprise (MBE)

A U.S. based business concern (a) which is at least 51 percent owned by minorities, or in the case of any publicly-owned business, at least 51 percent of that business's stock is owned by one or more minorities and (b) whose management and daily business operations are controlled by one or more of the minority individuals who own it. Minority persons include African-Americans, Hispanics, Asian-Pacific Americans, Asian-Indian Americans, and Native Americans. (www.nmsdc.org)

Supplier Qualifications

Air Products seeks the best quality, value, and service at the best cost from all of our suppliers. Our Procurement Team is chartered to select suppliers that deliver the best overall value. Here are some of the qualities that Air Products is looking for in our suppliers:

- Cost competitiveness from a pricing perspective
- Technological innovation
- Proven track record and references
- Solid financial standing
- Ability to conduct electronic business via e-connections on the Internet
- Reliable source of supply
- Continuous and proactive support of both products and services

Additionally, we want to work with vendors who share in our commitment to ethical business practices and who can help us deliver value to our customers. Suppliers are required to abide by and conform to our global Code of Conduct in their business dealings with us. To ensure that our standards are met, we:

- Prequalify suppliers using commercial and technical evaluations
- Conduct formal reviews for critical suppliers
- Employ a formal rating system to encourage continuous improvement and recognize achievement
- Monitor ongoing performance and product quality via formal assessments
- Follow defined procedures for noncompliance and remediation
- Develop joint company-supplier corrective action plans
- Organize joint company-supplier continuous improvement events

