



*FIRST-Mate*SM

*The NEW Approach to
SUPPLY CHAIN Excellence*



**MATHESON
TRI•GAS**

ask...The Gas Professionals™

For more than 80 years, **Matheson Tri-Gas** has been offering gas, equipment and service products to specialty gas end-users spanning many industries and markets. Many of these products and services have been uniquely tailored to meet a variety of customer specifications and operating requirements.

Throughout our history of serving customers, Matheson Tri-Gas has always placed a premium value on the depth of the “relationship” we maintain and build with each of our customers who add us to their vendor supply chain. We do not take this responsibility lightly and we never will.

We recognize fully that our customers are the captains of their analytical and industrial processes as well as the gas and equipment products required to sustain their productivity. In an effort to expand the relationship with our customers and elevate our level of commitment to perform flawlessly as a supplier; Matheson Tri-Gas has set sail on a new course with the launch of our FIRST-MateSM Program.



FIRST-MateSM

Matheson Tri-Gas has developed the FIRST-MateSM Program - a “Solutions” based approach to Supply Chain Excellence. Matheson Tri-Gas wants to serve as First Mate on your voyage to maximizing profits and minimizing costs for your business.

How does the FIRST-MateSM Program benefit our customers? With the FIRST-MateSM Program, Matheson Tri-Gas helps each customer navigate through the supply chain experience with a minimum of time and effort on their part. The Program incorporates several elements to facilitate a “we’ll do it all for you” operating relationship.

The FIRST-MateSM Program provides customized assistance in every step of the supply chain, focusing on the six key parameters that customers must have from their suppliers to achieve supply chain excellence.

Matheson Tri-Gas understands that our customers want:

- **Quality** products to ensure consistent reliability and safety
- **Products** specifically designed for your applications
- **Safety** programs, products and design integrity to protect your personnel and work environment
- **Convenience** to place your orders and manage your cylinder inventory, with electronic access to Certs
- **Support** whenever you need it from our technical and service support teams
- **Delivery** options tailored to your operating needs

Experience has shown that each customer has different needs regarding the specific aspects that make the delivery and handling of gas products safer and more efficient within their facilities. The FIRST-MateSM Program is a customized program designed to prioritize our customers' needs around these six key parameters for supply chain excellence.



Quality Product Fleet:

- Custom certs by application
- Active Six Sigma quality program



Product Features to Ensure Optimal Navigation:

- Product lines designed by application
- **LAB-Mate** application guides to provide easy gas and equipment selection



Safety Programs for a Safe Voyage:

- **SAFETY-Mate** lab and process safety audits to aid in safe gas delivery systems
- On-site safety training
- Safety equipment products



Convenience via Online Resources:

- Barcode Tracking for Managing Cylinder Status
- Enhanced Service Profile (ESP) Viewing and Ordering
- Self-Service Certs
- Cylinder Management
 - Onsite Cylinder Inventory
 - Cylinder Expiration Notification
 - Cylinder Movement History
 - Cylinder Pickup Scheduling



Support via the Matheson Tri-Gas Bulkhead of Technical and Service Support:

- Field sales
- Dedicated gas and equipment customer service teams
- Technical gas and equipment product managers
- Matheson Tri-Gas Gas Data Book
- Cylinder management programs



Delivery to Your Port of Call:

- Designed to suit your facility and operating hours
- Options for delivery

New features such as:

- **SAFETY-Mate** (Lab & Process Audits)
- **LAB-Mate** (Gas & Equipment Applications Guides) and

With the FIRST-MateSM Program, you won't have to worry about your operations becoming anchored down with concerns about product quality, product documentation, invoicing, on-time delivery, customer service support, etc., because the FIRST-MateSM Program integrates measures to address each of these common supply chain hurdles.

With the FIRST-MateSM Program for SUPPLY CHAIN Excellence, Matheson Tri-Gas is committed, without limitation, to be your "go to" company for maximizing profits and minimizing operating costs.

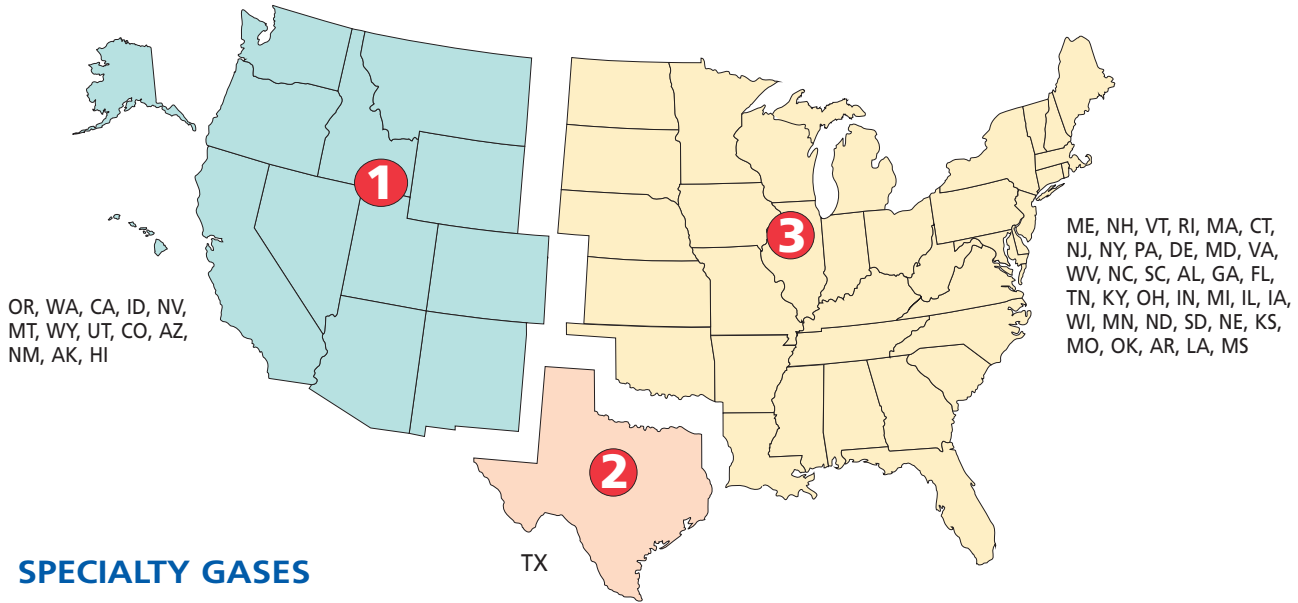
Thank you for your interest in our specialty gas and equipment products and we look forward to the opportunity to welcome you to our new FIRST-MateSM Program. For more information, please visit the **Matheson Tri-Gas website @ www.mathesontrigas.com**, or call our **customer service center @ 800.416.2505** to have one of our sales representatives contact you directly.



MATHESON TRI•GAS

CUSTOMER SERVICE CENTERS

To place an order, or to obtain more information, please contact our Customer Service Center for your area:



OR, WA, CA, ID, NV, MT, WY, UT, CO, AZ, NM, AK, HI

ME, NH, VT, RI, MA, CT, NJ, NY, PA, DE, MD, VA, WV, NC, SC, AL, GA, FL, TN, KY, OH, IN, MI, IL, IA, WI, MN, ND, SD, NE, KS, MO, OK, AR, LA, MS

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SPECIALTY GAS SYSTEMS AND EQUIPMENT

WORLDWIDE EQUIPMENT TECHNOLOGY CENTER

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Fax: 215-619-0458
Email: info@matheson-trigas.com

24 HOUR EMERGENCY ASSISTANCE

CHEMTREC Phone: 800-424-9300

MATERIAL SAFETY DATA SHEETS (MSDS)

Data Sheets for gases can be downloaded from the Matheson Tri-Gas, Inc. Web site at

www.mathesontrigas.com/msds

GENERAL INQUIRIES

info@matheson-trigas.com

Equipment Technology Center

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Printed in USA R08/09 BR-101



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