

# Medical gases



Safe, reliable supply of high-quality gases  
and services for your healthcare facility  
[tell me more](#)



“Air Products understands my business.  
They always stay in touch with me.”

Ron Roghelia  
North Carolina Specialty Hospital  
Durham, NC



## Our medical gases portfolio:

- Medical oxygen, USP and nitrogen, NF
- Reliable economical bulk and microbulk delivery
- Total product delivery compliance
- Nitrogen for surgical tools/cryopreservation
- Oxygen for respiratory and hyperbaric therapy
- Emergency backup systems
- Turnkey solutions
- Dedicated team of engineers and medical account specialists

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### Air Products medical gases support your mission

Air Products has provided medical oxygen to healthcare facilities for over 70 years and we understand the pressures you face as a healthcare provider. With Air Products, you can count on getting the medical oxygen and other gases you need, at the required purities, and with worry-free service—so you can focus on your patients.



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“We’ve supplied medical gases since 1947. We understand how important they are to hospitals, wound care, and surgery centers. As your partner, supplier and technology source, we’ll make sure that you safely get the most from them.”



Gary L. Bean  
Air Products  
Operations Engineering

# Here's a sampling of what we can offer:

## Dedicated people

We take tremendous pride in being able to understand your business. Our dedicated team is focused on medical accounts and manages our GPO/IDN relationships. Our technicians and support staff know when and how to add value to our products and services. Our Customer Service and Logistics teams are staffed 24/7, 365 days a year to serve your needs.

## Safety

As a public health professional, you're concerned about the safety of your employees, as well as your patients. Thanks to our employee commitment and integrity, Air Products has a proactive safety philosophy; we are among the leaders in safety and are eager to share that knowledge with you.

We are proud of our 250 safety-conscious drivers that have logged two million driving miles without a preventable accident.

## Reliability and supply

Air Products has achieved a reliability rate of more than 99.99% for the thousands of medical gas deliveries we make every year in North America from our production plants and service centers. Our drivers carry the Mobile Delivery Tool on iPhone®, which allows them constant contact with our Global Operations Center.

## Our Medical Specialists Sales Team



South/West Region  
**Sheryl Caswell**  
T 484-280-4912  
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caswelsa@airproducts.com



North Region  
**Matt Cavalier**  
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With Air Products as your medical gas supplier, you can count on getting not only unmatched technical innovation with gases for your healthcare facility, but also a reliable and consistent supply of the high-purity medical oxygen, nitrogen, and other gases your facility needs so you can focus on patient care.

## Compliance

At Air Products, we are fully committed to FDA compliance. From qualifying your oxygen storage tank for medical usage to managing our own operations, we understand all critical areas related to manufacturing and supplying medical gases.

Our purity specifications comply with U.S. Pharmacopeia (USP), National Formulary (NF), and European Pharmacopeia (EP) standards. All of our manufacturing sites meet Joint Commission on the Accreditation of Healthcare Organizations (JCAHO) accreditation and are fully-validated and operated under current cGMP guidelines (GMP in Canada) and our manufacturing process is ISO 9001:2008 certified.

Staying competitive often involves investing in new or better products, more efficient products, or improved environmental compliance. Our installations meet NFPA certifications and all other necessary local codes.



## Special capabilities

Through our [MyAirProducts](https://airproducts.com/MyAirProducts) account management system ([airproducts.com/MyAirProducts](https://airproducts.com/MyAirProducts)), you can find answers to questions related to your account, 24/7—securely, quickly and easily online. With [MyAirProducts](https://airproducts.com/MyAirProducts) you can access invoices, delivery notes, volume reports, SDSs and Safetygrams. You can enter temporary changes to production schedules and delivery windows, review tank levels or enter tank reading levels, and much more.



**Our CryoEase® microbulk and large bulk liquid trucks are always validated for medical service.**



Our TELALERT telemetry tank system for liquid oxygen and nitrogen helps reduce the risk of run-outs.

## Turnkey solutions

Air Products will engineer, manage, and install your medical Microbulk or liquid bulk tank system including the piping to houseline, concrete pad, electrical, and alarms. We assume responsibility for engineering, project management, system design, certification, etc. You only have to work with one source for equipment and installation.

## Innovative technology

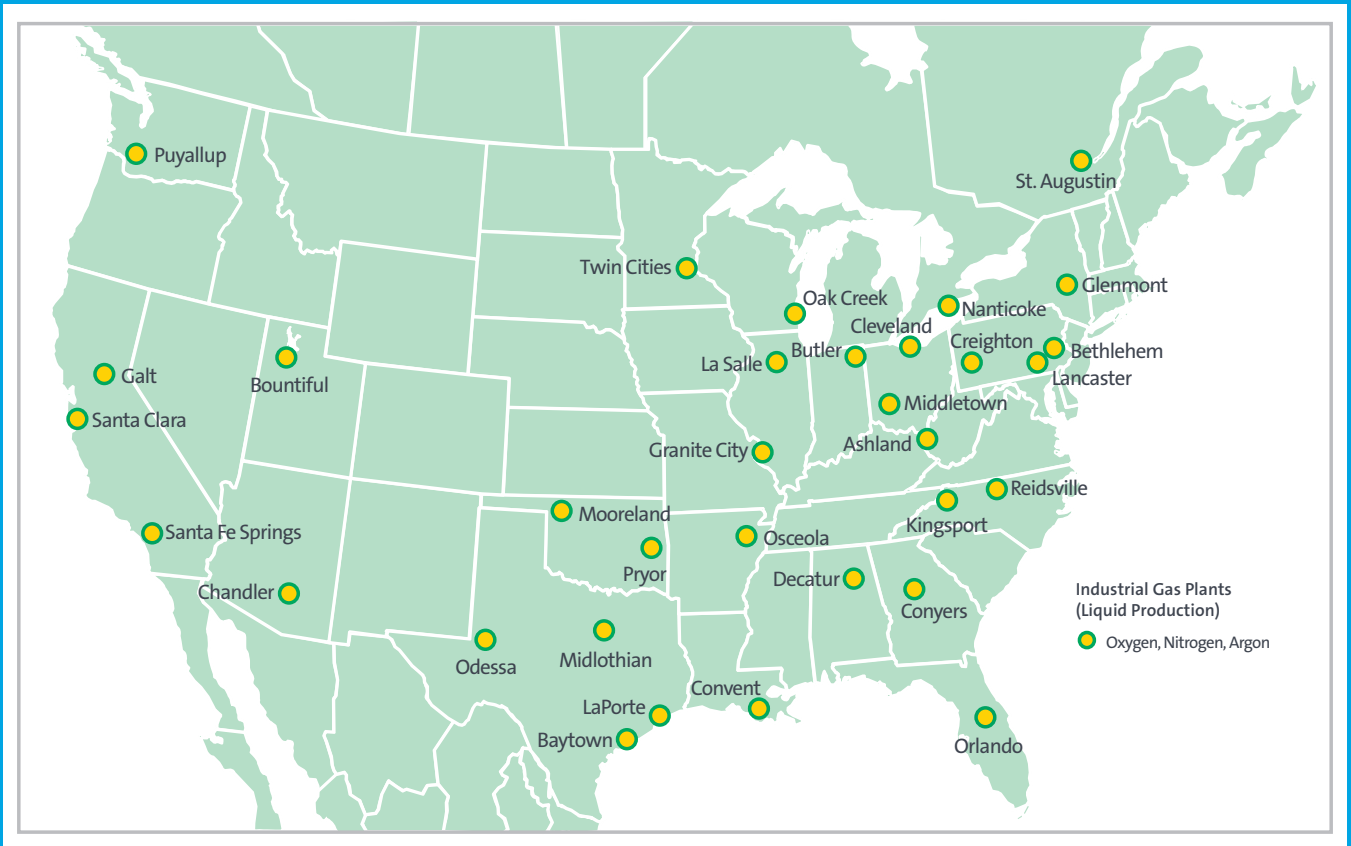
Air Products is well known for its applied R&D and has a number of patents for innovations in industrial and medical gases. Examples include our TELALERT® telemetry tank system, high-efficiency supply system for hyperbaric chambers, and additional reliability options for hospitals including redundant tank system, mobile units and emergency supply systems.



## Technical support 24/7

Air Products has a team of multi-disciplined and strategically located engineers and technicians to support medical gases customers 24/7. Our annual preventive maintenance inspections of approved tanks and our around-the-clock service are designed to keep your on-site tank system flowing. We also do testing, safety and gas auditing, repair, site evaluation, and leak inspection.





Air Products supplies medical customers from multiple production facilities in the United States and Canada.

**“A reliability rate of more than 99.99%.”**

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**“Always among the safety leaders.”**

