



National Welders Supply Company  
Corporate Offices  
PO Box 31007  
Charlotte, North Carolina 28231-6098  
1(800)866-4422  
Fax: 1(704)342-0260  
<http://www.nwsco.com>

**Offering Total Support**



**In memory of  
James A. Turner, Jr.**

Founder James A. Turner, Jr. progressively built a small one-man business into a remarkable organization which ranked among the top 100 privately-owned companies in North Carolina.

Today, National Welders is recognized as one of the nation's largest independent manufacturers and distributors of cryogenic, industrial, medical, and specialty gases.

# National Welders Supply Company

## Total Support — Quality Products and Services

- **Gases —  
Cryogenic, Industrial,  
Medical, Specialty, Refrigerant**
- **Welding Equipment & Supplies**
- **Industrial & Safety Supplies**
- **Services**
- **Information**
- **Robotic Automation**



*Judith Carpenter, Chairman of the Board  
Dick Lake, President & CEO*



**Standing (left to right):**  
*Steve Marinelli, Vice President, Marketing  
Rick Smith, Vice President, Planning and Technology  
Wilson Haney, Assistant Secretary  
Tom Sheridan, Vice President, Human Resources  
Bill Boone, General Counsel & Secretary*

**Seated (left to right):**  
*Howard Hill, Vice President, Store Operations  
Alan DeMart, Senior Vice President & CFO  
Gerald Carver, Vice President, Production & Safety*

## **We are driven by our desire to service and grow with our customers.**

Established in 1941 as a local welding supply distributor, National Welders has evolved into an industry leader in bulk and packaged gas manufacturing and distribution. Our welding, industrial, safety, rental, and servicing segments compliment and enhance our value to our customers. Our evolution from a local distributor of welding equipment and supplies to a fully integrated, multi-functional regional corporation is driven by our desire to service and grow with our customers. By expanding our products and services and embracing technological advancements, National Welders is able to satisfy the ever-changing needs of our customers.

Our mission of continued industry leadership is our commitment to our customers. Today, National Welders is pleased to provide our customers with experienced personnel, advanced processes and a vast distribution network, enabling us to offer our customers total support.

## **Our Quality Journey**

Our employees share the responsibility for quality assurance in process, product and service. Teamwork results in a continued increase in process capabilities and promotes solid growth in our overall quality journey.



*Gas & Equipment Service Centers*

## **To meet your needs, we have organized the following specialized divisions allowing us to provide you total support.**

### **Gases**

#### **National Cryogenics**

Supplies oxygen, nitrogen, argon and other gases to our customers' sites.

#### **National Specialty Gases**

Offers a complete line of specialty gas products for scientific and research use.

#### **National Carbonation**

Provides liquid carbonation systems for restaurants, convenience stores and fast food establishments.

### **Supplies/Services**

#### **National Welders Sales & Service Centers**

These 43 centers operate as a hub for packaged gas distribution and welding supply sales and service.

#### **National Farm & Shop**

Small package product line. Customers' equipment sold through a network of 500+ distributors (hardware, agricultural and auto parts stores) to satisfy the needs of our rural customers.

#### **National Rental & Repair**

Rents over 900 machines and provides on-site maintenance, repair, calibration and certification of customer's equipment.  
Rental Welding & Cutting Machines  
Equipment Calibration & Documentation Program for ISO 9002

### **Information & Consulting**

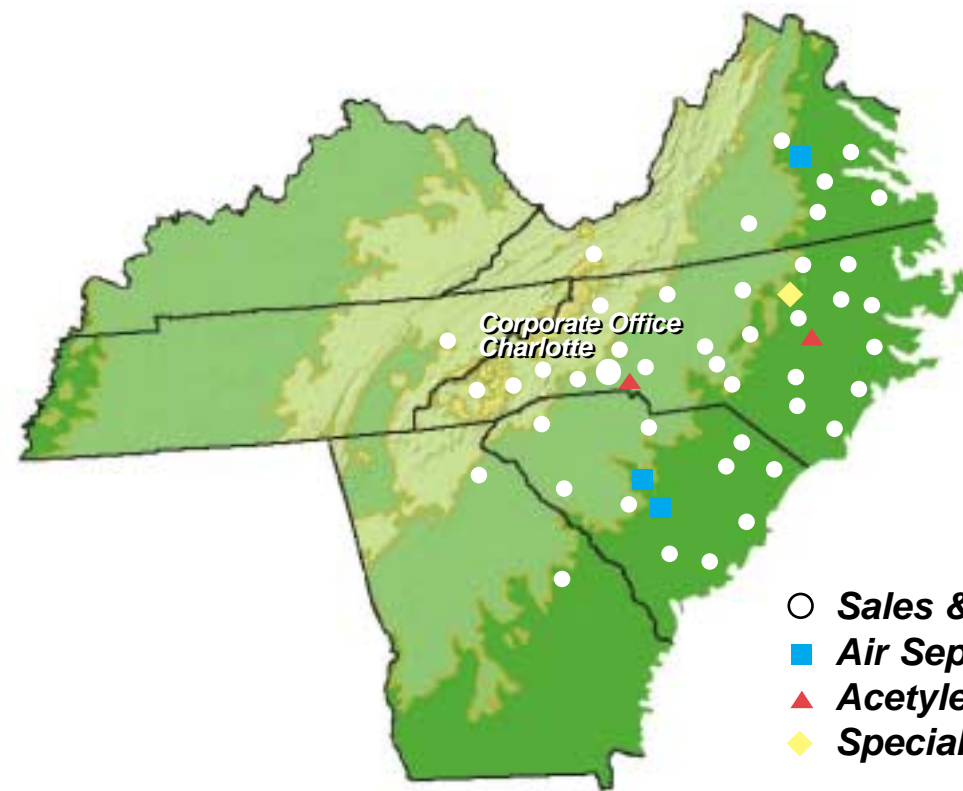
#### **SE&E —Specialized Equipment & Engineering**

Welding Process Technical Assistance  
Welding Automation Systems (Robotic Integration)  
Cutting Machines  
Welding & Gases Safety Training Seminars  
Laser Machines Gases & Supplies

#### **National Direct**

Centralized Customer Service Group  
Tool Programs  
Safety Programs

**National Welders serves  
50,000 customers in 5 states**



- Sales & Service
- Air Separation Plants
- ▲ Acetylene Plants
- ◆ Specialty Gas Plants

**With 8 divisions, National Welders provides a synergy of services to accommodate all of our customers' gas, welding, and industrial supply needs.**

National Welders employs approximately 750 people at 53 locations in 5 states. We serve more than 50,000 customers in North America through a network of 43 sales & service centers, 2 acetylene plants, 3 air separation plants, and a specialty gas plant. Our 8 divisions include: National Cryogenics, National Specialty Gases, National Carbonation, National Farm & Shop, Specialized Equipment & Engineering (SE&E), National Rental & Repair, Store Operations (Sales and Service Centers), and National Direct, our customer service telemarketing group.

**Our roster of valued customers covers every industry imaginable.**

*Welding equipment and gases are utilized in the creation of nearly every product on the market today. We serve all lines of industrial production — from health sciences to national defense.*

- Agriculture
- Airlines
- Auto racing
- Chemical
- Construction
- Defense
- Educational institutions
- Electric and gas utilities
- Electronics
- Federal, state and municipal governments
- Food and beverage
- Food processing
- Furniture
- Home hobbyist
- Manufacturing
- Medical
- Metal working manufacturing
- Pharmaceutical
- Pulp and paper
- Research
- Restaurant/Beverage
- Transportation equipment
- Wholesale distributors

### National Welders Service Centers

#### GEORGIA

**Augusta, GA 30901**  
521 National Ave.  
Phone: (706)724-2497  
Fax: (706)724-3702

**Toccoa, GA 30577**  
6204 Liberty Hill Rd.  
Phone: (706)886-9413  
Fax: (706)886-0685

#### NORTH CAROLINA

**Asheville, NC 28803**  
112 Sweeten Creek Rd.  
Phone: (828)274-9002  
Fax: (828)274-3792

**Charlotte, NC 28208**  
5315 Old Dowd Rd.  
Phone: (704)392-7317  
Fax: (704)392-9865

**Concord, NC 28025**  
287 Executive Park Dr. NE  
Phone: (704)788-6615  
Fax: (704)795-0848

**Fayetteville, NC 28301**  
508 Eastern Blvd.  
Phone: (910)483-1451  
Fax: (910)483-8278

**Gastonia, NC 28054**  
2433 N. Chester St.  
Phone: (704)854-9959  
Fax: (704)854-9946

**Goldsboro, NC 27530**  
Hwy. 117, North  
Phone: (919)735-5414  
Phone: (800)726-1723  
Fax: (919)735-6507

**Greensboro, NC 27401**  
2526 East Market St.  
Phone: (336)272-0900  
Fax: (336)230-1894

**Greenville, NC 27834**  
3500 NE Greenville Blvd.  
Phone: (252)756-0246  
Fax: (252)752-9510

**Hickory, NC 28602**  
2341 Hwy. 64-70 W  
Phone: (828)324-9414  
Fax: (828)324-9416

**High Point, NC 27263**  
2704 Uwharrie Rd.  
Phone: (336)434-7700  
Fax: (336)434-7705

**Jacksonville, NC 28546**  
162 N. Center St.  
Phone: (910)353-9291  
Fax: (910)353-9490

**Lumberton, NC 28358**  
2510 Fayetteville Rd.  
Phone: (910)671-1711  
Fax: (910)671-1773

**Monroe, NC 28412**  
1170 Curtis St.  
Phone: (704)289-9524  
Fax: (704)283-3000

**New Bern, NC 28562**  
4122 Dr. M.L. King Blvd.  
Phone: (919)637-9727  
Fax: (919)637-4175

**Raleigh, NC 27604**  
4301 Capital Blvd.  
Phone: (800)557-4555  
Fax: (919)872-6145

**Rocky Mount, NC 27804**  
2211 N. Wesleyan Blvd.  
Phone: (252)985-3411  
Fax: (252)985-0377

**Salisbury, NC 28144**  
1924 South Main St.  
Phone: (704)636-5049  
Fax: (704)639-0505

**Shelby, NC 28152**  
219 West Dixon Blvd.  
Phone: (704)482-8326  
Fax: (704)480-7621

**Statesville, NC 28687**  
2108 Garner Bagnal Blvd.  
Phone: (704)873-1117  
Fax: (704)873-0033

**Wadesboro, NC 28170**  
213B N. Rutherford St.  
Phone: (704)694-9331  
Fax: (704)694-9537

**Whiteville, NC 28472**  
4 Love Mill Plaza  
Phone: (910)642-3244  
Fax: (910)641-0081

**Wilmington, NC 28412**  
2824 Carolina Beach Rd.  
Phone: (910)392-2711  
Fax: (910)799-9578

**Wilson, NC 27893**  
2002 Baldree Rd.  
Phone: (252)237-4436  
Fax: (252)237-2564

**Winston-Salem, NC 27105**  
3011 N. Liberty St.  
Phone: (336)744-0010  
Fax: (336)767-0766

#### SOUTH CAROLINA

**Charleston, SC 29418**  
5580 Dorchester Rd.  
Phone: (843)767-9495  
Fax: (843)767-4874

**Columbia, SC 29201**  
1639 Shop Rd.  
Phone: (803)799-1507  
Fax: (803)252-9260

**Florence, SC 29501**  
1434 N. Cashua Dr.  
Phone: (843)662-2441  
Fax: (843)669-0179

**Georgetown, SC 29440**  
206 S. Fraser St.  
Phone: (843)546-2471  
Fax: (843)527-1515

**Greenville, SC 29605**  
1125 White Horse Rd.  
Phone: (864)299-3511  
Fax: (864)299-1749

**Greenwood, SC 29646**  
603 Bypass 25 NE  
Phone: (864)229-4628  
Fax: (864)229-7384

**Myrtle Beach, SC 29577**  
1580 Executive Ave.  
Phone: (843)626-0066  
Fax: (843)448-0142

**Rock Hill, SC 29730**  
1351 East Black St.  
Phone: (803)329-9666  
Fax: (803)329-9880

**Sumter, SC 29150**  
226 South Lafayette Dr.  
Phone: (803)773-2445  
Fax: (803)775-2704

**Walterboro, SC 29488**  
525 S. Jeffries Blvd.  
Phone: (843)549-9591  
Fax: (843)549-5303

#### TENNESSEE

**Knoxville, TN 37921**  
5006 Middlebrook Pike  
Phone: (865)584-6390  
Fax: (865)584-9029

#### VIRGINIA

**Danville, VA 24543**  
102 Colquhoun Street  
Phone: (804)797-1330  
Fax: (804)793-6423  
(800)734-0162

**Martinsville, VA 24112**  
2590 Greensboro Rd.  
Phone: (540)632-8889  
Fax: (540)632-6259

**Newport News, VA 23606**  
803 Bluecrab Rd.  
Phone: (757)873-1744  
Fax: (757)873-8706

**Norfolk, VA 23502**  
3450 E. Virginia Beach Blvd.  
Phone: (757)857-5301  
Fax: (757)857-4691

**Portsmouth, VA 23702**  
3121 Victory Blvd.  
Phone: (757)487-4922  
Fax: (757)487-5771

**Richmond, VA 23230**  
4811 Bethlehem Rd.  
Phone: (804)359-8800  
Fax: (804)359-8849

Industrial & Medical Gas  
Distribution & Manufacturing



Sales & Service Centers  
Offering a broad product line



Specialized Equipment &  
Engineering, Robotics, Tooling



Rental & Repair

total support

## **Gases — Cryogenic, Industrial, Medical, Specialty, and Refrigerants**

National Welders is recognized as one of the nation's leading manufacturers and distributors of cryogenic, industrial, medical and specialty gases. We have three gas divisions to serve various industries: National Cryogenics, National Specialty Gases, and National Carbonation.

Customers with a broad range of needs rely on National Welders to deliver nitrogen, oxygen, argon, CO<sub>2</sub>, hydrogen, helium, acetylene, HEF, industrial and breathing air, and industrial and medical gas mixtures.

These products are available in:

- Liquid and high pressure cylinders of various sizes
- Cylinder banks
- Tube trailers
- Bulk liquid and on-site production

All gases are produced under the most exacting conditions assuring their purity complies with USP and FDA industry standards and CGA guidelines.



*Harvesting the atmosphere*

Gases are packaged, transported and stored with quality and safety as the foremost considerations.

Distribution schedules are carefully arranged, strictly maintained, and backed by a 24-hour emergency service to eliminate the risk of shortage, even under unusually demanding circumstances.

*\* ISO 9002 facility*

## **National Specialty Gases**

National Specialty Gases has attained a reputation for being a dependable source to users of specialty gases throughout the United States. These gases are used in research, testing, and instrumentation calibration. National Specialty Gases supplies a multitude of customers, including government agencies, hospitals, educational institutions, laboratories, medical, and industrial applications. Our skilled technicians practice quality control procedures, satisfying the consumers' most stringent requirements.

National Specialty Gases also supplies a complete line of gases for environmental applications. Our EPA gas mixtures are prepared in accordance with "EPA Traceability Protocol for Assay and Certification Standards." We have the ability to produce Binary and Multi-Component Protocols with an accuracy of +/-1%, traceable to NIST using SRM and NTRM's, all supplied with complete documentation.

National Specialty Gases is an accredited supplier in the fields of Volatile Organic Compounds and Special Process Mixtures.

The knowledge and experience of our well-trained chemists allows continued growth and development of these programs.

We also offer a full line of non-refillable cylinders and related hardware. Non-refillable cylinders offer a convenient, cost-effective way to utilize specialty gases when only small quantities are required.

We have the capability to produce an unlimited range of custom gas mixtures, traceable to the National Institute of Standards and Technology, and maintain an inventory of all gas standard reference materials available to the industry.

*\* ISO 9002 facility*



*High quality gases*

## **National Rental & Repair**

Many of our customers find renting welding equipment to be more convenient and cost effective than buying. National Rental and Repair offers for rental: welders, generators, compressors and emergency lighting — dependable brand-name equipment for periods of a day, week, month or longer. Through our extensive network of gas and equipment service centers, we rent and deliver machines of all sizes, capable of any welding and cutting process. Every piece of rental equipment is expertly inspected, serviced, cleaned, and calibrated by our staff of factory-trained service technicians. These technicians also assist customers in selecting the appropriate equipment and accessories, as well as determining which welding processes and procedures should be utilized for a specific job.

National Rental and Repair is an authorized warranty repair facility for most major manufacturers, including Briggs & Stratton, Esab, Hobart, Miller, Lincoln, Thermadyne, Hypertherm, and Tweco.

## **Performance Plus — A Complete Equipment Support Program**

Performance Plus, our preventive maintenance and calibration certification program, will give you the competitive edge needed in today's welding industry. This program offers complete support for welding machines, welding robots, cutting machines and automation cells, ensuring ongoing efficiency of your equipment, preventing problems before they start. Our technicians will clean, inspect, and calibrate your machines on a semi-annual or annual schedule. With international standards becoming more critical to global manufacturing, this program supports the calibration needs as required for ISO certification.



*Loading rental machines*

As its name implies, National Rental and Repair also provides equipment maintenance and repair services:

- On-site or in-shop service and repairs
- Parts replacement
- Diagnostic evaluations
- Equipment support
- Documentation of equipment for ISO 9000 certification



*Performance Plus technicians*



**Our Gas & Equipment Service Centers provide a one-stop shopping resource.**

**Gas Distribution Centers**

National Welders provides gases, welding and industrial equipment, and supplies to industry, small business, and hobbyists through our 43 Sales and Service Centers.

Our larger sales and service facilities convert bulk liquid oxygen, nitrogen, argon and carbon dioxide into pure or blended high pressure packaged gases. These products include gases for medical and industrial applications and are available in a wide range of cylinder sizes.

Local inventories of a full range of packaged gases are critical to satisfying the most demanding needs of our diverse customer base. Our experienced and knowledgeable staff will fulfill your highest expectations.

**Welding Equipment — Supplies & Services**

National Welders offers a full range of supplies from some of the top manufacturers in the world.

- |                  |           |              |
|------------------|-----------|--------------|
| Lincoln Electric | Hobart    | ESAB         |
| Miller Electric  | Weldcraft | Pferd        |
| Victor           | Jackson   | Harris Welco |
| Thermal Dynamics | Tweco     | OTC          |
| Hypertherm       | Stoody    | Milwaukee    |
| Smith            | Harris    | Hornell      |

Additionally, we market and sell safety supplies through our central shipping and telemarketing division.



Preparing route vehicle for deliveries.

Each of our well-stocked facilities has a large supply of the most popular welding products in stock for immediate availability. Our multi-million dollar inventory of equipment and supplies is accessible through our on-line computer system, linking all of our locations and our vendors.

Most of our stores have special areas for training and actual demonstrations — or viewing areas for manufacturers' instructional or informative videos.



**Service Centers — Technical Support is an added value to our customer.**

Being at the forefront of the industry, we get involved in everything from supplying the welding needs of the hobbyist to automating a Fortune 500 manufacturer.

Our experienced personnel are trained in the latest processes, products and welding technology. Our technical service offering is an added value for our customers.

- We offer:
- Technical welding support & consulting
  - Welding process system automation & consulting
  - Welding & gases safety training seminars



**Supplies & Services**

- Supplies:
- Welding & cutting machines
  - Gas regulating and handling equipment
  - Welding accessories & supplies
  - Welding wires & electrodes
  - Robotic weld cells and tooling
  - Abrasives
  - Safety supplies
  - Hand tools
  - Cutting tools
  - Cylinder carts

- Services:
- Rental welding & cutting machines
  - On-site equipment preventive maintenance programs
  - Equipment calibration
  - Customer "integrated supply" programs
  - Welding automation system consulting
  - Welding & gases safety training seminars
  - Welding process technical assistance & consulting



Technical Support is an added value for our customer.

## National Farm & Shop

National Farm & Shop provides small and rural customers easy access to welding equipment and cylinder gases through our Farm & Shop distributor network. Farm & Shop distributors include automotive, hardware, agricultural and general product retailers. The Farm & Shop product offering provides convenience and value to a broad range of customers.

Farm & Shop distributorships offer:

- Welding supply display centers
- A full line of industrial gases
- Private label Farm & Shop brands
- Welding technical assistance
- Safety seminars

Today, via a network of over 500 Farm & Shop distributors throughout the Southeast, welding supplies are available to small shops, farmers, hobbyists and do-it-yourselfers.



Farm & Shop display

## Technical Support

### Specialized Equipment & Engineering (SE&E)

Specialized Equipment & Engineering is the technical support division of National Welders. SE&E will work with you as a partner to define your needs, offer solutions and assist in choosing the proper processes and equipment for specific or multiple applications.

We provide total support for all your welding processes and procedures including:

- |                       |                             |
|-----------------------|-----------------------------|
| • Consultation        | • Cutting machines          |
| • Technical support   | • Hard automation           |
| • Training            | • Robotics                  |
| • Process selection   | • Resistance and plasma     |
| • Welding procedures  | • Product value improvement |
| • Problem solving     | • Cost analysis/reduction   |
| • Equipment selection | • ISO 9000 support          |



Working with you as a partner

SE&E can meet all your welding automation needs as an integrator for many robotic and automated systems. Our turnkey consulting, designs, and installations deliver state-of-the-art automation to your manufacturing processes, including robotics, welding equipment, tooling, positioners, programming and training.

## National Carbonation

The introduction of the Liquid Carbonation System has revolutionized the beverage industry. This innovative system enables us to service our beverage customers in a more efficient manner by eliminating service and refill emergencies, potential hazards of cylinder handling, and the expense of high pressure cylinder systems.

Our Liquid Carbonation Systems are used in thousands of restaurants, convenience stores, fast food chains and public arenas throughout the Southeast, including Charlotte's own Ericsson Stadium and Charlotte Coliseum. National Welders technicians maintain each location, and our specialized carbon dioxide fleet assures competent delivery.



Filling at a restaurant.



Ericsson stadium

## National Cryogenics Liquids and High Pressure Bulk

National Cryogenics supplies customers with nitrogen, oxygen and argon, which are extracted from the atmosphere in our state-of-the-art air separation plants in Columbia, SC, and Hopewell, VA. We produce these gases by compressing, expanding, and cooling air from the atmosphere. A process of liquification and fractional distillation in a computer-controlled operation ensures constant high quality production.

In addition to manufacturing and distributing liquid nitrogen, oxygen and argon, National Cryogenics distributes liquid carbon dioxide, liquid nitrous oxide, bulk helium and bulk hydrogen.

To facilitate continuous product availability, we carefully monitor all deliveries. Cryogenic gases are delivered to our customers' sites via a dedicated fleet of liquid transport trailers. Storage of delivered gas is accomplished via product specialty bulk vessels which are owned and maintained by National Cryogenics. We also maintain 11 miles of pipeline supplying six large industrial users directly from the air separation plants.



Gases manufactured at our plants are ready for delivery in packages ranging from small high pressure cylinders to large cryogenic bulk tanks.

## Gas Inventory:

### High-pressure industrial gases

- Oxygen
- Nitrogen
- Argon
- Hydrogen
- Shielding gases
- Industrial mixes
- Helium
- Carbon dioxide
- Refrigerant

### Low-pressure fuel gases

- Acetylene
- HEF
- Propane

### Liquid cryogenic gases

- Oxygen
- Nitrogen
- Argon
- Hydrogen
- Nitrous oxide
- Carbon dioxide

### Tube trailer gases

- Oxygen
- Nitrogen
- Argon
- Hydrogen
- Helium
- Multi-component gas blends

### Specialty gases

- Calibration mixtures
- Emission mixtures
- EPA protocol mixtures
- High purity
- Ultra-high purity
- Zero grade
- Custom blends
- Refrigerants

### Medical gases

- Oxygen
- Nitrogen
- Blood gases
- Carbon dioxide
- Lung diffusion gases
- Nitrous oxide
- Sterilizing gas