

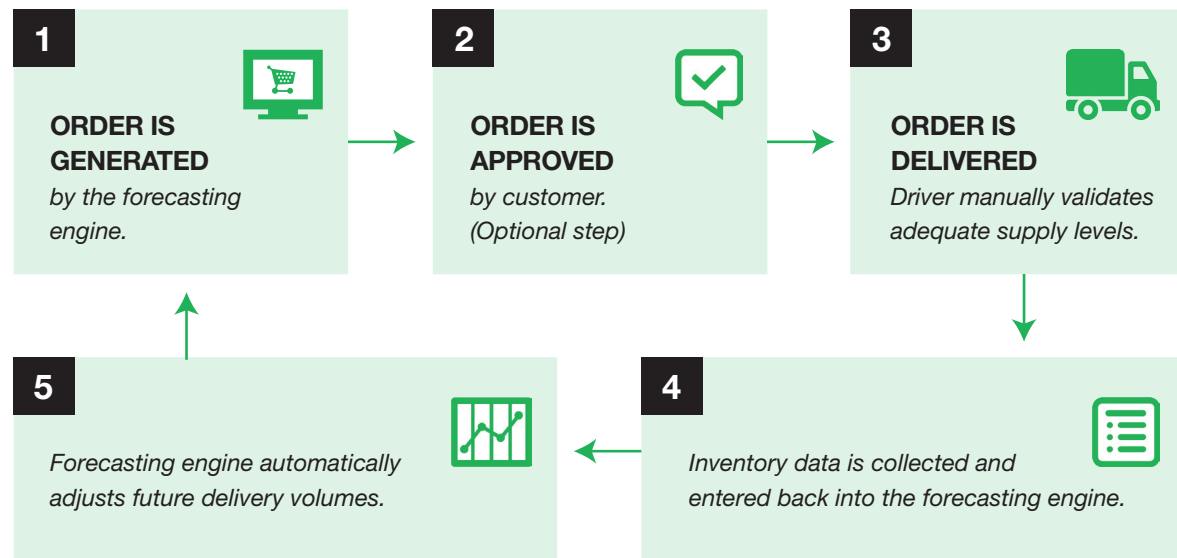
Make the Switch to Praxair's *Predictive Delivery*SM Service

Get Predictable Cylinder Deliveries – and Better Efficiency

Wouldn't it be great to have a more reliable gas supply, but with fewer deliveries, less paperwork, simplified billing and better labor management? It's here, from Praxair. Our new *Predictive Delivery* service is an effective alternative to your current delivery processes, whether you call in your orders or have a scheduled delivery program.

Based on a review of your facility's historical cylinder usage, Praxair will review your demand forecast, establish a stocking level and propose a delivery schedule. With Praxair's *Predictive Delivery* service, you know exactly when to expect our trucks. There are no surprise interruptions, and regardless of how many cylinders we deliver each visit, you will have the gas supply you need, when you need it.

How it works:



Each visit, Praxair delivers the gas supply you need based on historical usage — this automated convenient service delivers a reliable supply for your operation.

Make the switch to *Predictive Delivery*SM.



800.225.8247



info@praxair.com



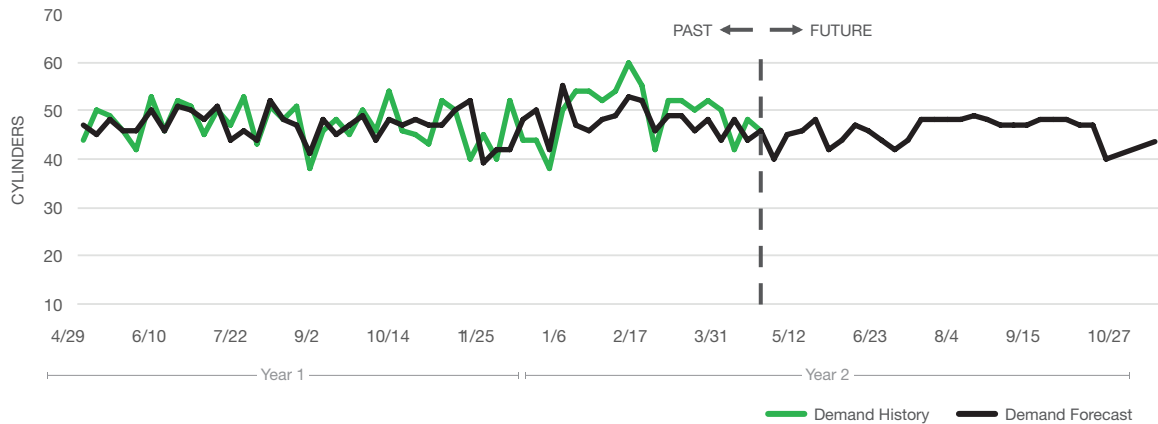
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Our High-Tech Approach to Cylinder Delivery

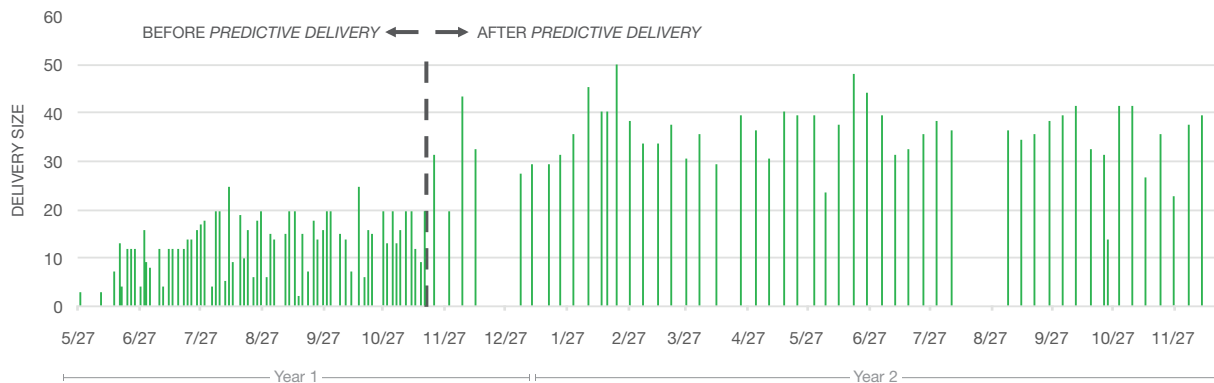
We start the process by reviewing your facility's historical cylinder usage to predict future demand.



The forecasting engine then predicts your cylinder use and need. The system will generate a forecasted schedule and you can choose to approve the order prior to delivery or simply accept new orders automatically. Praxair continually and automatically updates the system, and it will re-forecast your cylinder needs based on your facility's data.

Measurably Improved Results

Here's how Praxair's *Predictive Delivery* service can work for your facility:*



In this example, each vertical bar represents a delivery and its size. The deliveries reduced by over 60 percent year over year.*
With *Predictive Delivery*, Praxair makes fewer trips to your location with more cylinders.

Praxair's *Predictive Delivery* service is the latest supply chain management solution from Praxair to create reliability and efficiency at your facility. Look to Praxair for a variety of supply chain solutions to help you monitor cylinder levels, manage space on-site and streamline cylinder delivery for your facility.

* For illustration purposes only. Your results may vary.