

SPECIAL POINTS OF INTEREST:

- Compressed Gas Cylinder Safety
- Total Gas Management (TGM)
- PE Drawings for Installations
- Take a Quick Quiz at the End for a Chance to Win!

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Working hard so you can breathe easy.™

Focus on Compressed Gas Cylinder Safety



Air Liquide Healthcare practices the most stringent safety protocols to make sure that we handle all of our compressed medical gas cylinder products in the safest ways possible. We also strive to consistently educate our customers, whenever possible, as to the proper handling of cylinder gases within their facilities. For those customers who utilize our Total Gas Management (TGM) program, they have peace of mind knowing that our on site technician is charged with making sure that all cylinder gas safety regulations are being followed at that facility. However, not everyone uses our TGM program, so with that in mind, we wanted to provide you with a quick refresher on some good safety tips that should be followed when dealing with cylinders.

General Safety

- Always wear appropriate personal safety equipment before handling compressed gas cylinders.
- Inspect each of your cylinders upon delivery from your supplier, and only accept those that are properly

identified (don't simply rely on color codes).

- Cylinders that develop leaks should be removed from your storage area and placed in a safe well-ventilated area.

Cylinder Use and Storage

- Always properly secure cylinders in a well-ventilated area that is away from heat



and/or ignition sources. Free standing cylinders can be knocked over and can become serious safety risks.

- Segregate all cylinders in storage areas based upon their contents.
- Always close the valve and replace the valve cap on all cylinders that are not currently in use.
- There are different regulators for different types of gases. Make sure you are using the proper regulator for your gas, and never force the connection fittings.

- Proper transportation of cylinders involves securing cylinders to a suitable hand truck or cart.



Never try to roll, slide, or even drag a gas cylinder.

NEVER...

- Allow hydrocarbons such as oil or grease to come into contact with gas cylinders or their valves, especially those cylinders that contain oxidizers.
- Purchase more cylinders than are necessary to meet your daily consumption needs and your emergency preparedness plans.
- Use Teflon tape to help seal cylinder or tube fitting connections that have metal-to-metal face or gasket seals.
- Store flammable gas cylinders next to an exit or next to cylinders containing oxidizers.

For more information and tips on the proper, safe handling of compressed gas cylinders, please visit [here](#).



“...we guarantee you savings with our TGM program simply by improving your current methods of cylinder management using our on-site medical gases technician. ”

Total Gas Management Solutions

Did you know that, when you buy medical cylinder gases from Air Liquide Healthcare, you can also benefit from Air Liquide’s innovative **Total Gas Management (TGM) service?**

With our TGM service, we have the ability to supply a highly trained, on-site medical gases technician dedicated to managing and optimizing your hospital’s entire medical gas cylinder inventory, helping you minimize the number of cylinders in your hospital so that you never again have to worry about medical gas cylinders being available where and when you need them.



EZ-Ox Plus™ being delivered by a TGM

Efficiency

Our TGM program is cost efficient for your organization. We recognize that our customers are constantly looking for new, innovative ways to

maximize every dollar spent, and our TGM program is an excellent tool for getting this done. In fact, we are so confident that this program will save you money that **we guarantee you savings with our TGM program** simply by improving your current methods of cylinder management using our on-site medical gases technician.

Our TGMs will:

- Take orders from departments
- Manage invoices to minimize paperwork
- Change-over cylinders on manifolds
- Deliver cylinders to their points of use
- Conduct physical inventories
- Ensure continuity of supply
- Optimize Inventory



TGM verifying the accuracy of a liquid nitrogen VGL order

- Improved safety – no more empty or expired cylinders delivered to the patient
- Problems and emergency cylinder availability solved smoothly and immediately by your on-site Air Liquide Healthcare technician
- Regulatory compliance for entire cylinder inventory



TGM stocking E-cylinders

To view a video of what current TGM customer’s are saying, click [here](#).

Our Customers’ benefits:

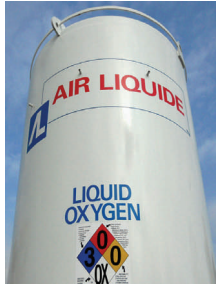
- Guaranteed no more lost cylinder charges
- Significant reductions in cylinder inventory
- One less Full Time Employee (FTE)
- Improved service – the right cylinder where you need it

To learn more about the TGM program, please review our [brochure](#).

If you are ready to discuss a **free assessment of your current cylinder operations**, please contact your local Account Manager or call 1-888-889-2793 and we will be happy to assist you further!

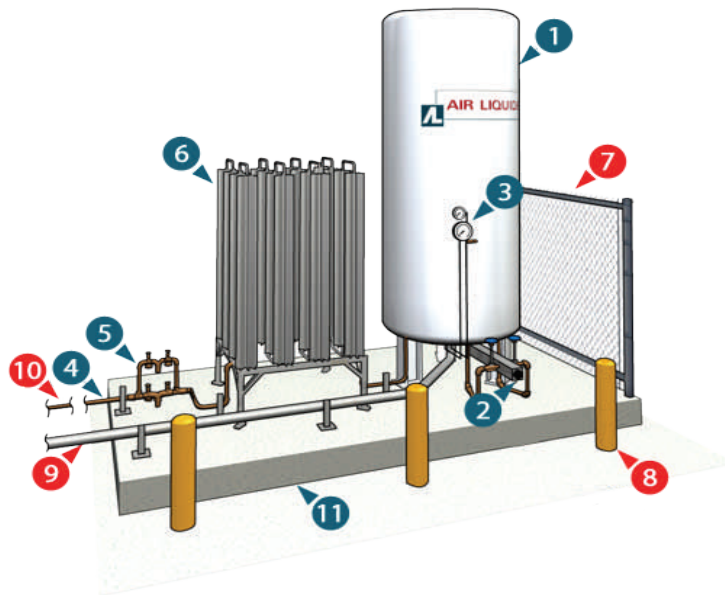
PE Stamped Drawings for Installations

Were you aware that Air Liquide Healthcare has the resources to provide you and your facility managers with **Professional Engineer (PE) stamped drawings for bulk tank installations and upgrades?**



Most municipalities such as cities or states require a professional engineer to assist in designing buildings, expansions, etc. to ensure that they meet local codes and regulations. Bulk oxygen pads fall under this category. To help our customers save time on construction or renovation projects that involve their bulk gas delivery systems, we are equipped to provide our customers with a PE stamped drawing prior to installing any new pad or existing pad expansion so that they can satisfy the necessary authorities that their installation is being done per the required standards. We can also provide assistance with vendors and contractors for customer supplied items.

To learn more about this service, please visit our website by clicking [here](#). You are also encouraged to contact your local Account Manager and they will be happy to discuss this offer with you as you plan your next bulk gas installation project!

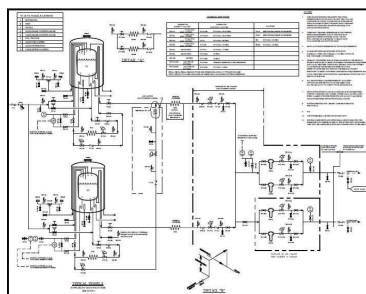


AIR LIQUIDE SUPPLIED

1. Cryogenic Liquid Storage Tank
2. Fill Connection
3. Pressure/Liquid Gauges
4. Gas Piping From Tank (Vacuum-Jacketed Piping as Required)
5. Pressure Control Manifold
6. Vaporizer

CUSTOMER SUPPLIED

7. Fence (as Required)
8. Crash Bollard (as Required)
9. Liquid Piping to Building
10. Gas Piping to Building
11. Concrete Foundation (with Standard Drawings Available from Air Liquide Healthcare)



“...we are equipped to provide our customers with a PE stamped drawing prior to installing any new pad or existing pad expansion...”



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Working hard so you can breathe easy™.

Air Liquide Healthcare has built a medical network whose primary mission is to provide solutions for acute patient care, healthcare professionals, medical researchers, and OEMs through safe, efficient and innovative medical gas related drugs, devices and services.

Air Liquide Healthcare strives to:

- Provide first class solutions that will become the gold standard of the industry
- Be recognized as your preferred supplier
- Be innovative in the treatment of respiratory diseases, in anesthesia, pain relief and cryopreservation.

Tell us what you learned - Win A Prize!

REMEMBER, Air Liquide Healthcare is always looking for ways to help maximize operating efficiencies at our customers' facilities. Total Gas Management and PE stamped drawings are just two ways that we work to save you time and money!

Please take two minutes to answer the following four questions. **Click [here](#) by October 14, 2011 to email your answers and automatically be entered into a contest for a chance to win one Kindle, Wi-Fi, 6" E Ink Pearl Display:**



1. **True or false:** Savings are **GUARANTEED** for our customers who use the TGM program. (Hint: It's on page 2 of this newsletter)
2. Name **one** activity that our TGMs take care of at our customers' facilities. (Hint: It's listed on page 2 of this newsletter, but the answer can also be found on our website: [LINK](#))
3. **True or False:** Air Liquide Healthcare is able to provide PE stamped drawings for new installations only, not pad expansions. (Hint: It's on page 3 of this newsletter)
4. What is the name of the first person who appears in our TGM testimonial video? (Hint: a link to the video is found on page 2 of this newsletter, or you can simply click on this [LINK](#))



Air Liquide Healthcare's TGM program helps your facility be more efficient managing cylinder inventories

Thank you for taking a quick moment to answer these simple questions.

GOOD LUCK!