



## SERVICES OVERVIEW

# A Better Way to Work With Industrial Gas

# Who We Are

Universal Industrial Gases is a wholly owned subsidiary of Nucor Corporation, America's largest, most sustainable steel and steel products company. We supply industrial gas and gas products to the industrial world. For manufacturers and gas distributors in North America, we offer a more flexible and transparent way to buy and source critical nitrogen, oxygen, argon, and other gases—all backed by exceptional reliability, engineering, and service. It's gas the way you want it: Pure, transparent and predictable.



**Steel**



**Energy**



**Glass**



**Chemicals**

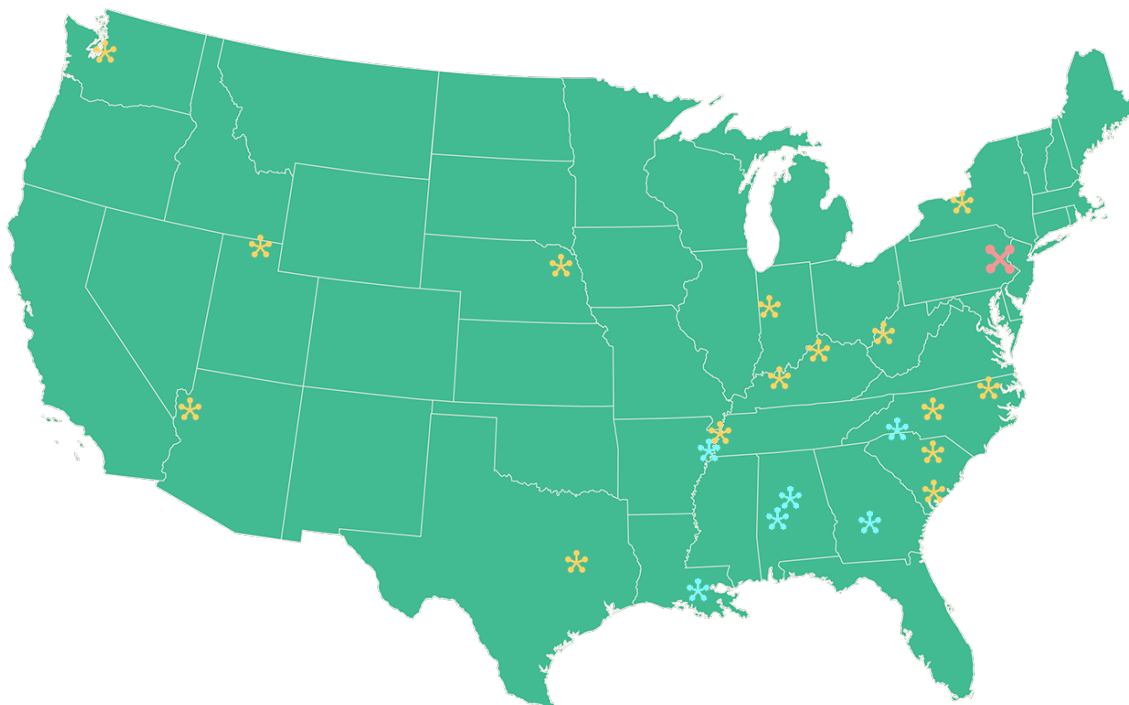


**Mining and Minerals**



**Metals**

# Who We Work With



**We serve industrial manufacturers across a variety of fields and sectors, delivering highly customized gas solutions that maximize uptime and operational efficiency.**

From metallurgy to renewable energy, whatever industrial business you're in, UIG is committed to making gas the most dependable part of your operation.



A NUCOR COMPANY

# A Supplier Who Thinks Like You

Your gas contract should be as reliable and predictable as your supply. Our responsive, 'in-the-room-with-you' approach to partnership ensures you'll always know what you're getting and what you're paying for—whether it's day one or day one thousand.

We understand the importance of maintaining control over your gas supply, and that all starts with the people who supply it.

The people at UIG—from our systems engineers and project managers, to our field technicians and operators—never stop working to earn your business

- | **Transparent contracts that stay that way**
- | **Responsive, attentive customer service**
- | **Proactive support to keep you informed**
- | **No tricks, no tactics**

## On-site Oxygen, Nitrogen, and Argon Supply

Our core business is the supply of oxygen, nitrogen, and argon from UIG-designed plants built adjacent to your operation. The onsite model is typically the most economical means of oxygen and nitrogen supply for customers consuming large volumes of product, subject to physical location. Our team of engineers and operators have over 1,000 years' experience designing and operating industrial gas plants across a wide range of technologies and sizes; UIG puts that experience to work for you.

- | **Reliable supply of industrial gases**
- | **Integrated with your operation**
- | **Part of your team**



# State-of-the-Art Industrial Gas Supply Systems



We design and manufacture complete cryogenic air separation systems customized to suit your unique operational needs. Our plants are designed to produce gases in both liquid and gaseous forms, offering flexibility for different industrial applications. Each plant is customized to your production capacity, configuration, support systems, and site-specific conditions.

- | Full systems for the onsite production of nitrogen, oxygen, argon, and more
- | End-to-end project development and management, from concept through startup
- | Comprehensive operational and maintenance training for smooth and efficient handoff

## Relocated Plants

As an alternative to all-new plant offerings, we also partner with customers to identify used assets that may fit your process needs. We have the expertise and experience to coordinate and design the reliable, efficient refurbishment effort. This option is a mix of re-lifed and new equipment that offers performance and reliability comparable to all-new equipment.

- | Significant cost savings compared to an all-new plant
- | Faster delivery of plant equipment and earlier plant start-up
- | Flexible commercial arrangements for ownership or product supply





# Flexible Supply Arrangements

We recognize the value of flexibility to both growing and established companies. Nucor purchased UIG in part because it was tired of the long, rigid contracts traditional suppliers have driven the market toward. Our approach is different. We focus on defining your gas supply needs first, then present the ownership and leasing options available. The end result is giving you control over your gas supply.



## The ROI of On-site Supply

Onsite gas supply arrangements (also known as “over-the-fence” or build, own and operate (BOO) arrangements) typically have an initial supply period of 7 to 15 years. Customers usually realize immediate cost savings of 20 – 40% versus total reliance on vaporized merchant liquid products, and those savings increase over time.



# We Can Take Care of Everything

Our turnkey plants include comprehensive services encompassing design, fabrication, construction, installation, commissioning, startup and ongoing support. Our supervisory, advisory and training expertise enhances in-house and local contractor capabilities during the entire process.

**OR**

# We Can Provide Your DIY Gas Supply

Do you prefer to avoid long-term gas supply contracts? No problem! You own the plant and all the gas, we design it, provide the equipment, and help you build it.



## More Than Plants!

Most industrial gas consumers don't use enough product to justify an onsite plant, and many that do already have one in place. UIG designs and supplies liquid storage and vaporization systems to deliver gases to smaller consumers, and has a robust team of seasoned professionals to deliver robust consulting services. No matter your situation, UIG is open to discussing your industrial gas usage and needs to assist in a multitude of ways. We make gas easy, so you can make the world better.





# Liquid Storage and Vaporization

We design and install cryogenic liquid storage systems for delivery of gas products to your use point. Our engineers can customize systems to fit your consumption and reliability needs while our robust, global supply chain allows UIG to deliver systems on time and on budget.

- | Vertical, horizontal, and field-erected tank solutions
- | Delivery of product to use point in liquid or gaseous form.
- | Turnkey supply from engineering through startup.



## Consulting Services

At UIG, our goal is to make your industrial gas experience easier. While we would love to provide you with the gas supply your company needs, we understand that the nature of gas supply contracts don't always put you in a position to act on that immediately. Regardless, UIG is happy to provide consulting services to help answer any questions you have about your current or future gas supply. This includes, but is not limited to troubleshooting, operation and maintenance, debottlenecking, contract review, and future project scoping.

## Let's Keep Gas Transparent

The traditional approach to industrial gas is locking you into a rigid solution that prioritizes the supplier's bottom line growth over yours. UIG is different. We're engineers and service professionals, not businesspeople. We're independent, like you.

**Flexible terms.**

**Authentic people.**

**Innovative solutions.**

**Independent mindset.**

**Transparent partnership.**





A **NUCOR** COMPANY

**Gas You Can Work With™**

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