



SEPTEMBER 11, 2024

CISCO CEMS USER GROUP

Misty Geers, Customer Service Manager

Mike Farris, Director of Business Development

RED BALL OXYGEN

- Independent US based industrial gas company that has been in business since 1969.
- Multi-state manufacturer and distributor of industrial, specialty, medical, and bulk gases. Largest independent and 3rd largest producer of EPA Protocol gases in the US.
- 23 Customer Service Branch Offices, 2 Specialty Gas Laboratories, 4 Fully Automated Cylinder Fill Plants, and a liquid hydrogen bulk fill plant
- Current CEMS customers include: Utilities Customers: Entergy, Luminant, Oklahoma Gas & Electric, Constellation (formerly Exelon), Calpine, NRG, Liberty Utilities, North American Energy Services, Pro Energy Services Group, and Ethos Energy; Stack Testing Customers: Air Hygiene, Alliance Source Testing, Montrose Environmental, and TRC; Cement Kilns: Ashgrove, Martin Marietta, Cemex, Holcim, Eagle Materials.

RED BALL OXYGEN

Products & Services

- Bulk Gases including: Argon, CO2, Hydrogen, Nitrogen, Oxygen
- Specialty Gases: High Purity Gases, EPA Protocol Gases, Certified Gases, Hydrocarbon Standards
- Medical Gases, Industrial Gases, Welding Gases & Welding Supplies
- Welding Machine Service Centers
- Fuel Gases (Cylinders and Bulk)
- Gas Equipment: Regulators, Protocol Stations, Manifolds, etc.
- Cylinder, Bulk Tank, and Gas Piping Installation Services
- Welding Engineering Services

SPECIALTY GAS PRODUCTS

- High Purity Gases including Zero Grade, Ultra High Purity, Zero Ambient Air or Nitrogen (CEMS Grade), and Research Grades
- Environmental Compliance Gases: EPA Protocol Gases; HRVOC Calibration Standards; and LDAR Primary Standards
- NIST traceable Primary and Certified Standards
- Hydrocarbon mixtures (reactive and non-reactive components): BTU Standards, Moisture Standards, Liquid Hydrocarbon Standards, etc.)
- Highly Reactive Mixtures (H₂S, Ammonia, HCL, Acetaldehyde, HCN, Arsine)
- “Lightning Cal” Transportable Gases – calibration gases in small recyclable cylinders

SPECIALTY GAS EQUIPMENT

Single stage and two stage high purity gas regulators; automatic change-over manifolds, custom multi-gas manifold systems, cylinder heating jackets; cylinder storage racks; fixed gas detection equipment; miscellaneous equipment: CGA connections, high-pressure armored pigtails, piston cylinders; regulator repair services



UNIQUE CAPABILITIES

- Highly experienced and responsive customer service team available 24/7
- Quick lead times for Certified gases and EPA Protocol gases
 - Robust inventory of over 5,000 EPA Protocols in stock for same day shipping
 - Fast Track Manufacturing for Rush Orders
- Successful track record for producing high quality products since 2004 and we have consistently performed well in past EPA Blind Audits.
- See results of how Red Ball performed vs competitors in the last four published EPA Blind Audit reports:

<https://www.epa.gov/power-sector/pgvp-audit-results>

UNIQUE CAPABILITES

- Custom gas stocking programs with fully automated stock replenishment system to eliminate lead times
- Expired cylinder notification alerts to notify customers of gases that are approaching expiration
- Certificates available on-line 24/7 and our Certificates include QR Codes for electronic transfer of certification data to CEMS software
- Advanced Cylinder Tracking
 - In 2002, Red Ball designed and implemented one of most effective cylinder tracking systems in the industry to help eliminate loss of use liability issues for our customers and ensure accurate rental billing
- Proactive Cylinder Management (remote inventory management)

ADVANCED CYLINDER TRACKING

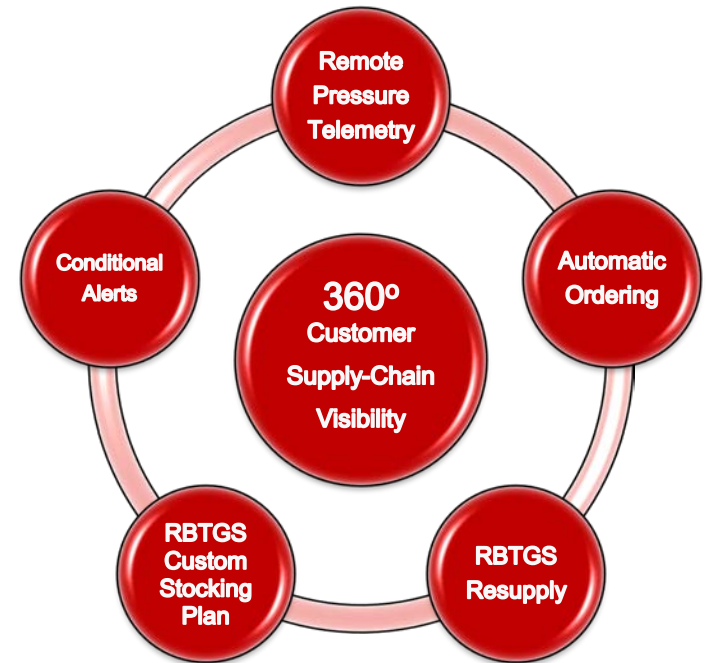
- All cylinders and equipment assets are fully barcoded.
- Cylinders are scanned throughout the production cycle at our fill plants, when they are distributed between branch offices, and during customer deliveries.
- Red Ball tracks the history and location of every asset. By tracking the history of every cylinder, it allows us to keep cylinders in the same or similar gas service to avoid cross contamination issues and improve product quality.

<https://www.trackabout.com/public/login.aspx>

PROACTIVE CYLINDER MANAGEMENT

Reliable deliveries with 100% uninterrupted gas supply

- Our customers' EPA Protocol gases are stocked and managed at our Red Ball Branch Offices
- Red Ball employs Telemetry for 24/7 monitoring of critical gases
- Pressure alarms are set to notify Red Ball and our customers of low product levels
- Gas orders are triggered by these low-pressure alarms. Empty cylinders are replaced with full cylinders which eliminates the need for excessive gas inventory.
- Red Ball offers a secured website for our customers to: review their gas pressure readings; on-site inventory; track gas usage; retrieve Certificates of Analysis, and provide our customers with expired cylinder notification



PROACTIVE CYLINDER MANAGEMENT

