

# CENTRAL McGOWAN



**WE WORK FOR YOU.**

CUSTOM AUTOMATION & ROBOTICS | EQUIPMENT, SUPPLIES & SERVICE | RETAIL  
GASES FOR WELDING, MANUFACTURING, MEDICAL, FOOD & BEVERAGE | DRY ICE

# WHO WE ARE



## CENTRAL MCGOWAN: 70+ YEARS/20+ INDUSTRIES STRONG

### ▶ LOCAL leader

- We are Minnesota's largest independent, locally-owned and trusted distributor of gases, equipment and supplies
- One of Minnesota's only distributors with automation and robotics integration capabilities

### ▶ 70+ YEARS experience | 20+ industries

- Founded in 1965 when Central Welding Supply (St. Cloud, est. 1947) merged with McGowan Welding (Little Falls)
- In 2015, expanded to include custom automation and robotics
- Today, we're a growing, diversified business with customers across more than 20 industries and throughout the U.S.

### ▶ DIVERSE business

We supply the following to customers across Minnesota, and in areas of Wisconsin and North Dakota:

- Gases for welding, industrial, manufacturing, medical, and food and beverage
- Dry ice for commercial/residential cleaning, cooling and industrial blasting
- Welding and industrial equipment, tools, supplies, abrasives, safety gear, and consumables by order and at our retail stores

### ▶ ONE mission | VALUE driven

We focus on **“value-added service”** that delivers tools and solutions our customers need to elevate their business/experience AND achieve maximum efficiency and satisfaction. No fluff or sales tricks, just what's best for them and their businesses.

### DISTRIBUTION



### AUTOMATION

NO geographic boundaries for expansion



### ▶ GROWING footprint

- Dedicated Automation Center in St. Cloud, MN, serves customers across the Midwest, on both coasts and in Texas.
- We build custom automation and robotic technologies and solutions with the ability to work nationally and internationally.

### SUCCESS

that's shared and lasting

### TRUST

in our words and actions

### IMPROVEMENT

that's continuous

### COLLABORATION

that delivers the best service and solutions

### CULTURE

centered on family, people and fun

# WHAT WE DO

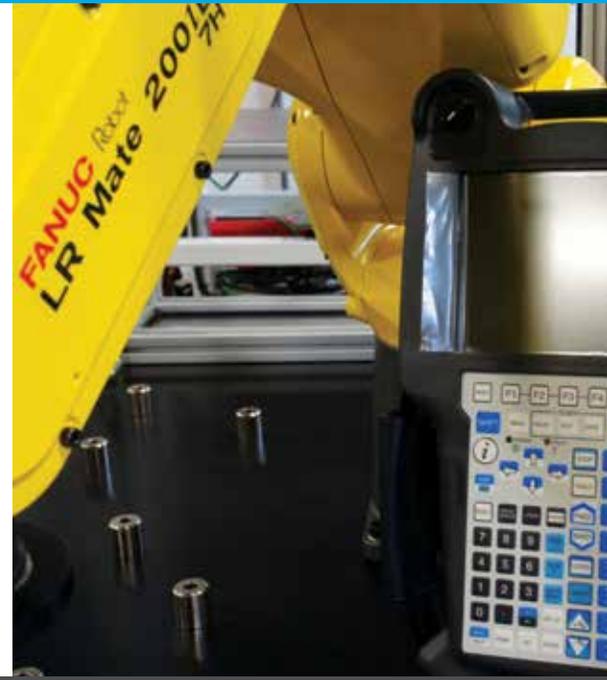
## CUSTOM AUTOMATION & ROBOTIC SOLUTIONS THAT WORK FOR YOU

We partner to create the custom automation & robotic solutions our customers need.

- One of the only Minnesota distributors with ability to seamlessly integrate robotic technology and automation
- Able to design, manufacture, install, program, train and maintain an automation package that's tailored to specific needs and applications
- No job too small or too large

In the past 3 years, we've:

- Doubled our automation staff and capabilities
- Completed multiple successful custom solutions

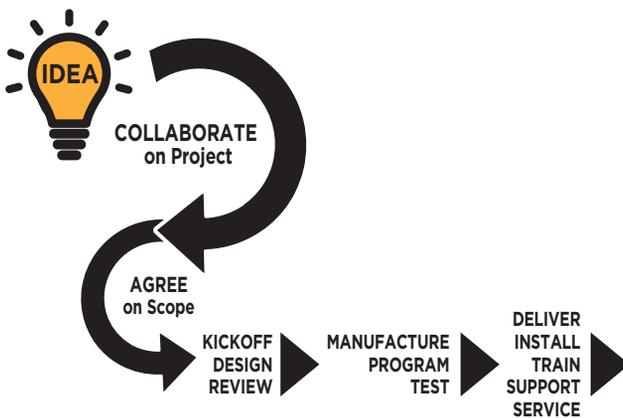


### SOME OF THE SOLUTIONS WE'VE IMPLEMENTED

Welding | Machine Tending | Assembly | Automated Cutting  
Plasma Cutting | Pick & Place | Polishing | Grinding | Inspection  
Heat Treating | Laser | Machine Vision | Barcode



**For Improved Productivity, Quality, ROI and Customer Satisfaction!**



**NO**  
geographic  
boundaries

New technologies eliminate any geographic boundaries to our capabilities.

### WE OFFER

- Complete **IN-HOUSE** capability and control
- Collaboration, support and service  
—**CONCEPT** through **IMPLEMENTATION** and beyond
- **FANUC AUTHORIZED** system integrator

Contact us for a **QUOTE** or **TOUR**

- EMAIL:** Automation@CentralMcGowan.com  
**ONLINE:** CentralMcGowan.com/Automation  
**CALL:** 800-569-1322 (7:00 AM-5:30 PM, Central)

CUSTOM SOLUTIONS START HERE

# WHAT WE DO



## GAS DISTRIBUTION: THE CORE OF OUR BUSINESS

- Bulk gas, high-pressure cylinders and gas technologies are the base of our business.
- Our liquid bulk gas fleet delivers nitrogen, argon, oxygen, helium and carbon dioxide (CO<sub>2</sub>) to almost every corner of Minnesota, and areas of Wisconsin and North Dakota.
- We supply bulk/cylinder gas and cutting-edge delivery systems to welding and manufacturing processes, restaurants and bars, hospitals and dental offices.
- We offer full-service solutions and systems—helping to install, maintain and optimize performance.



WELDING



INDUSTRIAL  
& MANUFACTURING



FOOD & BEVERAGE



MEDICAL

## ColdZERO: OUR NEWEST VENTURE

ColdZERO™ is our line of professional grade dry ice that's ideal for hundreds of commercial/residential cooling and cleaning applications. Works for everything from industrial blasting to emergency cooling to medical transport.

- Sold in Blocks, Nuggets and Rice
- Made using the newest dry ice technology from Cold Jet®, for the highest density dry ice rice available
- Superior to sand, soda, water, solvents/chemicals, or power/hand tools
- Pound for pound, it offers far more refrigeration power than water ice



DRY ICE/SOLID CO<sub>2</sub>

- Made fresh daily to order for maximum shelf life and cooling/blasting power
- A carbon-neutral, sustainable cooling and cleaning medium



## EQUIPMENT, SUPPLIES & SERVICE

- We stock and sell everything from welding, cutting and production equipment/machines, tools, supplies, safety gear, abrasives and consumables.
- We'll order it for you - even if we've never supplied it before.
- All from leading U.S. manufacturers
- Long-standing partnerships ensure top quality at the best price possible.

## RENTAL, REPAIR & MAINTENANCE

- We also offer equipment for rent.
- Our team of factory-trained technicians can troubleshoot, service and repair virtually any make and model of current welders and plasma cutters.
- We are an authorized service center for many leading brands and guarantee the quality of our work.

## RETAIL STORES

- We have retail stores for when delivery just won't do
- Open 6 days a week and stocked with the most common items for the home hobbyist to large manufacturer
- Locations and hours at [CentralMcGowan.com](http://CentralMcGowan.com)



EQUIPMENT



TOOLS & SUPPLIES



SAFETY GEAR



ABRASIVES



CONSUMABLES

# OUR BELIEFS & PROMISE



## WE WORK FOR YOU.

- After decades of doing business, we believe quality, integrity, and putting customers first are the keys to our success.
- Whether it's welding gases, a plasma cutter or an automation project, it's our collaborative approach and keen customer focus that set us apart.
- It all starts with a commitment to our mission of "making life work better."

## POINTS OF DIFFERENCE that matter

### QUALITY IN EVERY RELATIONSHIP & TRANSACTION

- People with a strong work ethic and drive to exceed expectations
- Products from leading manufacturers that are backed by an iron-clad satisfaction guarantee
- Values that produce quality solutions and shared success—day in and day out

### A PASSION TO SERVE

- Driven to over-deliver, never satisfied with status quo
- Relentlessly seek to improve and solve problems
- Lead time and less-than-load advantages



**At Central McGowan, we believe that there's no such thing as a cookie-cutter approach. Every customer, every application, every need is unique, so every solution must be too.**

***-Dean Kiffmeyer  
VP & General Manager***

### PUTTING CUSTOMERS FIRST

- Laser-sharp customer insight and business understanding
- Relationships built on trust and honest communication
- Keeping our word and promises

## LET'S START MAKING SOMETHING HAPPEN TODAY.



Burnsville | Little Falls | St. Cloud | Fargo

EMAIL: [Automation@CentralMcGowan.com](mailto:Automation@CentralMcGowan.com) | [Sales@CentralMcGowan.com](mailto:Sales@CentralMcGowan.com)

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