

CENTRAL McGOWAN™



75

1947-2022

WE WORK FOR YOU.™

One Team, One Mission - *Since 1947*

Delivering what our team and customers need to thrive.

We began in 1947 as a small welding shop that sold a handful of industrial gases, evolving to a growing, diversified business with customers across more than 20 industries and throughout the U.S.—some internationally. Third generation family owned with plans for a fourth, we owe our continued growth to our people and the strong, successful customers we serve.



WE WORK FOR YOU.™

FAMILY OWNERSHIP

PEOPLE-FIRST CULTURE

DIVERSIFIED, AGILE INTEGRATOR

Built Upon 5 CORE VALUES

SUCCESS

that's shared
& lasting

TRUST

in our words
& actions

INNOVATION

that drives
excellence & value

COLLABORATION

that delivers value-add
service & solutions

CULTURE

centered on people,
safety, family, fun

75
1947-2022



YEARS
IN BUSINESS

8 LOCATIONS
3 STATES

135+
TEAM MEMBERS

INTEGRATED
BUSINESSES WITH
DIVERSE OFFERINGS



3
GENERATIONS

5% - 10%
NET INCOME
ANNUAL GIVING
PLAN & GOAL

Delivering what our team and customers need to thrive - *Since 1947*

1947

1947 - McGowan Welding Supply of Little Falls, MN opens for business. Shortly after, Central Welding Supply opens in St. Cloud, MN, selling a handful of welding and industrial gases.



1950

1951 - Leo Henkemeyer starts as a salesperson at Central Welding Supply. 1954 - He and Leo Rahm buy the company and the family ownership legacy begins. The business has 6 employees. Henkemeyer later buys out Rahm's share.



1960

1965 - Central Welding Supply and McGowan Welding Supply merge to form Central McGowan Inc. (CMI), owned by Leo Henkemeyer and Frank McGowan.



1970

1977 - Frank McGowan retires. Leo Henkemeyer buys his shares in the business, assuming full ownership.

1990






1990 - Ray Kosel, a salesperson for the company, takes over as general manager. A major expansion and remodel in St. Cloud add 20K sq. ft. of warehouse, dock, a showroom and office space. A new logo and branding direction created.

1995 - Kosel reitres; Pete Breer, Al Prozinski and Jeff Skumautz are promoted to VPs to lead the company. A fill plant and bulk storage of all pure and specialty gases added in St. Cloud.

1999 - Another major expansion and remodel of warehouse/office space in St. Cloud completed.



2000



2001/2004 - Two additions at Little Falls location expand warehouse space to 10K sq. ft.



2005 - Joe Francis, grandson of Leo Henkemeyer, joins customer service team.

2006 - Leo Henkemeyer offically steps down. His daughter, Cindy Francis, becomes CEO and second generation family leader. That same year, company expands into beverage carbonation business.

2007 - Breer retires. Skumautz is President.

2009 - Jeff Francis, Cindy Francis' husband/Joe Francis' father, joins company as VP.

2010



2010 - Prozinski retires. Jeff Francis becomes CEO with Jeff Skumautz as President.

2011 - Jeff Francis passes away unexpectedly. Cindy Francis resumes role of CEO. Joe Francis becomes VP and CFO, still a student at St. Cloud State University. Succession planning is completed and a vision and framework for a new leadership/company structure built.

2012/2013 - Countryside CO2 in New Prague, MN is purchased, adding a third location.

2015 - New company logo launched. Skumautz retires. Company buys Pro-Fect Automation, Little Falls, MN, and moves it to a 12K sq. ft. building adjacent to the St. Cloud Branch.








2016 - Joe Francis becomes President/CEO and third generation family leader. New Prague store moved to new location in Burnsville, MN.

2017 - Pro-CO2 in Fargo, ND, is purchased and becomes a distribution hub for CO2 gases.

2018 - Company launches "We Work for You" tagline; introduces own brand of dry ice named ColdZERO—diversifying product portfolio further. Another major expansion project in St. Cloud begins.

2019 - Company purchases Jasons Beverage Carbonation, St. Paul, MN—doubling the CO2/beverage carbonation business.

Company reorganizes into strategic business units to focus on specific markets and better serve customers: Automation, Distribution (Industrial, Welding & Medical), and CO2 Solutions (BevCarb & Dry Ice); icons developed to help market the company's diversified business model and offerings.





2020

2020 - New branding hits the road.

Major expansion project in St. Cloud is completed.

- Home office remodel and expansion of 5K sq. ft.
- Store floor remodel
- Automation building office addition
- Lab and fill plant addition and improvements
- Training and customer demonstration space added
- Warehouse expansion and remodel
- Loading dock addition

The Fargo CO2 Distribution Hub expands to a fully stocked store and distribution site. The Gas Guy, a regional distributor in Fargo, is purchased.

2021 - Purchase Fessler Carbonic Gas in Des Moines, IA; Metro Welding Supply in Minneapolis, MN; and Preferred Welder Sales in Mankato, MN. Renovation of CO2 Solutions St. Paul (formerly Jasons) is completed. Burnsville store moved to new Minneapolis location.

2022 - Celebrate our 75th year in business and evolution from a local welding supply company to a dynamic and diversified business serving customers across 20+ industries. Purchase a new warehouse and future branch location in Fargo, ND.







WE WORK FOR YOU.™



The Next
75

Fueled by our vision of being a growing provider of innovative solutions powered by people with a passion to serve.

WELDING & INDUSTRIAL

GAS, CONSUMABLES, HARD GOODS, SERVICE



Our connected sales and service team provides fast response to customers' needs and support long after the sale, with knowledgeable specialists focused on the future of manufacturing.

Products include welding/industrial gases, consumables and hard goods from leading manufacturers, our own brand of ColdZERO dry ice, liquid cryogenics, filler metals and safety supplies.



Our state-of-the-art service center provides authorized aftermarket service that's backed by a sales and service team dedicated to customer success and satisfaction.

Our points of difference:

- Access to automation experts and integration capabilities
- Experience in manufacturing, process improvement and service
- Internal specialists for bulk gas systems, filler metals, abrasives, air tools, laser welding, advanced cutting tables, etc.
- Route sales/account managers on-site for troubleshooting support, faster service & delivery

MEDICAL & SPEC

GASES, GAS MIXES & SERVICE



We offer a highly reliable and wide array of medical and specialty gases to fit many needs/applications with flexible delivery and packaging solutions—all based on the level of safety, stability, mobility, convenience and emergency backup support required.

Our points of difference:

- Two bulk oxygen backup trailers
- Dedicated Medical & Specialty Gas sales, capabilities and support
- FDA cryogenics lab, capacity and compliance



CO2 SOLUTIONS

BEVERAGE CARBONATION & DRY ICE

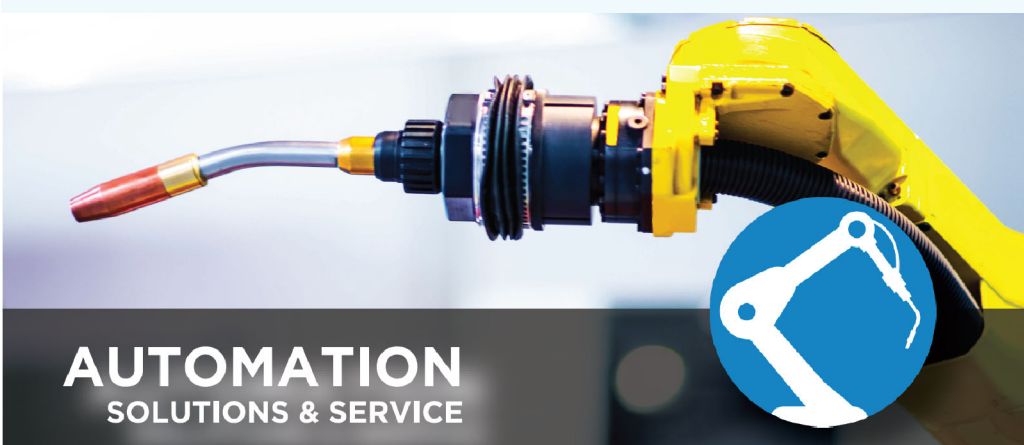
We provide highly flexible and reliable CO2 solutions that drive value for our customers and end users.

Offerings include customized products, services and capabilities spanning multiple markets and industries. Includes:

- Food and beverage gases and systems, advanced cylinder management, installs and service
- Small bulk CO2 solutions
- ColdZERO Dry Ice for Industrial, Medical, Food Processing, Consumer Use

Our points of difference:

- BevCarb: Flexible offerings, rapid response to orders, and a highly consistent gas supply
- ColdZERO Dry Ice: Superior quality, density and freshness; no minimum order size; a wide array of packaging options



AUTOMATION

SOLUTIONS & SERVICE

We help our customers meet their operating/production goals by delivering customized, high-quality automation solutions, service and supplies. And we're a trusted advisor for the future of automation in manufacturing.



Solutions include:

- Custom Automation
- Standard Weld & Work Cells (Robots & Cobots)
- Aftermarket Service/Spare Parts

Our points of difference:

- Visual, spot-on concepting that drives confidence in the solution, project, and end product
- Highly responsive selling process
- Automation, welding and manufacturing experience, service and supply to support our customers' operating needs after install
- Authorized FANUC and Lincoln automation integrator and A3 member

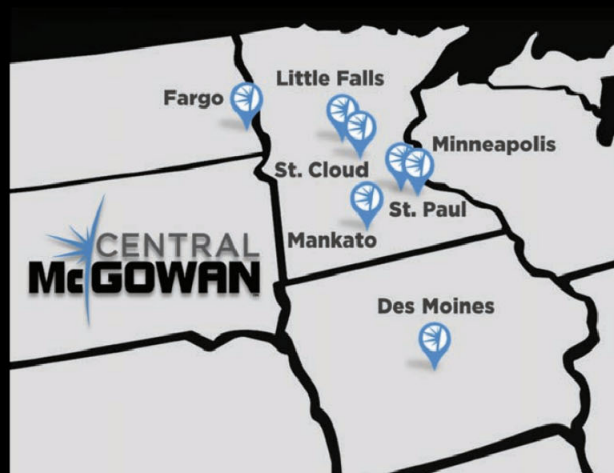


OUR CUSTOMERS



We serve customers in 20+ industries. Our combined business reaches nearly every corner of Minnesota and Iowa, and areas of Wisconsin and the Dakotas. Our automation division has customers across the Midwest, on both U.S. coasts, Texas and internationally.

OUR FOOTPRINT



contact us

Branches/Locations

Little Falls, MN	Automation Center
Mankato, MN	St. Cloud, MN
Minneapolis, MN	
St. Cloud, MN	CO2- St. Paul, MN
Fargo, ND	CO2 - Des Moines, IA

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Celebrating our PAST
Shaping our FUTURE

St. Cloud Headquarters | 123 Roosevelt Road, St. Cloud, MN 56301 | 800-569-1322 | 320-257-4800

CENTRALMcGOWAN.COM

