

**Introducing  
ACG NJ's 2018 Corporate Growth Award Honoree**

*An Interview with*  
**Paul Burlingame  
President and CEO  
Air Liquide Advanced Materials, Inc.**

*Conducted by Deborah Richin, Director, ACG New Jersey*

Paul Burlingame, President and CEO, Air Liquide Advanced Materials, Inc., wakes up looking forward to the day ahead at his growing division. “Work continues to be fun with so much innovation and excitement motivating everyone to continue on this growth path.” The company operates in the semiconductor manufacturing space and, as Paul says, they are part of an elite club delivering next generation computing technology to consumers and businesses globally. Air Liquide Advanced Materials is the industry leader in the development, manufacture and delivery of specialty gases, liquids and solid materials for the semiconductor and other high technology industries.

Air Liquide has been a strong presence in the New Jersey business community since the acquisition of New Jersey-based Voltaix in 2013, forming Air Liquide Advanced Materials, Inc. The combination of Air Liquide’s global footprint and the scalability of Voltaix’s operation leveraged the capabilities of both companies to produce a result greater than the sum of the parts.

The entire company is an innovative environment where collaboration occurs with all the players in the semiconductor ecosystem. The innovation at the molecule development level feeds the market for faster, better chips for the ever-evolving technology environment. New devices, artificial intelligence, and the Internet of Things require the development of new chemicals to provide speed and improvement at the product level. The company’s Corporate Headquarters, Product Development and one manufacturing facility are in Branchburg NJ. Air Liquide Advanced Materials, Inc. operates six other manufacturing facilities in Pennsylvania, California, Florida, Japan, and Korea, near the major chip manufacturers.

When asked if the company tracked innovation to growth and what metrics they considered, the most interesting was the fact that they have increased their headcount by 350 employees and plan to add as many as 60 this year. In an industry where high turnover is the norm, Paul emphasizes the importance of corporate culture and providing an environment where employees want to work and contribute to the growth of the operation.

Developing new chemicals is a dynamic and innovative space so tracking how many samples they send to clients, and how many and which ones get a second request, is a direct metric tying innovation to growth. Air Liquide Advanced Materials has exceeded its business plan, ahead of schedule, and has now raised the bar even higher.