

## AT A GLANCE

- Founded in 1960 by "Charlie" Cummins and "Chub" Wagner.
- Sold to employees in 1985 to create Employee Stock Ownership Plan (ESOP).
- 100% Employee Owned.
- Over 200 employees.
- 2014 Sales: \$106 million.
- Average Years of Experience for Senior Executives: 18 years

## PRODUCTS

- Pumps
- Air Compressors & Dryers
- Boilers
- Commercial Water Heaters
- Cooling Towers
- Heat Exchangers
- Steam, Hydronic & Fluid Specialties
- Mechanical Seals
- Sanitary Equipment
- Process Equipment
- Tanks
- Mixers
- Packaged Systems

## INDUSTRIES SERVED

- Agriculture
- Asphalt & Aggregate
- Chemical
- Commercial / HVAC
- Food & Beverage
- Mining
- Petroleum
- Pharmaceutical
- Power Generation
- Pulp & Paper
- Sanitary
- Water / Wastewater

## CORPORATE EXECUTIVES

Doug Ardinger  
President/CEO

Dave Palmer  
Vice President/CFO

Gregg Chalmers  
Vice President/COO

## CORPORATE OVERVIEW

Cummins-Wagner Co., Inc. is a distributor for industrial and mechanical equipment serving the mid-Atlantic states from our offices in Maryland, Virginia, and Pennsylvania. Our subsidiaries include Siewert Equipment (serving New York State) and Cummins-Wagner-Florida (Food Equipment & Engineering Co. and Siewert Classic).

Cummins-Wagner represents leading manufacturers of air compressors, pumps, and heat transfer equipment, and offers comprehensive aftermarket services such as system design, assembly service and repair.

Headquartered in Annapolis Junction, Maryland, Cummins-Wagner acquired Siewert Equipment and Siewert Classic in 2008, expanding our reach to include markets in New York State and Florida. In 2010, Cummins-Wagner acquired Food Equipment & Engineering Company (FEECO) in Tampa, FL, and combined FEECO with Siewert Classic to build our new Florida division, Cummins-Wagner-Florida, LLC.

In 2012, Cummins-Wagner established its Engineered Process Solutions (EPS) division in West Chester, PA, expanding on the already-growing demand for packaged systems for pressure boosting, heat transfer, chemical feed, and other industrial applications.

## OUR MISSION

To provide solutions to mechanical equipment applications by supplying quality products and services to the benefit of our customers, vendors and employees.

## OUR VISION

To be the leading Manufacturer's Representative /Distributor Company for sales and service of equipment and machinery in all markets we serve in all of our trading areas.

## STRATEGY

To continue our steady and manageable growth through increased market penetration and acquisitions. While our intent is to remain in our primary product and territory markets, we will investigate other potential opportunities. Using our Business Model, we intend to continue to strengthen these relationships as we continue to grow.

## CORE PURPOSES

1. To provide outstanding customer service:
  - By understanding our customer needs
  - By responding to our customer's requests in a timely and professional manner
2. To maintain vendor relationships:
  - By being committed to our key product lines
  - By exceeding our sales goals and objectives
3. To find & maintain the best qualified employee owners:
  - By treating each employee owner on our team with respect
  - By equipping our employee owners with the tools to be successful
  - By holding each employee owner accountable for their performance
4. To provide profits to our company:
  - By purchasing and selling responsibly
  - By controlling expenses
  - By being consistent and fair in policies and business transactions

## CORE VALUES

We are fiercely committed to our core values in all of our transactions with customers, vendors, and employees.

- Fairness
- Integrity
- Ethics
- Respect
- Collaboration
- Excellence

