

## Why Choose Wagner?

### Our People . . .

- **Wagner People** average over 16 years in the metal industry
- **Wagner People** average over 10 years with **Wagner**

### Our Products . . .

- Over 7,800 Standard Catalog Items
  - **Wagner Standard Products – Brackets, Elbows, Flanges, Connectors, End Caps, Spheres, Disks, etc.** – are **manufactured by Wagner in Milwaukee, Wisconsin, USA**
- **More Options Than Any Other Component Manufacturer**
  - Over 200 **Handrail Bracket** options – twice as many as the competition
  - Over 1,100 **Flange** options – ten times as many as the competition
  - Over 1,700 **Elbow** options – three times as many as the competition

### Our Performance . . .

- **Over 48,000 Orders Shipped Annually**
  - 100% of orders placed before 10:30 a.m. for *stock* catalog items are shipped the same day
  - 90% of *all* orders ship the same day
  - 98% of **Wagner** catalog items are in stock
- **Wagner** has completed its Business Process Excellence project and will be ISO-9001 certified by April 2009

#### Wagner On-Line:

Please visit our web sites for the latest news and information on **Wagner** products.

Our e-commerce site at [www.shopwagner.com](http://www.shopwagner.com) allows you to obtain current pricing, place an order, check availability, review order or account status, and download drawing files.

Our new online design tools – [www.wagnercompanies.com/Railing\\_Designer\\_Index.aspx](http://www.wagnercompanies.com/Railing_Designer_Index.aspx) – allow you to price and design various **Wagner** products.

[www.wagnercompanies.com](http://www.wagnercompanies.com)

[www.shopwagner.com](http://www.shopwagner.com)

[www.wagnerail.com](http://www.wagnerail.com)



### New Products and Services

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All metals have a recycled content and high reclamation rate. Contact **Wagner** for data relating to your specific product selections.

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## OUR MISSION

### Best Customer Experience: Wagner People, Product, Performance

Welcome to The Wagner Companies!

Since our origin in 1850, we have been dedicated and committed to creating and manufacturing innovative metal products for the fabricating industry in an atmosphere that is prosperous for our customers and employees.

Our goal is to maintain the highest standard of quality and service, and continuously improve our manufacturing methods.

We are proud of our progress and growth and are aware of the responsibility of maintaining our leadership and our reputation.

– Bob Wagner, President



Florence and Adolph A. Wagner

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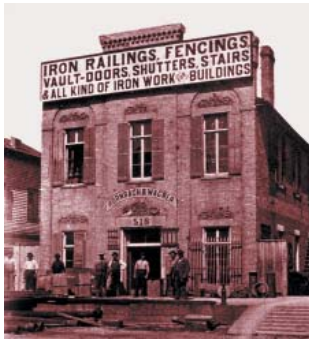
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Hornbach & Wagner circa 1850



Julius Wagner



J. G. Braun circa 1892



Adolph F. Wagner



**1947** Adolph A. Wagner develops the first hydraulically operated tractor loaders and acquires the first patents. Wagner dominates the market until 1953 when other companies begin to compete with the loaders.

**1955** Adolph finds his capacity for invention as strong as ever. At the age of 59, he begins working on the products that R & B Wagner, Inc. is famous for today. With his basement as his work shop, he designs approximately forty products – basic fittings including two sizes of elbows, flanges and connectors. Today those forty-some products have grown into over 11,000 catalog items.

### History of The Wagner Companies

- 1850** Julius Wagner starts a blacksmith shop in Buffalo, New York.
- 1870** Julius Wagner moves to Milwaukee, Wisconsin and opens an iron shop.
- 1890** Adolph F. Wagner begins working at the J. F. Wagner Iron Works and becomes owner in 1890.
- 1923** Adolph A. Wagner joins his father, Adolph F. Wagner, at the A. F. Wagner Iron Works in 1923.

Founder of what we now know as R & B Wagner, Inc., Adolph A. Wagner grew up in Milwaukee, Wisconsin. Under the Wagners' creative hands, the Iron Works becomes one of the city's largest and most important industrial enterprises. The company fabricates structural steel, miscellaneous and ornamental iron, wire work and metal products for all types of industrial, manufacturing, municipal and residential buildings; and bridge and viaduct railings. The A. F. Wagner Iron Works is known for bridges throughout the country.



Gladstone Avenue Facility in Milwaukee, Wisconsin circa 1964



Bob Wagner • President



The Wagner Companies



Barbara Wagner Karol • Treasurer

- 1964** Advance Stamping Co., Inc. is purchased. The companies had been operating in the same location with Advance Stamping Co., Inc. manufacturing the products that R & B Wagner, Inc. distributed.
- 1965** Robert A. Wagner joins his father, Adolph A. Wagner, at R & B Wagner, Inc. with a Bachelor of Science in Mechanical Engineering.
- 1968** Barbara Wagner Karol joins the Wagner team.
- 1985** Advance Stamping purchases Superior Polishing to provide in-house polishing services.
- 1987** The company moves to a 77,000 square foot facility on Milwaukee's northwest side.
- 1993** Johann Tube and Pipe Benders, Inc. is purchased. Johann was established in 1935 to serve the bending and end forming needs of local industrial firms.
- 1997** J. G. Braun Co. of Skokie, Illinois joins the Wagner family. With a history that dates to 1887, the Braun reputation, product line and staff expertise add to the continued success and strength of Wagner.



124th Street Facility in Wauwatosa, Wisconsin

- 2001** R & B Wagner, Inc., J.G. Braun Co., Advance Stamping Co. Inc., Johann Tube and Pipe Benders, Inc. and Wagner Ornamental combine to form one legal entity – R & B Wagner, Inc.
- 2002** The three facilities of R & B Wagner, Inc. in Wisconsin move to one central location – 10600 West Brown Deer Road on Milwaukee's north side.
- 2005** R & B Wagner, Inc. celebrated it's 50<sup>th</sup> Anniversary! A Calypso waterjet cutter was added and H & R Polishing was purchased to expand Wagner's custom polishing capabilities.
- 2007** R & B Wagner, Inc. had 27 presses – many with coil feeds, straighteners and coil handling equipment; 15 rotary benders; 2 induction benders; 2 roll benders, saws; cut-off machines; 12 polishing and finishing machines; welders; hand finishers; a complete tool and die shop with CNC milling and wire EDM machines; CNC lathe; and material handling and storage equipment to meet the needs of our customers.
- 2008** This was Wagner's year to focus on ISO and education. Wagner staff has become more effective at doing their jobs. From Customer Service Reps to Engineering to Manufacturing and Quality to Accounting – Wagner is better than ever before. Wagner has added CNC equipment in several areas such as a 6-axis tube laser. Wagner's product focus continues to be on code compliance products and handrail systems. All of this has been accomplished while fighting wildly fluctuating pricing and supply.
- 2009** Watch for new products, ISO Certification announcements and the timely delivery of products and assemblies that meet your needs.



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Debbie • Accounting

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Mary • Press



Jim • Press