



## Marlin Steel Wire Products

ENGINEERED SOLUTIONS FAST SINCE 1968



### Drew Greenblatt

President, Marlin Steel Wire Products

<http://www.itif.org/people/drew-greenblatt>

Drew Greenblatt is the president of Marlin Steel Wire Products in Baltimore, Maryland.

Under his leadership, Marlin Steel has seen four years (2007-2010) of record revenue and profit growth and has grown to export to 35 countries including China, Taiwan, Japan, Singapore, Australia, and New Zealand.

Prior to his position at Marlin, Mr. Greenblatt was president of Diamond Properties, Inc. His professional associations include the Wire Fabricators Association and the National Association of Manufacturers.

#### **PRESENTATIONS:**

September 14, 2011

[Global Benchmarking of National SME Manufacturers Technology Support Programs](#)

# Global Benchmarking of National SME Manufacturers Technology Support Programs

<http://www.itif.org/events/global-benchmarking-national-sme-manufacturers-technology-support-programs>

WEDNESDAY, SEPTEMBER 14, 2011

9:00 AM - 10:30 AM



ADD TO CALENDAR

Information Technology and Innovation Foundation

1101 K Street NW, Suite 610A

Washington, DC 20005 [VIEW MAP](#)

Recognizing that manufacturing is a key driver of exports, employment, and economic growth, many countries have introduced highly sophisticated programs to support the competitiveness, innovation, and productivity of their small-medium sized (SME) manufacturers. Please join us on Wednesday, September 14 from 9:00-10:30am as ITIF releases a new report benchmarking countries' SME manufacturing and technology support programs and policies. The report assesses a dozen countries' approaches to boosting their SME manufacturers' adoption of new technologies and manufacturing processes while enhancing their R&D, innovation, and new product development activities. The event will feature presentations from key officials in U.S. and foreign governments crafting SME manufacturing policy in their countries.

June 30, 2011

# Summary Policy Recommendations from the June 2 Manufacturing Strategy Roundtable

**Robert D. Atkinson**

President

Information Technology and Innovation Foundation



## ■ Why We Need a National Manufacturing Strategy

- Manufacturing is central to U.S. economic health and job creation.
- While the U.S. retains important strengths in manufacturing, U.S. manufacturing firms continue to face many challenges as international competition has intensified.
- Both the public and private sectors have important roles to play in restoring and revitalizing U.S. manufacturing strength.

## ■ Key Messages About U.S. Manufacturing

- Manufacturing is indispensable to the health of the U.S. economy because:
  - Without a robust mfg. sector, U.S. won't be able to balance trade deficit.
  - Manufacturing is a key source of above-average-paying jobs.
  - Manufacturing, R&D, and innovation go hand-in-hand.
    - In fact, mfg. sector is principal source of innovation and R&D activity.
  - Manufacturing is vital to U.S. national security and defense.
- We need a coherent national manufacturing strategy centered on U.S.-based investment, innovation, and production.

## ■ Key Goals of A National Manufacturing Strategy

- Enact a set of policies that support the entire lifecycle of technology development— from invention, R&D, technological commercialization, to manufacturing production—to take place in the U.S., so U.S. establishments and workers capture maximum value-added.
- Expand the Administration’s goal from doubling exports to transforming the United States into a net exporter again.
- Make explicit the link between manufacturing and U.S. economic and employment growth.

## ■ Technology/Innovation Policy Supporting Manufacturing

- Increase R&D funds for industrially relevant R&D, including NSF's ERC, I/UCRC, Partnerships for Innovation, and Advanced Technology Education (ATE) programs.
- Fund R&D on manufacturing technology in network-centric mfg., robotics, advanced materials, nanomanufacturing, mass customization, distribution efficiency, and energy efficiency.
- Support advanced manufacturing technology consortia.
- Co-fund state manufacturing research centers and regional industrial clusters.
- Build a better manufacturing data collection infrastructure and community of practice.

## ■ Support SME Manufacturing and Entrepreneurship

- Significantly expand Manufacturing Extension Partnership (MEP) funding.
- View MEP's clustered centers as a “distributed network” for support of U.S. SME manufacturing and drive more programs through it.
- Expand MEP's *ExporTech* program to provide global trade and best practices information to SME manufacturers.
  - Strengthen alignment with other government agencies providing export assistance services. (E.g. DoC's Foreign Commercial Service)

## ■ Craft Effective Tax Policy to Support U.S. Manufacturing

- Simplify the corporate tax code while creating and/or expanding provisions that incentivize investments in R&D, workforce training, and capital equipment and machinery.
- Build upon the Alternative Simplified Credit for R&D to allow expenditures on workforce training and capital expenditures to qualify.
- Explore a border-adjustable business activities tax (BAT) (as an offset to the corporate tax rate) that maintains corporate tax revenue neutrality.

## ■ Craft Trade Policy that Ensures a Fair Playing Field

- Establish strategic trade priorities and policies designed to provide a fair playing field for U.S. manufacturers to compete. View success not as number of deals signed but as results achieved.
- Increase funding for and focus on trade enforcement—especially with regard to IP—while heightening focus on countries, such as China, which continue to implement particularly egregious mercantilist practices.
- Develop a framework for addressing state-owned enterprises (e.g. state capitalism) in international trade agreements.
- Take handcuffs off U.S. manufacturers by reviewing export control policies that often unnecessarily inhibit U.S. exports.

## ■ Craft Education Policy to Bolster U.S. Manufacturing

- Provide bridges between high school and post-secondary education to produce next generation of highly skilled manufacturing workers.
- Allow unemployed workers to collect unemployment insurance if they are in approved training programs.
- Increase credentialing and/or certification of manufacturing workforce members.
- Allow on-the-job training to count toward continuing education credit.
- Encourage student interest in education, in part by expanding teacher internships in manufacturing facilities.
- Reform immigration policy to allow high-skill STEM talent to enter and stay.

## ■ Finance/Credit Provision to Support U.S. Manufacturing

- Expand Export-Import Bank credit authority, and boost focus on SME manufacturers.
- Establish a “401(k)” program for U.S. SME manufacturers allowing them to make tax-deferred investments and withdrawals for training or capital equipment investments.
- Support the EB-5 Visa, or Immigrant Investor Program, which provides visas for immigrants making capital investments that create or preserve at least 10 full-time jobs.

## ■ Support U.S. Manufacturing through Public Procurement

- Remove regulations that prohibit government agencies from purchasing remanufactured goods.
- Recognize the role of public procurement in spurring innovation, particularly in emerging technologies.

## ■ Make U.S. the World's Best Manufacturing Environment

- Recognize that modern and robust physical and digital infrastructures—roads, bridges, smart grids, high-speed broadband communications, etc.—are important to U.S. manufacturing success.
- Cost reduction remains vital to U.S. manufacturing competitiveness, and includes tax rates, energy costs, and regulatory and legal burdens.
  - Opportunities to mitigate these costs (e.g. through better regulatory practices such as permit streamlining) should be embraced where practical.

# Thank You

## Follow ITIF:



Facebook: [facebook.com/innovationpolicy](https://facebook.com/innovationpolicy)



Blog: [www.innovationpolicy.org](http://www.innovationpolicy.org)



YouTube: [www.youtube.com/user/techpolicy](https://www.youtube.com/user/techpolicy)



Website: [www.itif.org](http://www.itif.org)



Twitter: [@itifdc](https://twitter.com/itifdc)

