



Marlin Steel Wire Products acknowledged as successful competitive American manufacturer

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In a Popular Mechanics March 2008 article, "Made in the USA," Marlin Steel Wire Products, LLC was acknowledged as a successful competitive American manufacturer.

The article states:

Offshore competition nearly put Marlin Steel Wire out of business. Owner Drew Greenblatt used to make wire baskets for bagel shops, but that market disappeared with the entry of Chinese competitors. "They could make the entire product cheaper than I could chrome it," Greenblatt says. "We barely survived—and it forced us to transform."

That was in 2002. Today, Marlin Wire is a thriving manufacturer. Its Baltimore plant is running at capacity, and its biggest challenge is hiring enough skilled workers.

The trick was finding the right niche. The company still makes wire baskets, along with other products, but now they are custom-built to hold expensive, delicate components of cars and jet engines that companies like Toyota and General Electric need to send through parts washers.

"An American engineer wants to talk on the phone and get a drawing fast, the next day, with baskets in a week or two," Greenblatt says. "And they care about quality. They can't wait eight weeks for an overseas guy to deliver it cheaper—and then find it might not fit."

Marlin Steel Wire Products, LLC manufactures stock and custom wire baskets and hooks for medical and industrial applications. All products are Maryland engineered and fabricated.