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[Small Business](#) Grows Jobs Through Exporting; Marlin Steel President, Drew Greenblatt, Testifies to US Congress, Asking for Ratification of Free Trade Agreements

May 05, 2010 (PRWeb.com via COMTEX) ----Five years ago to the day, [Marlin Wire testified to the same US Congress Small Business Committee](#), at the time asking them to improve small business prospects in the USA by reducing regulations and knocking down taxes. According to [Drew Greenblatt](#), "These steps would help small manufacturers to grow and invest in more equipment and, most of all, more jobs. Unfortunately, in the last five years, there has been more regulation and many more taxes have increased."

Currently there are three trade agreements pending in the Senate. Greenblatt continued that "If these treaties are ratified, obstacles will be removed and more US Workers will be at work, exporting more products overseas to our neighbors. Right now, the tariff rules in South Korea, Panama, and Colombia are biased against American workers. After we remove the obstacles, [Marlin Steel](#) will be able to sell into these markets, which will grow our [client base](#) and provide our employees more stable promotions and growth." According to the US Chamber of Commerce, "With 120,000,000 consumers, these three countries are very attractive opportunities for [small companies](#) like Marlin Wire because Marlin exports (<http://marlinwire.com/global-clients.htm>) to [more than 20 countries](#)." One of Marlin Steel's core niches is selling custom stainless steel material-handling baskets (<http://www.stainlesssteelwirebaskets.com/>) to Japanese automakers. Over the last several years, Korean automakers have soared in market share and Marlin Steel President said "We want to sell [custom wire baskets](#) to the Korean automakers as well as the Japanese. The pending free trade agreement, if enacted, will help Marlin Steel compete on a level playing field with Korean wire basket suppliers."

As part of its attack on these foreign markets, [MARLIN STEEL WIRE PRODUCTS LLC](#) has been "steadily adding to its production capabilities, purchasing two [more robots](#) this year to keep up with the Japanese clients and our other global clients," according to Plant Manager Simon Matthews. The investment in repeatable and fast robots, massive for a company the size of Marlin, is part of the [push to build high-quality products fast](#). These investments are paid back faster if there are more clients buying. And, as night follows day, there is more hiring and overtime at Marlin Steel when these robots are churning out parts four shifts a week.

Engineering is critical to Marlin Steel's success. A fifth design engineer is being hired to provide engineered solutions for our wire mesh basket (<http://meshbaskets.com/>) and wire forming clients faster. "Two of our engineers owe their jobs to the demand of our foreign neighbors for custom wire baskets with challenging design requirements." says President Drew Greenblatt. Greenblatt continues, "Marlin Wire will hire more engineers when new clients in Korea, Panama and Colombia start sending orders."

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Read the full story at <http://www.prweb.com/releases/MarlinWireCustomBaskets/ExportWireForms/prweb3952834.htm>

<http://www.foxbusiness.com/story/markets/industries/media/small-business-grows-jobs-exporting-marlin-steel-president-drew-greenblatt/>