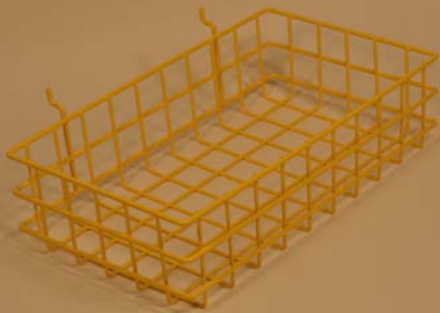




# Wire Fabricators Association

Presented by  
Drew Greenblatt, President  
Marlin Steel Wire Products LLC





# Wire Fabricators Association

[www.wirefabricators.org](http://www.wirefabricators.org)

- Established 1976
- USA & Canada
- Operations in USA, Canada, Mexico, China
- 40 Fabricators
- 11 Associate Members (vendors)





# Define the Membership

- **What kind of companies? Fabricators (bending, welding, forming wire)**
  - Job Shops
  - Big Run Oem Suppliers (GE Oven Racks, Pet Cages for Wal Mart, Refridge Shelves)
  - 10 employees to 3000+ employees
- **what percent of your industry sector are members?**
  - ?20%? of total companies
  - ?40%? of total sales
- **Do you have employment/production/ and/or sales figures for your membership? Yes.**



# Purpose of the Association

- **What is your mission? Kinds of Programs?**
  - **Apolitical**
  - **Collaborative**
    - **Economic Roundtable**
    - **Survey – Financial**
    - **Survey – Safety**
    - **Survey – Labor Rates**
    - **Plant Tours**





# Issues

- **What are the most important commercial issues facing your manufacturers?**
  - **Lean Manufacturing**
  - **Sales Growth**
  - **Employee Forced Choice Act**
  - **Chinese Dumping**
  - **Workman's Comp/Safety**
  - **Health Insurance Cost**
- **Industry sector data? Yes,**





# Issues and Concerns

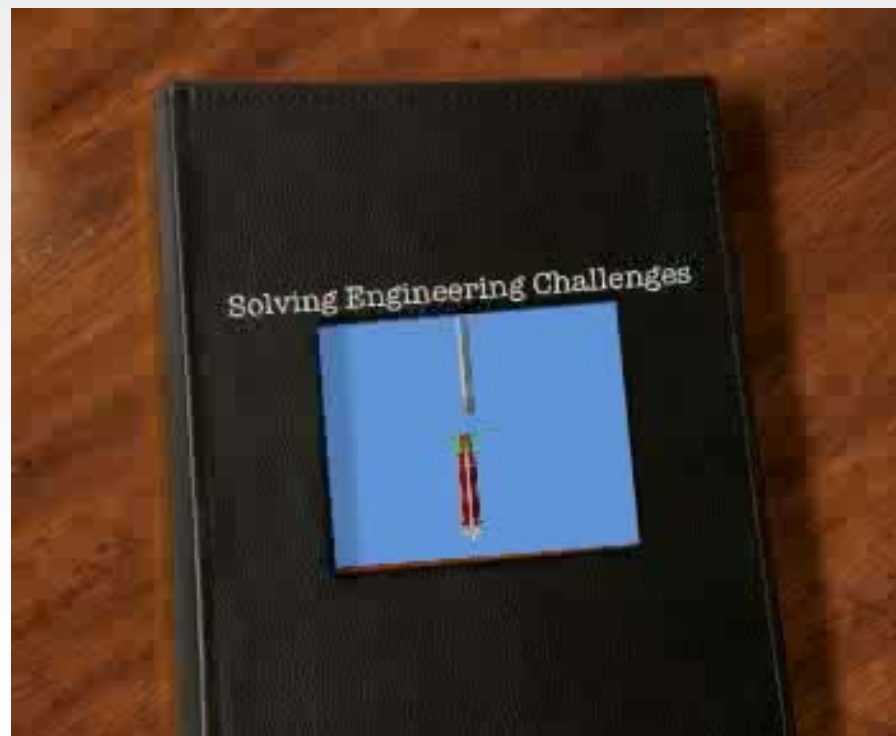
- **Common areas of interest between our associations.**
- **Starting point for cooperative meetings and activities in the future.**





# Marlin Steel Wire Products LLC

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







# Define the Membership

## **Marlin Steel owner to address American Wire Producers Association**

Drew Greenblatt part of panel to discuss global trends affecting wire industry

- **Marlin Steel Wire Products President Drew Greenblatt will represent the Wire Fabricators Association as part of a panel discussing the impact of the recession and other global trends on the wire industry.**
- **Greenblatt, the owner of Marlin Steel ([www.MarlinWire.com](http://www.MarlinWire.com)) of Baltimore, will speak about issues affecting wire producers at the upcoming government affairs conference of the American Wire Producers Association in Washington, D.C. The association's annual Government Affairs Conference will be held September 16-18 at the Hyatt Regency on Capitol Hill.**





# Define the Membership

- **Greenblatt was recently elected as board chairman of the Regional Manufacturing Institute of Maryland. He also serves on the executive board of the National Association of Manufacturers. Greenblatt was recently appointed by Maryland Gov. Martin O'Malley to the Governor's International Business Advisory Board. He is a frequent guest of Fox Business News and has been featured in articles in the Wall Street Journal, the New York Times and Fortune magazine.**
- **Other panelists at the conference include David Gillespie, vice president of Krueger Steel & Wire, representing the Cold Finished Steel Bar Institute; Steve Peters, executive vice president of Oklahoma Steel & Wire, representing the Chain Link Fence Manufacturers Institute, and Don Sayenga, executive director of the National Association of Chain Manufacturers.**



# Define the Membership

- [About Marlin Steel Wire Products](#)
- **Founded in 1968, Marlin Steel Wire Products LLC (“Marlin”) is a USA-based (and owned) wire basket and wire form manufacturer. Shipping to more than 23 countries, Marlin is focused on fabricating high-quality and highly engineered parts fast, and its approach is succeeding. Quadrupling in sales in less than 10 years, the company is growing in spite of the recession.**



# Define the Membership

- **About the American Wire Producers Association**
- **The AWPA is an international trade association representing 80 to 90 percent of the production of carbon, alloy and stainless steel wire and wire products in the United States. The 94 member companies of the association employ more than 22,000 workers in more than 162 plants and facilities located in 32 states, Canada and Mexico.**