

MARLIN



Sheet Metal Fabrication

ENGINEERED SOLUTIONS FAST SINCE 1968

SMALL BUSINESS OWNER IMPROVES WORKPLACE AND PROFITS WITH ROBOTS



Drew Greenblatt

“We are an example of how robots can help improve companies in America...to improve revenue, improve profits and improve the welfare of the employees,” says Drew Greenblatt, President of Marlin

Steel Wire.

He goes on to explain that robots help Marlin deliver faster than competitors with more consistent products.

“This is how robots help,” said Greenblatt. “Every employee is supercharged. Every employee is more valuable. They make more parts per hour. They’re more effective and they’re making better quality parts. That enables companies like Marlin to pay more. But we’re also getting more, so it’s a win-win for the employee and the company.”



Compare Wages at Marlin to Global Competitors

China pays \$0.30 per hour

Mexico pays \$3 per hour

Marlin pays \$16-30 per hour with 401k and BCBS

How can Marlin compete with massive labor wage differentials?

Answer: Robots and great people. Greenblatt bought Marlin in 1998 with old equipment and workers earning \$6 per hour. He bought his first robot in 2002 and was rewarded with massive increases in productivity which led to better wages. By 2010 they had three robots run by one employee making more product and earning wages of about \$24/hour with benefits.

Source: Drew Greenblatt, “How Robots Help American Companies Compete in a Global Economy,” an RIA webinar (April 13, 2010).

Greenblatt video QR



Note: Phone must have QR code reader app and Flash installed.

Not only do workers contribute more but risk of injury is reduced, explains Greenblatt. “Many people are not aware how much safer robots make the factory for employees, because robots are typically doing things that are the most repetitive...or put them in harm’s way. Robots make factories a better environment and it’s safer for the welfare of the employees.”

[Contact us for a Fast Quote](#)

