

Marvel Manufacturing Company, Inc.

Marvel Manufacturing Company, Inc. (formerly Armstrong-Blum Mfg. Co.) has been designing and manufacturing the highest quality metal cutting saws available for the past 100 years. Their headquarters are located in Oshkosh, Wisconsin and the company is headed up by the management team of John Petek, Robert Beach and James Jourdan.



Marvel's products include Marvel vertical tilt frame bandsaws, horizontal bandsaws (under both the Marvel and Spartan names), Spartan ironworkers, plate saws, carbide tip circular saws and a full line of material handling equipment, including conveyors, loaders, ejectors and length gauges.

Rheinhardt Blum's five sons founded the Blum Brothers Company in 1895 with a basic product line that included a door check, weather stripping and zinc edging, and linoleum squares placed under cast-iron stoves. The company was incorporated in 1904 and began using the trade name Marvel in 1905. The next year, the Blum Brothers joined forces with the Armstrong Family, who manufactured bicycle parts, and was officially renamed Armstrong-Blum Manufacturing Company. Throughout the ensuing years, they continued to lead the way in innovation with multiple patents received for new sawing products and technologies that the company created. In 1968, the Company acquired Spartan Saw Works, Inc., a bandsaw blade manufacturer in Springfield, Massachusetts. By 1975, warehouse and distribution centers were established in Los Angeles, California and Fort Worth, Texas in addition to facilities already established in Chicago, Illinois and Agawam, Massachusetts. In 1981, the company introduced its first PC controlled saw and this tradition of technological innovation continues to this day.

Armstrong-Blum reached its revenue peak in 1998. However, in 2002 revenue declined considerably due to several factors including a downturn in the machinery sector and mismanagement as a result of shareholder disagreements. In 2002 and 2003, Armstrong-Blum completed significant restructuring that included the sale of unprofitable product lines, the consolidation of facilities, the sale of excess assets, cost reductions and layoffs. The opportunity to return the company to its previous glory and keep it locally owned was seized by John, Robert, and James when they purchased the assets of Armstrong-Blum in 2004 and renamed it Marvel Manufacturing Company.

Due to new management structure and expertise, the company has rebounded extremely well from the prior losses and in 2005 and 2006 achieved large increases in net income levels. This purchase, by the three managers, allowed the Marvel to remain in Oshkosh while retaining 70 jobs. SBA has been able to be of assistance to Marvel since its purchase by the new managers through its 7(a) Loan Program. Marvel provides its products to thousands of customers throughout North America and exports five percent of its equipment to Europe and Asia. Marvel has a leading twenty percent market share in the United States and their largest volume machine, the Series 8 vertical bandsaw, has a market share over seventy percent in its category. Marvel estimates that it has more than 30,000 machines in the market today.

Marvel has seen significant employee growth since the date of purchase. They have created an additional 55 jobs with current employment at 125 and future plans call for more growth with the creation of 48 more jobs by the end of 2009. They also plan to double their sales over the next three years through the development of a strong export program by investing in new equipment and increasing skilled employment levels.

In addition to the steps that have and are being taken to grow the company, the owners spend time serving and improving the Oshkosh community. Organizations enhanced by the leadership of the Marvel owners include the Oshkosh Chamber of Commerce, the Christing Ann Center, Fox Valley Technical College and the Oshkosh Area Humane Society. The company also sponsors youth baseball and volleyball teams.

Marvel Manufacturing is Wisconsin's SBA 2008 Small Business Person of the Year Award winner and SBA is extremely proud to have chosen them as this year's winner and looks forward to watching them grow and prosper. Marvel has been able to continue development and introduction of products to a worldwide market, maintain and foster strong sales and continue employment growth. They are well positioned for continued growth and profitability and truly live up to their quality statement of commitment to meet or exceed their customers' expectations by providing them with dependable, quality products and services. To help accomplish this commitment, they provide an environment for all customers, suppliers and employees that promote continuous improvement aimed toward total customer satisfaction.