



FACES *of* TRADE[®]



Newark, Delaware

Ken Grant

Director of Sales and Marketing

Industry
Chromatography

Number of U.S. Employees
18

Exporting Since
1999

www.analtech.com



Analtech, Inc., has been manufacturing quality thin layer chromatography plates since 1961. The company carries an extensive line of more than 500 formats of plates, as well as a wide range of accessories and lab supplies. Analtech, which serves labs, universities, and chemists on every continent except Antarctica, attributes 38% of its gross sales to exports.

For the past 10 years, Analtech has focused its attention on expanding internationally by upgrading its ability to communicate electronically. The company has built excellent relationships with laboratories and universities in more than 70 countries and now offers the first color High Pressure Liquid Chromatography columns in the world.

Ken Grant, director of Sales and Marketing, knows that free trade agreements allow Analtech to offer its customers the best price for quality products. **"We pride ourselves in producing a great product at a good price, and all we need to compete is a level playing field. Trade barriers keep us from getting the best supplies for our manufacturing operation and prevent us from being as competitive as we would like for our customers,"** says Grant.