



FACES of TRADE[®]



New Castle, Delaware

Sarah Brisbin

Vice President of Marketing

Industry

Materials Handling

Number of U.S. Employees

13

Exporting Since

2007

www.sky-trax.com



Sky-Trax is the inventor and commercial provider of Optical Real-Time Location Systems (RTLS) for tracking goods and vehicles and guiding autonomous vehicles in any size facility. The company's indoor positioning and data collection systems offer automatic collection and inch-accurate tracking of warehouse vehicles in industrial buildings. Sky-Trax RTLS allow warehouse professionals to increase safety and improve efficiency, which has resulted in fewer safety accidents, lower operating costs, and improved inventory accuracy.

A new company, Sky-Trax is focused on creating a global Value Added Reseller (VAR) Network to help sell, distribute, and support Sky-Trax solutions all over the world. Currently, Sky-Trax does business in eight other countries, attributing 45% of its gross sales to exports.

Foreign trade barriers are so important to Sky-Trax because of the VAR Network. Eliminating these barriers would allow Sky-Trax to sell to other international companies using the VAR channel. Sarah Brisbin, vice president of Marketing, says that the passage of additional free trade agreements **"will open up new business opportunities, allowing us to provide products and services to companies and resellers in other countries that would benefit from our solutions, in addition to expanding our VAR Network."**

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