

# Barringer Research Ltd.

## Export Contact:

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## Products/Services

AIR POLLUTION CONTROL  
MONITORING  
OIL SPILL  
RESOURCE MANAGEMENT

Detectors, Gas  
Remote Sensing  
Research Services  
Spill Monitors

## Company/Product

Barringer Research Limited (BRL), founded in 1961, is a high technology instrument manufacturer and research and development company. The company has extensive experience in the disciplines of electro-optics, electromagnetics, magnetics, and atmospheric physics.

Barringer Research Ltd. maintains a well established Research and Development department with an impressive track record in a variety of disciplines and applications. In addition to "in-house" instrument development, the R & D group also undertakes contract research for various companies as well as North American and European government agencies.

Products and services exported include IONSCAN, an explosives and narcotics detection system; Cospec, a remote sensor for SO<sub>2</sub> and NO<sub>2</sub> used in source monitoring and trans boundary flux measurements; ground-based and marine total field magnetometers; reflectance and thermal emission spectrometers and radiometers for studying the earth's surface to better interpret satellite imagery; detection and inspection for trace quantities of fixed explosives and illicit drugs; and airborne laser fluoro sensors for monitoring oil pollution in water.

The primary markets for the firm's products are security and inspection services and geological and geophysical remote sensing research organizations.

The products may be considered research tools and the end users are predominantly government research facilities, universities, environmental regulation agencies, military, and oceanographic agencies. Exceptions are the security products IONSCAN (airport security) and BULLION Analyzer (gold trading/banking).

## Current Geographic Marketing Activities

Approximately 90% of the company's commercial product sales are export. The products are marketed through a network of over fifty sales representatives in thirty different countries. Due the diversity of the product line, more than one agent is often required in each country. Some international sales are conducted on a direct basis. Given the nature of the products and the characteristics of purchaser, many sales are dependent on government funding and foreign aid (CIDA, IMF, UNDP, etc.).

## Contact Sought

Barringer seeks to develop contacts with senior members of the public or private sector involved with environmental regulation, oceanography, atmospheric monitoring, and drug/explosives detection.