



December 10, 1999

To whom it may concern;

Re: Ms Iris Barnert,

Ms. Barnert worked with our company, Trident Tool Inc., a manufacturer of well drilling and rock drilling tools & equipment, in co-operation with our state program for international market research. This project involved working in coordination with the Virginia Economic Development Partnership, ourselves & professors at James Madison University, Virginia.

Research spanned the areas of researching types of drilling processes used in most of Central and South America. It involved finding the types of equipment used, the number of contractors using the equipment and estimating the number of pieces of equipment that would be suitable for products manufactured by our company.

In addition the research provided information regarding each countries economic and political stability. Countries were rated in order of better prospects to more risky prospects based on that areas potential for sales vs.financial risk.

Ms. Barnert went to the length of actually making telephone calls and speaking in the native language of the countries she contacted (Spanish) and did person-on-person research not only of potential end users of our products, but also of potential distributors.

Once the research was completed, I was given a complete 'slide show' presentation of the information which was collected and was also given an indexed and bound copy of the information I was presented for our future reference.

The State of Virginia did approximately 30 of these research projects in the past year. The work that Ms.Barnert did for Trident Tool Inc. not only far surpassed our expectations of information accrued, but, in the process, won our company the Governors Award, which is given for most outstanding international marketing research projects done for the year.

As you can imagine, this is a great honor for us and largely due to Ms.Barnerts ability to speak fluent Spanish and her willingness to go to unusual lengths to get required information. This was all accomplished while maintaining a very friendly, positive & professional attitude. She was always willing to take suggestions made by us with an open mind and consideration.

I highly recommend Ms. Barnert for any position for which she would be considered qualified.

Sincerely,



R. Gary Branchaud  
Vice President & General Manager  
Trident Tool Inc.  
Trident Industries Inc.  
Virginia, U.S.A.

