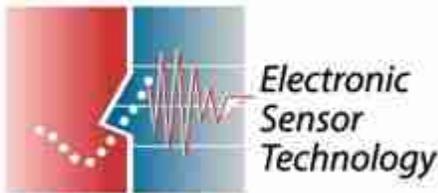


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Electronic Sensor Technology, Inc. Is At The Front Of Applying Their Precision Sensor zNose Technology In Analyzing A Person's Breath To Detect And Treat Health Problems Such As Cancer To Detecting The Presence Of Explosiveness As Well As Detecting Contamination In Food And Water



Technology
Chemical Vapor Analysis
(ESNR-OTCPK)



William Wittmeyer
Chief Operating Officer (COO)

BIO:

William Wittmeyer currently serves as Chief Operating Officer (COO) and as a Director of Electronic Sensor Technology. He has over 20 years experience in high-technology business and investment management. In 2003, he and Ms. Maggie Tham founded eXS Inc., a wireless access company, developing innovative and cost effective solutions for developing economies. Prior to founding these companies, Mr. Wittmeyer was a partner

in a venture capital firm, investing in telecommunications and semiconductor start-ups. He was an early investor in Network Equipment Technologies Inc., UTSarcom, Zoran and IXYS. He has a B.Sc. (E.E.) from the Coast Guard Academy and an M.B.A. from Columbia University Graduate School of Business Administration.

Company Profile:

Founded in 1995, Electronic Sensor Technology has developed and patented a chemical vapor analysis process. EST's product provides near real time analysis of gasses detecting volatile organic compounds in amounts as low as one part per trillion. EST's product has been shown to detect salmonella and e-coli contamination of food sources; chemical warfare agents such as Sarin and Agent Orange and Chemical pollutants in the environment.

Interview conducted by:
Lynn Fosse, Senior Editor
CEOCFOinterviews.com

CEOCFO: Mr. Wittmeyer, what is the primary focus at Electronic Sensor Technology today?

Mr. Wittmeyer: Electronic Sensor Technology is taking a patented high-speed gas chromatograph into vertical markets where the instrument's speed and sensitivity, near real time gas analysis enables screening of people places and things for environmental contamination, adulteration or bacterial contamination of food products, the presence of hazardous materials such as explosives, or chemical warfare agents, the presence of vectors such as insects or rodents, and into health care

where it is becoming apparent that breath analysis can tell a doctor a lot about his patients health, including the presence of some cancers.

CEOCFO: What is the technology behind zNose?

Mr. Wittmeyer: Remember what you were taught in your high school chemistry about fractional distillation and the resonance frequency of a tuning fork?

Our gas chromatograph uses temperature and time first to separate a mixture of gases into its constituents and subsequently to identify the compounds. As in fractional distillation our gas chromatograph separates gasses by the molecular mass through changes in temperature. We take a sample of gases into our instrument and then heat the sample as it flows through a gas chromatography column. This separates the gas mixture into its constituent gases by molecular mass. The lighter gases escape from the column before the heavier gases.

Our detector is an electronic tuning fork. The resonance frequency of a tuning fork is dependent upon mass. Our tuning fork is a Surface Acoustic Wave (SAW) device. As the gases emerge from column, they are directed to the SAW device and impinge on the detector. This causes the frequency of the detector to change in proportion to the concentration of the gas in the sample. When we take the first derivative of the frequency of the SAW with respect to time, we get a series of peaks. These peaks correspond to the KOVATs index (Kovats index is a concept used in gas chromatography to convert retention times into system-

independent constants) which we use to identify the compounds.

CEOCFO: Where are you in the process of development and commercialization?

Mr. Wittmeyer: Our gas chromatograph zNose instrument has been developed. It is in the market and in use as we speak. There are over one thousand instruments in the field right now. Users include the Chinese EPA, the US Airforce, The US Department of Agriculture, universities, and research institutions, including the Max Planck Institute in Germany and corporate customers in the United States, Japan and Europe. The technology is proven, it is in the market.

Today we are shifting our focus away from research applications and research institutions toward vertical market applications. When the technology was first developed 9/11 hadn't occurred. The security of the transportation system was not in question. The government was not as concerned about the safety of the food system as it is now. Concerns about adulteration of foods from foreign food suppliers was not a big issue. EST's market opportunity was the analytic laboratory market.

Today we have a different landscape. Airline and transportation security is a major government focus, bacterial contamination and adulteration of the food supply is a growing concern. Research done over the past ten years has opened up new opportunities for our technology in health care and vector control.

CEOCFO: What is the competitive landscape for similar measuring instruments in the different industries and applications?

Mr. Wittmeyer: The gas-chromatography business is highly competitive. It has very large companies such as Agilent, Thermo Fischer, and Perkin Elmer in the United States. Shimadzu in Japan and Siemens in Europe are major competitors. These companies have a full line of instruments for analytical laboratories.

For the past two years, EST has been developing business opportunities that lev-

erage the zNose speed, sensitivity and portability. We have begun to find success in such diverse businesses as health care, food safety, sanitation and vector control, and transportation.

Using health care as an example, Dr. Michael Phillips of Menssana Research has demonstrated that you can detect lung cancer by analyzing the breath of patients. We are working with Menssana Research to move from R&D project to commercial deployment. There are other applications for the zNose in healthcare, such as identification of tuberculosis and pseudomonis bacterial infections through breath analysis.

We are also finding some market traction

Electronic Sensor Technology is a company that is at the front, applying precision sensor technology to applications that have great economic value – from analyzing patients breath to detect and treat health problems, to detecting the presences of explosives and other weapons of terror to detecting adulteration and contamination of the nation's food and water supply. The zNose ability to analyze a sample in under a minute with sensitivity of parts per billion provides a new tool to medicine and the security services to make our lives healthier and safer.

- William Wittmeyer

in herbal medicine. We are working with California Testing Authority, LLC to develop testing protocol to certify the quality and safety of medical marijuana.

The zNose can detect trace amounts of pheromones emitted by insects. As such, we are looking at how this instrument can be used to detect the presence of vexatious insects like bed bugs, and termites.

CEOCFO: Is there much awareness in the marketplace for zNose, and how do you get more people to know you exist?

Mr. Wittmeyer: EST has spent a lot of time with researchers working with the zNose. These incredibly smart individuals have developed innumerable applications for the zNose: measuring the diurnal respiration of plants, ant pheromones in the Amazon jungle, looking for the characteristic odor of lemurs in Madagascar etc.

Most of these research projects are not going to be commercial applications of the zNose but they have created awareness of the instrument amongst research scientists. These projects have given EST credibility in the research community and are now creating awareness of EST in the commercial sector.

Research scientists talk with each other and major companies interested in learning how the zNose can help solve their problems are now approaching us.

CEOCFO: What is the financial picture like for Electronic Sensor Technology today?

Mr. Wittmeyer: We are a non-reporting company. As such, I am reluctant to provide financial information. What I can say is that we have weathered the recession. We have had two consecutive quarters in which quarter-over-quarter sales are improved over the previous year. We are currently working on several major applications in the transportation, vector control and healthcare markets that we expect to become the growth drivers over the next 2 years. I cannot provide much information on these because we are under confidentiality agreements.

CEOCFO: With so much opportunity, how do you focus?

Mr. Wittmeyer: The zNose has a plethora of applications. EST does not have sufficient understanding of the market requirements to thoroughly evaluate and select the best opportunities for the technology. In addition, we do not have the financial resources to pursue all the applications of the technology. We have chosen to work with companies that have "domain expertise" and to go to market with them. These companies will help fund the development of the application and, if necessary, a custom instrument developed for the respective application. If a company is willing to pay EST to help find a solution to their problem and can convince EST that it is a large enough problem that will result in the

sale of many units then they have our attention and our resources.

CEOCFO: Do you do much investor outreach?

Mr. Wittmeyer: No, we have not done much investor outreach yet. In the midst of the recession, we decided it was not a good use of funds. Now that we getting through the recession and have set the foundation to grow we will begin to reach out to the investment community.

CEOCFO: Would you lay out the case to potential investors; why consider Electronic Sensor Technology today?

Mr. Wittmeyer: EST is a highly speculative investment. The company's future depends upon many things outside the control of EST. Having said that, the case for EST as an investment rests on three pillars, healthcare, security (including food safety) and commercial applications.

Dr. Phillips of Menssana Research has demonstrated that he can detect lung cancer through analyzing the breath of pa-

tients. EST's zNose is both fast and sensitive. It is well positioned to be the instrument of choice for breath analysis. Dr. Phillips has also demonstrated that he can detect tuberculosis and some other diseases using breath analysis.

The security of the transportation system and the food and water supply of the United States is under constant threat. EST's zNose detects most explosives including TATP making it a useful tool for transportation security. The zNose has been evaluated by security forces and it has shown that it can detect chemical weapons as well.

The zNose has demonstrated that it is able to detect bacterial contamination (Salmonella and e-coli) on lettuce and poultry.

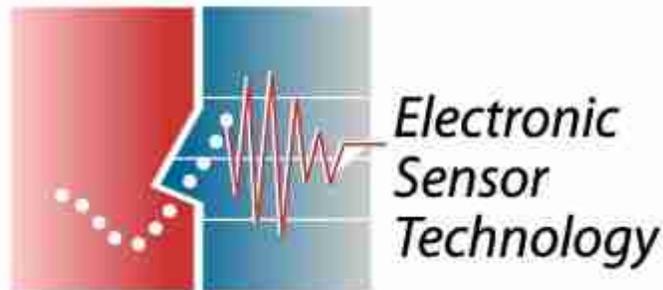
There is an emerging market for the zNOSE technology in herbal medicine and other commercial applications such as vector control and water pollution. EST is currently working to develop a testing protocol to assure users of medical

marijuana of the herbs' strength, quality and safety.

All of these are multi million dollar opportunities for EST.

CEOCFO: What should people remember most about Electronic Sensor Technology?

Mr. Wittmeyer: Electronic Sensor Technology is a company that is at the front, applying precision sensor technology to applications that have great economic value – from analyzing patients breath to detect and treat health problems, to detecting the presences of explosives and other weapons of terror to detecting adulteration and contamination of the nation's food and water supply. The zNose ability to analyze a sample in under a minute with sensitivity of parts per billion provides a new tool to medicine and the security services to make our lives healthier and safer.



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