

**CEO
CFO** **ENVIRONMENTAL
WASTE INTERNATIONAL**Issue:
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With the Rights to a Patented Process to Use Microwaves to Break Down Organic Waste, Environmental Waste International Inc. is Turning a 20 lb. Car Tire into Seven lbs. of Carbon Black, 2 lbs. of Steel, Just Under a Gallon of Oil with the Excess Being Non-Condensable Gasses that Can Be Used as a Fuel Source

**Environmental
Green Technology
(EWS-TSXV)****Environmental Waste International
Inc.****283 Station Street
Ajax ON Canada L1S 1S3
Phone: 905-686-8689****Stephen Simms
President and CEO****BIO:**

Dr. Stephen Simms, President & CEO has been a Board Director of EWS since 1993. In April of 2002 Dr. Simms was appointed by the Board to fulfill the role of President & CEO. Prior to this appointment, from late 1999 he was heavily involved in the day-to-day operations of the Company as Executive Vice President. He brings a wealth of business acumen to EWS through his past associations with high tech companies, and presently sits on the Board of Directors of Trillium North Minerals and Solar Bancorp Inc. Dr. Simms has a DDS and a B.Sc. degree in Physiology.

Company Profile:

Environmental Waste International Inc. is engaged in the research, design, development, sale, and maintenance of products based on the patented Reverse Polymerization Process (RP) and microwave delivery system. EWS has designed solutions for the safe disposal or recycling of used tires, liquid biological waste systems, food waste, and medical and animal waste.

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

CEOCFO: Mr. Simms, would you tell us about Environmental Waste International?

Dr. Simms: Environmental Waste International has the rights to a patented process involving microwaves to break down organic waste into their simpler forms.

CEOCFO: What is the end result of your process?

Dr. Simms: The easiest way to understand what we do is probably with the graphic example of what we do to a car tire. If we took a 20 lb. car tire, which is an average passenger car tire; we would break that back down to seven lbs. of carbon black, 2 lbs. of steel, just under a gallon of oil, and the excess would be the non-condensable gasses, similar to methane, ethane, propane, which actually we use as a fuel source.

CEOCFO: Is your microwave process a proprietary technology, and what does it involve?

Dr. Simms: The microwave process that we use is a patented process that covers the way the microwaves are applied to various organic items and how well it links to the item. What linking refers to in terms of the microwave is how well it interacts. Certain items such as ceramics are invisible, so microwave does not see it. It just passes through it, whereas other items that contain hydrocarbon base and that is what organics are, anything with hydrocarbon, it interacts

with quite well. Therefore, it is able to take the complex molecules, the long chain complex molecule with hydrocarbon and break it back down to its simpler form. We apply this to tires. We have also worked with various medical waste, biologically contaminated wastewater and food waste.

CEOCFO: Are you doing this onsite, or are the tires and waste brought to you?

Dr. Simms: As a company we were an R&D company that developed the technology and then designed and had systems built specifically to meet the needs of various clients. Therefore, we deliver our systems to the clients who then operate the actual system. The biological wastewater sterilization was a contract that we had with the U.S. Department of Agriculture, the USDA, and one of their research centers. This center works on infectious diseases, so they have to make sure that all of the potentially infected material, and wastewater is 100% sterilized before leaving their facility and going into the municipal wastewater system. Our system does not make potable or drinking water. What it does is it completely sterilizes any virus, bacteria, or spores that might be in the wastewater, making it safe to dispose of. Then the municipal systems are the ones that make it into drinkable and potable water.

CEOCFO: Do you have any recurring revenues or is this just a one time sale?

Dr. Simms: With the USDA, they have had that system for almost seven years now and we have an annual maintenance contract where we go back onsite every month to maintain the system. We make sure it is always operational. We have recurring business or recurring revenue from that, so it is a one-time sale of the system and then an ongoing maintenance offered on any system we sell. With the new introduction of the tire technology, we are just now at the point of launching the commercial side of the tires. That side of the system we will be looking at as a totally different model because it is one that actually represents a potentially profitable business to be operated in terms of making a positive cash flow. We will be running one of these facilities because of the by-products, which are all in a high enough quality that they can be resold for revenue and thereby making this into its own separate business.

CEOCFO: Is it the same technology, but tweaked for a different product or are there different technologies?

Dr. Simms: The basis of the technology is the same, but the system that embodies it is completely different. With our medical waste system, it is designed in a very robust manner because you do not know what a particular load is going to be. You do not know if it is going to be all plastic, rubber, or latex, cotton, surgical or anatomical parts. Therefore, the system is designed very robust in terms of its operation, and as it breaks the items down whether it is rubber, plastic, or latex. It produces the off-gas that has to be cleaned and when you are dealing with tires, every tire is basically the same makeup, so you have a very consistent by-product that you are treating. In the case of medical waste, it is a completely different system that has to be designed to handle all sorts of various by-products.

CEOCFO: I see you have some installations in the United Kingdom; what is the geographic footprint for you?

Dr. Simms: The present systems we do have in the U.K., are the food

waste system with the Royal Navy and we had previously done work with medical waste in the U.K. In the U.S. we have dealt with the USDA and Abbott Labs for wastewater sterilization. With the launch of the tire technology the interest is worldwide. We have groups from Europe, Asia, all across the U.S., very interested in this new technology and the launch of it and wanting to come out to actually see the operation of the new plant, which should be operational later this year.

CEOCFO: How are tires currently being recycled?

Dr. Simms: Right now the tires have several ways of being recycled. One is grinding or shredding the tire. Secondly, is taking it down even finer to a crumb, which is called crumb rubber. It can also be pelletized and made into a TDF (tire derived fuel) that can

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be used and burned to produce energy or landfilled as a final resort for disposal. Although the tires do not tend to break down any further and quite often can resurface back in the landfill.

CEOCFO: Will you be focusing primarily on the tires?

Dr. Simms: Yes, the present focus of the company is on the tire system, although we still have the other systems that have been developed. Our core business is still the ongoing R&D of new applications, but the tire application represents sort of the first commercial system that actually represents a positive economic model. When somebody buys a medical waste or a wastewater system, they are usually buying it to meet a need that they have based on regulations or requirements. They do not buy the system because it makes them money, but it allows them to meet the local regulations or by-laws that they have to, to operate their businesses. However, with the tires it

is completely different because it becomes a business model that you can actually make this into a business. Therefore, you can have entrepreneurs setting up facilities and taking in tires and then selling the by-product. You can also have locations that are already existing, such as tire dumps that can now open their doors to new tires coming in because they can now take the tires that they have and start producing a sellable by-product or even end users of some of the by-products interested in a source of carbon black. This gives all of these groups opportunities to get involved in this business and look at it as a positive cash flow rather than a negative cash flow.

CEOCFO: Would you tell us about your recent acquisition of Ellsin Environmental?

Dr. Simms: Yes, we did recently acquire Ellsin Environment Ltd., which was the company that contracted us to build the tire plant based on our technology. Therefore, this was work that we had done over many years developing this. Our company basically has been around

about seventeen years now and has worked from the start until now on continuously improving and developing the technology. When Ellsin came to us and contracted us, it was to build them a pilot plant that would become a sort of showpiece opportunity for them to take the technology and launch it into the commercial application. As part of that deal, we had granted Ellsin the rights to either sell or operate the tire plants themselves within Canada and the U.S. The opportunity to acquire Ellsin was something that came up based on circumstance and allowed us to take over the ownership of their company, which gives us back the rights to the Canadian and U.S. markets and gives us the direct control as the technology and the application goes forward.

CEOCFO: How do your potential customers know you exist?

Dr. Simms: A lot of our business over the last ten years has come through the internet and groups that have searched for a very niche market or

need. The USDA came to us literally by doing a search on the internet and they had a specific requirement that nobody else could meet. They came across our website and contacted us. Then we worked together with them and they awarded us the contract for this. When we announced the deal with the USDA, then announced the completion, a group working with the Royal Navy in the U.K. saw that and they came to us with a problem that they had and asked us to work on a system for them. Almost in a sense I guess somewhere between the internet and a bit of the exposure as some of the press about the various systems has led to a lot of the business. However, as we go forward, we realize that we have to be more aggressive when it comes to marketing the company, especially if we are now introducing a system with a commercial appeal, with the opportunity to represent potential business for both the purchase and for our company.

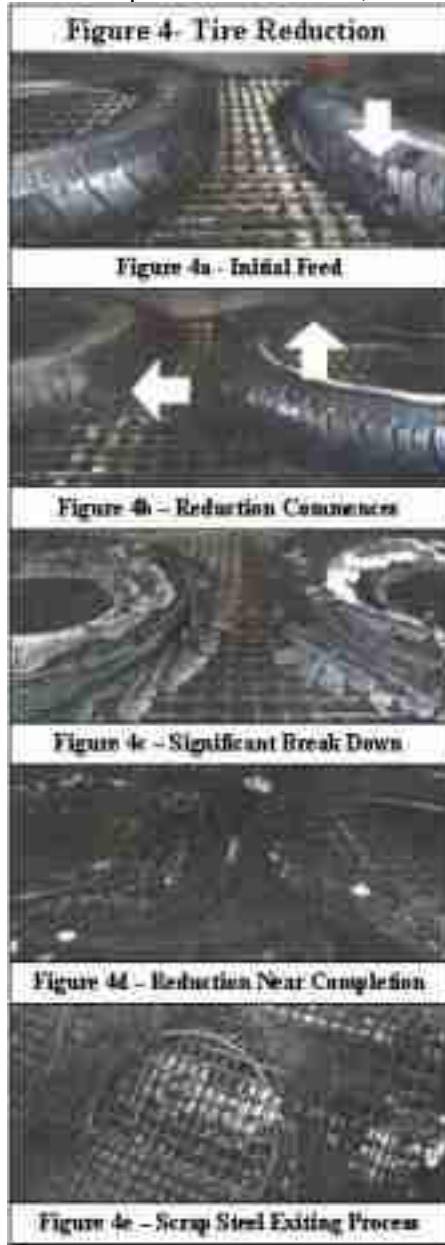
CEOCFO: What is the financial picture like for Environmental Waste International today?

Dr. Simms: The Company is sound financial for our own present expenditures. We are a public company, which gives us the opportunity to access the public markets if we need to raise funds as we work toward launching the product and establishing our marketing campaign, but I wouldn't say we are flush with cash or that we are robust as far as our present snapshot. However, we expect that to change fairly soon based on the launch of this product.

CEOCFO: Why should potential investors pay attention to Environmental Waste now?

Dr. Simms: For the opportunity with the Company, what we view this as is

a new beginning in a lot of ways for the Company. The Company has been very focused on R&D. For the last seventeen we have had a couple of systems that have been sold to meet the specific client needs, but we



haven't had one with mass appeal and one that has an opportunity to generate recurring revenue for the

company. With the introduction of the tire plant, part of the pricing model for this system includes a royalty back to the company for the operations of the plants and the ongoing maintenance contracts for keeping these systems operating, plus of course, the actual markups of these systems. We are looking for an opportunity to become profitable with this system and that we believe will have many repeat orders as far as the size of this market. The tire market in North America alone is over 300 million tires per year. Used tires come up for recycling, so every year there are 300 million tires that have to be disposed of. Our system, obviously we believe, is going to be a great opportunity for the tires to be disposed of in an environmentally friendly manner and at the same time produce usable by-products that can be sold and used in new products all over again. I think one of the keys also is the just under one U.S. gallon of oil per tire. As the price of oil continues to climb, this is becoming a very interesting commodity that we are producing.

CEOCFO: Final thoughts, what should people remember most about Environmental Waste International?

Dr. Simms: What I hope that they take away is, that we are a Company that has positioned itself to try to handle various waste streams, but in an environmentally friendly manner and where possible in an economically viable model that allows them to continue the operation. Therefore, we will not be something that you buy and you use once and throw away. Our systems are designed to be something that will have staying power and will offer the consumer something that if they purchase the system, they will be able to make money operating and running the system.





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