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**With their Energy-Based Aircraft Pre-Flight Ground De-Icing Technology in Use at JFK Airport in New York City for 6 years and Newark New Jersey Airport for 5 Years – Radiant Energy Corporation is leading the way in Significantly Reducing Environmentally Damaging Chemicals at Airports**

**Technology  
Aircraft Deicing  
(RDT-TSXV)**

**David Speirs  
Chief Executive Officer**

**BIO:**

David has over 30 years experience in the aviation industry. He held several senior positions in aircraft operations and maintenance for several airlines in Europe and Australia before joining British Aerospace in 1990, where he held senior Customer Support positions in both the UK and Toulouse, France. David and his family moved to the U.S. with British Aerospace in 1998 where he oversaw a global team responsible for providing a wide range of support products and services, while directing customer program activities in respect of British Aerospace commercial aircraft in both Europe and the Americas. As Executive Vice President and General Manager and Board member of BAE Systems Regional Aircraft, David was responsible for the sales, leasing and support functions in the US, providing a standard and range of sales and support services to a wide range of Jet and Turbo prop customers.

David is now President and founder of Shuttlerow Consulting, which specializes in airline and airport operational management with particular attention to company performance management.

**Company Profile:**

Radiant Energy Corporation (Radiant) develops and commercializes Radiant energy-based aircraft deicing technol-

ogy. As of October 31, 2011, the Company's business activities included the operation of a deicing facility. The Company's products include Radiant 1000 ADG 1 and 2, Radiant 2000 ADG 3 and 4, Radiant 3000 ADG 5 and 6, and Radiant 4000 ADG 6+. The Radiant 1000 is designed to deice ADG categories 1 and 2, covering general aviation aircraft, corporate jets and turboprops, and handling aircraft as large as the Gulfstream V and Global Express. Its system includes the non-glycol based alternative approved by the United States Federal Aviation Administration for the pre-flight ground de-icing of aircraft. The Company's technology is patented in the United States, Canada, Europe, and in certain Asian markets. It markets its de-icing systems to the civil and military aviation sectors, and is engaged in the operation of a system on a contract basis.

**Interview conducted by:  
Lynn Fosse, Senior Editor  
CEOCFO Magazine**

**CEOCFO:** Mr. Speirs, would you describe Radiant for us today?

**Mr. Speirs:** Radiant's technology is a patented infrared deicing technology for aircraft. It is a ground-breaking process that significantly reduces environmentally damaging chemicals at airports. It is safer, faster and less expensive than ethylene glycol, which has been used at airports for many years damaging the surrounding landscape, wildlife and waterways. Radiant's largest system in use is at JFK and been in operation for six years. Another facility was in use at Newark New Jersey for five years. The deic-

ing process helps to make aircraft deicing environmentally and fiscally responsible.

**CEOCFO:** What is involved with deicing? How is it typically done, what is the market and what are you doing in contrast with the current method?

**Mr. Speirs:** Typically, after a long night in freezing temperatures or when it is snowing or during any precipitation in cold temperatures, surfaces of the aircraft have to be deiced to remove the snow and ice from aircraft surfaces. You have to remove the snow and ice from the airplane flying surfaces before the aircraft departs otherwise, the aircraft may struggle to take flight. Traditionally, the snow and ice has been removed using environmentally damaging chemicals called ethylene glycol. Ethylene glycol runs off into the drains and sewer systems of the airport and damages the waterways and surrounding wildlife areas. The glycol chemical flows into rivers and streams polluting and damaging the landscape. This process happens at airports worldwide. Infrared deicing was designed and patented back in 1999 deicing aircraft where the aircraft taxis into a facility and is bathed in radiant infrared rays that melts the snow and ice on the aircraft surfaces. The snow and ice falls from the aircraft harmlessly and drains into the normal drainage system. Therefore, there is no chemical process involved, except in certain conditions where it is necessary to coat the aircraft with a small amount of glycol to prevent the aircraft surfaces from freezing before take-off. The infrared deicing process itself is virtually

chemical-free. We reduced the glycol content by about 90 percent. Anticipating, if it is required, still using some chemicals.

**CEO CFO:** How does your process stand up cost-wise?

**Mr. Speirs:** Compared to deice trucks that have to dispense the glycol, it is approximately eighty percent cheaper on a per plane basis. The system uses natural (or propane) gas as the energy source to create the radiant energy waves.

**CEO CFO:** What has been the barrier in getting your superior system into every airport?

**Mr. Speirs:** The difficulty we've had is that people have already invested in the traditional technology of trucks and manpower and it's difficult to get them to make the transition to infrared when they have already made that type of investment. However, the EPA (Environmental Protection Agency) and many environmentally responsible airports, are now seeing the damage that is being done and they are encouraging the airlines to move away from the traditional glycol methods of deicing to either have a deicing pad which sprays and collects all the glycol treats it and to use radiant infrared deicing. It is an uphill struggle to get people to move away from the old technology onto the new technologies such as infrared. However, we think as time rolls on we are getting there.

**CEO CFO:** You said that the regulators encourage your model. How much encouragement are the able to do?

**Mr. Speirs:** Again, it depends whether the airport actually owns the equipment or the airlines own the equipment. That varies from state to state and from airline to airline. At JFK for example, the Port Authority who owns the infrared facility is not actually responsible for deicing. They are only responsible for the tarmac and the choreography of the aircraft. They happen to own the Radiant facil-

ity though. They fervently believe in Radiant infrared deicing and see it as the way forward. Therefore, it depends on which state or airport you are talking about. It is difficult to get them all to concur and to evolve at the same time. It's currently very convenient for them to just push back from the departure gate by twenty feet or so and spray chemicals. However, they are realizing the long-term effects of this is very hazardous and environmentally damaging so we believe that business as usual for airlines will change.

**CEO CFO:** Are most people that should know about your system aware, or is Radiant still unfamiliar to many of your potential customers?

**Mr. Speirs:** I would say the concept

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of infrared deicing is familiar to airport management. Passengers rarely see what is going around their aircraft before take off but with infrared deicing they'll be in a safe warm facility being deiced by radiant infrared waves as opposed to being outside in the precipitation being deiced over and over again. The airplane just sits there and gets bathed in infrared rays melting snow and ice then takes off very soon afterwards.

**CEO CFO:** Are the airlines and the airports aware?

**Mr. Speirs:** Yes, they are. They are aware of what the deicing alternatives are out there and there is a number of them, but Radiant is the only non-glycol alternative. There are companies designing trucks that will significantly reduce the amount of glycol

spray but they are very expensive and you still need manpower to make it all happen. Airlines are aware that they have to do something going forward. There are very few airports I have ever spoken to that have not heard of infrared deicing. They like it but they are waiting until they are pushed before making a change.

**CEO CFO:** How do you continue to commercialize? What are the steps you are going to take in the next year or two to get on the map where you need to be?

**Mr. Speirs:** What we do is we talk to local state EPA regulators and the airlines and the airport authorities and show them the environmental and cost benefits of the technology. We encourage them to come to JFK and

see the facility in operation where it has been successfully deicing all major airlines aircraft for several years. We've marketed this product all over America, Europe, and I've been to China several times. It is a case of infiltrating the airport authorities and the regulators to let them know the technology is out there. Not every airport needs deicing of course but I think the general public would be surprised how many southern states for example see a lot of morning frost but typically

it's only those airports that get a fair amount of snow precipitation in winter. Frost also interrupts normal passenger scheduled operations in the southern states. It is difficult to get in to see everybody and get around all the airports you want to, however, I attend winter operations conferences and symposiums and I represent several groups that get me in front of a lot of people. We continue to market on a face-to-face basis.

**CEO CFO:** What is the revenue model for Radiant Energy?

**Mr. Speirs:** The revenue model is selling the technology package, providing training and helping to coordinate the building of the facility. We do not have to be involved in building the structure of the facility but we're always on hand to set up the technol-

ogy. Our main revenue is from the technology package and by providing training and manuals and deicing procedures.

**CEO CFO:** Is it easy to implement? What are the steps if an airport or an airline wants to start using your product or technology?

**Mr. Speirs:** It is as easy as building a hangar facility on an airfield of which there are many. It is a very simple structure with no doors on either end. It does not even require fire suppression system, only fire detections system. It is quite a simple structure to build, a steel structure with a fabric membrane covering. We install the technology in the roof over the facility and install the controls and train the airlines or deice suppliers how to use it.

**CEO CFO:** You have a several different models, what are the differences?

**Mr. Speirs:** The difference is only the sizes of the facility. There are facilities we built for fifty seat regional jets, the 1000 system. The system above that is system 2000, which covers ADG 3 aircraft, which is typically Boe-

ing 737 airbus A320 size. We also sell a system 3000, which is for Boeing triple sevens and Airbus A340. We've not yet built anything bigger than 747 size; but we can build and install a system for the Airbus A380 if required, it is just a case of scaling up.

**CEO CFO:** Has the military expressed an interest?

**Mr. Speirs:** The military have expressed an interest in the US. We have talked to Elmendorf in Alaska who have tested the technology for the C130 aircraft. They even sent military aircraft specifically to JFK to do specific tests on specific transporter aircraft. It is a long drawn out process, but yes the military have shown some interest.

**CEO CFO:** What is the financial picture like for Radiant Energy today?

**Mr. Speirs:** It is a tough old slog, because it is a seasonal business and it needs regulatory change to bring about acceptance of the technology. The owners and the investors are committed to the product and they believe that this is the future and we cannot go on spraying glycol for time

immemorial. We are making marketing in-roads in Europe and China.

**CEO CFO:** Why should investors pay attention to Radiant Energy today?

**Mr. Speirs:** Because the winter ops environment at airports is changing. The world is waking up to the environmentally damaging products and chemicals being sprayed damaging and polluting the local water systems. Particularly, those airfields that have a lot of deicing requirements such as Alaska. They are spraying very harmful chemicals onto the ground which is finding its way into the water systems and potentially very harmful to humans as well as animals and wildlife. The future of this business must take you away from the old fashioned trucks which are inherently unsafe and expensive. They are inherently inefficient and environmentally unfriendly. An investor should be interested in the technology that has a future and is on the right side of the environment.

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