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"One to Watch - E-Waste Systems, Inc. – On a Global Scale"

By Recycling Today Staff

Martin Nielson established E-Waste Systems Inc. (EWSI) in late 2010 to acquire reverse logistics and electronics recycling companies with the ultimate goal of consolidating and professionalizing the electronics recycling industry. The London-based company acquired Tech Disposal, Columbus, Ohio, in mid-2011. More recently, EWSI announced two additional acquisitions, which will expand its workforce by 75 employees and four senior executives, Nielson says.

Currently, EWSI offers recycling services at two locations, though the company soon will consolidate into a single, larger facility. "Upon closing the two additional acquisitions noted above, we will gain operations in Philadelphia; Irvine and San Diego, Calif.; Boston; Tucson, Ariz.; and northern Mexico," Nielson says.

He tells Recycling Today more about EWSI:

Q: What is your business philosophy?

A: EWSI has developed an acquisition strategy designed to create what it hopes will be an integrated business that unifies key elements of the rapidly emerging WEEE (waste electrical and electronic equipment) industry. The company is actively pursuing business customers facing brand protection, CSR (corporate and social responsibility) and/or regulatory pressures for the handling of e-waste in multiple jurisdictions. EWSI plans to acquire a number of high-quality companies that maintain strong management teams and share a commitment to helping businesses achieve cost-effective and environmentally responsible compliance with e-waste recycling and disposal requirements. EWSI's mission is to leverage and extend its ever-growing reach to offer existing and future customers with a suite of enhanced services, which incorporate best practices in professional management while investing in state-of-the-art recycling technology.

Q: What is the scope of your operation?

A: To date, the company has announced its intent to acquire Computer Systems Solutions, a Pennsylvania-based mobile computing service specialist with operations in Massachusetts, and its sister company, CPU, a California-based licensed e-waste collector and end-of life mobile computing resource company, as well as Tech Disposal Inc., an electronic waste recycler and asset recovery specialist based in Ohio. In addition, it has signed a letter of intent to acquire a leading company in

New England, which also has operations in Arizona and northern Mexico. It also has negotiated deals in the United Kingdom.

This is intended to become the operational platform for the company and the current captive e-waste streams are expected to be sufficient to open two state-of-the-art plants with an annual capacity of 20,000 tons or more each.



AT A GLANCE

Company: E-Waste Systems Inc.

Principals: Martin Nielson, founder, chairman and CEO; Peter Munday, director of legal affairs; Susan Johnson, secretary and treasurer; Larry Magor, nonexecutive director; and Ghassan Saade, executive consultant

Headquarters: London

Year Established: 2010

Website: www.ewastesystems.com

Services Provided: Repair, refurbishment and resale of electronics; recycling of end-of-life electronics