

**CEO
CFO**



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The Most Powerful Name In Corporate News and Information

**Since We Will Never Run Out Of Medical Waste In The United States,
BioMedical Technology Solutions Is Offering A Safe And Cost Effective
Way Of Dealing With It – Introducing Their Demolizer® Device**

**Small Medical Equipment
Biomedical Waste Removal
(BMTL-OTC: BB)**

**BioMedical Technology Solutions
Holdings, Inc.**

**9800 Mount Pyramid Court
Suite 350
Englewood, CO 80112
Phone: 303-653-0100**

**Donald G. Cox Jr.
Chairman, President and CEO**

BIO:

Don G. Cox, Jr. serves as President, Chief Executive Officer, and Chairman of the Board of the Company. Don Cox is considered a leading expert in the retail industry for his proven ability to take a product from an idea to a concept and successful deployment both domestically and internationally. He has over twenty-five years experience in raising capital, contract negotiations, licensing, product design, operations, sales, and marketing. He has consulted for several companies in the areas of mergers, acquisitions, and exit strategies. He has a unique ability to build management teams with extensive expertise and very diverse backgrounds to create successful companies that are on the leading edge of their industries. Mr. Cox was once the largest national franchise operator of TCBY stores in the 1980s, chairing TCBY's President's Council, and an owner of a large area development agreement with Blockbuster. Most notably, he served as President, CEO and Chairman of the Board of Directors of Pretzelmaker, Inc. He took Pretzelmaker, a company on the verge of bankruptcy, to 220 stores in 40 states and 7 provinces in Canada and Asia in 18 short months. It became one of the fastest growing franchise chains in North America, outgrowing competitors nearly three to one and becoming one of *Entrepreneurs Magazine's* top 200 franchises in 1996. As President and CEO, he was responsible for product development and store design, marketing and distribution, both domestic and international, and franchise business operations.

Mr. Cox was co-founder, President and Chief Executive Officer of Body, Art and Science and SRA (Supplement Research and Advancements), a high-end sport supplement and nutrition company with products distributed in the U.S. and Europe. He is considered an expert in both the fitness and nutritional industries consulting for athletes in the NFL and NBA. Mr. Cox also developed and owned Fitness Unlimited and Florida Fitness, two successful fitness chains in Florida. He is the founder of Namaste®, an all natural, all botanical skin care line developed for women, men, and children with over 90 products. Namaste® was sold in major department stores including Nordstrom and Takashmia on 5th Avenue in New York.

Company Profile:

BioMedical Technology Solutions Inc., a wholly owned subsidiary of BioMedical Technology Solutions Holdings, Inc., provides innovative solutions for environmentally friendly disposal of biomedical waste. Located in Englewood, Colorado, the Company sells and leases the patented Demolizer® II System, the GREEN alternative to biomedical waste disposal. The Demolizer II System is a self-contained tabletop device for the onsite treatment of infectious biomedical waste. The innovative technology converts sharps and red bag biomedical waste into ordinary trash through a simple three-step process. The biomedical waste is sterile, sharps are destroyed and no longer recognizable, or reusable and the processed waste is discarded as common trash. The smart technology incorporates unprecedented quality controls, and compliance documentation is automatically generated at the completion of each process.

BMTS' products are simple, safe, secure, and deliver cost savings for low to medium volume biomedical waste generators including doctors, dentists, veterinarians, long-term health care facilities, public venues, and many more.

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

CEOCFO: Mr. Cox, you have a long history in business, what attracted you to BioMedical Technology Solutions?

Mr. Cox: "I was actually in Connecticut working on a project. I have an extensive background in fitness and nutrition and I was consulting for a company out of Canada. I did some work for them and an attorney friend called and asked me if I could help. When I was in Connecticut at the manufacturing facility of this product, I was getting the nickel tour and they walked me by the machine. I asked what it was and the man explained it to me. That was in November of 2004 and I bought the technology in May of 2005."

CEOCFO: Will you tell us about the technology?

Mr. Cox: "We have the only patented self-contained device that allows you to take both sharps and red bag waste in any medical facility and process it into common trash. It can then be thrown into the garbage can and no longer has to be picked up by a hauler."

CEOCFO: How do you do that?

Mr. Cox: "We have a machine, The Demolizer II, which has a patent; the original patent was issued in 1999. We have actually filed two patents pending around the world in the last two years on some new designs we have incorporated into the machine. There are sharp collectors that you see on the walls of any doctor, dentist, or vet office. They give you a shot, take the needle or scalpel, and drop it into their current sharps collector. Physicians simply change that to our collector, which is proprietary to our machine. Our collector is a standard are a five-quart collector made of tin, not plastic. When it is full, you take it to the machine, put it in, and close the door. You then push two buttons and walk away. The machine heats up, processes for ninety minutes, and then it cools down. When it cools down it prints two labels, lets the machine unlock, and then you open it and take out the collector. You put one label on the collector, put the other label in the logbook, take the treated collector, and throw it in the garbage. It is very simple."

CEOCFO: There are regulatory agencies involved in biomedical waste; where does your product fit in?

Mr. Cox: "The machine was invented in 1993, it was originally patented in 1999, and we bought the technology in 2005. During 1993 to 2005, the original efficacy studies were done at Stanford University and private research laboratories, and then the former owner of the technology began working on state approvals. In many states, you have to be formally approved. In some states, it is county by county and it took an average of three to five years to secure approvals. The previous owner got to forty-some states and we are now at 47 states with three remaining. We are either approved or meet the requirements for treatment and disposal in 47 states, which involved review by over 78 governmental agencies because some states require county-by-county approval. For instance we had the state of California San Diego County Air exemption in 2007."

"We sit in a growing biomedical waste market and we will never run out of waste in this country; however, we will run out of ways of throwing it away, we will run out of landfills, incineration, but we will never run out of the waste. Therefore, we need to have the alternative technology to help us dispose of that waste in a safer and cleaner way, and we have that product."

- Donald G. Cox Jr.

CEOCFO: Where are you in your product?

Mr. Cox: "We put the machine 2007 in a soft launch. The to make sure that the new functioning robustly in the of the Demolizer II Systems out launch this year. We have national and regional distributor, so by the end of 2008 we will have close to ten thousand sales reps through distribution on the street with a goal of a very large national launch in 2009."

approval in 1996 and got the Pollution Control District

terms of people actually using

back in the market place in reason for this was we wanted integrated smart system was field. We have a few hundred there now, and we did a larger signed with almost every major

CEOCFO: Who is your first target group and how are you going to reach them?

Mr. Cox: "There are over a million applications for our Demolizer II System. If you treat humans or animals in any form of medical capacity, you create biomedical waste. That biomedical waste is governed by state and local laws to be handled and disposed of properly. Our technology meets or exceeds all state guidelines for treatment and is consistent with guidelines and requirements published by the EPA, CDC, and OSHA. For every state and sometimes-local counties, we have to demonstrate that our technology meets their stringent requirements. If you are a doctor, dentist, vet, or clinic, you have any form of medical capacity, and you create biomedical waste, it has to be disposed of properly. We can provide our innovative product to scores of facilities. We do this through distribution. In the dental market, the two largest distributors are Patterson Dental and Henry Schein Dental. We have distribution agreements with both. In the medical market, there is PSS and Henry Schein Medical, and we have distribution agreements with

both companies. We have a distribution agreement pending with McKesson, which is the largest medical distributor in the world. Henry Schein Medical and Dental are represented in 200 countries around the world and that is important to us because our machine is CE and CSA rated. We can sell the Demolizer II System anywhere in the world and we can also print our labels in any language. By using distribution, we can utilize sales reps and they can touch each and every one of their customers, which are the end users.”

CEOCFO: New ideas are not always easily accepted; how do you encourage people to look and say, ‘OK let’s go with it’?

Mr. Cox: “The nice thing is we have a track record. The machine has been in the market place since 1995; the former owner had about 100 machines in the field, so there have been over 300,000 processes to date. In addition, we have never had any problems with regulatory agencies. We go to trade shows; we are in front of doctors and dentists, vets, and clinicians all the time. We have a presence at seminars when practitioners go for accreditation ratings, and we also sit down with all of our distributors at their branch and regional offices and train their reps. It is very unique in this industry to have a company this young to not have to give exclusive rights to one distributor or another. Usually when a new product launch is brought out by a company, national distributors want exclusivities on the product. We have not had an exclusive agreement with one distributor; they all want to be a part of BMTS because they realize we have one of the few products within their systems that cross every barrier and every line. We are also not exclusive to a specific market, such as the dental or vet markets, and we don’t need a sales rep to only be experienced in one particular market. Practitioners of any discipline that create biomedical waste can have a solution to expensive biomedical waste hauling.”

CEOCFO: How does the cost factor come into play?

Mr. Cox: “The MSRP on the machine is \$6,995. If you take a doctor or dental office that has a \$250 a month hauling cost average, that cost will increase approximately 10% annually across the board. If they buy a Demolizer II and eliminate that cost, the ROI on that machine is somewhere around eight months. Over the course of a ten-year period, the customer saves between \$45,000 and \$50,000.”

CEOCFO: When something comes along cheaper, better, faster, more effective, often it is hard to make inroads because the industry resists it; how do you get past that barrier?

Mr. Cox: “We don’t feel we have that barrier. As we go to trade shows and talk with physicians and their office staff, or when we talk to sales reps who know their customers, we find they don’t like their biomedical waste haulers. In addition, they are not comfortable spending that money, and they don’t like the surcharges that come with it. It is not a good relationship. We give practitioners an opportunity to regain their control. Using the Demolizer II, it gives them the opportunity to make biomedical waste management safer, simpler, and more secure while saving them money. We say safer, simpler and more secure because the common practice is to tag and label the sharps collectors and red bag waste and then double bag them, tag them again, and store them in a storage room until the hauler comes, which is either weekly, bi-weekly or monthly. That infectious waste sits there and smells, and when it is pick-up day somebody has to take that infectious waste and put it by the proper door for pickup; if not they get a surcharge when the waste is not properly handled and placed for pickup. It is a cumbersome process, not an easy process within the practice. Now, when you use the Demolizer II, the collector comes off the wall when it is full, the staff can drop it in the machine; they hit two buttons, and walk-away. The machine stays ambient to the touch, it never gets hot, no odors, and no airbornes. When the process is done, you take the treated collector out, put a label on it, and drop it in the garbage can. They have eliminated the cradle to grave liability; they have sterilized and destroyed the biomedical waste and it is now common trash. They have made it safer and simpler for their office.”

CEOCFO: Are there any competing products on the horizon?

Mr. Cox: “I think there are opportunities for all kinds of alternative technology within the industry. What is unique about us is the fact that we are approved or meet requirements in 47 states, which involved review by over 78 governmental agencies. With a three to five year time frame that it took to obtain these approvals, even if the amount of time drops to two or three years because people are pushing harder for alternatives, it still creates a large barrier of entry to get into the game. You don’t just get the machine and wake up tomorrow and go, ‘Ok, I am ready to go sell’. You don’t get a federal license to sell, you have to talk to each state individually, and you have to talk to many of those counties individually. We have a compliance officer who is a specialist and she has direct relationships with each and every one of the states that we are approved in, and deals with them on a regular basis to make sure that all the compliance and regulatory needs are met and kept.”

CEOCFO: This is a real winner!

Mr. Cox: “We are very excited. It was a 100% fluke that I found this technology, but when I did, I realized that there were some unique opportunities not only in the U.S., but also in the world. We have a machine that has a million applications in the U.S. We generated 1.5 billion pounds of biomedical waste in the U.S. in 2006 commercially. That was five pounds for every person in this country. It took \$3.5 billion to remove it. The world market is five times that size, and I can sell in any country because of our CE and CSA ratings, and I can print a label in any language. In 2006, eight million Americans took three billion shots at home because of diabetes and other diseases. That number will grow 165% by the year 2016, that means that eight million Americans will turn into twenty-one million Americans taking over eight billion shots. The world market by the year 2030 will have three hundred sixty-six

million people with diabetic related health issues. Twenty-five billion injections today, by 2030, fifty-four billion injections will be required to deal with diabetes in the world. We are developing a home unit based on the exact technology that we own and had patented in our commercial unit. This is a market that as we live longer and get older and medical science creates more and more biomedical waste, the Demolizer II System is going to be needed even more.”

CEOCFO: Where do you manufacture, and what is the plan, especially for a quick ramp when needed?

Mr. Cox: “We have a company in Colorado that is a great research, development and manufacturing company, and are working with us on our next version, the Demolizer II-G, our Green unit. Through them, we manufacture our products. They work closely with several large-scale manufacturing firms to back-up their capacity, so that we would have to get the many thousands of units a year before we would need to expand manufacturing capabilities.”

CEOCFO: What is the financial picture today?

Mr. Cox: “We just went public in August, can’t say it was the greatest time in the world, as we all know. We are sitting here debt-free and we have some great things on the horizon for 2009. I think between the market place itself, the sales that we have projected, and some of the financial offerings that we are putting together with the company; it is going to be very strong and very profitable going forward.”

CEOCFO: Why should potential investors be interested now and what might they not realize?

Mr. Cox: “The biggest thing is to realize that again this isn’t a product that is on a wish list for a doctor, dentist, or vet. These professionals are spending the money on hauling their biomedical waste away. Every practitioner out there who treats humans or animals is writing a check to a hauler to pick up their biomedical waste, the law requires it. This is an alternative for them to make their offices safer and more secure, while saving themselves money, and helping the environment. When physicians eliminate the need for hauling, the trucks aren’t driving to facilities and burning gas or diesel fuel and polluting our atmosphere. The reps do not sit with practitioners and sell them something we think they need or they wish they could buy. It is not like saying I bought the Chevy because I want the Cadillac. Physicians are writing a check to a hauler today. For us, we have every major distributor signed up so that means we have the marketplace. The breadth of the marketplace is distribution; Henry Schein, the PSSs, the Pattersons of the world, these are corporations who have been in business 75 or 80 years and they know the breadth of their healthcare market. This is a market that they want to be in, that is why each and every one of them has signed a distribution agreement with us. Over the last three decades, the medical and biomedical industries have survived major stock market crashes, they are steadfast. We sit in a growing biomedical waste market and we will never run out of waste in this country; however, we will run out of ways of throwing it away, we will run out of landfills, incineration, but we will never run out of the waste. Therefore, we need to have the alternative technology to help us dispose of that waste in a safer and cleaner way, and we have that product.”

CEOCFO: Sounds exciting!

Mr. Cox: “We are very proud of what we are doing. It is not just a company and a job; it is a passion for everybody here. When you start looking and find a new product, or a new technology, you think what a great business opportunity. Then you start breaking into that business and find out five pounds per person per country. Those are scary numbers.”

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