

Medical waste needs – *one solution*



SHARPS
Sharps Compliance, Inc.

Los Angeles County

August 19, 2010

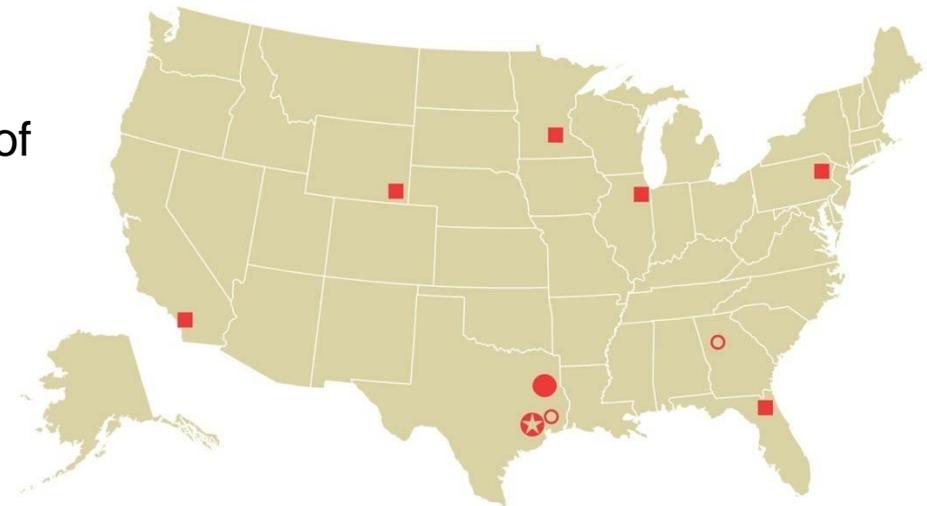
Agenda

- Sharps Compliance Overview / Update
- Sharps Legislation
- Sharps Mail Back Opportunities
- Sharps Disposal By Mail Solutions
- Sharps Collection Program Solutions
- Unused Patient Medication Disposal
- Pharmaceutical Disposal Legislation
- TakeAway: Medication Disposal
- PELLA-DRX
- Next Steps

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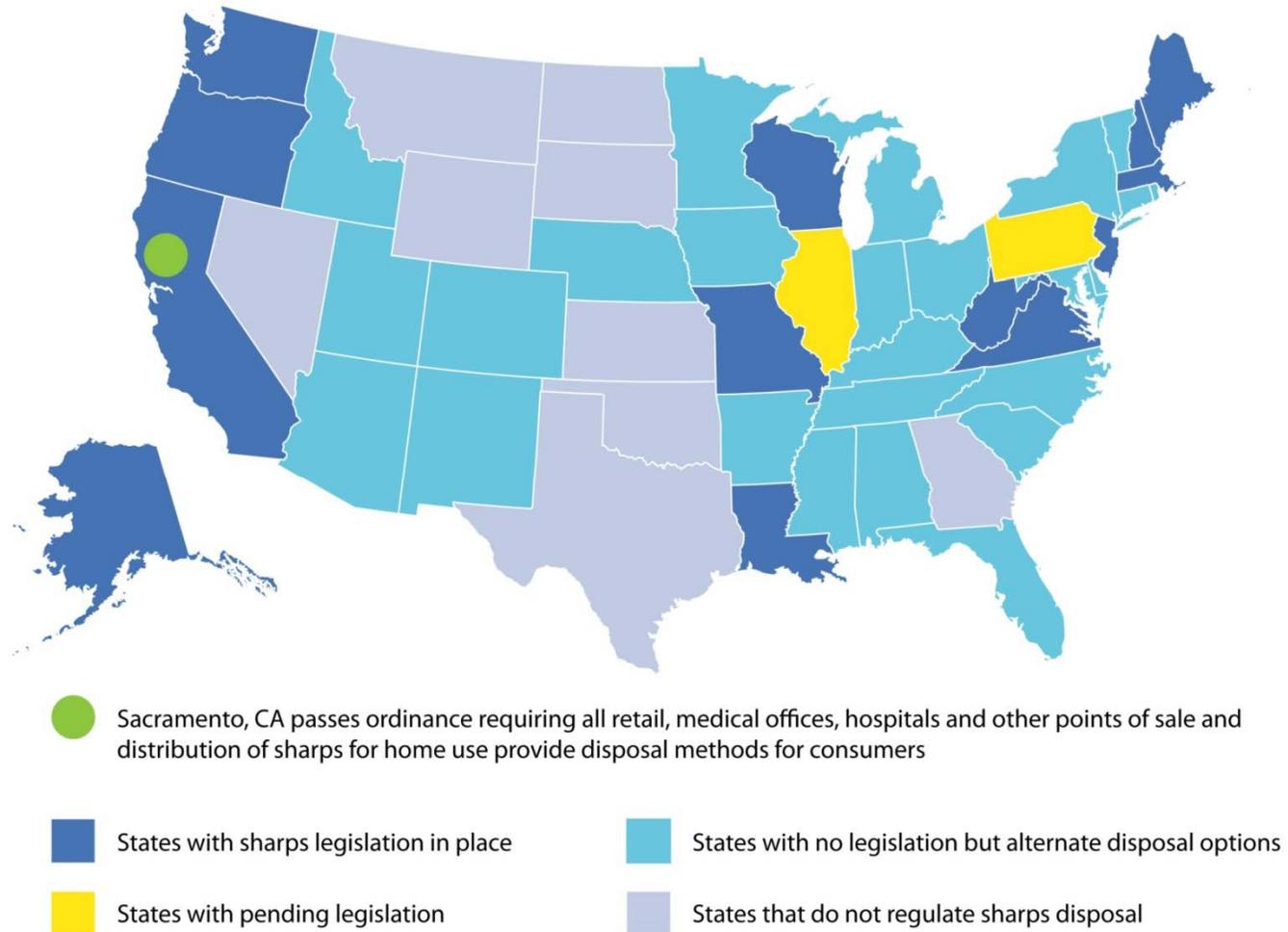
Sharps® Compliance Overview

- Founded in 1994
- Publicly traded on NASDAQ
- In-depth industry experience
- National reach
- Leading developer and supplier of superior solutions for improving safety and patient solutions
- Compliant with OSHA, DOT and USPS Federal Regulations
- On-staff experts
- Complete fulfillment services
- Full data services
- Developer of PELLA-DRX
- Fully vertical integrated supplier from design to *'Repurposing'*



- ★ Sharps Compliance, Inc. headquarters: Houston, TX
- Sharps treatment and disposal facility: Carthage, TX
- Sharps warehouse facilities: Houston, TX; Atlanta, GA
- Sharps regional offices: CA; IL; FL; PA; MN; WY

Recent & Pending Sharps Legislation



Sharps Mail Back Opportunities

- Individual Needs – 1 QT Sharps Disposal By Mail
 - Hard to reach / Rural areas
 - Elderly and Handicapped
 - Diabetics
- Collection Programs – 28 Gallon Recovery – UPS
 - Fire Stations
 - Public Locations
 - Police Departments
- Kiosks – Sharps / Medication
 - Sharps collection
 - Unused medication disposal

Sharps Disposal By Mail Solutions



Used to complete an established collection program:

- 1 Quart and 1 Gallon – elderly, handicapped, diabetic and rural areas.
- Convenience of Sharps collection, shipment and disposal on your schedule *and* cost-effective.
- FDA and USPS approved Sharps container is both puncture resistant and leak proof.

Sharps Collection Program Solutions



28 Gallon – TakeAway™ Recovery System®

- Just like with a pickup service box, 28-gallon TakeAway Recovery System can hold 50 lbs of sharps containers and red bags of non-sharps waste.
- Great for remote areas, collection events, wherever UPS picks up or a solution to an expensive collection pick up service.

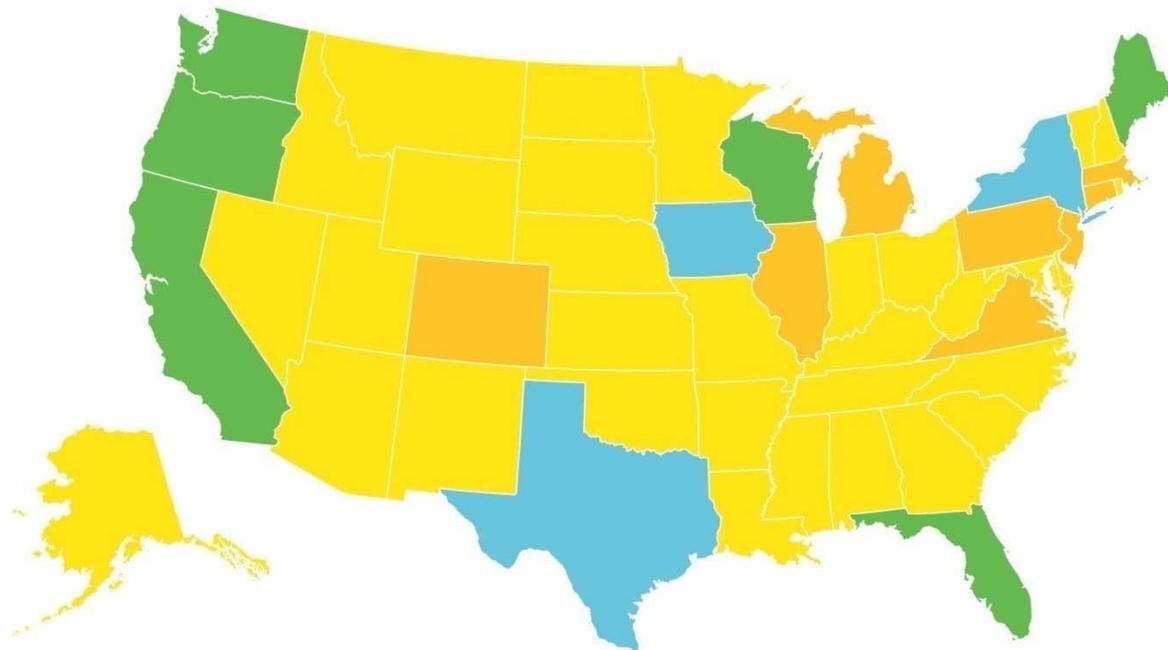
- Kiosk with 28-Gallon TakeAway Recovery System provides complete solution.





Unused Patient Medication Disposal

Pharmaceutical Disposal Legislation



- States introducing legislation in 2009
- States which introduced legislation in 2007
- States which introduced legislation in 2008
- States which have not introduced legislation



Unused patient medication in the U.S.

- Approximately 4 billion prescriptions are filled in the United States annually, and it has been estimated that as much as 35% of the dispensed medication goes unused, resulting in over 200 million pounds of pharmaceuticals which can adversely affect the environment if disposed of improperly.
- Improper disposal or diversion of unused medications increase the risk of accidental poisoning and drug abuse.
- Regulatory Environment
 - EPA now reviewing unused medications – eliminated flush list
 - DEA is currently reviewing changing 21 CFR part 1300 regulations
 - Introduction of Inslee Bill (directed at controlled drugs)

TakeAway Environmental Return System™





Sharps® TakeAway Customized Packaging

- Costs included:
 - Packaging
 - Instructions
 - Tracking
 - Return postage
 - Security
 - Assured destruction
- Customization (TBD)
- Tamper evident packaging
- Police process the return
- Approved by 





Sharps® TakeAway 10 & 20 Gallon Collection Systems

- Return UPS
- Tamper evident packaging
- Police process the return
- Approved by UPS
- Ideal for pharmacy collection programs



PELLA – DRX™ – A Waste Conversion Process

- Sharps Compliance, a leading provider of cost efficient management solutions for medical waste and unused medications proudly presents PELLA-DRX™.
- PELLA-DRX™ is the end product of Waste Conversion Process (WCP), a stringent method that renders the origin of the product indistinguishable while **WCP eliminates landfill use of medical waste by 100% by using Sharps Recovery products.**



PELLA-DRX

Waste Conversion Process

Medical waste re-purposed
into a safe and usable material

Patent pending and unique to
Sharps Compliance, Inc.

ELIMINATES 100% THE USE
OF LANDFILLS!

Carbon footprint reduction for Los
Angeles County

Reinforces the “GREEN” corporate
message

800.772.5657 / www.sharpsinc.com

This is...

Imagine a world where medical waste is safely repurposed.

Sharps Compliance, the innovator of Sharps Disposal By Mail System® proudly announces PELLA-DRX™, the end product of a waste conversion process.

For the first time, medical waste is converted into a safe and useful material.

An *evolution* in medical waste treatment and repurposing that creates a new resource!

SHARPS
Defining Change Through Innovation™

To learn more, visit us at
nolandfillsrequired.com
or call Sharps Compliance at 800.772.5657
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Next Steps

Follow up on Los Angeles County's interest:

- Sharps Dispose by Mail
- 28 Gallon Recovery System
- Sharps/Medication Kiosk
- TakeAway – household pharmaceutical disposal
- PELLA-DRX