

**Verbatim -- July 22, 2005 – 9News 5 and 6 a.m. newscasts:
Where In The Town Is Gregg Moss at Baxa Corporation, Englewood, CO**

5:30 a.m. tease:

. . .I'm Gregg Moss, it's Friday and that means we're Where In The Towing. We're at a local medical manufacturing company, helping save lives with this equipment and more throughout the world. We'll explain in a few minutes.

5:37 a.m. tease:

Gary Shapiro: Gregg Moss is back this morning with another Where In The Town segment. Good morning, Gregg.

Gregg Moss: Hey good morning guys. We have jumped the rails and gotten into something a little more health related. We're at a health manufacturing equipment company here. They've been around for a long time. About three decades. They make everything from syringes to high tech equipment and they're saving lives all over the world. We'll tell you how Baxa Corporation does what it does and have all the day's business news when we come back. Stay with us.

5:40 a.m. segment:

Kyle Dyer: Fresh off the steam locomotive ride from Cheyenne, Gregg hopped back into the Ramble this morning and headed to the southern part of town.

Gary: He did, he is at a family-owned company that is making health care products and has been for the past 30 years.

Kyle and Gary: Good morning, Gregg! Hi Gregg.

Gregg: Hey, good morning guys, did you see me squirt the water here right before the commercial break?

Gary: Yeah, all over the lens.

Gregg: Yeah, right there. Let me get that. And I realize this camera's probably worth more than I'll make in ten years, so I should make sure we clean this off. We had a great time coming from Cheyenne yesterday, but we are in Englewood, Colorado, today at a company called Baxa. They have been around, as you mentioned, for about three decades. A family-owned company. And they're really making some really unique products. Not just syringes, but some other high tech stuff. We're going to talk more about that, but first let's take a look at business news for you this morning. . . [business news from Gregg].

Gregg returns: Baxa Corporation is headed no where but up. That's for sure. And this is Gregg Baldwin, the CEO of the company. Thanks for getting up early with us this morning. We appreciate it. Tell us what Baxa is and what you do.

Greg Baldwin: We're a company that's based on the idea of helping pharmacists to handle, mix and administer liquid medications. And these are hospital pharmacists dealing with the most critically ill patients.

Gregg: And you do this all over the world, right?

Greg: All over the world, over 45 countries.

Gregg: Now this is your Dad right up there?

Greg: Yeah, that's my Dad.

Gregg: He started the company back in 1975. And you had kind of a simple line of products then, just syringes, as we have had fun with today.

Greg: Yes, those are oral syringes to prevent accidental injection. Accidental injection is what they're meant to prevent.

Gregg: When you first started making these, you thought, yeah we'll just make a few and sell them, not a very big company.

Greg: Well those pharmacists seemed to have a lot of issue about handling and mixing drugs. And so, more and more technology got applied so we got to mixing in the IV therapies, small volume IVs. And these are large-volume IVs. When a patient can't eat they have to get all of their nutrition through an IV source. And that can be very cumbersome to mix. As you can see, there are lots of ingredients, from your fats. . .

Gregg: I don't think people realize that hospital pharmacies have to do a lot of mixing their own drug and that can be dangerous.

Greg: Exactly. If, for instance, one of the ingredients on here is potassium chloride. That's an element that if you get too much of will stop your heart.

Gregg: So you guys make the software, the computer equipment, make the syringes, too, and the dispensing and the bags as well. You're not a small company anymore. There was \$27 million dollars in 1997 when you first took over and now where are you at?

Greg; We'll do about \$91 million this year and we have over 300 employees worldwide.

Gregg: And we're going meet some of those employees next half hour. Because everything they do here, you got to have a clean room environment. We're going to give you a little peak at the clean room and do some assembly, too, I think.

Greg. All right.

Gregg: No more water fights with the syringes here. If want some more information about Baxa Corporation and actually all of our Where In The Town visits we've had recently, go to 9news.com, Mornings@9News and click on the Mornings@9News Where In The Town section a little bit later today. So we'll see you guys in about 30 minutes.

Kyle: Very good. Important stuff and thank you Gregg.

6:08 a.m. tease:

Kyle: It's now eight after six. Gregg is hitting the road again today with a Where In The Town segment. He is checking out a local company that give doctors some of the tools to help patients. We're going to check in with him in just a couple minutes. There's a lot of stuff there. We'll be right back.

6:11 segment:

Gary: And welcome back everyone. It's eleven minutes after six o'clock right now. Gregg Moss hitting the road in the Rambler for the second straight day. In a Where In The Town segment.

Kyle: That's right. He joins us live this morning from Englewood at a local company that helps the health care industry quite a bit:

Gregg: Hey guys, good morning. I'm in the warehouse in the kitting section. When I was driving in the 844 yesterday – about 6,000 horsepower yesterday. I think I've got a half a horse today... probably a little more my speed. If you stick around here long at Baxa, they're going to put you to work. Because this company founded in 1975 has seen tremendous growth in the last decade. We're going to find out what they do and how they do it and where they're going from here in just few minutes with the CEO of the company. But first lets take a look at some business news for you. . . [business news from Gregg].

Gregg: Once again, Where In The Town. Yesterday we were pulling trains and running steam engines. But this is Greg Baldwin, CEO of Baxa Corporation, but we're doing something a little more important for the health of a lot of people around the world. Tell us what you guys do out here.

Greg: Well, we make any kind of product that a hospital pharmacists needs to mix, measure and administer liquid medications. So, everything from an oral syringe to the tools they need to mix IV bags.

Gregg: We've got some video, I believe, of some of the high tech equipment you're using now. What is this machine we're looking at?

Greg: That machine is for mixing total parenteral nutrition, which is the nutrition a patient gets through an IV when they can't eat. And it's up to 24 different ingredients that have to be precisely mixed. That's a real important application, especially in premature babies and in adult patients who have had some dysfunction with their digestive system.

Gregg: A lot different from when your Dad started the company in '75?

Greg: Exactly, a lot complex.

Gregg: A couple of syringes. And now you're going into high tech. We're in the kitting area here. And I think if you were looking before the commercial break, or at the very beginning of the newscast, you saw this vast warehouse. It sort of dramatically illustrates how well business is doing for you guys.

Greg: And this is just all the raw materials, which are on one side of the plant. In middle we have our clean room, which we'll see in a minute. And then on the other side our finished goods. In between is, of course, a lot of the products have to go out and be sterilized.

Gregg: And these folks are actually putting some of the initial kits together.

Greg: Right, when you're in the clean room you don't want to go looking for what you're going to make. So these folks are kitting all of the parts that they need to make to make different work orders that we have.

Gregg: So let's walk on around here, we'll actually give a little sneak peak at the clean room, but give a sense, you were at about \$26, \$27 million dollars, something like that?

Greg: Yes, about. So that was '97 and now we're going to be \$90 million this year and hopefully growing to about \$150 million over the next four or five years.

Gregg: A huge growth.

Greg: It really is, and we've been fortunate to have some great people come in here from great companies in Denver and bring production ideas like lean manufacturing that's used at Toyota and Dell Computer into our environment.

Gregg: Coming up next hour, we're going to suit up and go into the ultra clean room. So it's time to swab the decks as they say. Let's get going. All right, see you in about 30 minutes. All right?

Kyle: Do they really say that?

Gregg: No, they didn't really say that. I was going to say it was time for the sponge bath, but we didn't want to go that way.

Gary: Ultra clean room. Sounds like your living room?

Kyle: I wish.

6:34 a.m. tease:

Gary: Gregg Moss is out and about this morning, checking on a long-time local business. Good morning, Gregg.

Gregg: Hey good morning guys. We're in the clean room prep area, getting ready to go in and assemble some medical equipment that Baxa Corporation puts together. They've been doing this for about 30 years. Kind of a little known company, but we're going to lift the lid off the secret and have all the day's business news when we come back. Stay with us.

6:38 segment:

Gary: Twenty-two minutes now before 7 o'clock and Gregg Moss has the Rambler on the road this morning. And it took him down to Englewood for this morning's Where In The Town segment.

Gregg: Good morning, Gary, I'm all cleaned up. This is Sunja, she's worked for Baxa for about five years now. And we are assembling tips for the syringes that we showed you earlier today. Baxa, of course, makes all these. They've been around for about 30 years or so. Am I doing okay?

Sunja: Yes.

Gregg: She's very particular. I put this in here. And then I put the top on. All right. Just like this. And then we'll seal it up?

Sunja: Yes, but like that.

Gregg: Oh up-side-down? Okay, all right, very good. I'm going to turn it back over to you. Is that all right? Okay, Sunja's going to take over. This company, kind of a little known secret, but they are doing gang buster business and helping kids and a lot of sick people all over the world in hospitals. We're going to talk to the CEO more about that in a second, but first let's take a look at some business news this morning. . . [business news from Gregg].

Gregg: All right. Once again, Where In The Town Is Gregg Moss on this Friday. We're at Baxa Corporation in Englewood. Greg Baldwin's been with us all morning. The very young CEO of a very successful company. Congratulations! Your Dad started this in 1975.

Greg: Yes, 30 years ago.

Gregg: What was his goal when he first opened up?

Greg: You know, they just wanted to solve a problem for hospital pharmacists, where they'd had some accidental injection of oral liquid drugs, so they developed a syringe that would not go into an IV site or a needle. And as they got to know pharmacists they realized they had all sorts of other issues and problems with handling liquid medications. So we developed a whole line of products.

Gregg: From here, your folks are now assembling that.

Greg: Right.

Gregg: And the reason why we're in such a clean room environment is obviously these are very sterile products.

Greg: These are all of the things that are made in the area are used to make sterile IV products. And these are all the tube sets that go in the electro-mechanical equipment that we also produce here.

Gregg: Wow. Your growth has what, tripled? You're going to double again probably in the next five years. How do you maintain and manage all that?

Greg: Well one of the things I realized walking around in here today is that the people have been here for a long time. In fact, our average tenure in this room is about six years. We added about 50 people last year, so overall in the company the tenure is about four years. So we have really been fortunate to have great people and have a really nice culture where everybody works together with a lot of team work.

Gregg: At the very end here this little machine is bagging it up and it goes from the clean room into another area here and you ship it off all over the world. How many countries are you selling in right now?

Greg: About 45 countries we're doing business in. And so they're going to do a final inspection and from here it will go out to a sterilization process, come back and then we can ship it out to customers.

Gregg: Thanks for giving us a little peak this morning. I've never felt so clean in my life. If you want some more information about Baxa Corporation and all of the Where In The Town segments we've done recently, go to 9News.com, click on the Morning@9News, but a little later today we'll have all the information. You mentioned Gary that Greg was saying employees are very important and there they are, they're all coming around, waving good-bye. Say good-bye everybody from Baxa Corporation.

Gary: Bye guys! All right. They're clean and they're there.

Gregg: They are indeed.