



Medical Devices

- ◆ Thanks to an industry-wide commitment to quality and continuous improvement, Canada has become a world leader in the manufacturing of medical devices.
- ◆ Canada has approximately 800 manufacturers and distributors of medical devices.
- ◆ Canada produces over 1,500 categories of devices. Examples of Canada's strengths include: heart valves, electronic cardiography, in vitro diagnostics, radiation therapy and therapy archiving systems, ultrasound scanners, dental implants and materials, assistive devices, home health care and mobility aids.
- ◆ Over the last decade, Canadian sales to international markets have increased approximately 250%. The main customers for Canadian medical devices are from the United States, Japan, Germany, the United Kingdom, France, Australia and China.
- ◆ Canadian medical devices are known for their high-quality, reliability and cost-effectiveness. Canadian companies are flexible and adapt product lines to suit customer specifications.

Elevator pitch – Environmental Industries (www.doingbusinesswithcanada.gc.ca/en)

- ◆ Canada ranks 3rd in the world for environmental sustainability. Global environmental agreements, such as the Kyoto Protocol, combined with stronger international demand for environmental technologies, create opportunities for the development and production of innovative technologies.
- ◆ Canada is a world leader in the development of water and wastewater treatment technologies, specialized air pollution control systems, liquid and solid waste handling systems as well as monitoring and measurement instrumentation.
- ◆ Canada has one of the largest and fastest growing clusters of expertise in fuel-cell technology.
- ◆ Canadian companies provide customized solutions to their customers. They increasingly partner with multi-national equipment manufacturers in co-developing environmental technology solutions. Canadian firms are also well-known for excellent after-market service.
- ◆ Canada's environmental industry consists of 6,500 firms recognized internationally for their expertise. About 65% of these firms provide engineering and consulting expertise.
- ◆ The industry as a whole grew at an average annual growth rate ranging between 10% and 15% between 1996 and 2002; annual sales exceeded \$25 billion.