INTERNATIONAL TRADE BUSINESS PLAN 1993/1994 COMPENDIUM

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(record #: 831)

SECTOR: Medical Devices
AREA: United States

DATE: Dec 1993

ACTIVITY: Radiological equipment and accessories; national stand:

Radiology Society of North America

LOCATION: Chicago

CONTACT: J P Petit EAITC UTO

TELEPHONE: 613-944-9482

DECEMBER 1-3, 1993

PRODUCTS: Radiology, imaging equipment, components and

supplies.

ATTENDANCE; 55,000 trade only people from 82 countries and 600

exhibitors. All leading international manufacturers of radiology equipment and services, plus makers of advanced interventional systems exhibit or participate in the trade and scientific conferences of RSNA. In 1993 Canada will be present at that show with 7 companies.

(record #: 832)

SECTOR: Medical Devices
AREA: United States
DATE: Dec 1993

ACTIVITY: Medical supplies and equipment; mission to: Veteran Affairs

Hospital Procurement Centre

LOCATION: Chicago

CONTACT: J P Petit EAITC UTO

TELEPHONE: 613-944-9482

SCOPE: To introduce 10 Canadian Health Care sector firms to the VAHPC to be briefed on their import procedures. PRODUCTS: All sectors. The VAHPC has a US \$2 billion procurement budget and comprises more than 100 hospitals

across the USA.

ATTENDANCE: Open to all Canadian firms who are interested in

that market and are export-ready.

(record #: 834)

SECTOR: Medical Devices
AREA: United States
DATE: TBD 1993

ACTIVITY: Medical equipment; investment forum

LOCATION: U.S.

CONTACT: Audrey Turner InvCan

TELEPHONE: 613-995-0759

Between five to eight Canadian firms and research institutes who are seeking investment/strategic partners will be recruited for this Strategic Partnering event. The event will involve presentations by Canadian participants and individual