

equipment/ supplies and population growth control devices and supplies. In health service areas covered by both general and special hospitals, e.g., cardiology, pulmonary care, urology, the list also includes those equipment, instruments, devices and supplies used by special hospitals in addition to those used by general hospitals in the same area or field of hospital service.

A detailed list of medical equipment could easily run to thousands of items and no effort was made to enumerate all these. Finally, the list also takes into account those items, majority of which are supplies, that are not readily classifiable, e.g., general hospital devices, tools instruments and supplies such as linens, bedpans and the like.

2. Dominant Market Players

Overall, the various players or constituents of the market are as follows:

- o on the supply side, the medical equipment and supplies sector consists of the importers/agents/distributors, local manufacturers/distributors, and traders (wholesalers and retailers);
- o on the demand side, the health service units which constitute the end-users such as hospitals, industrial diagnostic centers, clinics and laboratories; other end-users are the various medical schools and one medical research institute in the country.

As earlier stated, importers/distributors play a principal role in the supply side by providing the bulk (estimated at around 80 %) of medical equipment and supply requirements. Among this group, importers/agents which maintain distributorship agreements with foreign principals are at an advantage over those with no tie-ups. The former usually has superior after-sales capabilities because of a stable supply of equipment maintenance