

Depending on the respective products, imports were supplied by the following different countries:

- the United States represented 45% of electrocardiogram imports;
- 35% of the ultrasound diagnostic equipment came from Japan, which also supplies most French needs in endoscopic instruments (69 million francs) (\$15 million) worth of an expenditure of 78 million francs (\$17 million) in this sector;
- whereas Japanese and American exports specialize in diagnosis/analysis equipment, European imports are concentrated in medical treatment instruments, and simulators.

#### **Trade with Canada**

In 1991, Canada imported 56,4 million francs (\$11,4 million) from France, and its total exports to the entire EEC do not exceed 180 million francs (\$36,4 million) of which 6 million francs (\$1,2 million) to France, foreign trade between Canada and France. This reflects the small scale of French importation of Canadian goods.

French manufacturers are absent from certain promising gaps in the market (in medical equipment). Therefore, there are possibilities for developing new medical techniques that could obtain relatively easy access to markets.

#### **ADDITIONAL SOURCES OF INFORMATION**

Useful address:

**SNITEM**  
(Syndicat National de l'Industrie des Technologies Médicales)  
39-41, rue Louis Blanc  
92400 Courbevoie Cedex 72  
Tel: (33-1) 47.17.63.88  
Fax: (33-1) 47.17.63.89

**Trade Fairs:**

**HOPITAL EXPO**  
Paris, December 1992

**INTERMEDICA**  
Paris, March/April 1993

A May 92 study of this sector, including more detailed information is available from the Canadian Embassy in Paris.