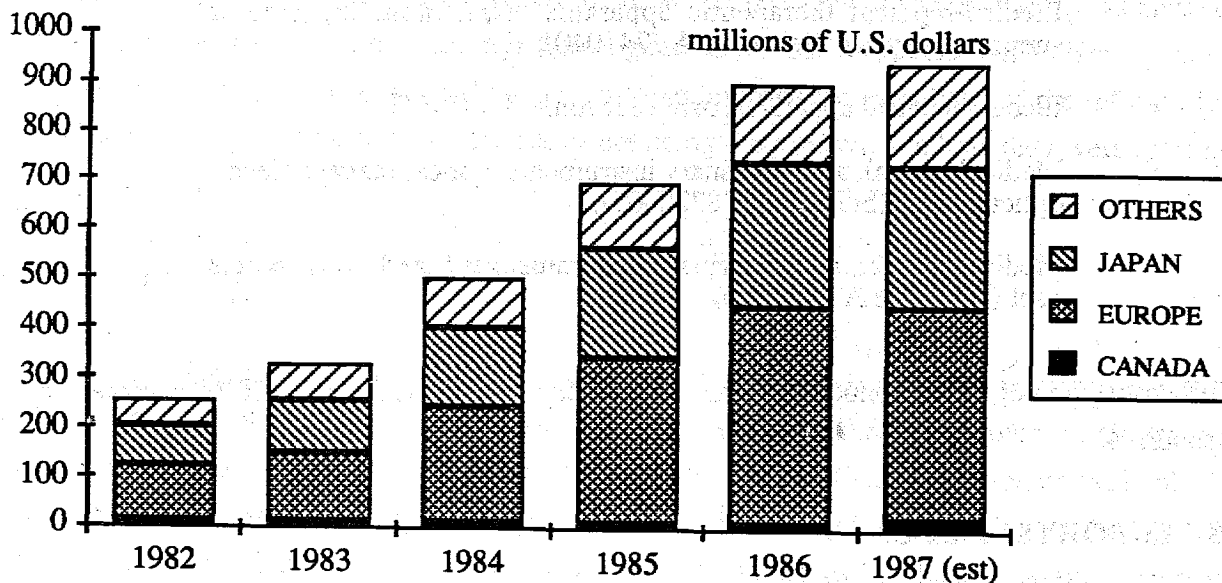


CHART 1

TOTAL U.S. IMPORTS OF SELECTED MEDICAL EQUIPMENT



Source: *U.S. General Imports and Imports for Consumption*, U.S. Department of Commerce.

The fastest growing product group, and also the smallest market is "Electrical therapeutic apparatus, nspf, including surgical apparatus" (Schedule A 7741040). This is a residual category that includes items such as cardiac defibrillators but excludes pacemakers, diathermy units and ultrasonic therapeutic devices. While U.S. imports have increased almost forty-fold since 1982, imports have dropped from a high in 1986 of \$116 million (U.S.) to \$84 million (U.S.). This growth and contraction was primarily caused by West Germany. Exports from West Germany suddenly ballooned from \$14 million (U.S.) in 1985 to \$103 million (U.S.) in 1986 and collapsed to \$49 million (U.S.) in 1987. Most other countries increased shipments to the United States in 1987.