

would increase their purchases from Canada. Approximately 14% of respondents had not considered the impact of such an agreement, while the remainder did not expect the agreement to have any effect.

While 83% of the respondents are interested, in general, in hearing from Canadian companies about available products, seven U.S. importers are currently seeking sources of supply for specific products. These firms are:

- **Belmont Equipment** is seeking sources of supply for dental X-rays and dental chairs;
- **Churchill** is actively seeking sources of supply for intravenous and other disposables;
- **GMI Products** is actively seeking a source of supply for disposable surgical supplies;
- **Graham Field Surgical** is searching for suppliers of any AIDS-related protective equipment or materials;
- **Picker International** would like to hear from suppliers of laser imaging equipment;
- **Richards Medical Co. Inc.** is searching for additional sources of supply for generic instruments;
- **Terumo Medical** is looking for sources of supply for glass tubes.

More information on these companies is found in Appendix 1, and a listing of U.S. importers which are interested in Canadian sources of supply of medical and dental equipment in general is found in Appendix 2.

SURVEY OF U.S. ASSOCIATIONS

U.S. industry associations were contacted in order to supplement information provided by individual importers and to provide an industry perspective on trade in the medical and dental instruments industry. The industry associations contacted and their mandates are as follows:

- **Health Industry Manufacturers Association (HIMA)** is both a trade association and manufacturers' representative of medical devices and diagnostic equipment. HIMA develops official industry positions to