

On the basis of the above process, the following products and product groups were selected to be the subject of this report:

- Electro-medical therapeutic apparatus, nspf, including surgical support apparatus (Schedule A 7741040);
- Electro-medical apparatus, nspf (Schedule A 7741080);
- Medical, dental, and veterinary instruments, optical (except electro-optical), nspf (Schedule A 8720405);
- Medical, dental, and veterinary apparatus, nspf, and parts thereof, nspf (Schedule A 8720450).

A full description of these products in terms of Canadian trade classification, CITC, is presented in Appendix 4.

U.S. IMPORTS 1982-87

A breakdown of 1986 imports of selected medical equipment by country is presented in Appendix 5. Europe and Japan are the dominant suppliers of these products to the U.S. import market. In 1986, they captured 80.6% of the import market. West Germany and Japan each supplied over 32% of the \$900.8 million (U.S.) of imports in 1986. However, the rapid increase in imports from Europe and Japan reversed in 1987. Of the \$944.6 million (U.S.) of imports, these countries accounted for 75.3% of the market. Not only did these countries lose 5.3% of the market, but the actual dollar value of exports declined. From a period of import growth of over 30% between 1982 and 1986, Europe and Japan, together, lost \$16.7 million (U.S.) of exports in 1987. While Canada has gained market share, it does not command a significant presence in this market. The five-year high was a 4% share in the import market in 1982. (See Chart 1 overleaf). Charts for each individual product group are presented in Appendix 6.