

CA1
EA654
93C15
DOCS

.b2659165(E)

CANADIAN MEDICAL DEVICE INDUSTRY
International Marketing Survey

Dept. of External Affairs
Min. des Affaires extérieures

MAR 29 1995

RETURN TO DEPARTMENTAL LIBRARY
RETOURNER A LA BIBLIOTHEQUE DU MINISTERE

Sectoral Liaison Secretariat (TOSM)
External Affairs and International Trade Canada
125 Sussex Drive
Ottawa, Ontario
K1A 0G2

b2659165(E)

CANADIAN MEDICAL DEVICE INDUSTRY
International Marketing Survey

43-271-469

Sectoral Liaison Secretariat (TOSM)
External Affairs and International Trade Canada
125 Sussex Drive
Ottawa, Ontario
K1A 0G2

INTERNATIONAL MEDICAL TRADE FAIRS SURVEY

84 Respondents

A.R. MEDICOM
ABSOB PLUS TEXTILES
ADVANCED MOBILITY SYSTEMS
AMBUTECH
BETTER CONTROL MEDICAL COMPUTERS
BIOTEX LABORATORIES INC.
BM HI-TECH INC.
BRODA ENTERPRISES INC.
BROOKDALE INT'L SYSTEMS INC.
BRYTECH
CANADIAN TECHNICAL TAPE LTD.
CENTRO MANUFACTURING
CLARK MEDICAL PRODUCTS
CME TELEMETRIX INC.
CODE RED PRODUCTIONS LTD.
CODE THREE EMERGENCY
COMPANION WALKER LTD.
COMPTRONIC DEVICES LTD.
CONVERDIS INC.
CYEX MEDICAL TECHNOLOGIES INC.
DANA DOUGLAS INC.
DARCOR CASTERS INC.
DIROS TECHNOLOGY INC.
E.C. WALKERS INC.
EBCO TECHNOLOGIES INC.
ECKEL INDUSTRIES (CANADA) LTD.
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
EVEREST & JENNINGS CANADIAN LTD.
EXCEL MEDICAL SYSTEMS
FEDERAL ELEVATOR SYSTEMS INC.
FIAT PRODUCTS LTD.
FITTER INTERNATIONAL INC.
GABEL MEDICAL INSTRUMENTS LTD.
GEORGE COUREY INC.
HARRY GEEN ASSOCIATES LTD.
HEALTHVISION CORPORATION
HOME AID PRODUCTS
INGRAM & BELL INC.
INNOVATEK MEDICAL INC.
JOHN LEWIS INDUSTRIES LTD.
JOLDON DIAGNOSTICS INC.
KVB MANUFACTURING
LABORIE MEDICAL TECHNOLOGIES
LABOTIX AUTOMATION INC.
LABTICIAN OPHTHALMICS INC.
LE-HAN CANADA INC.
MANREX LTD.
MATSON INT'L TRADING HOUSE
MEDI ATHLETI-K INC.
MEDI-MAN REHAB PRODUCTS INC.
MEDICAL PLASTIC DEVICES INC.
MEDICOR INC.
MEDITAIX
METAL CRAFT MANUFACTURING LTD.
METROPOLITAN WIRE (CANADA) LTD.
MITROFLOW INTERNATIONAL INC.
NORDION INT'L INC.
NORM BATES & ASSOCIATES
NORTHERN LIGHT TECHNOLOGIES
NSI NURSING SYSTEMS INC.
O-TWO SYSTEMS INT'L INC.
PARSONS A.D.L. INC.
PEBBLE ENTERPRISES INC.
PHOENIX BIOMEDICAL PRODUCTS INC.
PROFESSIONAL COMPONENTS LTD.
PROMEX PRODUCTS LTD.
RENFREW TAPE LTD.
SAAB INT'L TRADING COMPANY
SOUTHMEDIC INC.
SPECIALTY CONTACT LENS LTD.
STERLING RUBBER COMPANY
TABUFILE ATLANTIC LTD.
TASH INC.
TERRAY CORPORATION
THERA-P-CUSHION INC.
THOUGHT TECHNOLOGY LTD.
TYCOR INTERNATIONAL CORP.
UNITRON INDUSTRIES LTD.
W P MANUFACTURING
W.R. KEY LTD.
WEB-TEX INC.
WESTERN FIBRES LTD.
WESTMORLAND LABORATORIES INC.

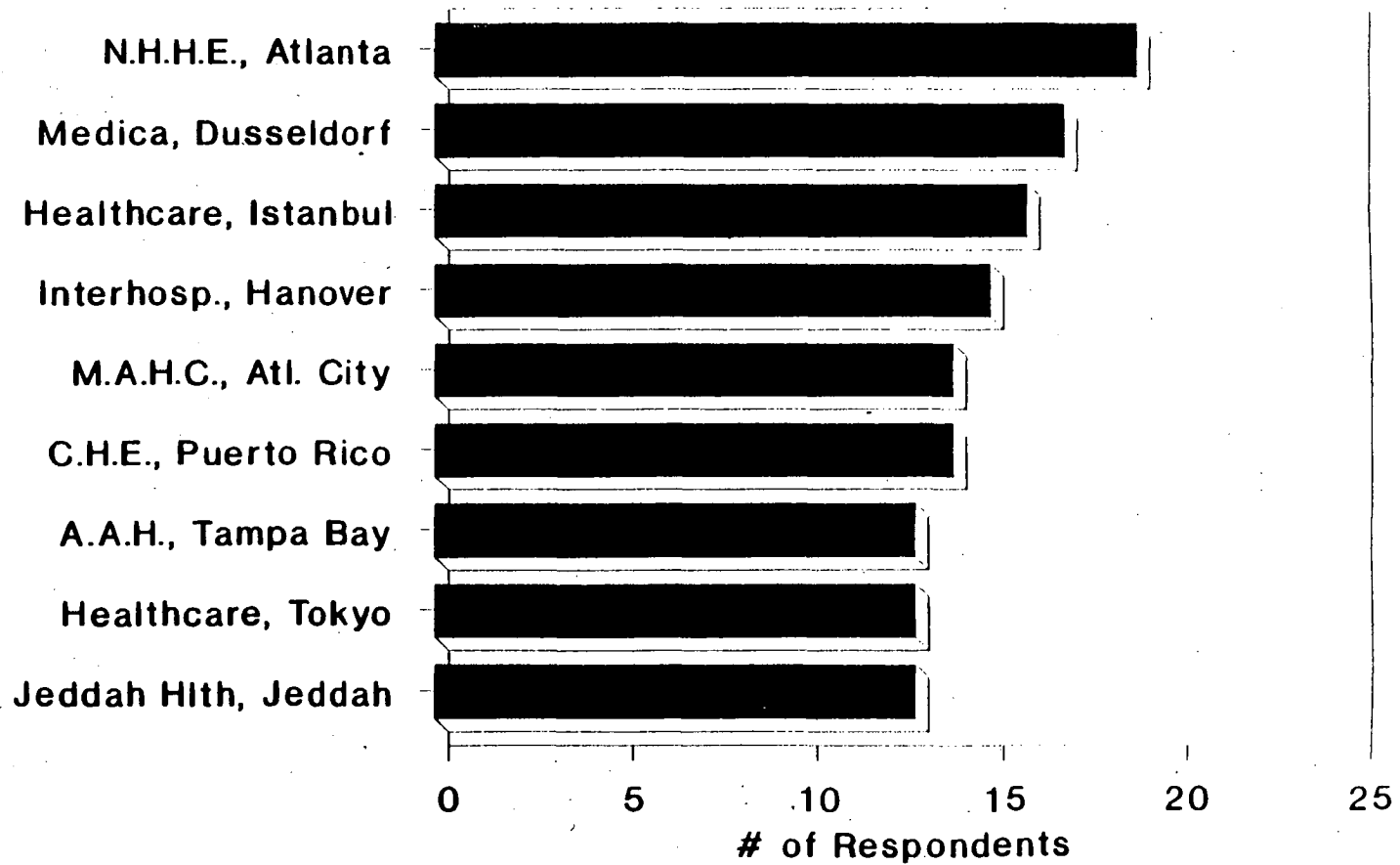
INTERNATIONAL MEDICAL TRADE FAIRS SURVEY

TRADE FAIR INTERESTS

	<u>Location</u>	<u>Respondents</u>	<u>%</u>
<u>EUROPE</u>			
Expomed	Brussels	8	10%
Health Care '93 Exposition	Kiev	4	5%
Hospital and Rehab '94	Copenhagen	6	7%
IFAS	Zurich	10	12%
Interfab	Nuremburg	4	5%
Interhospital	Hanover	15	18%
Intermedica	Paris	9	11%
International Dental Show	Cologne	5	6%
Intersan	Milan	2	2%
Medica	Utrecht	12	14%
Medica / Biotec	Dusseldorf	17	20%
<u>UNITED STATES</u>			
All America's Health	Tampa Bay	13	15%
American Health Care Association	Nashville	12	14%
American Medical Info. Association	Baltimore	7	8%
American Physical Therapy Association	Cleveland	9	11%
Florida Int'l Medical Expo	Miami	9	11%
Medical Design & Manufact. (West)	Anaheim	4	5%
Medical Design & Manufact. (East)	New York	11	13%
Mid Atlantic Health Care Show	Atlantic City	14	17%
Nat'l Assoc. for Home Health Care Conf.	San Diego	6	7%
National Home Health Care Expo	Atlanta	19	23%
Radiology Society of North America	Chicago	5	6%
Washington Health Care Association	Seattle	11	13%
<u>ASIA / PACIFIC</u>			
Asia Pacific Dental Congress & Expo	Kuala Lumpur	4	5%
Expomed Singapore 2000	Singapore	11	13%
Hospex Japan	Tokyo	6	7%
Health Care '93	Tokyo	13	15%
Korean Medical Equipment Show	Seoul	9	11%
Taipei Int'l Medical Equip. & Phar. Show	Taiwan	8	10%
<u>SOUTH / CENTRAL AMERICA</u>			
Caribbean Healthcare Expo	Puerto Rico	14	17%
Expomedica	Panama City	7	8%
Exposalud	Bogota	2	2%
Health For All	Havana	12	14%
<u>MIDDLE EAST</u>			
Healthcare '94	Istanbul	16	19%
Jeddah Healthcare '93	Jeddah	13	15%

CANADIAN MEDICAL DEVICE INDUSTRY

Trade Fair Priorities



84 Respondents

INTERNATIONAL MEDICAL TRADE FAIRS SURVEY

TRADE FAIR INTERESTS

EUROPE

EXPOMED

ECKEL INDUSTRIES (CANADA) LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
FITTER INTERNATIONAL INC.
HEALTHVISION CORPORATION
MEDI ATHLETI-K INC.
MEDITAIX
SAAB INT'L TRADING COMPANY
TERRAY CORPORATION

IFAS

A.R. MEDICOM
COMPTRONIC DEVICES LTD.
DIROS TECHNOLOGY INC.
EUROPEAN BABY BASICS INDUSTRIES LTD.
MANREX LTD.
MEDITAIX
MITROFLOW INTERNATIONAL INC.
PEBBLE ENTERPRISES INC.
TERRAY CORPORATION
WEB-TEX INC.

HEALTH CARE '93 EXPOSITION

COMPTRONIC DEVICES LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
PEBBLE ENTERPRISES INC.
WEB-TEX INC.

INTERFAB

ECKEL INDUSTRIES (CANADA) LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
HOME AID PRODUCTS
WEB-TEX INC.

HOSPITAL AND REHAB '94

BROOKDALE INT'L SYSTEMS INC.
COMPANION WALKER LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
FITTER INTERNATIONAL INC.
PEBBLE ENTERPRISES INC.
TERRAY CORPORATION

INTERHOSPITAL

BROOKDALE INT'L SYSTEMS INC.
CME TELEMETRIX INC.
CYEX MEDICAL TECHNOLOGIES INC.
DANA DOUGLAS INC.
DIROS TECHNOLOGY INC.
EUROPEAN BABY BASICS INDUSTRIES LTD.
EVEREST & JENNINGS CANADIAN LTD.
GABEL MEDICAL INSTRUMENTS LTD.
MANREX LTD.
MEDI-MAN REHAB PRODUCTS INC.
MEDICOR INC.
NORM BATES & ASSOCIATES
O-TWO SYSTEMS INT'L INC.
RENFREW TAPE LTD.
TERRAY CORPORATION

INTERNATIONAL MEDICAL TRADE FAIRS SURVEY

TRADE FAIR INTERESTS

EUROPE

INTERMEDICA

BROOKDALE INT'L SYSTEMS INC.
CME TELEMETRIX INC.
COMPTRONIC DEVICES LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
MANREX LTD.
MEDITAIX
NORDION INT'L INC.
TABUFILE ATLANTIC LTD.
THERA-P-CUSHION INC.

MEDICA

BROOKDALE INT'L SYSTEMS INC.
CLARK MEDICAL PRODUCTS
CME TELEMETRIX INC.
CYEX MEDICAL TECHNOLOGIES INC.
ECKEL INDUSTRIES (CANADA) LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
JOLDON DIAGNOSTICS INC.
LABOTIX AUTOMATION INC.
MEDICOR INC.
METAL CRAFT MANUFACTURING LTD.
TERRAY CORPORATION
THOUGHT TECHNOLOGY LTD.

INTERNATIONAL DENTAL SHOW

A.R. MEDICOM
COMPTRONIC DEVICES LTD.
LE-HAN CANADA INC.
MEDICOR INC.
MEDITAIX

MEDICA / BIOTEC

CLARK MEDICAL PRODUCTS
CME TELEMETRIX INC.
CYEX MEDICAL TECHNOLOGIES INC.
DIROS TECHNOLOGY INC.
ECKEL INDUSTRIES (CANADA) LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
INGRAM & BELL INC.
INNOVATEK MEDICAL INC.
MEDI ATHLETI-K INC.
MEDICOR INC.
NORDION INT'L INC.
NORM BATES & ASSOCIATES
PARSONS A.D.L. INC.
PEBBLE ENTERPRISES INC.
PHOENIX BIOMEDICAL PRODUCTS INC.
SPECIALTY CONTACT LENS LTD.
THOUGHT TECHNOLOGY LTD.

INTERSAN

EUROPEAN BABY BASICS INDUSTRIES LTD.
MEDITAIX

INTERNATIONAL MEDICAL TRADE FAIRS SURVEY

TRADE FAIR INTERESTS

UNITED STATES

ALL AMERICA'S HEALTH

A.R. MEDICOM
COMPANION WALKER LTD.
ECKEL INDUSTRIES (CANADA) LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
FEDERAL ELEVATOR SYSTEMS INC.
MEDI ATHLETI-K INC.
MEDICAL PLASTIC DEVICES INC.
MEDITAIX
RENFREW TAPE LTD.
TABUFILE ATLANTIC LTD.
TERRAY CORPORATION
TYCOR INTERNATIONAL CORP.
W.R. KEY LTD.

AMERICAN PHYSICAL THERAPY ASSOCIATION

BRODA ENTERPRISES INC.
DANA DOUGLAS INC.
FEDERAL ELEVATOR SYSTEMS INC.
FITTER INTERNATIONAL INC.
MEDI-MAN REHAB PRODUCTS INC.
NORM BATES & ASSOCIATES
PEBBLE ENTERPRISES INC.
THERA-P-CUSHION INC.
THOUGHT TECHNOLOGY LTD.

AMERICAN HEALTH CARE ASSOCIATION

BROOKDALE INT'L SYSTEMS INC.
COMPTRONIC DEVICES LTD.
DARCOR CASTERS INC.
DIROS TECHNOLOGY INC.
E.C. WALKERS INC.
EUROPEAN BABY BASICS INDUSTRIES LTD.
GABEL MEDICAL INSTRUMENTS LTD.
HEALTHVISION CORPORATION
LABOTIX AUTOMATION INC.
METAL CRAFT MANUFACTURING LTD.
PROMEX PRODUCTS LTD.
W.R. KEY LTD.

FLORIDA INT'L MEDICAL EXPO

A.R. MEDICOM
EUROPEAN BABY BASICS INDUSTRIES LTD.
FEDERAL ELEVATOR SYSTEMS INC.
FITTER INTERNATIONAL INC.
KVB MANUFACTURING
MEDI ATHLETI-K INC.
MEDITAIX
TERRAY CORPORATION
TYCOR INTERNATIONAL CORP.

AMERICAN MEDICAL INFO. ASSOCIATION

COMPTRONIC DEVICES LTD.
DIROS TECHNOLOGY INC.
EUROPEAN BABY BASICS INDUSTRIES LTD.
HEALTHVISION CORPORATION
LABOTIX AUTOMATION INC.
NSI NURSING SYSTEMS INC.
W.R. KEY LTD.

MEDICAL DESIGN & MANUFACT. (WEST)

BIOTEX LABORATORIES INC.
DIROS TECHNOLOGY INC.
NORDION INT'L INC.
W.R. KEY LTD.

INTERNATIONAL MEDICAL TRADE FAIRS SURVEY

TRADE FAIR INTERESTS

UNITED STATES

MEDICAL DESIGN & MANUFACT. (EAST)

BIOTEX LABORATORIES INC.
CME TELEMETRIX INC.
CYEX MEDICAL TECHNOLOGIES INC.
DIROS TECHNOLOGY INC.
MEDICAL PLASTIC DEVICES INC.
MEDITAIX
NORDION INT'L INC.
O-TWO SYSTEMS INT'L INC.
SAAB INT'L TRADING COMPANY
TERRAY CORPORATION
W.R. KEY LTD.

NATIONAL HOME HEALTH CARE EXPO

AMBUTECH
BRODA ENTERPRISES INC.
BROOKDALE INT'L SYSTEMS INC.
CLARK MEDICAL PRODUCTS
COMPANION WALKER LTD.
COMPTRONIC DEVICES LTD.
CYEX MEDICAL TECHNOLOGIES INC.
DANA DOUGLAS INC.
EUROPEAN BABY BASICS INDUSTRIES LTD.
EVEREST & JENNINGS CANADIAN LTD.
HOME AID PRODUCTS
MEDI ATHLETI-K INC.
MEDICAL PLASTIC DEVICES INC.
MEDICOR INC.
NSI NURSING SYSTEMS INC.
O-TWO SYSTEMS INT'L INC.
PARSONS A.D.L. INC.
PEBBLE ENTERPRISES INC.
TASH INC.

MID ATLANTIC HEALTH CARE SHOW

A.R. MEDICOM
BRODA ENTERPRISES INC.
CLARK MEDICAL PRODUCTS
E.C. WALKERS INC.
ECKEL INDUSTRIES (CANADA) LTD.
FEDERAL ELEVATOR SYSTEMS INC.
MEDI-MAN REHAB PRODUCTS INC.
MEDICAL PLASTIC DEVICES INC.
MEDITAIX
METAL CRAFT MANUFACTURING LTD.
PEBBLE ENTERPRISES INC.
PROMEX PRODUCTS LTD.
RENFREW TAPE LTD.
W.R. KEY LTD.

RADIOLOGY SOCIETY OF NORTH AMERICA

CYEX MEDICAL TECHNOLOGIES INC.
DIROS TECHNOLOGY INC.
E.C. WALKERS INC.
MEDICAL PLASTIC DEVICES INC.
MEDICOR INC.

NAT'L ASSOC. FOR HOME HEALTH CARE CONF.

CLARK MEDICAL PRODUCTS
COMPTRONIC DEVICES LTD.
CYEX MEDICAL TECHNOLOGIES INC.
EUROPEAN BABY BASICS INDUSTRIES LTD.
NSI NURSING SYSTEMS INC.
O-TWO SYSTEMS INT'L INC.

WASHINGTON HEALTH CARE ASSOCIATION

A.R. MEDICOM
BROOKDALE INT'L SYSTEMS INC.
COMPTRONIC DEVICES LTD.
E.C. WALKERS INC.
EUROPEAN BABY BASICS INDUSTRIES LTD.
FEDERAL ELEVATOR SYSTEMS INC.
MEDICOR INC.
NSI NURSING SYSTEMS INC.
TYCOR INTERNATIONAL CORP.
W.R. KEY LTD.
WESTERN FIBRES LTD.

INTERNATIONAL MEDICAL TRADE FAIRS SURVEY

TRADE FAIR INTERESTS

ASIA / PACIFIC

ASIA PACIFIC DENTAL CONGRESS & EXPO

COMPTRONIC DEVICES LTD.
EMERAUD CANADA LTD.
LE-HAN CANADA INC.
WESTERN FIBRES LTD.

HEALTH CARE '93

A.R. MEDICOM
BROOKDALE INT'L SYSTEMS INC.
CENTRO MANUFACTURING
COMPANION WALKER LTD.
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
FITTER INTERNATIONAL INC.
LABOTIX AUTOMATION INC.
PEBBLE ENTERPRISES INC.
RENFREW TAPE LTD.
TERRAY CORPORATION
THERA-P-CUSHION INC.
UNITRON INDUSTRIES LTD.

EXPOMED SINGAPORE 2000

A.R. MEDICOM
CENTRO MANUFACTURING
E.C. WALKERS INC.
EBCO TECHNOLOGIES INC.
ECKEL INDUSTRIES (CANADA) LTD.
EMERAUD CANADA LTD.
FEDERAL ELEVATOR SYSTEMS INC.
FITTER INTERNATIONAL INC.
MITROFLOW INTERNATIONAL INC.
NORDION INT'L INC.
TERRAY CORPORATION

KOREAN MEDICAL EQUIPMENT SHOW

DIROS TECHNOLOGY INC.
EMERAUD CANADA LTD.
FEDERAL ELEVATOR SYSTEMS INC.
LABOTIX AUTOMATION INC.
MEDICOR INC.
MITROFLOW INTERNATIONAL INC.
NORDION INT'L INC.
THOUGHT TECHNOLOGY LTD.
UNITRON INDUSTRIES LTD.

HOSPEX JAPAN

BROOKDALE INT'L SYSTEMS INC.
CME TELEMETRIX INC.
COMPANION WALKER LTD.
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
METAL CRAFT MANUFACTURING LTD.

TAIPEI INT'L MEDICAL EQUIP. & PHAR. SHOW

E.C. WALKERS INC.
EBCO TECHNOLOGIES INC.
ECKEL INDUSTRIES (CANADA) LTD.
EMERAUD CANADA LTD.
INGRAM & BELL INC.
MITROFLOW INTERNATIONAL INC.
NORDION INT'L INC.
THOUGHT TECHNOLOGY LTD.

INTERNATIONAL MEDICAL TRADE FAIRS SURVEY

TRADE FAIR INTERESTS

SOUTH / CENTRAL AMERICA

CARIBBEAN HEALTHCARE EXPO

A.R. MEDICOM
CENTRO MANUFACTURING
COMPTRONIC DEVICES LTD.
CYEX MEDICAL TECHNOLOGIES INC.
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
FEDERAL ELEVATOR SYSTEMS INC.
FITTER INTERNATIONAL INC.
INNOVATEK MEDICAL INC.
MANREX LTD.
MEDITAIX
METAL CRAFT MANUFACTURING LTD.
UNITRON INDUSTRIES LTD.
WEB-TEX INC.

EXPOSALUD

ECKEL INDUSTRIES (CANADA) LTD.
EMERAUD CANADA LTD.

EXPOMEDICA

COMPANION WALKER LTD.
DANA DOUGLAS INC.
ECKEL INDUSTRIES (CANADA) LTD.
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
FITTER INTERNATIONAL INC.
MITROFLOW INTERNATIONAL INC.

HEALTH FOR ALL

CENTRO MANUFACTURING
COMPTRONIC DEVICES LTD.
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
MEDITAIX
PEBBLE ENTERPRISES INC.
PHOENIX BIOMEDICAL PRODUCTS INC.
RENFREW TAPE LTD.
SPECIALTY CONTACT LENS LTD.
TERRAY CORPORATION
UNITRON INDUSTRIES LTD.
WESTMORLAND LABORATORIES INC.

INTERNATIONAL MEDICAL TRADE FAIRS SURVEY

TRADE FAIR INTERESTS

MIDDLE EAST

HEALTHCARE '94

A.R. MEDICOM
BROOKDALE INT'L SYSTEMS INC.
CENTRO MANUFACTURING
COMPTRONIC DEVICES LTD.
CYEX MEDICAL TECHNOLOGIES INC.
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
EVEREST & JENNINGS CANADIAN LTD.
MEDITAIX
METAL CRAFT MANUFACTURING LTD.
MITROFLOW INTERNATIONAL INC.
SAAB INT'L TRADING COMPANY
SPECIALTY CONTACT LENS LTD.
TERRAY CORPORATION
WEB-TEX INC.
WESTMORLAND LABORATORIES INC.

JEDDAH HEALTHCARE '93

CENTRO MANUFACTURING
COMPANION WALKER LTD.
COMPTRONIC DEVICES LTD.
EBCO TECHNOLOGIES INC.
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
EVEREST & JENNINGS CANADIAN LTD.
MEDITAIX
MITROFLOW INTERNATIONAL INC.
O-TWO SYSTEMS INT'L INC.
PHOENIX BIOMEDICAL PRODUCTS INC.
SAAB INT'L TRADING COMPANY
WESTMORLAND LABORATORIES INC.

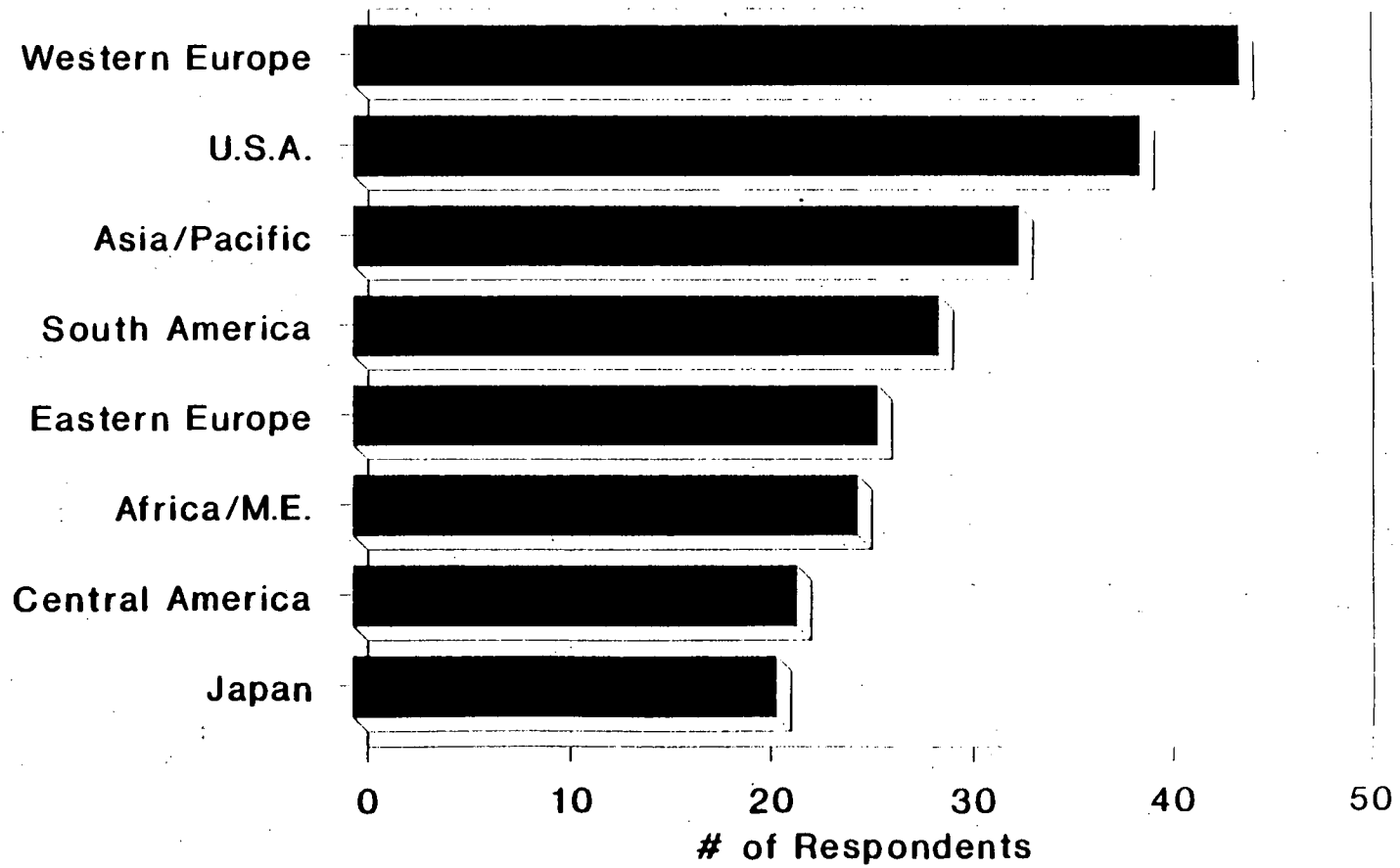
INTEREST IN GEOGRAPHIC AREAS

TRADE PROMOTION ACTIVITY

<u>LOCATION</u>	<u>RESPONSES</u>	<u>%</u>
UNITED STATES	39	46%
WETERN EUROPE	44	52%
EASTERN EUROPE	26	31%
CENTRAL AMERICA	22	26%
JAPAN	21	25%
ASIA / PACIFIC	33	39%
SOUTH AMERICA	29	35%
AFRICA / MIDDLE EAST	25	30%

CANADIAN MEDICAL DEVICE INDUSTRY

Geographic Marketing Priorities



84 Respondents

INTERNATIONAL MEDICAL TRADE FAIRS SURVEY

INTEREST IN TRADE PROMOTION ACTIVITY

GEOGRAPHIC AREAS

UNITED STATES

A.R. MEDICOM
ADVANCED MOBILITY SYSTEMS
BETTER CONTROL MEDICAL COMPUTERS
BIOTEX LABORATORIES INC.
BM HI-TECH INC.
BROOKDALE INT'L SYSTEMS INC.
BRYTECH
CLARK MEDICAL PRODUCTS
CODE RED PRODUCTIONS LTD.
COMPTRONIC DEVICES LTD.
CONVERDIS INC.
CYEX MEDICAL TECHNOLOGIES INC.
DANA DOUGLAS INC.
DARCOR CASTERS INC.
E.C. WALKERS INC.
EBCO TECHNOLOGIES INC.
FEDERAL ELEVATOR SYSTEMS INC.
GABEL MEDICAL INSTRUMENTS LTD.
GEORGE COUREY INC.
HARRY GEEN ASSOCIATES LTD.
HEALTHVISION CORPORATION
HOME AID PRODUCTS
KVB MANUFACTURING
LABOTIX AUTOMATION INC.
MEDI ATHLETI-K INC.
METAL CRAFT MANUFACTURING LTD.
NORM BATES & ASSOCIATES
NORTHERN LIGHT TECHNOLOGIES
PARSONS A.D.L. INC.
PEBBLE ENTERPRISES INC.
PROMEX PRODUCTS LTD.
SPECIALTY CONTACT LENS LTD.
TABUFILE ATLANTIC LTD.
THERA-P-CUSHION INC.
THOUGHT TECHNOLOGY LTD.
W P MANUFACTURING
W.R. KEY LTD.
WEB-TEX INC.
WESTMORLAND LABORATORIES INC.

INTERNATIONAL MEDICAL TRADE FAIRS SURVEY

INTEREST IN TRADE PROMOTION ACTIVITY

GEOGRAPHIC AREAS

WESTERN EUROPE

ABSOB PLUS TEXTILES
AMBUTECH
BETTER CONTROL MEDICAL COMPUTERS
BIOTEX LABORATORIES INC.
BM HI-TECH INC.
BROOKDALE INT'L SYSTEMS INC.
CANADIAN TECHNICAL TAPE LTD.
CLARK MEDICAL PRODUCTS
CME TELEMETRIX INC.
COMPANION WALKER LTD.
COMPTRONIC DEVICES LTD.
CYEX MEDICAL TECHNOLOGIES INC.
DANA DOUGLAS INC.
DARCOR CASTERS INC.
EBCO TECHNOLOGIES INC.
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
FIAT PRODUCTS LTD.
FITTER INTERNATIONAL INC.
GABEL MEDICAL INSTRUMENTS LTD.
GEORGE COUREY INC.
HARRY GEEN ASSOCIATES LTD.
HEALTHVISION CORPORATION
HOME AID PRODUCTS
INNOVATEK MEDICAL INC.
LABORIE MEDICAL TECHNOLOGIES
LABOTIX AUTOMATION INC.
LE-HAN CANADA INC.
MANREX LTD.
MEDI ATHLETI-K INC.
MEDI-MAN REHAB PRODUCTS INC.
METROPOLITAN WIRE (CANADA) LTD.
NORM BATES & ASSOCIATES
NORTHERN LIGHT TECHNOLOGIES
PARSONS A.D.L. INC.
PHOENIX BIOMEDICAL PRODUCTS INC.
PROMEX PRODUCTS LTD.
SPECIALTY CONTACT LENS LTD.
TABUFILE ATLANTIC LTD.
TASH INC.
THOUGHT TECHNOLOGY LTD.
W P MANUFACTURING
WEB-TEX INC.
WESTMORLAND LABORATORIES INC.

INTERNATIONAL MEDICAL TRADE FAIRS SURVEY

INTEREST IN TRADE PROMOTION ACTIVITY

GEOGRAPHIC AREAS

EASTERN EUROPE

CANADIAN TECHNICAL TAPE LTD.
CME TELEMETRIX INC.
COMPANION WALKER LTD.
COMPTRONIC DEVICES LTD.
CYEX MEDICAL TECHNOLOGIES INC.
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
EXCEL MEDICAL SYSTEMS
INGRAM & BELL INC.
JOLDON DIAGNOSTICS INC.
LE-HAN CANADA INC.
MANREX LTD.
MATSON INT'L TRADING HOUSE
MEDI-MAN REHAB PRODUCTS INC.
METROPOLITAN WIRE (CANADA) LTD.
MITROFLOW INTERNATIONAL INC.
PARSONS A.D.L. INC.
PHOENIX BIOMEDICAL PRODUCTS INC.
PROFESSIONAL COMPONENTS LTD.
SPECIALTY CONTACT LENS LTD.
STERLING RUBBER COMPANY
THERA-P-CUSHION INC.
THOUGHT TECHNOLOGY LTD.
W P MANUFACTURING
WEB-TEX INC.
WESTMORLAND LABORATORIES INC.

INTERNATIONAL MEDICAL TRADE FAIRS SURVEY

INTEREST IN TRADE PROMOTION ACTIVITY

GEOGRAPHIC AREAS

CENTRAL AMERICA

ABSOB PLUS TEXTILES
BRYTECH
CANADIAN TECHNICAL TAPE LTD.
CENTRO MANUFACTURING
COMPTRONIC DEVICES LTD.
CYEX MEDICAL TECHNOLOGIES INC.
DANA DOUGLAS INC.
DIROS TECHNOLOGY INC.
ECKEL INDUSTRIES (CANADA) LTD.
EMERAUD CANADA LTD.
EXCEL MEDICAL SYSTEMS
FITTER INTERNATIONAL INC.
JOLDON DIAGNOSTICS INC.
LABORIE MEDICAL TECHNOLOGIES
METAL CRAFT MANUFACTURING LTD.
PHOENIX BIOMEDICAL PRODUCTS INC.
PROFESSIONAL COMPONENTS LTD.
SPECIALTY CONTACT LENS LTD.
UNITRON INDUSTRIES LTD.
W P MANUFACTURING
W.R. KEY LTD.
WESTMORLAND LABORATORIES INC.

INTERNATIONAL MEDICAL TRADE FAIRS SURVEY

INTEREST IN TRADE PROMOTION ACTIVITY

GEOGRAPHIC AREAS

JAPAN

AMBUTECH
BROOKDALE INT'L SYSTEMS INC.
CANADIAN TECHNICAL TAPE LTD.
COMPANION WALKER LTD.
COMPTRONIC DEVICES LTD.
CYEX MEDICAL TECHNOLOGIES INC.
DARCOR CASTERS INC.
DIROS TECHNOLOGY INC.
FIAT PRODUCTS LTD.
FITTER INTERNATIONAL INC.
GEORGE COUREY INC.
JOLDON DIAGNOSTICS INC.
LABORIE MEDICAL TECHNOLOGIES
MEDI-MAN REHAB PRODUCTS INC.
NORM BATES & ASSOCIATES
PEBBLE ENTERPRISES INC.
SPECIALTY CONTACT LENS LTD.
TASH INC.
THERA-P-CUSHION INC.
THOUGHT TECHNOLOGY LTD.
WESTMORLAND LABORATORIES INC.

INTERNATIONAL MEDICAL TRADE FAIRS SURVEY

INTEREST IN TRADE PROMOTION ACTIVITY

GEOGRAPHIC AREAS

ASIA / PACIFIC

AMBUTECH
BM HI-TECH INC.
BROOKDALE INT'L SYSTEMS INC.
CANADIAN TECHNICAL TAPE LTD.
CENTRO MANUFACTURING
CME TELEMETRIX INC.
CODE THREE EMERGENCY
COMPTRONIC DEVICES LTD.
CYEX MEDICAL TECHNOLOGIES INC.
DARCOR CASTERS INC.
DIROS TECHNOLOGY INC.
EBCO TECHNOLOGIES INC.
ECKEL INDUSTRIES (CANADA) LTD.
EMERAUD CANADA LTD.
EXCEL MEDICAL SYSTEMS
FIAT PRODUCTS LTD.
FITTER INTERNATIONAL INC.
GEORGE COUREY INC.
HEALTHVISION CORPORATION
INGRAM & BELL INC.
INNOVATEK MEDICAL INC.
JOLDON DIAGNOSTICS INC.
LABORIE MEDICAL TECHNOLOGIES
LE-HAN CANADA INC.
MEDI-MAN REHAB PRODUCTS INC.
MITROFLOW INTERNATIONAL INC.
PROFESSIONAL COMPONENTS LTD.
SOUTHMEDIC INC.
SPECIALTY CONTACT LENS LTD.
THERA-P-CUSHION INC.
THOUGHT TECHNOLOGY LTD.
UNITRON INDUSTRIES LTD.
WESTMORLAND LABORATORIES INC.

INTERNATIONAL MEDICAL TRADE FAIRS SURVEY

INTEREST IN TRADE PROMOTION ACTIVITY

GEOGRAPHIC AREAS

SOUTH AMERICA

ABSOB PLUS TEXTILES
BM HI-TECH INC.
BRYTECH
CANADIAN TECHNICAL TAPE LTD.
CENTRO MANUFACTURING
COMPTRONIC DEVICES LTD.
CYEX MEDICAL TECHNOLOGIES INC.
DANA DOUGLAS INC.
DARCOR CASTERS INC.
DIROS TECHNOLOGY INC.
ECKEL INDUSTRIES (CANADA) LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
EXCEL MEDICAL SYSTEMS
FEDERAL ELEVATOR SYSTEMS INC.
FITTER INTERNATIONAL INC.
INNOVATEK MEDICAL INC.
JOLDON DIAGNOSTICS INC.
LABORIE MEDICAL TECHNOLOGIES
LE-HAN CANADA INC.
MEDI-MAN REHAB PRODUCTS INC.
METAL CRAFT MANUFACTURING LTD.
PHOENIX BIOMEDICAL PRODUCTS INC.
PROFESSIONAL COMPONENTS LTD.
SOUTHMEDIC INC.
SPECIALTY CONTACT LENS LTD.
THOUGHT TECHNOLOGY LTD.
UNITRON INDUSTRIES LTD.
W P MANUFACTURING
WESTMORLAND LABORATORIES INC.

INTERNATIONAL MEDICAL TRADE FAIRS SURVEY

INTEREST IN TRADE PROMOTION ACTIVITY

GEOGRAPHIC AREAS

AFRICA / MIDDLE EAST

BROOKDALE INT'L SYSTEMS INC.
CANADIAN TECHNICAL TAPE LTD.
CENTRO MANUFACTURING
CODE THREE EMERGENCY
COMPANION WALKER LTD.
COMPTRONIC DEVICES LTD.
CYEX MEDICAL TECHNOLOGIES INC.
DIROS TECHNOLOGY INC.
EBCO TECHNOLOGIES INC.
EUROPEAN BABY BASICS INDUSTRIES LTD.
EXCEL MEDICAL SYSTEMS
FITTER INTERNATIONAL INC.
JOLDON DIAGNOSTICS INC.
MATSON INT'L TRADING HOUSE
MEDI ATHLETI-K INC.
MEDI-MAN REHAB PRODUCTS INC.
MEDITAIX
METROPOLITAN WIRE (CANADA) LTD.
MITROFLOW INTERNATIONAL INC.
PROFESSIONAL COMPONENTS LTD.
SAAB INT'L TRADING COMPANY
SOUTHMEDIC INC.
SPECIALTY CONTACT LENS LTD.
STERLING RUBBER COMPANY
WESTMORLAND LABORATORIES INC.

WESTERN EUROPE SURVEY BY COUNTRY

RESPONDENTS

COUNTRY	CURRENTLY EXPORTING	PRIORITY TO INCREASE OR START EXPORTS	DESIRE MORE TRADE FAIR ACTIVITY	WOULD LIKE INVITATION TO PARTICIPATE IN TRADE MISSION
AUSTRIA	8	13	6	10
BELGIUM	8	12	8	9
DENMARK	12	12	8	9
FINLAND	6	15	5	8
FRANCE	17	21	9	14
GERMANY	18	26	9	15
GREECE	6	9	6	10
ITALY	14	19	9	12
NETHERLANDS	17	14	10	11
NORWAY	8	12	5	9
PORTUGAL	5	16	6	10
SPAIN	7	19	13	14
SWEDEN	15	18	10	14
SWITZERLAND	11	20	7	13
TURKEY	4	12	2	8
UNITED KINGDOM	27	25	9	21

WESTERN EUROPE SURVEY BY COUNTRY

PERCENTAGE

COUNTRY	CURRENTLY EXPORTING	PRIORITY TO INCREASE OR START EXPORTS	DESIRE MORE TRADE FAIR ACTIVITY	WOULD LIKE INVITATION TO PARTICIPATE IN TRADE MISSION
AUSTRIA	10%	15%	7%	12%
BELGIUM	10%	14%	10%	11%
DENMARK	14%	14%	10%	11%
FINLAND	7%	18%	6%	10%
FRANCE	20%	25%	11%	17%
GERMANY	21%	31%	11%	18%
GREECE	7%	11%	7%	12%
ITALY	17%	23%	11%	14%
NETHERLANDS	20%	17%	12%	13%
NORWAY	10%	14%	6%	11%
PORTUGAL	6%	19%	7%	12%
SPAIN	8%	23%	15%	17%
SWEDEN	18%	21%	12%	17%
SWITZERLAND	13%	24%	8%	15%
TURKEY	5%	14%	2%	10%
UNITED KINGDOM	32%	30%	11%	25%

INTERNATIONAL MEDICAL TRADE FAIRS SURVEY

WESTERN EUROPE

AUSTRIA

Currently Exporting

CENTRO MANUFACTURING
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
LABTICIAN OPHTHALMICS INC.
MITROFLOW INTERNATIONAL INC.
SOUTHMEDIC INC.
TASH INC.
THOUGHT TECHNOLOGY LTD.

Desire more Trade Fair Activity

BROOKDALE INT'L SYSTEMS INC.
CME TELEMETRIX INC.
COMPTRONIC DEVICES LTD.
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
NORM BATES & ASSOCIATES

Priority to Increase or Start Exports

ABSOB PLUS TEXTILES
CYEX MEDICAL TECHNOLOGIES INC.
DIROS TECHNOLOGY INC.
EBCO TECHNOLOGIES INC.
FITTER INTERNATIONAL INC.
HARRY GEEN ASSOCIATES LTD.
INNOVATEK MEDICAL INC.
METROPOLITAN WIRE (CANADA) LTD.
NORM BATES & ASSOCIATES
PHOENIX BIOMEDICAL PRODUCTS INC.
RENFREW TAPE LTD.
W P MANUFACTURING
WESTMORLAND LABORATORIES INC.

Wish to be Invited to Participate in Trade Mission

ABSOB PLUS TEXTILES
BROOKDALE INT'L SYSTEMS INC.
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
GEORGE COUREY INC.
LE-HAN CANADA INC.
SPECIALTY CONTACT LENS LTD.
W P MANUFACTURING
WEB-TEX INC.
WESTMORLAND LABORATORIES INC.

INTERNATIONAL MEDICAL TRADE FAIRS SURVEY

WESTERN EUROPE

BELGIUM

Currently Exporting

ABSOB PLUS TEXTILES
CANADIAN TECHNICAL TAPE LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
JOHN LEWIS INDUSTRIES LTD.
LABTICIAN OPHTHALMICS INC.
MITROFLOW INTERNATIONAL INC.
SOUTHMEDIC INC.
THOUGHT TECHNOLOGY LTD.

Desire more Trade Fair Activity

BROOKDALE INT'L SYSTEMS INC.
CME TELEMETRIX INC.
DANA DOUGLAS INC.
DARCOR CASTERS INC.
EUROPEAN BABY BASICS INDUSTRIES LTD.
INNOVATEK MEDICAL INC.
LABORIE MEDICAL TECHNOLOGIES
NORM BATES & ASSOCIATES

Priority to Increase or Start Exports

CYEX MEDICAL TECHNOLOGIES INC.
DARCOR CASTERS INC.
DIROS TECHNOLOGY INC.
EBCO TECHNOLOGIES INC.
ECKEL INDUSTRIES (CANADA) LTD.
FIAT PRODUCTS LTD.
GEORGE COUREY INC.
METROPOLITAN WIRE (CANADA) LTD.
NORM BATES & ASSOCIATES
RENFREW TAPE LTD.
W P MANUFACTURING
WESTMORLAND LABORATORIES INC.

Wish to be Invited to Participate in Trade Mission

BROOKDALE INT'L SYSTEMS INC.
DARCOR CASTERS INC.
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
LE-HAN CANADA INC.
SPECIALTY CONTACT LENS LTD.
W P MANUFACTURING
WEB-TEX INC.
WESTMORLAND LABORATORIES INC.

INTERNATIONAL MEDICAL TRADE FAIRS SURVEY

WESTERN EUROPE

DENMARK

Currently Exporting

ABSOB PLUS TEXTILES
BIOTEX LABORATORIES INC.
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
FITTER INTERNATIONAL INC.
HOME AID PRODUCTS
LABTICIAN OPHTHALMICS INC.
LE-HAN CANADA INC.
MITROFLOW INTERNATIONAL INC.
TASH INC.
THOUGHT TECHNOLOGY LTD.
WESTMORLAND LABORATORIES INC.

Desire more Trade Fair Activity

BROOKDALE INT'L SYSTEMS INC.
CENTRO MANUFACTURING
COMPTRONIC DEVICES LTD.
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
INNOVATEK MEDICAL INC.
JOLDON DIAGNOSTICS INC.
NORM BATES & ASSOCIATES

Priority to Increase or Start Exports

CENTRO MANUFACTURING
CYEX MEDICAL TECHNOLOGIES INC.
DARCOR CASTERS INC.
DIROS TECHNOLOGY INC.
EBCO TECHNOLOGIES INC.
JOLDON DIAGNOSTICS INC.
METROPOLITAN WIRE (CANADA) LTD.
NORM BATES & ASSOCIATES
RENFREW TAPE LTD.
SOUTHMEDIC INC.
TASH INC.
W P MANUFACTURING

Wish to be Invited to Participate in Trade Mission

BROOKDALE INT'L SYSTEMS INC.
CENTRO MANUFACTURING
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
LE-HAN CANADA INC.
SPECIALTY CONTACT LENS LTD.
W P MANUFACTURING
WEB-TEX INC.
WESTMORLAND LABORATORIES INC.

INTERNATIONAL MEDICAL TRADE FAIRS SURVEY

WESTERN EUROPE

FINLAND

Currently Exporting

EUROPEAN BABY BASICS INDUSTRIES LTD.
FITTER INTERNATIONAL INC.
LE-HAN CANADA INC.
TASH INC.
THOUGHT TECHNOLOGY LTD.
WESTMORLAND LABORATORIES INC.

Desire more Trade Fair Activity

BROOKDALE INT'L SYSTEMS INC.
COMPTRONIC DEVICES LTD.
INNOVATEK MEDICAL INC.
JOLDON DIAGNOSTICS INC.
NORM BATES & ASSOCIATES

Priority to Increase or Start Exports

BRYTECH
CYEX MEDICAL TECHNOLOGIES INC.
DARCOR CASTERS INC.
DIROS TECHNOLOGY INC.
EBCO TECHNOLOGIES INC.
FIAT PRODUCTS LTD.
JOLDON DIAGNOSTICS INC.
LABTICIAN OPHTHALMICS INC.
METROPOLITAN WIRE (CANADA) LTD.
MITROFLOW INTERNATIONAL INC.
NORM BATES & ASSOCIATES
NORTHERN LIGHT TECHNOLOGIES
RENFREW TAPE LTD.
SOUTHMEDIC INC.
W P MANUFACTURING

Wish to be Invited to Participate in Trade Mission

BROOKDALE INT'L SYSTEMS INC.
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
LE-HAN CANADA INC.
SPECIALTY CONTACT LENS LTD.
W P MANUFACTURING
WEB-TEX INC.
WESTMORLAND LABORATORIES INC.

INTERNATIONAL MEDICAL TRADE FAIRS SURVEY

WESTERN EUROPE

FRANCE

Currently Exporting

A.R. MEDICOM
ABSOB PLUS TEXTILES
BIOTEX LABORATORIES INC.
CANADIAN TECHNICAL TAPE LTD.
DIROS TECHNOLOGY INC.
ECKEL INDUSTRIES (CANADA) LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
FITTER INTERNATIONAL INC.
GEORGE COUREY INC.
INGRAM & BELL INC.
JOHN LEWIS INDUSTRIES LTD.
MITROFLOW INTERNATIONAL INC.
O-TWO SYSTEMS INT'L INC.
PHOENIX BIOMEDICAL PRODUCTS INC.
SOUTHMEDIC INC.
TASH INC.
THOUGHT TECHNOLOGY LTD.

Desire more Trade Fair Activity

BROOKDALE INT'L SYSTEMS INC.
COMPTRONIC DEVICES LTD.
DARCOR CASTERS INC.
EUROPEAN BABY BASICS INDUSTRIES LTD.
INNOVATEK MEDICAL INC.
LABORIE MEDICAL TECHNOLOGIES
MEDI ATHLETI-K INC.
NORM BATES & ASSOCIATES
TASH INC.

Priority to Increase or Start Exports

AMBUTECH
BIOTEX LABORATORIES INC.
BROOKDALE INT'L SYSTEMS INC.
CANADIAN TECHNICAL TAPE LTD.
CLARK MEDICAL PRODUCTS
CME TELEMETRIX INC.
CYEX MEDICAL TECHNOLOGIES INC.
DARCOR CASTERS INC.
EBCO TECHNOLOGIES INC.
FIAT PRODUCTS LTD.
GABEL MEDICAL INSTRUMENTS LTD.
LABORIE MEDICAL TECHNOLOGIES
MEDI ATHLETI-K INC.
MEDICOR INC.
METROPOLITAN WIRE (CANADA) LTD.
NORM BATES & ASSOCIATES
NORTHERN LIGHT TECHNOLOGIES
RENFREW TAPE LTD.
TABUFILE ATLANTIC LTD.
W P MANUFACTURING
WESTMORLAND LABORATORIES INC.

Wish to be Invited to Participate in Trade Mission

BROOKDALE INT'L SYSTEMS INC.
COMPANION WALKER LTD.
DARCOR CASTERS INC.
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
GABEL MEDICAL INSTRUMENTS LTD.
LE-HAN CANADA INC.
MEDI ATHLETI-K INC.
MEDICOR INC.
SPECIALTY CONTACT LENS LTD.
THERA-P-CUSHION INC.
W P MANUFACTURING
WEB-TEX INC.
WESTMORLAND LABORATORIES INC.

INTERNATIONAL MEDICAL TRADE FAIRS SURVEY

WESTERN EUROPE

GERMANY

Currently Exporting

ABSOB PLUS TEXTILES
AMBUTECH
BIOTEX LABORATORIES INC.
BM HI-TECH INC.
CANADIAN TECHNICAL TAPE LTD.
CODE RED PRODUCTIONS LTD.
COMPTRONIC DEVICES LTD.
DIROS TECHNOLOGY INC.
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
INGRAM & BELL INC.
JOHN LEWIS INDUSTRIES LTD.
LABTICIAN OPHTHALMICS INC.
LE-HAN CANADA INC.
MITROFLOW INTERNATIONAL INC.
SOUTHMEDIC INC.
TASH INC.
THOUGHT TECHNOLOGY LTD.

Desire more Trade Fair Activity

BROOKDALE INT'L SYSTEMS INC.
CLARK MEDICAL PRODUCTS
CME TELEMETRIX INC.
COMPANION WALKER LTD.
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
LABORIE MEDICAL TECHNOLOGIES
NORM BATES & ASSOCIATES
THOUGHT TECHNOLOGY LTD.

Priority to Increase or Start Exports

BIOTEX LABORATORIES INC.
BM HI-TECH INC.
BROOKDALE INT'L SYSTEMS INC.
CANADIAN TECHNICAL TAPE LTD.
CLARK MEDICAL PRODUCTS
COMPANION WALKER LTD.
CYEX MEDICAL TECHNOLOGIES INC.
DARCOR CASTERS INC.
EBCO TECHNOLOGIES INC.
ECKEL INDUSTRIES (CANADA) LTD.
FIAT PRODUCTS LTD.
FITTER INTERNATIONAL INC.
GABEL MEDICAL INSTRUMENTS LTD.
GEORGE COUREY INC.
HARRY GEEN ASSOCIATES LTD.
HOME AID PRODUCTS
LABORIE MEDICAL TECHNOLOGIES
MEDICOR INC.
METROPOLITAN WIRE (CANADA) LTD.
NORM BATES & ASSOCIATES
NORTHERN LIGHT TECHNOLOGIES
O-TWO SYSTEMS INT'L INC.
PHOENIX BIOMEDICAL PRODUCTS INC.
RENFREW TAPE LTD.
W P MANUFACTURING
WESTMORLAND LABORATORIES INC.

Wish to be Invited to Participate in Trade Mission

BROOKDALE INT'L SYSTEMS INC.
CLARK MEDICAL PRODUCTS
COMPANION WALKER LTD.
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
GABEL MEDICAL INSTRUMENTS LTD.
INNOVATEK MEDICAL INC.
LE-HAN CANADA INC.
MEDICOR INC.
NORM BATES & ASSOCIATES
SPECIALTY CONTACT LENS LTD.
THOUGHT TECHNOLOGY LTD.
W P MANUFACTURING
WEB-TEX INC.
WESTMORLAND LABORATORIES INC.

INTERNATIONAL MEDICAL TRADE FAIRS SURVEY

WESTERN EUROPE

GREECE

Currently Exporting

EUROPEAN BABY BASICS INDUSTRIES LTD.
FITTER INTERNATIONAL INC.
LABTICIAN OPHTHALMICS INC.
SOUTHMEDIC INC.
THOUGHT TECHNOLOGY LTD.
WESTMORLAND LABORATORIES INC.

Desire more Trade Fair Activity

BROOKDALE INT'L SYSTEMS INC.
COMPTRONIC DEVICES LTD.
EMERAUD CANADA LTD.
INNOVATEK MEDICAL INC.
JOLDON DIAGNOSTICS INC.
MANREX LTD.

Priority to Increase or Start Exports

CYEX MEDICAL TECHNOLOGIES INC.
DIROS TECHNOLOGY INC.
EBCO TECHNOLOGIES INC.
JOLDON DIAGNOSTICS INC.
MATSON INT'L TRADING HOUSE
METROPOLITAN WIRE (CANADA) LTD.
MITROFLOW INTERNATIONAL INC.
RENFREW TAPE LTD.
W P MANUFACTURING

Wish to be Invited to Participate in Trade Mission

BROOKDALE INT'L SYSTEMS INC.
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
LE-HAN CANADA INC.
MANREX LTD.
MATSON INT'L TRADING HOUSE
SPECIALTY CONTACT LENS LTD.
W P MANUFACTURING
WEB-TEX INC.
WESTMORLAND LABORATORIES INC.

INTERNATIONAL MEDICAL TRADE FAIRS SURVEY

WESTERN EUROPE

ITALY

Currently Exporting

A.R. MEDICOM
BIOTEX LABORATORIES INC.
BM HI-TECH INC.
CANADIAN TECHNICAL TAPE LTD.
CYEX MEDICAL TECHNOLOGIES INC.
JOHN LEWIS INDUSTRIES LTD.
LABTICIAN OPHTHALMICS INC.
MANREX LTD.
MITROFLOW INTERNATIONAL INC.
NORDION INT'L INC.
SOUTHMEDIC INC.
TASH INC.
THOUGHT TECHNOLOGY LTD.
WESTMORLAND LABORATORIES INC.

Desire more Trade Fair Activity

BROOKDALE INT'L SYSTEMS INC.
CENTRO MANUFACTURING
CME TELEMETRIX INC.
COMPTRONIC DEVICES LTD.
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
HEALTHVISION CORPORATION
INNOVATEK MEDICAL INC.
JOLDON DIAGNOSTICS INC.

Priority to Increase or Start Exports

BIOTEX LABORATORIES INC.
BROOKDALE INT'L SYSTEMS INC.
CANADIAN TECHNICAL TAPE LTD.
CENTRO MANUFACTURING
DIROS TECHNOLOGY INC.
EBCO TECHNOLOGIES INC.
EUROPEAN BABY BASICS INDUSTRIES LTD.
FIAT PRODUCTS LTD.
FITTER INTERNATIONAL INC.
GEORGE COUREY INC.
HEALTHVISION CORPORATION
INGRAM & BELL INC.
JOLDON DIAGNOSTICS INC.
LABORIE MEDICAL TECHNOLOGIES
METROPOLITAN WIRE (CANADA) LTD.
PHOENIX BIOMEDICAL PRODUCTS INC.
RENFREW TAPE LTD.
TASH INC.
W P MANUFACTURING

Wish to be Invited to Participate in Trade Mission

BROOKDALE INT'L SYSTEMS INC.
CENTRO MANUFACTURING
COMPANION WALKER LTD.
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
HEALTHVISION CORPORATION
LE-HAN CANADA INC.
PROMEX PRODUCTS LTD.
SPECIALTY CONTACT LENS LTD.
W P MANUFACTURING
WEB-TEX INC.
WESTMORLAND LABORATORIES INC.



INTERNATIONAL MEDICAL TRADE FAIRS SURVEY

WESTERN EUROPE

NETHERLANDS

Currently Exporting

AMBUTECH
CANADIAN TECHNICAL TAPE LTD.
CLARK MEDICAL PRODUCTS
DARCOR CASTERS INC.
EUROPEAN BABY BASICS INDUSTRIES LTD.
FIAT PRODUCTS LTD.
FITTER INTERNATIONAL INC.
LABTICIAN OPHTHALMICS INC.
LE-HAN CANADA INC.
MANREX LTD.
NORDION INT'L INC.
O-TWO SYSTEMS INT'L INC.
PHOENIX BIOMEDICAL PRODUCTS INC.
SOUTHMEDIC INC.
TASH INC.
THOUGHT TECHNOLOGY LTD.
WESTMORLAND LABORATORIES INC.

Desire more Trade Fair Activity

BROOKDALE INT'L SYSTEMS INC.
CME TELEMETRIX INC.
COMPTRONIC DEVICES LTD.
DARCOR CASTERS INC.
EUROPEAN BABY BASICS INDUSTRIES LTD.
HEALTHVISION CORPORATION
INNOVATEK MEDICAL INC.
JOLDON DIAGNOSTICS INC.
LABORIE MEDICAL TECHNOLOGIES
NORM BATES & ASSOCIATES

Priority to Increase or Start Exports

CYEX MEDICAL TECHNOLOGIES INC.
DARCOR CASTERS INC.
DIROS TECHNOLOGY INC.
EBCO TECHNOLOGIES INC.
ECKEL INDUSTRIES (CANADA) LTD.
GEORGE COUREY INC.
HEALTHVISION CORPORATION
HOME AID PRODUCTS
JOLDON DIAGNOSTICS INC.
METROPOLITAN WIRE (CANADA) LTD.
NORM BATES & ASSOCIATES
NORTHERN LIGHT TECHNOLOGIES
RENFREW TAPE LTD.
W P MANUFACTURING

Wish to be Invited to Participate in Trade Mission

BROOKDALE INT'L SYSTEMS INC.
DARCOR CASTERS INC.
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
HEALTHVISION CORPORATION
LE-HAN CANADA INC.
SPECIALTY CONTACT LENS LTD.
*THERA-P-CUSHION INC.
W P MANUFACTURING
WEB-TEX INC.
WESTMORLAND LABORATORIES INC.

INTERNATIONAL MEDICAL TRADE FAIRS SURVEY

WESTERN EUROPE

NORWAY

Currently Exporting

ABSOB PLUS TEXTILES
EUROPEAN BABY BASICS INDUSTRIES LTD.
FITTER INTERNATIONAL INC.
LABTICIAN OPHTHALMICS INC.
NORDION INT'L INC.
TASH INC.
THOUGHT TECHNOLOGY LTD.
WESTMORLAND LABORATORIES INC.

Desire more Trade Fair Activity

BROOKDALE INT'L SYSTEMS INC.
COMPTRONIC DEVICES LTD.
HEALTHVISION CORPORATION
INNOVATEK MEDICAL INC.
JOLDON DIAGNOSTICS INC.

Priority to Increase or Start Exports

CYEX MEDICAL TECHNOLOGIES INC.
DARCOR CASTERS INC.
DIROS TECHNOLOGY INC.
EBCO TECHNOLOGIES INC.
HEALTHVISION CORPORATION
JOLDON DIAGNOSTICS INC.
METROPOLITAN WIRE (CANADA) LTD.
MITROFLOW INTERNATIONAL INC.
NORTHERN LIGHT TECHNOLOGIES
RENFREW TAPE LTD.
SOUTHMEDIC INC.
W P MANUFACTURING

Wish to be Invited to Participate in Trade Mission

BROOKDALE INT'L SYSTEMS INC.
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
HEALTHVISION CORPORATION
LE-HAN CANADA INC.
SPECIALTY CONTACT LENS LTD.
W P MANUFACTURING
WEB-TEX INC.
WESTMORLAND LABORATORIES INC.

INTERNATIONAL MEDICAL TRADE FAIRS SURVEY

WESTERN EUROPE

PORTUGAL

Currently Exporting

LABTICIAN OPHTHALMICS INC.
LE-HAN CANADA INC.
TASH INC.
THOUGHT TECHNOLOGY LTD.
WESTMORLAND LABORATORIES INC.

Desire more Trade Fair Activity

BROOKDALE INT'L SYSTEMS INC.
COMPTRONIC DEVICES LTD.
EMERAUD CANADA LTD.
INNOVATEK MEDICAL INC.
JOLDON DIAGNOSTICS INC.
MANREX LTD.

Priority to Increase or Start Exports

CYEX MEDICAL TECHNOLOGIES INC.
DIROS TECHNOLOGY INC.
EBCO TECHNOLOGIES INC.
ECKEL INDUSTRIES (CANADA) LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
FITTER INTERNATIONAL INC.
HARRY GEEN ASSOCIATES LTD.
JOLDON DIAGNOSTICS INC.
MATSON INT'L TRADING HOUSE
METROPOLITAN WIRE (CANADA) LTD.
MITROFLOW INTERNATIONAL INC.
RENFREW TAPE LTD.
SOUTHMEDIC INC.
TASH INC.
W P MANUFACTURING
WESTMORLAND LABORATORIES INC.

Wish to be Invited to Participate in Trade Mission

BROOKDALE INT'L SYSTEMS INC.
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
LE-HAN CANADA INC.
MANREX LTD.
MATSON INT'L TRADING HOUSE
SPECIALTY CONTACT LENS LTD.
W P MANUFACTURING
WEB-TEX INC.
WESTMORLAND LABORATORIES INC.

INTERNATIONAL MEDICAL TRADE FAIRS SURVEY

WESTERN EUROPE

SPAIN

Currently Exporting

DIROS TECHNOLOGY INC.
EMERAUD CANADA LTD.
LABTICIAN OPHTHALMICS INC.
MITROFLOW INTERNATIONAL INC.
SOUTHMEDIC INC.
THOUGHT TECHNOLOGY LTD.
WESTMORLAND LABORATORIES INC.

Desire more Trade Fair Activity

BROOKDALE INT'L SYSTEMS INC.
CENTRO MANUFACTURING
CME TELEMETRIX INC.
COMPTRONIC DEVICES LTD.
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
INNOVATEK MEDICAL INC.
JOLDON DIAGNOSTICS INC.
LABORIE MEDICAL TECHNOLOGIES
MANREX LTD.
MEDI ATHLETI-K INC.
NORDION INT'L INC.
TASH INC.

Priority to Increase or Start Exports

ABSOP PLUS TEXTILES
AMBUTECH
BIOTEX LABORATORIES INC.
BRYTECH
CENTRO MANUFACTURING
CYEX MEDICAL TECHNOLOGIES INC.
EBCO TECHNOLOGIES INC.
ECKEL INDUSTRIES (CANADA) LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
FITTER INTERNATIONAL INC.
INGRAM & BELL INC.
JOLDON DIAGNOSTICS INC.
MATSON INT'L TRADING HOUSE
MEDI ATHLETI-K INC.
NORDION INT'L INC.
RENFREW TAPE LTD.
TASH INC.
W P MANUFACTURING
WESTMORLAND LABORATORIES INC.

Wish to be Invited to Participate in Trade Mission

ABSOP PLUS TEXTILES
BROOKDALE INT'L SYSTEMS INC.
CENTRO MANUFACTURING
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
FEDERAL ELEVATOR SYSTEMS INC.
LE-HAN CANADA INC.
MANREX LTD.
MATSON INT'L TRADING HOUSE
NORDION INT'L INC.
SPECIALTY CONTACT LENS LTD.
W P MANUFACTURING
WEB-TEX INC.
WESTMORLAND LABORATORIES INC.

INTERNATIONAL MEDICAL TRADE FAIRS SURVEY

WESTERN EUROPE

SWEDEN

Currently Exporting

BIOTEX LABORATORIES INC.
CANADIAN TECHNICAL TAPE LTD.
DARCOR CASTERS INC.
DIROS TECHNOLOGY INC.
EUROPEAN BABY BASICS INDUSTRIES LTD.
FITTER INTERNATIONAL INC.
LABTICIAN OPHTHALMICS INC.
LE-HAN CANADA INC.
METROPOLITAN WIRE (CANADA) LTD.
MITROFLOW INTERNATIONAL INC.
NORDION INT'L INC.
SOUTHMEDIC INC.
TASH INC.
THOUGHT TECHNOLOGY LTD.
WESTMORLAND LABORATORIES INC.

Desire more Trade Fair Activity

BROOKDALE INT'L SYSTEMS INC.
CLARK MEDICAL PRODUCTS
DARCOR CASTERS INC.
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
HEALTHVISION CORPORATION
INNOVATEK MEDICAL INC.
JOLDON DIAGNOSTICS INC.
MANREX LTD.
NORM BATES & ASSOCIATES

Priority to Increase or Start Exports

AMBUTECH
CLARK MEDICAL PRODUCTS
CODE THREE EMERGENCY
COMPTRONIC DEVICES LTD.
CYEX MEDICAL TECHNOLOGIES INC.
DARCOR CASTERS INC.
EBCO TECHNOLOGIES INC.
FIAT PRODUCTS LTD.
HEALTHVISION CORPORATION
HOME AID PRODUCTS
INGRAM & BELL INC.
JOLDON DIAGNOSTICS INC.
MANREX LTD.
NORM BATES & ASSOCIATES
NORTHERN LIGHT TECHNOLOGIES
O-TWO SYSTEMS INT'L INC.
RENFREW TAPE LTD.
W P MANUFACTURING

Wish to be Invited to Participate in Trade Mission

BROOKDALE INT'L SYSTEMS INC.
CLARK MEDICAL PRODUCTS
CODE THREE EMERGENCY
DARCOR CASTERS INC.
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
HEALTHVISION CORPORATION
LE-HAN CANADA INC.
MANREX LTD.
SPECIALTY CONTACT LENS LTD.
THOUGHT TECHNOLOGY LTD.
W P MANUFACTURING
WEB-TEX INC.
WESTMORLAND LABORATORIES INC.

INTERNATIONAL MEDICAL TRADE FAIRS SURVEY

WESTERN EUROPE

SWITZERLAND

Currently Exporting

BM HI-TECH INC.
CANADIAN TECHNICAL TAPE LTD.
COMPANION WALKER LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
FITTER INTERNATIONAL INC.
LE-HAN CANADA INC.
NORDION INT'L INC.
NORM BATES & ASSOCIATES
SOUTHMEDIC INC.
TASH INC.
THOUGHT TECHNOLOGY LTD.

Desire more Trade Fair Activity

BROOKDALE INT'L SYSTEMS INC.
COMPTRONIC DEVICES LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
INNOVATEK MEDICAL INC.
JOLDON DIAGNOSTICS INC.
MANREX LTD.
MEDI ATHLETI-K INC.

Priority to Increase or Start Exports

ABSOB PLUS TEXTILES
AMBUTECH
CODE THREE EMERGENCY
CYEX MEDICAL TECHNOLOGIES INC.
DIROS TECHNOLOGY INC.
EBCO TECHNOLOGIES INC.
FIAT PRODUCTS LTD.
GEORGE COUREY INC.
INGRAM & BELL INC.
JOLDON DIAGNOSTICS INC.
LABTICIAN OPHTHALMICS INC.
MANREX LTD.
MEDI ATHLETI-K INC.
METROPOLITAN WIRE (CANADA) LTD.
MITROFLOW INTERNATIONAL INC.
NORTHERN LIGHT TECHNOLOGIES
PHOENIX BIOMEDICAL PRODUCTS INC.
RENFREW TAPE LTD.
W P MANUFACTURING
WESTMORLAND LABORATORIES INC.

Wish to be Invited to Participate in Trade Mission

ABSOB PLUS TEXTILES
BROOKDALE INT'L SYSTEMS INC.
CODE THREE EMERGENCY
COMPANION WALKER LTD.
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
LE-HAN CANADA INC.
MANREX LTD.
PROMEX PRODUCTS LTD.
SPECIALTY CONTACT LENS LTD.
W P MANUFACTURING
WEB-TEX INC.
WESTMORLAND LABORATORIES INC.

INTERNATIONAL MEDICAL TRADE FAIRS SURVEY

WESTERN EUROPE

TURKEY

Currently Exporting

INGRAM & BELL INC.
LABTICIAN OPHTHALMICS INC.
NORDION INT'L INC.
SOUTHMEDIC INC.

Desire more Trade Fair Activity

BROOKDALE INT'L SYSTEMS INC.
COMPTRONIC DEVICES LTD.

Priority to Increase or Start Exports

CYEX MEDICAL TECHNOLOGIES INC.
DIROS TECHNOLOGY INC.
EBCO TECHNOLOGIES INC.
EUROPEAN BABY BASICS INDUSTRIES LTD.
INNOVATEK MEDICAL INC.
MATSON INT'L TRADING HOUSE
METROPOLITAN WIRE (CANADA) LTD.
NORDION INT'L INC.
RENFREW TAPE LTD.
THOUGHT TECHNOLOGY LTD.
W P MANUFACTURING
WESTMORLAND LABORATORIES INC.

Wish to be Invited to Participate in Trade Mission

BROOKDALE INT'L SYSTEMS INC.
EMERAUD CANADA LTD.
LE-HAN CANADA INC.
MATSON INT'L TRADING HOUSE
SPECIALTY CONTACT LENS LTD.
W P MANUFACTURING
WEB-TEX INC.
WESTMORLAND LABORATORIES INC.

INTERNATIONAL MEDICAL TRADE FAIRS SURVEY

WESTERN EUROPE

UNITED KINGDOM

Currently Exporting

ABSOB PLUS TEXTILES
AMBUTECH
BIOTEX LABORATORIES INC.
BM HI-TECH INC.
CANADIAN TECHNICAL TAPE LTD.
COMPTRONIC DEVICES LTD.
DARCOR CASTERS INC.
DIROS TECHNOLOGY INC.
ECKEL INDUSTRIES (CANADA) LTD.
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
FITTER INTERNATIONAL INC.
GABEL MEDICAL INSTRUMENTS LTD.
HEALTHVISION CORPORATION
INGRAM & BELL INC.
LABTICIAN OPHTHALMICS INC.
LE-HAN CANADA INC.
MANREX LTD.
NORDION INT'L INC.
NORM BATES & ASSOCIATES
O-TWO SYSTEMS INT'L INC.
RENFREW TAPE LTD.
SOUTHMEDIC INC.
TASH INC.
THOUGHT TECHNOLOGY LTD.
WEB-TEX INC.
WESTMORLAND LABORATORIES INC.

Desire more Trade Fair Activity

BETTER CONTROL MEDICAL COMPUTERS
BROOKDALE INT'L SYSTEMS INC.
CENTRO MANUFACTURING
EUROPEAN BABY BASICS INDUSTRIES LTD.
HEALTHVISION CORPORATION
JOLDON DIAGNOSTICS INC.
LABORIE MEDICAL TECHNOLOGIES
LABOTIX AUTOMATION INC.
NORM BATES & ASSOCIATES

Priority to Increase or Start Exports

BIOTEX LABORATORIES INC.
BM HI-TECH INC.
BROOKDALE INT'L SYSTEMS INC.
CANADIAN TECHNICAL TAPE LTD.
CENTRO MANUFACTURING
CME TELEMETRIX INC.
CYEX MEDICAL TECHNOLOGIES INC.
DARCOR CASTERS INC.
EBCO TECHNOLOGIES INC.
FIAT PRODUCTS LTD.
GEORGE COUREY INC.
HEALTHVISION CORPORATION
HOME AID PRODUCTS
INNOVATEK MEDICAL INC.
JOLDON DIAGNOSTICS INC.
LABOTIX AUTOMATION INC.
MEDICOR INC.
METROPOLITAN WIRE (CANADA) LTD.
MITROFLOW INTERNATIONAL INC.
NORM BATES & ASSOCIATES
NORTHERN LIGHT TECHNOLOGIES
PARSONS A.D.L. INC.
TABUFILE ATLANTIC LTD.
W P MANUFACTURING
WESTMORLAND LABORATORIES INC.

Wish to be Invited to Participate in Trade Mission

BROOKDALE INT'L SYSTEMS INC.
CENTRO MANUFACTURING
COMPANION WALKER LTD.
DARCOR CASTERS INC.
EMERAUD CANADA LTD.
EUROPEAN BABY BASICS INDUSTRIES LTD.
FEDERAL ELEVATOR SYSTEMS INC.
HEALTHVISION CORPORATION
HOME AID PRODUCTS
LABOTIX AUTOMATION INC.
LE-HAN CANADA INC.
MEDICOR INC.
NORM BATES & ASSOCIATES
PARSONS A.D.L. INC.
PROMEX PRODUCTS LTD.
SPECIALTY CONTACT LENS LTD.
THERA-P-CUSHION INC.
THOUGHT TECHNOLOGY LTD.
W P MANUFACTURING
WEB-TEX INC.
WESTMORLAND LABORATORIES INC.

LIBRARY E A / BIBLIOTHÈQUE A E



3 5036 01006528 5