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CANADIAN EXPORTERS

of

**HOME CARE
MEDICAL DEVICES**

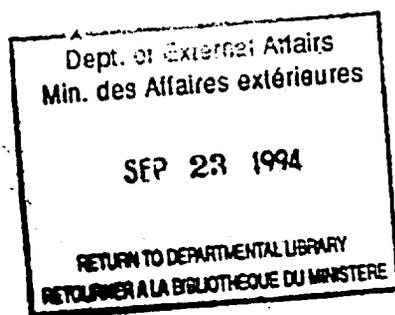
SECTORAL LIAISON SECRETARIAT
Department of Foreign Affairs and International Trade

December 1993

INTERNATIONAL TRADE DEVELOPMENT BRANCH

MISSION STATEMENT

**"To Enhance Canadian Export Performance
and International Competitiveness"**



The Department of Foreign Affairs and International Trade (DFAIT) has taken the utmost care in preparing this Directory. However, as information in this Directory is gathered through mailed questionnaires, direct contact and other sources of public information, DFAIT cannot and does not guarantee the accuracy of the information, not the absence of error or omissions. Therefore, DFAIT assumes no liability for the contents of the Directory.

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A.R. Medicom Incorporated

910 Rue Begin,
Ville St-Laurent, Quebec
H4M 2N5
Tel: 514-341-8010
Fax: 514-335-2736
Export Contact: Mr. Biagio Malagisi, Sales Coordinator

A.R. Medicom Incorporated is becoming one of Canada's leading suppliers of medical disposable products. Established in 1988, A.R. Medicom Incorporated has not only expanded sales, but also their product line to supply not only the medical profession, but also the dental industry.

With the recent additional acquisition of AMD-Ritmed, a Canadian manufacturing facility of specialized surgical sponges, A.R. Medicom Incorporated is entering new markets with products that offer superior quality at reasonable prices. A.R. Medicom is seeking to expand export markets.

Products For Export

Bandages
Bibs
Compresses
Drapes
Dressings
Fertility Indicators
Gauze
Gloves
Insulin Injectors
Masks
Needle Counting/Disposal Boxes
Sponges
Swabs
Tongue Depressors

Absorb-Plus Textiles Incorporated

5750 Royal Mount Avenue,
Mount Royal, Quebec
H4P 1K5

Tel: 514-345-9770

Fax: 514-735-9619

Export Contact: Mr. David D. Small, Vice President

Absorb-Plus Textiles Incorporated has been manufacturing reusable incontinent products for 18 years. Over 60 employees in a modern plant located in a suburb of Montreal, Quebec, produce quality incontinent products for the North American market, as well as many countries in Western Europe.

Products include soaker bed and chair pad, built with an Aquaperm waterproof barrier, incontinent briefs, briefers, various styles of inserts, specialty moisture proof laundry containment bags, bibs, and smokers aprons. In addition, specific production facilities are dedicated to the production of white and coloured knit sheets for hospital beds, cribs and stretchers. The company has a designer on staff for specific customer requirements and will provide in-service assistance to customers and distributors.

All sales are arranged through distributors who stock product. Absorb-Plus Textiles operates fluently in either english or french. Product literature and samples are available to interested parties.

Products For Export

Diapers

Incontinence Care Products

Linens

Accro Furniture Industries

211 Hutchings Street,
Winnipeg, Manitoba
R2X 2R4
Tel: 204-633-8432
Fax: 204-694-5586
Export Contact: Mr. T.J. Clark, President

Acme Chrome Furniture Limited, founded in Winnipeg in 1946, began as a manufacturer of tubular steel kitchen suites satisfying post-war consumer demand. It grew to include restaurant and hospitality furniture. By 1966 the product line had been further expanded to include furniture for education facilities necessitating the construction of a new 6,000 sq. meter factory designed specifically for the manufacture of steel furniture.

Office products manufactured include a complete line of Ergonomic and stationary seating, and library and computer tables. In addition, they have also acquired the capability to provide furnishing for acute and extended health care facilities. In 1989 a new electrostatic powder coat finishing facility was opened to provide company products with the latest technology in environmentally favourable metal coating capability.

The long service contribution of many key employees has allowed the company to provide consistent quality to the market place. Today more than 60 employees work together to manufacture products for the contract industry which are marketed under Accro Furniture Industries. Every day thousands of people utilize furniture manufactures by Acme Chrome Furniture Limited in a wide variety of installations throughout Canada and many parts of the United States.

Products For Export

Chairs
Furniture
Grab Bars

Acryx Industries Incorporated

P.O. Box 1870,
383 Elgin Street
Brantford, Ontario
N3T 5W4

Tel: 519-756-3442

Fax: 519-756-3146

Export Contact: Mr. David Wright, Sales Representative

Acryx Industries manufactures acrylic whirlpool baths, showers and spas, primarily for residential use. However, the firm has in the past, customized the product for commercial and healthcare applications. Established in 1982, the company has been exporting to the United States, Germany and France for over eight years.

The company currently occupies two manufacturing facilities with over 70,000 square feet, and a distribution warehouse in Berlin, New Jersey. Products are primarily sold to the plumbing industries through distributors, with the company's largest Ontario distributor being Westburne Supply.

All products meet Canadian and United States standards, and are readily convertible to meet foreign standards. Communication with foreign markets has not been a problem, as most of the company's literature is printed in english and french, and there is a technical staff person fluent in german and french.

Products For Export

Bathing Systems

Showers

Advanced Mobility Systems Corporation

621 Justus Drive,
Kingston, Ontario
K7M 4H5
Tel: 613-384-7460
Fax: 613-634-3990
Export Contact: Mr. Rex Donald, Marketing Director

Advanced Mobility Systems (AMS) is a wheelchair manufacturing company which specializes in the production of tilt in space wheelchairs. AMS also performs R & D, design, engineering and production for specialty mobility devices.

Founded in Kingston, Ontario in 1986, Advanced Mobility Systems is currently selling wheelchairs across Canada and is seeking expanded export opportunities. Advanced Mobility Systems currently is producing a tilt wheelchair, tilt/recline wheelchair and a supine transporter. In addition to wheelchairs, Advanced Mobility Systems manufactures and designs wheelchair cushions, headrests and specialty seating equipment.

Products For Export

Wheelchairs

Wheelchair Accessories

Ambutech

670 Golspie Street,
Winnipeg, Manitoba
R2K 2V1

Tel: 204-663-3340

Fax: 204-663-9345

Export Contact: Mr. Tony Russell, V.P. Sales

AmbuTech is a manufacturer and marketer of canes and mobility products. Founded in 1982, the company was acquired by Melet Plastics Incorporated in 1990, and operates as a fully integrated division of Melet. Melet is an ISO certified company and has approximately 35 employees.

The AmbuTech line of support canes was originally based on a patented design that incorporates a threaded bottom section. This allows the cane to be adjusted over a full 20 cm. range, so that the height of the cane can be set to the exact requirement of the user, and this feature makes the AmbuTech cane unique to any other support cane. AmbuTech expanded the concept of an adjustable cane for orthopaedic use into a support cane for the visually impaired. In addition, AmbuTech manufactures and markets folding mobility canes and identification canes for the visually impaired.

Customers for the line of mobility products for the visually impaired include the Canadian National Institute for the Blind, the United States Veterans Administration, the Helen Keller National Center, and the Braille Institute.

The AmbuTech line of orthopaedic canes and mobility products for the visually impaired is also sold in selected countries around the world. The company expects to increase international sales substantially in the near future by expanding the number of warehousing distributors that carry the line.

Products For Export
Canes

Anetec Incorporated

P.O. Box 991,
340 Bell Boulevard
Belleville, Ontario
K8N 5B6
Tel: 613-966-9196
Fax: 613-966-9934
Export Contact: Mrs. Catharine P. Huff, President

Anetec Incorporated has been manufacturing disposable, thermoplastic respiratory and anaesthesia products since 1982. With more than ten years experience in this industry, Anetec is committed to keeping up to date with the latest advances in the Patient Health Care Field.

Anetec Incorporated has established a reputation for combining quality products with competitive prices at a level of service second to none. Anetec Incorporated is well established in the Canadian marketplace and are now expanding into international markets.

Products For Export
Breathing Apparatus

Arconas Corporation

580 Orwell Street,
Mississauga, Ontario
L5A 3V7

Tel: 416-272-0727

Fax: 416-897-7470

Export Contact: Mr. John W. Neufeld, President

Arconas Corporation is a leading producer of innovative seating products for the medical field. With over 20 years experience in manufacturing, and using the unique technique of moulding high resiliency urethane on to steel frames, Arconas has used this high quality process in innovative ways. In the healthcare field, the company philosophy is to develop seating with a high degree of technical efficiency in a design which is non-institutional in appearance.

Arconas Corporation is a North American company covering all of the United States and Canada through representatives, and the company seeks opportunities in the broader world community. Pro Care, the firm's healthcare division, is only one part of the company which has extensive products in the corporate and institutional field. The firm has long standing relationships with institutions such as Harvard University, the University of Michigan, cruise ship companies, the United States Navy, as well as leading corporations around the world.

Products For Export

Furniture

Seating

Benlan Incorporated

2760 Brighton Road,
Oakville, Ontario
L6H 5T4

Tel: 416-829-5004

Fax: 416-829-5006

Export Contact: Mr. Tom Enns, Vice President

Benlan Incorporated is a medical device manufacturer with a full range of products, services, technical capabilities and sales support. The plant is 17,000 square feet with a 2,500 square foot Class 100,000 clean room.

The finished products offered are in the areas of intravenous administration, blood administration, enteral feeding, suction, urology, as well as custom designed and manufactured products. The firm is vertically integrated in that the tubing, injection mould necessary components, assemble, package and sterilize the products. This allows full control and flexibility to meet several domestic and export requirements.

Benlan Incorporated has been exporting products for 2 years through agents in various countries. The firm would like to increase export penetration through distributors or agents.

Products For Export

Blood Pressure Apparatus

Catheter Accessories

Catheters

Enteral Feeding Products

Intravenous Products

Incontinence Care Products

Respiratory Therapy Equipment

Transfer Systems

Tubing

Better Control Medical Computers Incorporated

52 Wendover Road,
Toronto, Ontario
M8X 2L3
Tel: 416-231-2195
Fax: 416-239-9702
Export Contact: Mr. M. Sperlich, President

Better Control Medical Computers Incorporated (BCMC) is a world leader in computer-assisted diabetes care. The firm's technology provides the patient with an expert device which he/she can carry in a pocket, or a central system which he/she can access via any touch-tone telephone. The technology implements Intensified Diabetes Therapy (IDT) within the patient's existing medical supervision, for a small fraction of the cost of equivalent manual or clinic-based methods.

Founded in 1983 in Toronto, BCMC addresses the needs for cost containment in universally accessible IDT as now recommended by the results of a United States clinical trial called the DCCT. Development of systems with this unusual attribute were funded in part by both the Canadian Medical Research Council and the United States National Institutes of Health.

BCMC's products are protected by international copyright. Its proprietary algorithms have been clinically qualified and are now used by over 1500 patients for as long as 10 years. Hand-held products are sold to individual patients, and multi-user systems can service as few as 30, or as many as 1000 patients. Multi-user systems are leased to clinics or physicians who use them to provide health care for their patients at a distance. Systems generate on-site revenues that cover both system costs and professional fees, while reducing clinic demands and overhead. BCMC offers custom installation, training, technical support, updates and automated end-user billing services, if desired. The firm is interested in marketing assistance from field representatives.

Products For Export

Diabetes Equipment

Diabetes Simulators

Insulin Dosage Computers

Brookdale International Systems Limited

#1-8755 Ash Street,
Vancouver, B.C.
V6P 6T3

Tel: 604-324-3822

Fax: 604-324-3821

Export Contact: Mr. Ernest Moniz, V.P. Sales & Marketing

Brookdale International Systems Limited is a privately-held Canadian company incorporated in 1990 to develop, manufacture and market socially-meritous products, starting with the EVAC-U8 emergency escape smoke hood. The EVAC-U8 hood and filtration system protects the user's eyes, nose, mouth, head, throat, and respiratory system, allowing time to escape many respiratory threats such as fire.

Brookdale's research and development capabilities are such that EVAC-U8 can be adapted to different applications and challenge atmospheres. This has already taken place in the form of the DIX-EVAC life support system, an alternative to the present oxygen delivery system in airplanes since it will filter toxic smoke during emergency landings and evacuation from the aircraft.

Brookdale International Systems Limited has began production in their 5,000 square foot, state-of-the-art clean room facilities, created to meet ISO 9000 standards, and have started test marketing on the Pacific Coast of the United States and in Canada. Beginning in January, 1994, EVAC-U8 will be available across North America, and Brookdale is interested in expanding sales through strategic partners in Japan, Europe, Hong Kong, Australia, the Middle East and Mexico. Presently, Brookdale exports EVAC-U8 to distributors who are engaged in direct sales to people for use in the home, travel, office, nursing homes, hospitals, schools, etc..

Products For Export
Fire Protection Systems
Safety Equipment

Brookdale Medical Specialties Limited

418 Hanlan Road,
Unit 27,
Woodbridge, Ontario
L4L 3P6
Tel: 416-856-5006
Fax: 416-856-5019
Export Contact: Mr. K.S. Novack, President

Brookdale Medical Specialties Limited, established in 1984, is an aggressive medical specialty company supported by or warehousing facility in Woodbridge (Toronto) Canada. Brookdale Medical is currently marketing a variety of rehabilitation equipment as well as hospital and home health care products. Brookdale sells to hospitals, physiotherapy clinics, chiropractors, etc. They also manufacture exercise equipment and electrotherapy equipment for export.

Brookdale Medical Specialties Limited is interested in a global market, seeking markets in Europe, the Pacific Rim & South America.

Products For Export

Bed Pads
Bed Tables
Cold Packs
Cushions
Electro-therapy Equipment
Fitness Training Equipment
Laser Therapy Equipment
Manual Therapy Tables
Muscle Stimulators
Nerve Stimulators
Pain Control Devices
Parallel Bars
Physiotherapy Equipment
Seating
Sports Medicine Equipment
Traction Units
Wheelchair Accessories

Calmar Orthopaedics Incorporated

760 Birchmount Road, #33,
Scarborough, Ontario
M1K 5H8

Tel: 416-757-6296

Fax: 416-757-6297

Export Contact: Mr. Minaz Rattansi, President

Calmar Orthopaedics is dedicated to the rehabilitation of the physically challenged. The company provides professional services ranging from clinical consultation to the manufacture and fitting of the appropriate device to assist clients/patients achieve their maximum potential. Cervical, lumbosacral, knee, ankle, foot orthoses, extra-depth & orthopaedic footwear, to conventional, myo-electric and the state-of-the-art endolite prostheses are some of the devices supplied by Calmar for adults and children.

The company is currently developing a unique device to replace the wheelchair that will revolutionize sports for the disabled. The device is being designed to encompass a multi-purpose usage; being lightweight, portable and at a low cost to ensure its availability for all. Calmar Orthopaedics has a pool of extremely experienced personnel in the field of prosthetics and orthotics that enables the research and development to be pursued very effectively. The facility has the capability to produce entire devices thus achieving a 75 percent Canadian content in its products.

While Calmar is interested in pursuing and developing services worldwide, the United States, Caribbean Islands, Russia, Middle East and Pakistan have been identified as priority markets. Advice regarding agents/distributors in these markets would be appreciated. The company would also entertain licensing arrangements/joint ventures with overseas companies seeking to broaden their services/product lines. The company would like to participate in one Eastern European/Russia and one Middle Eastern-Pakistan trade show.

Products For Export

Braces

Cervical Collars

Limb Braces

Neck Braces

Orthoses

Prosthetic Devices

Canadian Technical Tape Limited

135 East Drive,
Brampton, Ontario
L6T 1B5
Tel: 416-791-3980
Fax: 416-791-0587
Export Contact: Mr. Paul Cohen, V.P. Marketing

Canadian Technical Tape Limited is a privately held company which has been manufacturing pressure sensitive adhesive tapes since 1950. With a wide range of adhesive tapes, the company has been exporting for most of its history and currently ships product to 40 countries worldwide. Within the product range manufactured, the key tape lines include Masking, Carton sealing, Cloth and certain specialty items. Included in the last category for the healthcare market are sterilization tapes: an Autoclave Indicator tape as well as an Ethylene Oxide Gas Indicator tape.

In export markets, Canadian Technical Tape Limited generally ships container quantities to major distributors within a geographical market. The firm's distributors would sell to many key end users including General Motors, Ford, hospital associations in France and the United States.

Canadian Technical Tape Limited has two manufacturing facilities in Canada, and one in the United States. In each of the plants there are quality assurance labs and for some products, they meet ISO standards. Canadian Technical Tape Limited is interested in developing further distribution and offshore markets in South America, Europe, Africa and the Far East.

Products For Export
Adhesive Tape

Centro Manufacturing Incorporated

310 Carlingview Drive,
Etobicoke, Ontario
M9W 5G1

Tel: 416-213-1444

Fax: 416-213-1446

Export Contact: Chris Cosentino, President

Centro Manufacturing Incorporated (CMI) is one of North America's leading manufacturer of Schukra Lumbar Supports with over 8 years experience in the manufacturing and marketing of lumbar supports. In-house product engineering, featuring full CAD/CAM design capabilities, coupled with state-of-the-art numerically controlled equipment, make CMI a leader in development and manufacture.

Founded in 1977, CMI grew with the introduction of the first adjustable lumbar support. CMI's products are produced in state-of-the-art flexible manufacturing cells, and there are over 10 models to choose from for a variety of uses.

In addition, CMI manufactures electronic weighing systems and all electronic components are designed and built in-house utilizing CMI's extensive engineering background. Sales of CMI electronic weighing systems extend to every region in the United States, Taiwan and Hong Kong. Export driven CMI sells products throughout North America, Europe and the Far East. International sales are supported by high quality sales literature, point of purchase displays, and sales training programs.

Products For Export

Backrests

Weighing Scales

Clark Medical Products Incorporated

5510 Ambler Drive, #10,
Mississauga, Ontario
L4W 2V1
Tel: 416-238-6163
Fax: 416-624-3161
Export Contact: Mr. Gordon Clark, President

Clark Medical Products has been manufacturing bathroom assistive device products in Canada since 1987. Design and manufacturing are done on premise and flexibility allows the firm to produce large or small production runs, and the ability to do custom design changes as required. Founded in Mississauga, Clark Medical has grown with the production of water powered bath lifts. Clark Medical Products has since that time added another lift called the Valette, which is a water powered toilet lift. The Valette was designed and developed in Canada, and has Canadian and United States patents, with others pending.

Clark Medical products are manufactured of the finest materials available, and particular attention is placed on quality and serviceability. As a result of the company's commitment to healthcare professionals, the staff are continually improving products seeking higher levels of excellence.

Clark Medical currently exports to the United States and Holland, and are presently negotiating with distributors in France. In Canada and the United States, marketing is done through independent home care dealers, and in other countries, the firm is marketing through larger warehouse distributors and international brokers.

Products For Export

Bathtub Lifts
Disabled Lift Systems
Electric Lifts
Lifts
Seating
Toilet Lifts

Code Three Emergency Vehicles Incorporated

P.O. Box 2513,
Station "R",
Kelowna, B.C.
V1X 6A6

Tel: 604-861-9000

Fax: 604-861-9400

Export Contact: Mr. Eric G. Heffernan, President

Code Three Emergency Vehicles Incorporated manufactures 4x4 ambulances and industrial type II van ambulances at their plant located in Kelowna, British Columbia. Code Three is also an exclusive Canadian supplier of some of North America's finest Type I, Type II High-Top and Type III ambulances, rescue trucks and other specialty vehicles such as mobile hazardous waste units, multi-casual incident units, and mobile command posts.

Code Three Emergency Vehicles Incorporated has been supplying Canadian ambulance services coast to coast for approximately 12 years, and are proud to be the supplier of emergency vehicles and equipment to the City of Calgary, one of the leading paramedic teams in North America. Code Three Emergency Vehicles is also a supplier of medical equipment and supplies.

Products For Export

Adhesive Tape

Aspirators

Carts

Cervical Collars

Cold Packs

CPR Boards

Field Dressings

First Aid Equipment

First Aid Kits

First Aid Storage Cases

Handicapped Vehicles

Neck Braces

Penlights

Rescue Equipment

Resuscitators

Scissors

Seating

Software

Spine Boards

Splints

Stretchers

Suction Pumps

Companion Walker Limited

1324 Norfolk Drive North West
Calgary, Alberta
T2K 5P6

Tel: 403-275-5676

Fax: 403-275-5678

Export Contact: Mr. Tommy K.T. Lee, President

Companion Walker Limited is a Canadian privately-owned manufacturer of home healthcare products for seniors and the disabled. The company was incorporated in Calgary in 1990, and are the designer, manufacturer and marketer for all their products. The firm's strategy of marketing and manufacturing is to include quality and affordability in all the product lines. The light-weight multi-function walker has gained considerable consumer acceptance since its introduction two years ago.

Currently, Companion Walker Limited exports to the United States, England, Switzerland, Kuwait and Trinidad. Companion Walker Limited is seeking effective distribution channels, including trading houses, foreign agents, and distributors.

Products For Export

Grab Bars

Walkers

Walking Assistive Devices

Wheelchairs

Comptronic Devices Limited

9860 A-33 Avenue,
Edmonton, Alberta
T6N 1C6
Tel: 403-450-3729
Export Contact: Mr. David Siever, President

Comptronic Devices Limited designs and manufactures a series of light and sound stimulation, brain wave entrainment devices called the D.A.V.I.D. JR plus and the Paradise. These products are used by a variety of users to promote and assist in relaxation. In 1985, Comptronic Devices Limited designed the first D.A.V.I.D.1 (Digital Audio/Visual Integration Device) using light and sound pulses to enhance relaxation in clinical settings and applications. Since this time, Comptronic Devices Limited, through careful market studies and a well developed product research and development team, designed the D.A.V.I.D. JR plus, a portable, fully programmable and inexpensive relaxation device.

In 1990, sales were approximately 70 percent for exports. In June 1989, they contracted with a General Distributor in France for Europe and the Middle East. They have agreements with ten distributors in the United States located in California, Massachusetts, Maryland, Texas, Washington, and Tennessee. They are currently corresponding with companies in the United Kingdom, Taiwan and Australia to negotiate having them represent their products.

While Comptronic Devices Limited is interested in developing a worldwide market, their current focus for marketing is to continue developing Europe with their general distributor, develop a stronger distributor network within the United States and to locate a general distributor for the Pacific Rim countries. Comptronic Devices Limited would be interested in selling licensing agreements with other countries. Because their product involves high technology electronics, they would also consider contracting the manufacture overseas or to purchase electronic parts direct from manufacturing companies in other countries.

Products For Export
Stimulators

CYEX Medical Technologies Incorporated

140 Renfrew Drive,
Suite #205
Markham, Ontario
L3R 6B3

Tel: 905-470-6025

Fax: 905-513-0677

Export Contact: Dr. K. Crewe, General Manager

CYEX Medical Technologies Incorporated is a leading medical device manufacturing company located in Markham, Ontario, in the heart of Canada's medical and high technology industries. At CYEX, a tremendous in-house ability is fuelled by a dedicated staff and multi-disciplined management team who under the guidance of an internationally recognized scientific advisory board, are ever improving specialty and custom products such that they may achieve higher levels of excellence.

CYEX specializes in minimally invasive therapeutic medical devices and manufactures CYPERFLO; peripheral infusion catheters, CYBILNATE umbilical catheters, BIOMATE; regional anaesthesia catheters and MEDEFLO; custom administration sets. All CYEX products are produced in its state-of-the-art cleanroom facility in accordance with all international medical device regulations to meet ISO 9000 standards.

The specialty infusion catheters and regional anaesthesia catheters are exported throughout North America, Europe, the Middle East and Africa. CYEX prefers to distribute its products internationally through local distributors who are familiar with their own domestic markets. CYEX's current product lines are ideal for both the hospital and alternate care marketplace.

Products For Export

Catheters

Catheter Accessories

Darcor Casters Incorporated

7 Staffordshire Place,
Toronto, Ontario
M8W 1T1
Tel: 416-255-8563
Fax: 416-251-6117
Export Contact: Mr. Cyril J. Muhic, Regional Sales Manager

Darcor Casters Incorporated manufactures a complete line of high performance casters and wheels. Specializing in hospitals and institutions, the firm's high quality ergonomic products are being increasingly specified by safety conscious managers. Low rolling effort and long life are but two of the qualities that Darcor offers. The Darcor neoprene wheel is well suited for hospitals and institutional use. It is non-marking, non-staining, shock absorbing, and resistant to wax and cleaning solutions. This wheel works well on both hard floor and carpet areas, and resists picking up lint and fibres.

Darcor Casters Incorporated features a complete line of sanitary sealed casters. These casters are equipped with sealed ball races, providing easy access for lubricants in the swivel heads and wheels, and they are excellent for wash down areas. The company has offices in Los Angeles, Nashville, Buffalo and Toronto, with distribution throughout North America and the world.

Products For Export
Casters, Medical

E.L. Bryenton & Associates Incorporated

28 Concourse Gate, Suite 102
Ottawa, Ontario
K2E 7T7

Tel: 613-727-5800

Fax: 613-727-5130

Export Contact: Mr. E.L. Bryenton, President

Established in 1982, E.L. Bryenton & Associates Incorporated (BRYTECH) is a privately owned Canadian company. It provides consulting engineering services, conducts research and development, and manufactures a number of electronic products. Areas of specialization include telecommunications, biotechnology and opto-electronics.

BRYTECH has worked with a number of international companies and governments on projects including feasibility studies, custom design and product development. Some of the products being produced include: ultrasonic mobility device for visually impaired; simulated speech generator; infrared heat detection device; infrared wireless communication system; optical bank note reader for blind persons; monitor for position and motion of human body; and a personal alarm monitor for vital health signs.

Brytech is currently identifying countries around the world that have bank notes of a standard size (or are planning to produce the like) and could utilize a reader for the blind. Primary markets have been Europe and Asia. With the expansion of its product lines around the world, Brytech is interested in joint ventures, manufacturing rights for electronic products as well as locating distributors to expand market potential.

Products For Export

Heart Rate Monitors

Mobility Aids

Monitors

Optical Equipment and Supplies

Respiratory Therapy Equipment

Emeraud Canada Limited

P.O. Box 73,
Station "N",
Toronto, Ontario
M8V 2S4
Tel: 416-251-8864
Fax: 416-251-2802
Export Contact: Mr. Steven Shaw, President

Emeraud Canada Limited founded in 1972, operates five different divisions. The company exports to many parts of the world including: South-East Asia, the Pacific Rim, North and South America, and Europe. Emeraud has associate offices in Australia, Canada, France, Japan, the United Kingdom, and the United States.

Emeraud Canada Limited is a wholly owned Canadian company with an experienced staff to cover special consulting needs on projects, including medical, hospital supplies and x-ray equipment.

Sixty percent of Emeraud's exports go to markets such as Europe, South-East Asia, South America, Pakistan, Burma, Singapore, and the Middle East. The firm can accomplish this and provide quality customer service through their chain of agents and distributors head-quartered in Toronto.

Products For Export
Consulting Services

Euro-Care Furniture Limited

Box 4, Unit 3A,
601 Bowman Avenue,
Winnipeg, Manitoba
R2K-1P7

Tel: 204-668-4991

Fax: 204-669-7307

Export Contact: Mr. Paul Rodrigues, President

Euro-Care Furniture Limited was founded in 1991 and is owned and operated by skilled European craftsmen. The five partners have a combined total of 139 years experience in the furniture industry, and 56 years experience in the specialized healthcare furniture industry.

Euro-Care's expertise rests on construction of wood-based case goods designed for healthcare installation. Highly specialized seating and tables for the patient and/or visitor round out the company's line of fine furniture. Customizing is another option that with drawings and specifications can be achieved. State-of-the-art finishing with catalytic lacquers and inherently flame retardant polyurethane foams assure the end user of the finest responsible and highest quality available.

Currently, Euro-Care distributes its products in Canada to clinics, hospitals, and nursing/personal care homes where special needs furnishings are a must. Euro-Care is particularly interested in expanding sales to the United States. Through broadened distribution, the company expects to increase its share in the healthcare market. The company prefers to distribute its products through agents and representatives.

Products For Export

Bed Tables

Beds

Bed-side Cabinets

Benches

Chairs

Cushions

Furniture

Seating

Wardrobes

European Baby Basics Industries Incorporated

195-1450 Johnston Road,
White Rock, B.C.
V4B 5E9
Tel: 604-536-6281
Fax: 604-538-0583
Export Contact: Mr. Richard Hark, President

European Baby Basics Industries has been active in international marketing and in the development of reusable products for three years. The products developed/co-developed and marketed are: Indisposable, infant diapers for home and institutional use; and, Quality Care, youth and adult incontinence products for home and institutional use. The Indisposables product has been granted a Canadian patent. European Baby Basics Industries is the exclusive marketing partner for Indisposables in Europe, South America and other regions.

In those countries where the firm is present, products are sold through agents to institutions and through distributors to the end-user for the home market. The firm offers testing, after-sales-service, rental packages, and custom sizing for almost all products. Major clients include: Centennial Laundry in Toronto; AOK in Germany, a large government health insurance company; and, 24 daycare centres in Sweden.

The firm employs marketing staff who are capable of speaking english, german, french and spanish. The firm is seeking a variety of business relationships with direct sales, agents, distributors, joint ventures, strategic alliances, and licensees for product.

The firm is looking for the following characteristics in foreign distributors: experience and connections in related industries; a small warehouse facility and a complete office set-up; able to carry a small inventory; able to communicate, inform and motivate; and, able to recruit and guide a highly motivated sales force.

Products For Export

Diapers

Incontinence Care Products

Everest & Jennings Canadian Limited

111 Snidercroft Road,
Concord, Ontario
L4K 2J8

Tel: 416-669-2381

Fax: 416-660-7875

Export Contact: Mr. Diego Picchetti, Marketing Manager

Everest & Jennings Canadian Limited is a member of one of North America's premier wheelchair manufacturing companies. Operating out of a 75,000 square foot facility, the company operates a fully integrated engineering and manufacturing facility which not only fulfils its needs for the domestic market, but allows it to develop and manufacture wheelchair products for affiliated Everest & Jennings companies worldwide. They also have the capacity to support export markets. The company's flexible production facilities also means customized wheelchair mobility products are easily handled on request. Everest & Jennings Canadian Limited was incorporated in 1963 and has become Canada's largest wheelchair manufacturer. It remains affiliated with Everest & Jennings International whose beginnings in the 1930's led to the commercialization of the worlds first lightweight tubular steel folding wheelchair.

Everest & Jennings produces a wide variety of wheelchair mobility products, both manual and battery operated. The low-end institutional chairs are noted for their durability while the higher-end products integrate weight saving materials and high performance components for optimal individual prescription flexibility. In the battery operated area, Everest & Jennings offers a full range of products including cost effective power chair products for home care, highly sophisticated, fully integrated systems for severely disabled individuals using power assisted seating systems and specialty/environmental control systems and a line of three wheeled battery operated scooters. Everest & Jennings has participated in export business around the world and prefers to distribute its products through local agents knowledgeable in wheelchair products and the local particulars.

Products For Export

Commodes

Disability Scooters

Mobility Aids

Wheelchairs

Wheelchair Accessories

Wheelchair Controls

Federal Elevator Systems Incorporated

187 Deerhurst Drive, Unit 1
Brampton, Ontario
L6T 5K3
Tel: 416-458-4015
Fax: 416-458-0680
Export Contact: Mr. Richard Piatti, Director

Federal Elevator Systems specializes in the manufacturing and installation of elevating devices for the disabled and passenger elevators for a wide variety of applications. The company has manufactured hundreds of standard hydraulic elevators and lifts and many custom design products that range from 10,000 pound freight elevators to 26 floor high speed passenger elevators. The main products are the Carelift and the Regal Lift. The Carelift is a vertical lift that is designed to transport disabled or elderly persons in buildings that are accessible to the general public. The Regal Lift is a vertical lift that fulfils the same task as the Carelift, but designed for home use.

Founded in 1988, its principals have extensive experience in the durable medical equipment industry, having taken participation in the development of the market for these types of elevating devices both in Canada and the United States, as well as having been involved in the development of national codes that cover the installation of these devices. The company is based in a modern building where it conducts all of its manufacturing, engineering and R & D activities under strict controls that guarantee the integrity of its elevators and lifts, and the quality of design is accurately extended to the final products.

Federal Elevator products are sold through a vast network of dealers and representatives that have been trained to satisfy the demanding requirements of virtually any customer. For those regions where no dealer or representative has been appointed, the company has performed installations directly with success, but it prefers to distribute its products through durable medical equipment dealers or elevator companies. The company supports its representatives with updating of its sales literature, varied advertising, regular training seminars and direct contacts. As well, the sales department is capable of communicating with customers and representatives in english, spanish and french.

Products For Export

Electric Lifts
Elevating Devices
Lifts
Wheelchair Lifts

Fell-Fab Products

P.O. Box 3303,
Station "C",
Hamilton, Ontario
L8H 7L6

Tel: 416-560-9230

Fax: 416-560-9846

Export Contact: Mr. Don R. Fell, International Marketing

Fell-Fab Products is a privately owned, innovative manufacturer of engineered products utilizing industrial fabrics. Fell-Fab Products fosters growth and development through entrepreneurial spirit, and was established in 1952. The modern facility includes a clean room, a complete range of manual and automatic cutting, sewing, welding and gluing equipment. Computers are utilized daily in customer service, engineering design, manufacturing, material and production planning, accounting and management control. The firm has electronic data interchange capability, and drawings can be received and transmitted electronically.

Quality assurance at Fell-Fab Products meets ISO 9002 standards. Products are designed to customer needs and sold into global markets in aerospace, bulk transport, industrial, governmental, medical, national defense and land transportation.

Products For Export

Bed Pads

Drapes

Padding

Privacy Curtains

Straps

Fiat Products Limited

255 Hutchings Street,
Winnipeg, Manitoba
R2X 2R4

Tel: 204-633-6122

Fax: 204-632-4595

Export Contact: Mr. David J. Kennedy, General Manager/C.E.O.

Fiat Products Limited boasts the broadest and the most complete line of acrylic bathing suites and shower suites in North America. Produced in the 82,000 square foot Canadian facility in Winnipeg, the line includes a full range of custom comfort and special needs models designed for residential, hospital and extended care facilities. All products are produced for both the new and retrofit markets. Fiat's products are produced under strict quality control standards through an engineering staff that are ever improving the level of manufacturing excellence.

Fiat Products Limited maintains a network of independent manufacturer sales representatives throughout Canada and have semi-exclusive arrangements in place with distributors in Europe. Fiat is interested in expanding sales throughout Europe and the Pacific Rim through trading houses and international distributors. Through broadened distribution, supported by marketing and sales programs, the company expects to increase its share of these markets.

Products For Export

Bathing Systems

Showers

Fitter International Incorporated

4515 1st Street S.E.,
Calgary, Alberta
T2G 2L2
Tel: 403-243-6830
Fax: 403-229-1230

Export Contact: Mr. Louis Stack, Executive Director

Fitter International Incorporated is a privately-owned Canadian corporation that has been established since 1985. The primary products manufactured in the firm's two operations (Alberta & British Columbia) are the Fitter line of balance and coordination equipment: Pro Fitter; Wobble Boards; and Physio Toner.

Eighty percent of Fitter's sales are exported, and in 1984 the company was awarded the Alberta Export Achievement Award for firms with less than 25 employees. Current agreements for distributors of Fitter products are in place in the following regions: United Kingdom, France, Scandinavia, Italy, Australia, the United States, Spain and parts of Asia. Fitter International Incorporated is interested in hearing from small to medium sized firms who specialize in direct sales to physical therapy, chiropractor and rehabilitation facilities. Products are available in volumes from four units to ship lots of 100 or more units per order. Fitter International offers an attractive wholesale price point on all products. Written or faxed requests for distributor information packages will be accepted.

Products For Export

Cardiovascular Equipment
Fitness Training Equipment
Physio Toners
Physiotherapy Equipment
Sports Medicine Equipment

Gabel Medical Instruments Limited

#100-4243 Glanford Avenue,
Victoria, B.C.
V8Z 4B9
Tel: 604-479-6588
Fax: 604-479-1412

Export Contact: Ms. Annette McCandlish, Sales & Marketing Manager

Gabel Medical Instruments Limited was started two years ago as the medical division with the licensing of the Q.A. Pressure Measurement System from a local hospital. The system is a revolutionary diagnostic tool used to assist therapists in the early detection of pressure and the prevention of pressure sores in people who spend extended periods of time seated or reclining. The company has a 2,000 square foot laboratory for production and research and development using leading edge technology. The firm has engineers and technicians on staff who are available to assist customers with technical questions relating to the system.

The Q.A. Pressure Measurement System is sold to hospitals, home healthcare professionals, and medical dealers who service hospitals. There are corollary applications for the system in mattress and seating design and manufacture. The firm is willing to discuss new applications for the system and to assist in meeting special requirements wherever possible. The firm currently exports to the United States, Britain and parts of Asia, and sales have been both direct, and through distributors. The firm is seeking to expand markets further into Europe and the United States.

Products For Export

Monitors
Seating

Generation II Orthotics Incorporated

11091 Hammersmith Gate,
Richmond, B.C.
V7A-5E6

Tel: 604-241-8152

Fax: 604-241-8153

Export Contact: Mr. Lance Taylor, Director of Int'l Marketing

Generation II Orthotics Incorporated has been in the business of custom knee bracing since 1980, and has a 23,000 square foot manufacturing facility with six licensed manufacturers worldwide. The company's primary product uses a patented 3 plane hinge design. The company is currently the only firm offering an effective bracing treatment for osteoarthritis in the knee. The current head office facility operates both as a distribution and information centre for the licensed manufacturers, and as a manufacturer for products sold locally and throughout Western Canada. The direct contact the firm maintains, as a result, with orthopaedic patients and their physicians, allows for immediate feedback of concerns and a wealth of direct input from the end-users of the products.

Generation II exports products under a current patent and under patents pending to the United States, Europe, Japan, Australia and New Zealand. The firm is interested in pursuing markets within the Pacific Rim, but welcome enquiries from any orthopaedic facility regarding lower extremity bracing.

In addition, Generation II Orthotics Incorporated is always on the lookout for qualified parties who may be interested in becoming a dedicated licensed manufacturer or distributor of their off the shelf products in areas not presently serviced. Due to the custom nature of the principal product, it requires some manufacturing within the area of sale, so any interested parties would require a knowledge of orthotics, as well as a strong commitment to the products.

Products For Export

Braces

Orthopaedic Appliances

Orthoses

Patella Stabilizer

George Courey Incorporated

5550 Rue Ferrier,
Ville Mont-Royal, Quebec
H4P 1M2
Tel: 514-342-6315
Fax: 514-342-8027

Export Contact: Mr. Michael Courey, V.P. Literie

George Courey Incorporated is a manufacturer and distributor of textiles and textile products specializing in products destined for hospitals, clinics and similar establishments. The firm is one of Canada's leading manufacturers for these products and has participated in a number of expositions and is a member of several associations. In addition to the 58 years experience in the textile industry, the firm has 8 years experience in the production of "Protection Plus" products for persons with incontinence requirements.

George Courey Incorporated exports incontinence products to France under the Protection Plus brand name, in association with the company CEDATEX. The company will participate in the HOPITAL/EXPO held at the Parc des Expositions in Paris-Nord Ville Pinte from December 6-10, 1993. The firm is presently negotiating to expand sales of its products in Eastern Europe, Bene-Lux, Australia and Guadeloupe.

Products For Export

Bed Pads
Incontinence Care Products
Infection Control Bags
Linens

Germiphene Corporation

P.O. Box 1748,
Highway #2 East
Brantford, Ontario
N3T 5V7
Tel: 519-759-7100
Fax: 519-759-1625
Export Contact: Ms. Leslie Drake, President

Germiphene Corporation was founded in 1954 and produces a range of products including disinfectants and sterilants, office and home use fluorides, mouth rinses, prophylactic products, skin care products, general pharmaceuticals, topical anaesthetics, disposable masks, dental bibs, safety glasses, gloves, sponges, dental dams, and disposable geltrays. All products are manufactured at Germiphene's 27,000 square foot facility in Brantford, Ontario. All products are unique to Germiphene and are fully guaranteed. All products are sold through dental and/or medical manufacturers and distributors worldwide. Germiphene products are used in dental offices, hospitals, medical clinics, cancer clinics and other medical markets.

Germiphene is currently exporting products to Australia, Iran, the United States, Taiwan, Colombia, Mexico and Guyana. All products are sold through distributors directly to dental and medical end-users. All Germiphene products meet or exceed Canadian DIN standards. Germiphene has employees who can communicate in English and French. Foreign markets of interest include China, Korea, India, the EC, Eastern Europe, Russia, South America, Africa, New Zealand and Central America.

Germiphene Corporation is seeking agents or representatives, distributors, joint ventures, and strategic partnerships offering product under licence and technology. Germiphene is seeking partnerships with organizations who offer outstanding service, and will inventory product for sale in their specific country.

Products For Export

Disinfectant Towelettes
Eyewash Solutions
Gauze
Gloves
Hearing Protectors
Masks
Safety Glasses

Hara Products Limited

P.O. Box 134,
1981 Chaplin Street West
Swift Current, Saskatchewan
S9H 3V5

Tel: 306-773-2131

Fax: 306-773-0066

Export Contact: Mr. Tony Juffinger, Vice President

Hara Products Limited was incorporated in 1968, and has grown to be the largest plastics injection moulding facility in Saskatchewan. The firm is primarily a custom injection moulding facility, although some proprietary items are manufactured. The firm is affiliated with design and mould making consultants that can aid in the design and production of any thermoplastic material component. The firm has a proven record of customer satisfaction in the production of quality plastic components and on-time delivery.

Hara Products Limited has a quality assurance program to meet ISO 9002:1987, and AQAP-4 Standards, and expect to be certified by the fall of 1993. The firm is seeking original equipment manufacturers, medical device manufacturers, or medical component manufacturers to produce quality plastics components for their own use, or supply to their customers. In addition, the firm can use their production capacity to manufacture other Canadian suppliers requirements.

Products For Export

Emesis Basins

Harry Geen Associates Limited

120 Milner Avenue,
Unit 1,
Scarborough, Ontario
M1S 3R2
Tel: 416-293-8200
Fax: 416-293-3752
Export Contact: Mr. Greg W. Geen, President

Harry Geen Associates Limited is well established manufacturer of Speedsplint Multi Purpose Splint and Speedsplint Femoral Traction Kits. Both Speedsplint Products are widely used in Canada and have an international reputation as fast and simple, temporary immobilization.

Harry Geen Associates Limited is interested in establishing additional international distribution networks in the United States, Western Europe, and the Far East. Speedsplint was the product of choice for the Allied Forces during the conflict in the Persian Gulf, and thousands of units were shipped to the Middle East showcasing the firm's production capacity and export expertise.

Products For Export

First Aid Equipment
Lap Belts
Rescue Equipment
Splints

Hear Saver Limited

183 South Service Road West,
Grimsby, Ontario
L3M 4H6
Tel: 905-945-2242
Fax: 905-945-3386
Export Contact: Mr. Ed Maloney, President

Since 1969 Health Saver has produced a variety of eye and ear related products: custom moulding and a reversible style ear plugs for sleeping, swimming and hearing protection; eye glass accessories; nose pads, hinge rings; light shields, (eye patch); 2 sizes, flat or concave style; liquid anti-static, anti-fog lens cleaner for all lenses, masks, goggles, safety glasses; lint-free lens cleaning rayon tissue; scratch remover treatment for plastic shields, face masks; anti-static cleaner for visual display terminals (VDT).

The firm has distribution in 105 countries with extensive use of private label marketing to the sporting goods and industrial safety markets. The firm has trademarks on: Hear-Saver; Ear-Mate; Health Saver; and Lens Saver Fog-Ex products. In addition, the firm is a member of the Canadian Society of safety Engineers, the Canadian Sporting Goods Association, and the Grimsby Chamber of Commerce.

Products For Export

Disinfectant Towelettes
Eyewash Solutions
First Aid Equipment
Hearing Protectors
Infection Control Products
Lens Cleaners
Safety Equipment

Hedy Canada

1350-42 Avenue S.E.,
Calgary, Alberta
T2G-4V6

Tel: 403-243-2217

Fax: 403-287-0012

Export Contact: Mr. Brent Rusk, Manager

Hedy Canada produces latex examination gloves which are used primarily in the medical and dental markets. Hedy has current production of approximately 6,000,000 gloves per month. Continuous quality control programs include: operator vigilance on the production line, including visual and weight inspection, and a full quality assurance laboratory testing procedure, including water fill, thickness, weight and elasticity to ensure that industry standards are more than met.

Hedy Canada exports significant quantities of product to the United States where the product is well received. Target markets for the company are South America and Europe, and Hedy would like to evaluate distributors who are active in the medical and dental markets in these target markets.

Products For Export
Gloves

Home Aid Products

111 Esna Park Drive,
Unit 9
Markham, Ontario
L3R 1H2
Tel: 416-477-8326
Fax: 416-479-0990
Export Contact: Mr. Douglas Hughes, Vice-President

Home Aid Products is a division of Martin-Hughes Industries Incorporated and has manufactured and distributed a line of home safety products since 1971. These consist of various models of bath and shower safety seats, bathtub security rails (mounted on the tub), wall mounted grab bars, walkers, commodes, and custom assist devices for use in the home or office.

Home Aid products are distributed through major retailers, drug wholesale companies and independent medical and physical aid suppliers. Home Aid Product's manufacturing plant in Markham, Ontario, produces competitively priced quality products to help maintain independence in the home for those requiring assistance.

Home Aid's products are marketed nationally and the company produces a stencil line for use by other firms. New and additional markets are being sought in the United States and Europe.

Products For Export

Benches
Commodes
Grab Bars
Hand Rails
Seating
Walkers
Walking Assistive Devices

Ingram & Bell Incorporated

20 Bond Avenue,
Don Mills, Ontario
M3B 1L9

Tel: 416-444-7381

Fax: 416-444-3894

Export Contact: Mr. R.G. Wall, Director, Exports

Established in 1905, Ingram & Bell Incorporated has become Canada's largest Canadian-owned supplier of hospital and scientific supplies and equipment. The company's Medical Business unit offers a broad base of clinical care and surgical supplies; the Scientific division offers a wide range of equipment and supplies, and diagnostic reagents for clinical and pathology laboratories as well as for use in the bioresearch field.

Ingram & Bell's research and development department is continually formulating new and innovative products. In addition, the company has established partnerships with leading health care and scientific suppliers to enhance its research endeavours. The company produces formulated products such as soaps, detergents, disinfectants, skin creams, shampoos and surgical lubricants for the healthcare marketplace.

Ingram & Bell Incorporated exports its manufactured products to many countries around the world, and is interested in expanding sales to other countries such as China and Russia. Ingram & Bell Incorporated is willing to consider licensing arrangements or distributorship agreements.

Products For Export

Catheters

Dressings

Gauze

Incontinence Care Products

Liners

Procedure Trays

Underpads

Innovatek Medical Incorporated

150-13500 Maycrest Way,
Richmond, B.C.
V6V 2N8
Tel: 604-278-8886
Fax: 604-278-7999
Export Contact: Mr. King F. Hui, President

Innovatek Medical Incorporated, (IMI) a greater Vancouver based medical company, was incorporated in November 1990 to take advantage of the enormous marketing and technical expertise of the management team. Innovatek Medical is committed to develop and market innovative clinical diagnostic lab test kits, reagents and systems develop and market innovative clinical diagnostic lab test kits, reagents and systems for use in health care and related industries.

In collaboration with International Newtech Development Limited, a line of membrane based immunoassay tests are under development, including tests for hCG (pregnancy), LH (ovulation), and infectious hepatitis. The pregnancy and ovulation tests are currently in production and are exported to China and other countries. A one-step pregnancy test, currently undergoing clinical trial, is intended for the North American and European markets. Diagnostic test kits are available OEM or for private labels. In collaboration with Manlab Resources, a pulse oximeter for non-invasive measurement of oxygen in blood is under development.

The principals of Innovatek Medical are all experienced former senior executives of healthcare product companies. They have vast experience in science, medical technology, engineering, biotechnology, marketing and sales, manufacturing and management. Innovatek is interested in exporting its products to Europe, South America, Asia, and is seeking collaboration partners to develop new products.

Products For Export
Diagnostic Test Kits
Fertility Indicators
Pregnancy Test Kits

John Lewis Industries Limited

10300 Ray Lawson Blvd.,
Montreal, Quebec
H1J 1M1

Tel: 514-352-2950

Fax: 514-355-7616

Export Contact: Mr. Luigi Gentile, V.P. Sales

John Lewis Industries Limited, founded in 1935, serves an international market and is known worldwide for the quality of its products and services. The firm's products are exported to over 30 countries throughout five continents.

John Lewis Industries Incorporated offers various wooden products for the medical trade made from selected Canadian northern white birch. John Lewis Industries Incorporated products are manufactured in a modern plant equipped with state-of-the-art machinery and computerized sorting equipment, and meet quality control standards for the healthcare sector. John Lewis is presently supplying major medical supplies houses around the world.

Products For Export

Cervical Scrapers

Tongue Depressors

KVB Manufacturing

62 Maple Avenue,
Smith Falls, Ontario
K7A 2A7
Tel: 613-283-3196
Fax: 613-283-9882
Export Contact: Mr. Clifford L. Wolfe, President

KVB Manufacturing manufactures an all Canadian wheelchair lift for installation in vehicles. It is uniquely suited to large vehicles such as the extend cab pick-up truck and GM Suburban. Incorporated in 1990, KVB has done research and development on the "Elaine Anne Lift" and the modifications to the vehicles in which it is installed. It has also developed a hand control, tie-down for the wheelchair and a head rest for driving from a wheelchair.

KVB Manufacturing has sold a number of these lifts and modifications in Canada. At this time KVB provides a complete driving system installed in the client's vehicle. KVB's facilities are small but the products are superior. With an extended market into the United States, KVB Manufacturing expects to grow and provide service in the areas where the lifts are sold.

Products For Export
Wheelchair Lifts

Laborie Medical Technologies Corporation

1960 Boul. Lapiniere,
Brossard, Quebec
J4W 1L7

Tel: 514-671-5901

Fax: 514-671-7182

Export Contact: Ms. Nicole Ross, Export Coordinator

Laborie Medical Technologies Corporation introduced the very first totally computerized urodynamics system in 1984, and has since remained the world leader in this technology. These Canadian-made urodynamic processors can be found in some 20 countries throughout the world. A division of the LABORIE group of companies, LMTC was created in 1990 to expand the sale of Laborie Medical Technologies products beyond the Canadian market. The new markets include other countries, other original equipment manufacturers (OEM) and other industries.

Laborie is regularly asked to manufacture prototypes and has been recently requested for carts specifically designed to hold video equipment used in the operating room. Laborie produces carts to accommodate all types of video and endoscopic equipment currently on the market. Laborie Medical Technologies is currently working towards the implementation of ISO 9000.

Laborie is seeking distributors for its products in Europe, Latin America, Asia, Africa, the Middle East and the Pacific Rim. Laborie is also interested in distributing products complementary to their product line, and are also seeking strategic alliances for co-development of products related to its product line.

Products For Export

Incontinence Care Products

Life Alert Data Incorporated

#8, 6020-11th Street S.E.,
Calgary, Alberta
T2H 2L7
Tel: 403-258-0822
Export Contact: Ms. Ruby Crocker, General Manager

Life Alert is a private company which has operated since 1986. It manufactures a unique medical information device which is worn on the wrist or neck. The firm owns and operates all the equipment necessary to produce the product from raw material to retail, and all production is done in Calgary.

The Life Alert product consists of a tiny stainless steel box which contains three stainless steel fold-out metal panels. The spring-loaded panels are hinged together and unfold from the box when released by a clearly marked red button on the side of the box. Attached to the panels are five tiny metal-photo pages which contain up to 375 characters (@55 words). The characters are permanently etched by means of the photographic process on to the metal-photo and are resistant to both fire and water. The top of the box contains a choice of a medical sign with personalized initials, the words "Life Alert", or the universal medical symbol which appears on ambulances. The top lettering and symbols on the box are sealed with hard transparent material.

The box may be attached to a ladies expansion wristband, a link chain, mens' expansion wristband, a mens' watch, or a neck chain. The company stores all customer data in a computer database and provides an updating service in order to accommodate information changes upon request. New updated metal-photo pages are prepared and mailed to the customer together with simple installation instructions.

Products For Export
Information Systems

Manrex Limited

1036 Waverly Street,
Winnipeg, Manitoba
R3T OP3

Tel: 204-453-6247

Fax: 204-453-6350

Export Contact: Mr. John L. Webster, Vice President

Manrex Limited specializes in medication delivery systems for long term care, acute care and home care situations. Since its introduction in 1973, Manrex has revolutionized medication delivery in long term care facilities. The efficiency, medication security and time savings produced by their systems has resulted in wide-spread acceptance in nursing homes, psychiatric institutions and hospitals large and small across Canada and internationally.

Manrex Limited was the inventor of the Controlled Dosage System (carded medications for long term care) in Canada. Manrex Limited is the only company to truly offer a complete system of medication distribution to nursing homes. While other companies offer only component parts, the Manrex system includes training manuals, procedure videos, educational training and complete charting and administrative reporting.

Manrex Limited manufactures the majority of its products in Winnipeg and also acts on behalf of many companies from Europe and the United States in the Canadian marketplace. Currently, Manrex Limited products are licensed and sold in Great Britain (Boots Pharmaceuticals), Australia, New Zealand, Malta and the Benelux countries. Manrex is currently pursuing programs in Thailand and Africa. Although smaller by pharmaceutical industry standards, Manrex Limited is a growing concern. The firm's size is an advantage, and by specializing in a specific market niche, they have developed a high level of expertise and a solid reputation in an important healthcare sector.

Products For Export

Carts

Furniture

Medi-Man Rehabilitation Products Incorporated

5630 Tomken Road,
Mississauga, Ontario
L4W 1P4
Tel: 416-625-9936
Fax: 416-625-6980
Export Contact: Mr. Dave Roy, Sales Manager

Medi-Man Rehabilitation Products Incorporated is a manufacturer, exporter and Canadian national distributor for proprietary medical equipment in the fields of rehabilitation medicine and special nursing care equipment for hospitals and nursing homes. The corporation was established in 1981 and corporate offices and production facilities occupy 30,000 square feet in Mississauga, Ontario.

Medi-Man Rehabilitation Products currently has strategically located exclusive distributors in the United States. The company also exports to Europe and the Pacific Rim. Medi-Man meets C.S.A., U.L., FDA and Canadian Medical Device Standards, and is the only Canadian company producing certain unique products for the medical, nursing home equipment fields.

Medi-Man manufactures patient lifting devices, bathing systems, treatment tables and mattress systems. The main markets for the lifts, mattresses, tables and bathing systems are hospitals, nursing homes and rehabilitation clinics. The company is at present domestically marketing within Canada and exporting to the United States. The firm's long-term goal is global distribution, offering a full range of healthcare products in the rehabilitation and patient care markets.

Products For Export

Electro-therapy Equipment
Lifts
Sports Medicine Equipment
Stimulators
Toilet Lifts
Toilet Systems
Transfer Systems

Medi Athleti-K-Incorporated

2175 Place Thimens,
St-Laurent, Quebec
H4R 1K8

Tel: 514-331-7214

Fax: 514-339-2701

Export Contact: Mr. Joseph I. Khlal, President

Medi Athleti-K-Incorporated was incorporated in 1983 a division of Diamond Canada Ltee. to manufacture and distribute orthopaedic bandages known as "SUPPORO". Medi Athletic-K is involved in developing, manufacturing and distributing orthopaedic products of the highest quality under the brand name SUPPORO, including Supporo Support, Supporo Thermocure, Supporo Thermolaine, and Supporo Prestige.

The principal clients for the firm's products are pharmacies and orthopaedic centres. The company is seeking to expand sales to distributors, hospitals, and to the various appropriate markets associated with sporting activities.

Currently, sales of the firm's products are concentrated in the province of Quebec, with approximately 10 percent of sales destined for Ontario and the United States, however, the firm is interested in expanding sales to other Canadian provinces and more regions in the United States.

Products For Export

Bandages

Cervical Collars

Cold Packs

Compresses

Cushions

Leg Immobilizers

Neck Braces

Orthopaedic Appliances

Pillows

Shoulder Immobilizers

Slings

Splints

Supports

Medical Plastics Devices Incorporated

161 Oneida Drive,
Pointe Claire, Quebec
H9R 1A9
Tel: 514-694-9835
Fax: 514-697-7012
Export Contact: Mr. W.A. Lloyd, President

Medical Plastic Devices (MPD) Incorporated was formed in 1984 to provide precision injection moulded devices to the health care industry. They are now on the approved vendor list of several major pharmaceutical companies. The majority of this production requires manufacturing with narrow moulding tolerances.

Medical Plastics Devices Incorporated has experience working with high-performance engineered resins such as rigid and flexible P.V.C., polycarbonate, ABS polypropylene and Kraton thermoplastic rubber. Medical Plastics Devices Incorporated also provide "Full Moulding Services" including; participation in the design of new products, advising in choice of materials, design and manufacture of moulds and production of commodities within strict customer specifications. Production and quality assurance is performed according to written procedures. A product lot number is used, providing complete traceability of finished products. Vendor certification that the product was processes, inspected and packaged according to customer specifications is provided.

Products For Export

Catheters
Syringes
Tongue Depressors
Tweezers

Medicor Incorporated

1755 Woodward Drive,
Suite 100
Ottawa, Ontario
K2C 0P9
Tel: 613-228-9094
Fax: 613-746-2590
Export Contact: Mr. William Younder, President

Medicor Incorporated was founded in 1988 in order to develop and market healthcare related products which increase the safety, mobility, independence and dignity of persons coping with health disorders. Medicor Incorporated has developed three products (NeedleGARD Trays, NeedleGARD Shields, and MediPOLE) and commenced the manufacture and marketing of same through direct sales and distributors. The marketplace has demonstrated the acceptability of these products through purchases and through testimonial letters and published articles. With the optimum distribution channels for each of these products in both the Canadian and United States markets, sales are expected to grow through the end of 1995. All product names are trademarked.

Medicor Incorporated anticipates adding future products through current research and development activities (10 projects currently under investigation) and through strategic alliances with external inventors through royalty agreements. Medicor's marketing strategy will be multifaceted with primary emphasis on the appointment and continuing management of effective, aggressive distributors worldwide. Medicor Incorporated will also pursue OEM sales with internationally acclaimed manufacturers of mobility systems and disposable needles. In addition, plans have been formulated for manufacturing and marketing alliances with other start-up organizations based in Ottawa with products that address similar medical device markets.

Products For Export

Mobility Aids
Needle Counting/Disposal Boxes
Wheelchair Accessories

Medionics International Incorporated

114 Anderson Avenue,
Markham, Ontario
L6E 1A5

Tel: 416-472-6544

Fax: 416-472-6549

Export Contact: Mr. Mahesh Agarwal, President

Medionics, founded in 1976, specializes in the design, development and manufacture of peritoneal dialysis equipment and accessories and is considered a world leader for its innovations and contributions to the field of peritoneal dialysis. The company operates out of a 36,000 square foot manufacturing plant in Markham, with a 2,000 square foot cleanroom at a Class 1000.

Medionics International also operates a research and development lab equipped with state-of-the-art electronics and microprocessor development systems. Medionics International researches, designs and manufactures peritoneal dialysis equipment for use in both hospital and home environments; disposable tubing supplies for peritoneal dialysis; and custom manufacturing of disposable products.

Medionics International Incorporated has won several national, state and local awards, including the 1987 Gold Medal in the Small Business Category of the Canada Awards for Business Excellence. The firm is a holder of several patents for innovations in peritoneal dialysis instrumentation.

Medionics International is currently exporting its products to the United States, Mexico, Ecuador, Italy and Japan. The company prefers to sell its products through distributors who have prior knowledge, technical expertise and clinical support staff to properly service the market and have the financial strength to make a strong commitment to the dialysis field.

Products For Export
Dialysis Equipment

Metal Craft Manufacturing Limited

P.O. Box 970,
4658 Ontario Street
Beamsville, Ontario
L0R 1B0
Tel: 416-563-8264
Fax: 416-563-8680
Export Contact: Mr. William F. Thompson, Vice President

Metal Craft Manufacturing Limited has been established since 1912, and the company offers expertise in design, quality and function for hospital and nursing home beds and related furniture. Metal Craft Manufacturing Limited has in excess of 30,000 square feet of manufacturing floor space. The fabricating equipment is state-of-the-art C.N.C., as well as, robotic welding and in-house state-of-the-art electrostatically applied powder epoxy paint systems.

All bed products sold include a maintenance and parts manual, as well as, an operations manual. Should an electrical or mechanical breakdown occur, a complete trouble shooting manual guides the technician through the process to complete the necessary repair. All electronics are modular construction, a snap-in and snap-out part will put the product instantly back in service.

Metal Craft Manufacturing Limited exports its products throughout North America and the Caribbean. Metal Craft is looking to expand its export potential to Europe, the Middle East, Russia and the Pacific Rim. The firm prefers to distribute through international trading houses and international brokers.

Products For Export

Bed Tables
Beds
Bed-side Cabinets
Furniture
Mattress Covers
Mattresses
Rails

Metropolitan Wire (Canada) Limited

3155 Orlando Drive,
Mississauga, Ontario
L4V 1C5

Tel: 416-676-9890

Fax: 416-676-9262

Export Contact: Mr. Roderick N. McLeod, Vice President

Metropolitan Wire (Canada) Limited has been manufacturing wire shelving and carts in Canada since 1962. The company specializes in materials handling, and is widely known for it's Super Erecta Shelf design which has become an industry standard. They provide highly versatile shelving systems, as well as efficient transport, storage and exchange carts. Specialized solutions for the demands of healthcare include the storage and distribution of supplies, surgical instruments, and a comprehensive linen exchange cart system.

Sales offices throughout North America, as well as Antwerp, Belgium and Singapore, provide customers with world-class service and superior technical support. World class strength comes from an ability to speak the universal language of quality, service and innovation. The company is in the process of obtaining ISO Certification.

The company prefers to distribute it's products internationally through dealers and distributors who can offer local specifying service. Most of the end products are custom assemblies of standard catalogue components.

Products For Export

Carts

Medical Tables

Security Systems

Shelving

Storage Units

MTM Health Products Limited

2349 Fairview Street,
Burlington, Ontario
L7R 2E3

Tel: 905-333-0720

Fax: 905-632-2646

Export Contact: Mr. Richard Glanville-Brown, V.P., Marketing/Sales

MTM Health is a Canadian owned manufacturer and distributor of products for the pre-hospital, hospital and industrial first aid markets. Established in 1985, the company markets its products through approximately 30 dealers in Canada, 450 in the United States and national distributors in many other countries. It participates in trade shows in North America and Europe and conducts a continuing advertising program through trade magazines. The MTM Mouth to Mask Resuscitator has long been established as a leader in its field in N.A., where it is widely used by ambulance, fire and police departments, hospitals, nursing homes and a range of industrial and commercial first aides. In 1988, it was selected as the standard resuscitator of the Canadian Armed Forces.

In 1989 the company acquired the world distribution rights to the IV-PUSH Constant Pressure Infuser, a unit that is uniquely suited to the needs of emergency and aeromedical services, hospitals, veterinarians and the military. In 1990 the company acquired the North American distribution rights to the British made emergency medical products of Pilgrim Medical Services, which include the only leakproof burn sheets on the market. In 1992 the company acquired the manufacturing and distribution rights to the unique CPR Landmar device that was developed by Can-Am Medical Incorporated of Dryden, Ontario and, as a result of this acquisition, also developed the complete CPR kit, a compact and inexpensive bag that includes all that a rescuer needs to perform CPR. The company continues to develop its exports to the United States and overseas through participation in national trade shows and trade magazine advertising. MTM Health Products Limited is interested both in broadening and strengthening its overseas distribution and in acquiring rights to new and innovative products suited to its markets.

Products For Export

Chest Compression Devices
CPR Kits
First Aid Equipment
Intravenous Pressure Infusers
Rescue Equipment
Resuscitators

Nam Tai Electronics (Canada) Limited

#B101-4185 Still Creek Drive,
Burnaby, B.C.
V5C 6G9

Tel: 604-299-3001

Fax: 604-299-3031

Export Contact: Mr. Mark Waslen, Financial Controller

The Nam Tai Group has been operating since 1975, and has facilities in Hong Kong, China, and Canada. The Nam Tai Group serves a stable group of original equipment manufacturers (OEM's) including Toshiba, Texas Instruments, Canon, Sharp, Seiko Instruments, and Lumiscope Incorporated. The Nam Tai Group offers high quality and internationally recognized standards such as ISO.

In Canada, Nam Tai Electronics is developing high technology consumer electronic products. To date, the following products have been completed: weighing scale, measures up to 2 kilograms and includes strain gauge technology suitable for home or office; and, an auto inflation blood pressure monitor which gives accurate readings of systolic, diastolic and mean blood pressure, as well as the pulse reading. Currently, the research team in Canada is developing a wrist-based blood pressure monitor which should be ready for market in early 1994.

Nam Tai Canada is offering its own products under licence to North American, Asian, and European companies, and the firm is looking to establish additional OEM relationships with well established companies in the above areas. Nam Tai Canada offers complete research and development skills, manufacturing and after sales service. The language of technical and sales people includes english, cantonese, mandarin and polish. The company can adapt its own product to meet customers requirements.

Products For Export

Blood Pressure Apparatus

Weighing Scales

Norm Bates & Associates

100 Progress Drive,
Unit 4, Box 1, Compt. 9
Gravenhurst, Ontario
P1P 1X4
Tel: 705-687-1520
Fax: 705-687-1520
Export Contact: Mr. Norm Bates, President

Norm Bates & Associates manufactures widely patented and innovative orthopaedic soft goods including the following items: cast shoes, cervical collars, clavicle straps and padded stockinets (used as a cast padding). The products are used primarily where trauma injuries are treated such as fracture rooms, emergency departments, and physiotherapy departments of hospitals or clinics.

The company presently exports to distributors in some Western European countries, and is seeking other export markets with comparable healthcare systems. Distributors or licensees in the following markets might find interest in the firm's products: Australia and New Zealand, South Africa, Western Europe, and the United Kingdom.

Products For Export

Cast Covers
Cervical Collars
Immobilization Devices
Leg Immobilizers
Neck Braces
Orthopaedic Appliances

NSI Nursing Systems Incorporated

#103-108 Research Drive,
Saskatoon, Saskatchewan
S7N 3R3

Tel: 306-975-1922

Fax: 306-975-1902

Export Contact: Mrs. Barbara Rackham, Vice President

NSI Nursing Systems Incorporated, specializing in nursing informatics, evolved from nursing research efforts in the mid-1980's of its parent company, BDM Information Systems Limited, a provider of automated healthcare information systems since the early 1970's. NSI Nursing System's product line is a family of integrated modules each focusing on an aspect of the patient care delivery process. Products are suitable to all types of healthcare facilities (eg. acute, long-term, home, and special care) regardless of size, and run in virtually all state-of-the-art operating system environments, thereby eliminating hardware dependency.

Current modules include care planning, charting, discharge plans, patient acuity/workload measurement staffing, and quality assurance. In addition to supplying software products, NSI's services include product customization, project management, implementation, hardware sourcing, education/training, and 24-hour toll free support.

NSI Nursing System's current users range from 70-bed community hospitals to a 600-bed tertiary care centre and teaching hospital, and includes some nursing schools. NSI is interested in expanding sales beyond Canadian borders to the United States, Europe, and the Pacific Rim. The firm prefers to distribute its products through the formation of strategic partnerships with complementary firms already in the healthcare marketplace.

Products For Export

Software

O-Two Systems International Incorporated

5-7575 Kimbel Street,
Mississauga, Ontario
L5S 1C8
Tel: 416-677-9410
Fax: 416-677-2035
Export Contact: Mr. Jerry Lassaline, Vice President

O-Two Systems is a privately owned Canadian company. O-Two's history dates back to 1971 with the invention of an innovative and unique resuscitator which was marketed and manufactured throughout North America and England. In 1982, the company changed ownership and embarked on a worldwide distribution network with exports quickly becoming over 80 percent of total sales. The head office is located in Mississauga, Ontario, and consists of 23,000 square feet and provides facilities for marketing, research, development, production, warehousing and administration. In addition to this, there are branches in British Columbia, Alberta and Eastern Canada.

The United States and world markets are well-served by a comprehensive distribution system dedicated to the corporate goal of quality and service. O-Two's modern production facilities incorporate a high degree of automation and are certified by Canadian Medical Devices, the FDA and QMI for good manufacturing practice, and standards are rigidly adhered to by all suppliers and sub-contractors.

O-Two is committed to major growth in the international market. A well established worldwide distribution network enables the firm to continuously monitor international operations. Company efforts are backed up by promotional advertising, scientific, technical and service information, as well as by sales training, workshops and visits by sales personnel and medical consultants. The firm is currently introducing a Company Newsletter to better mirror the total operation.

Products For Export

Aspirators
Breathing Apparatus
Cold Packs
Cushions
Masks
Oxygen Equipment

Respiratory Therapy Accessories
Respiratory Therapy Equipment
Resuscitators
Ventilation Accessories
Ventilation Systems

Parsons A.D.L. Incorporated

R.R. #4,
Tottenham, Ontario
L0G 1W0
Tel: 416-939-8535
Fax: 416-939-7243
Export Contact: Mr. Ron Parsons, President

Parsons A.D.L. Incorporated was formed in 1982 and incorporated in 1986 by Ron Parsons, an industrial designer with many years of experience in designing consumer goods. This totally Canadian company designs and manufactures a line of products primarily intended to give independence to persons who experience difficulty with daily living activities. Assistive devices have been developed to give independence when eating, cooking, grooming, dressing, reading and writing, and bathing. Parsons also makes a line of exercise weights for physiotherapy. These products have been tested in rugged institutional environments as well as in household applications.

Parsons A.D.L. Incorporated operates from a 6000 square foot building near Schomberg, Ontario. The main means of marketing is via its catalog which is distributed to the dealers. The dealers distribute product to their local customers. The Parsons line of products is sold from coast to coast in Canada by a network of approximately 400 health care dealers.

To date, 90 percent of Parsons A.D.L. exports are to the United States, and they have exported to Finland, Japan and France. Parsons A.D.L.'s prime export target is the United States, and wish to develop several reputable distributors there. Secondary target areas are the former Soviet block countries.

Products For Export

Bathing Systems

Bibs

Cushions

Handicapped Accessories

Lap Belts

Laptrays

Mobility Aids

Physiotherapy Equipment

Sponges

Sports Medicine Equipment

Straps

Transfer Systems

Walking Assistive Devices

Wheelchair Accessories

Pebble Enterprises Incorporated

#607, One St.Clair Avenue East,
Toronto, Ontario
M4T 2V7
Tel: 416-929-4644
Fax: 416-929-4649
Export Contact: Mr. Paul L. Waitzer, President

Pebble Enterprises Incorporated was established in 1985 to manufacture a portable footstool that provides relief for people that suffer back pain. The product is unique and Pebble Enterprises has a Canadian and United States patent, in addition, "Backrelax" has been evaluated by the Medical Advisory Board of the Back Association of Canada (BAC) and has been granted the BAC seal of approval.

Pebble Enterprises Incorporated sells to the home healthcare market both in stores and through home health care catalogues. The product is 100 percent Canadian in both design and production.

Pebble Enterprises Incorporated is currently exporting over 50 percent of its production to the United States. Pebble Enterprises Incorporated is seeking either representatives, or direct sales to customers for their product.

Products For Export

Backrests
Supports

Promex Products Limited

27 Lipstan Avenue,
Nepean, Ontario
K2E 5Z2

Tel: 613-226-3694

Fax: 613-226-3694

Export Contact: Mr. Antonio Cuffaro, President

Promex Products Limited is a small Canadian business which has six years experience in the Canadian market. The REMAR (Rescue-Maker) is sold from coast to coast in Canada and is manufactured in Canada with 100 percent Canadian content. There are Canadian and United States patents for the REMAR, and the company has received positive feedback from hospitals and health care centres.

Promex Products Limited produces a safety identification device which is installed in a door to indicate if an area or room is occupied or evacuated in the case of an emergency. Promex Products Limited is seeking export distribution or partnership arrangements. Promex Products Limited is especially interested in expanding export sales to the United States market.

Products For Export

Safety Equipment

Security Systems

Renfrew Tape Limited

170 Renfrew Avenue West,
Renfrew, Ontario
K7V 2Y6

Tel: 613-432-8545

Fax: 613-432-9434

Export Contact: Mr. Joe Lemoine, V.P. Sales & Marketing

Renfrew Tape began production in 1980, and since that time has grown quickly. The firm now manufactures a variety of products including several types of general purpose adhesive tapes for the medical industry. In many cases the firm has invented the plant technology in use, or have improved on existing designs. Products include general purpose hospital adhesive tape, waterproof adhesive tape as found in first-aid kits, trainers tapes as used in sports medicine therapy and prevention, and a pre-wrap for use with the trainers tape. All products are suitable for skin contact, but none are sterilized or hypo-allergenic.

These products are sold to hospitals, clinics, doctors' offices, therapists and others through an extensive chain of distributors. Many products are sold under private label or name brands other than Renfrew. The firm is flexible and can work with customers to customize packaging sizes, labelling, or to suit their particular needs.

Renfrew Tape is export friendly, and currently export to distributors in Australia, most of Europe, the Middle East, South America and the United States. The firm has also supplied materials on contracts to Africa and the C.I.S., and are currently implementing a program to bring the product to the level of ISO 9002. The firm would be interested in seeking distributors for their products on all continents.

Products For Export

Adhesive Tape

Ross Disposable Products Incorporated

365 Watline Avenue
Suite #2,
Mississauga, Ontario
L4Z 1P3
Tel: 905-507-0570
Fax: 905-507-0572
Export Contact: Mr. Percy A. Elliott, President

Ross Disposable Products Incorporated began business in 1960 dealing in medical disposable products. The company has registered trademarks including: Arex, Impervite, Mark 'N' Seal, Sanilin, Saninap, Sterilerap, and Ross. The product line is made up of: bags, cups, splints, bibs, drapes, washcloths, sheeting, soap, clinical droppers, clamps, emesis basins, shroud kits, pillow and mattress protectors, aprons, urine strainers, gloves, bandages and shoe covers.

Ross Disposable Products Incorporated's product line is sold to hospitals, nursing homes, medical & Dental practitioners and clinics, veterinarians, podiatrists, funeral homes, nurses, chiropractors and drug stores.

Ross Disposable Products Incorporated is open to expanding sales worldwide through direct sales, agents or representatives, and distributors.

Products For Export

Adhesive Tape	Hot Packs
Bandages	Incontinence Care Products
Bed Pads	Infection Control Bags
Bibs	Masks
Cold Packs	Mattress Covers
Diapers	Medicine Cups
Disinfectant Towelettes	Pillows
Drapes	Safety Glasses
Emesis Basins	Slings
Feeding Trays	Stirrers
Finger Cots	Tongue Depressors
Gauze	Underlays
Gloves	Underpads

Sleepmaster Limited

8-895 Sandy Beach Road,
Pickering, Ontario
L1W 3N7

Tel: 416-831-1315

Fax: 416-831-9609

Export Contact: Mr. Jack Kinsman, President

Sleepmaster Limited is a Canadian company founded in 1894, and the company manufactures hospital mattresses made to the Ontario Specification 7210-9. The company also manufactures mattress covers with a choice of vintex or Med. 11, pillows, adjustable electric beds with two vibrators, a dual massage unit, and a deluxe wand for unlimited positioning.

The company's main customers are Doncaster Health Care, Cowell Home Health care, Thompson Contract, Shopper's Home Health care, and Sleepmaster Limited is interested in expanding export markets.

Products For Export

Beds

Mattresses

Pillows

Sterling Rubber Company

675 Woodside Street,
Fergus, Ontario
N1M 2M4
Tel: 519-843-4032
Fax: 519-843-6587
Export Contact: Mr. Robert Joyce, President

Canadian-owned Sterling Rubber Company, established in 1912, is a leading manufacturer of latex surgical disposable gloves and the only producer of curved hand design rough finish gloves in North America. Combining the latest in latex technology with custom formulation and 100 per cent inspection process, the company has earned a North American-wide reputation as a supplier of premium surgical gloves.

Sterling Rubber Company's modern plant is roughly 30,000 square feet and has an annual production capacity of over 20,000,000 pairs. All gloves are made to stringent standards as established by ASTM, CGSB, and or the FDA.

Products For Export
Gloves

Tabufile Atlantic Limited

P.O. Box 6201,
Station "A",
Saint John, New Brunswick
E2L 4R6
Tel: 506-634-8120
Fax: 506-634-1308
Export Contact: Mr. Glenn Carpenter, President

Tabufile Atlantic Limited began as a marketing firm in 1971, and in the mid-1980's, the President of the company saw the need to have his own supply of file folders, filing equipment, colour coding and 3-ring binders. This led to three new companies: Cube-It-File Corporation; The Folder Factory; and Atlantic Three Ring Binder Corporation.

Tabufile Atlantic Limited is now supplying systems to hospitals, insurance companies, accounting, legal, government and other private sector industries. The newest product, Cube-It-File, invented in 1988, enables Tabufile to ship their file folders in a reusable, stackable archiving storage system.

Tabufile Atlantic Limited has exported to the United States for three years. Tabufile Atlantic Limited is interested in establishing relationships in an effort to find a company in a related field to Tabufile, which is willing to make an investment in a new product line including file folders, equipment and colour coding.

Products For Export

Charting Systems
Filing Systems
Shelving
Storage Cabinets

TASH Incorporated

Unit #1,
91 Station Street,
Ajax, Ontario
L1S 3H2
Tel: 416-686-4129
Fax: 416-686-6895

Export Contact: Ms. Johanne Bernardi, Marketing Manager

TASH Incorporated was started in 1978 with the mission of providing a wide range of high quality technical aids for the handicapped, designed to enhance the independence and living conditions of those individuals who are physically disabled. It is a private, Canadian-owned small company. In 1984, it began its export activities, first in the United States, and then in Western Europe, and in 1993, exports total approximately 52 percent of sales. In 1987, TASH received the Canada Award for Business Excellence as recognition for its success in international markets.

Foreign agreements exist between TASH and its dealers worldwide, and currently has established representation in the United States, Australia, New Zealand, Japan, the United Kingdom, Italy, France, Portugal, Germany, Austria, the Netherlands, Denmark, Sweden, Switzerland, Finland, and Norway. Dealers are chosen according to their past business success and contacts in the industry, as well as their willingness to provide support for their clients.

TASH Incorporated has four main product lines: switches, environmental control systems, communication-educational aids, and computer access products targeted at those individuals who have physical limitations and require reliable products to allow them to live and function independently in society. All products have a one year warranty, and training and support is offered by phone. TASH keeps an excellent inventory, resulting in fast delivery times, even if the sale is overseas. The end-user of TASH products is serviced by TASH dealers. Products can often be customized to suit the needs of the end-user by contacting TASH with a specific request.

Products For Export

Computer Access Products
Disability Scooters
Handicapped Accessories
Handicapped Vehicles

The Hardie Corporation

970 Verbena Road,
Mississauga, Ontario
L5T 1T6
Tel: 416-564-2186
Fax: 416-564-6677

Export Contact: Mr. John Mitchell, General Manager

The Hardie Corporation is a Canadian manufacturer and distributor of textile products, which has been in the textile industry for over 70 years, serving the needs of the hospital, healthcare, institutional, industrial and retail trades. The company's success is based on creativity in manufacturing and ensuring speed, friendliness and flexibility in serving customers. Carrying a complete line of products for each of their customer types allows the company the versatility to service both the large corporate and government customers, and the independent business person. All Hardie Corporation products are reusable and can be custom designed to meet specific customer needs. While The Hardie Corporation maintains a substantial market share in Canada, they have limited export experience to the United States, Russia, and the Caribbean, areas into which they would like to further expand export sales.

Products For Export

Bed Pads
Beds
Bibs
Carts
Comforters
Drapes
Gauze
Incontinence Care Products
Linens
Liners
Mattress Covers
Mattresses
Pillows
Privacy Curtains
Sheet Lifters
Slings
Underlays
Underpads

Thera-P-Cushion Incorporated

331 Bowes Road, #2,
Concord, Ontario
L4K 1J2

Tel: 416-660-7431

Fax: 416-660-2427

Export Contact: Mr. Peter Sandler, President

Thera-P-Cushion Incorporated manufactures orthopaedic pillows, cushions, footrests, and hot/cold compresses for the home health care industry. The company has achieved Canadian and American patents on an anti-snoring pillow, and the pillow is recognized by the American FDA as a medical device in the United States. Thera-P-Cushion is continually striving to achieve and develop products that will benefit the general public in dealing with all aspects of health care.

Currently, the company's main sales have been directed within Canada, although some test marketing has been achieved in a number of countries such as the United States, Mexico, France, Israel, Cyprus and Japan. Thera-P-Cushion is interested in developing markets worldwide, especially in the United States, the United Kingdom, Mexico and Japan. Information regarding agents and distributors in these markets would be accepted, as well as entertaining licensing arrangements with overseas companies seeking to broaden their product lines.

Products For Export

Backrests

Cold Packs

Hot Packs

Mattresses

Orthopaedic Appliances

Pillows

Relaxation Devices

Thought Technology Limited

2180 Belgrave Avenue,
Montreal, Quebec
H4A 2L8

Tel: 514-489-8251

Fax: 514-489-8255

Export Contact: Mr. Lawrence Klein, Vice-President

Thought Technology Limited was founded in 1974 to produce an inexpensive instrument which incorporated new technology in order to assist individuals in learning stress management. Since then, they have progressed from one-product to a complete line of psychophysiological monitoring instrumentation which includes EMG, Heart Rate, Blood Volume Pulse, Temperature, Skin Conductance and Skin Resistance monitors.

Throughout the past 13 years, the products of the company have consistently been focused on Human Monitoring and Feedback. The GSR1, developed in 1975, was followed by the GSR 2, and subsequently by the GSR/Temp 2. All these instruments monitor the sympathetic nervous system and indicate changes in its activity through either skin pore or peripheral temperature. The resulting changes are communicated to the user of the instruments through either a tone or meter reading, so they can learn self-control.

In 1988, Thought Technology introduced the MyoTrac/MyoDac EMG monitor using microminiature surface-mount technology. The MyoDac also has data acquisition capabilities and can be used with their software, MyoComp. Thought Technology also has added MyoForce which can be coupled to MyoGroup and show both EMG and Force at the same time. ProGroup and FlexGroup are multichannel IBM compatible physiological data acquisition systems, 8-32 channels of EEG, EMG, EKG, Skin Conductance, Temperature, Blood Volume Pulses, Force Transducer, Respiration etc., with applications to all branches of medicine.

Products For Export

Cardiology Equipment
Electro-physiology Systems
Electro-therapy Equipment
Heart Rate Monitors
Monitoring Equipment
Monitors

Pain Control Devices
Physiological Monitoring Systems
Physiotherapy Equipment
Relaxation Devices
Sports Medicine Equipment

Tri-Star Industries Limited

88 Forest Street,
P.O. Box 486
Yarmouth, Nova Scotia
B5A 4B4
Tel: 902-742-9254
Fax: 902-742-7632
Export Contact: Mr. Keith Condon, President

Tri-Star Industries Limited is an emergency equipment manufacturer, specializing in the custom design and manufacture of ambulances for specific requirements and locations throughout the world. Since 1973 when Tri-Star was incorporated, it has been manufacturing and exporting to over 20 countries. With its broad range of experience and capabilities for design, manufacture, shipping, technical and maintenance training, Tri-Star can offer the specific products as well as the development of, and implementation of full turn key "First Response" and "Mobile Health Care" programs for regional or national requirements of governments. In addition to ambulances, Tri-Star's product line includes: paraplegic/handicapped buses and vehicles, rescue vehicles, patient transfer vehicles, mobile clinics, as well as other specialized or custom designed vehicles.

Tri-Star's facility consists of 50,000 square feet of production space adjacent to Yarmouth International Airport. With modern CAD/CAM facilities and in-house engineering, Tri-Star is able to design and produce various emergency vehicles meeting unusual or special needs of a particular region of the world. Additionally, Tri-Star is fully committed to quality and the achievement and maintenance of ISO 9002.

Tri-Star Industries Limited has built products for various governments and government agencies around the world, including: the United Kingdom, Tunisia, Saudi Arabia, Kuwait, Oman, Iraq, Jordan, Belgium, Holland, Sweden, Norway, Finland, Libya, Colombia, the Philippines, and the United States. Markets are served by direct sales, agents, representatives, and joint ventures. New or additional opportunities are welcomed from all areas of the world. Potential agents, representatives and joint venture candidates must demonstrate capabilities and experience in this field, as well as financial responsibility.

Products For Export

Handicapped Accessories
Handicapped Vehicles
Stretchers
Transfer Vehicles

Unitron Industries Limited

P.O. Box 9017,
20 Beasley Drive
Kitchener, Ontario
N2G 4J3
Tel: 519-895-0100
Fax: 519-895-0108
Export Contact: M. Kershey, Director, Corp. Sales

Unitron Industries Limited is the leading Canadian designer and manufacturer of hearing instruments and accessories. Unitron began manufacturing in Kitchener, Ontario in 1965 with a staff of five, and today employs more than 220 head office staff in research and development, manufacturing, administration, sales and marketing.

Unitron Industries Limited has sales subsidiaries in the United States and Germany. Unitron exports 75 percent of its production to more than 35 countries, including Japan. Unitron's foreign wholesale distributors must embrace ethical business practices and be fully capable of promoting, selling and servicing its products in their domestic markets.

Unitron Industries Limited's products are in compliance with international standards such as DIN, ANSI, IEC, and JIS, application for ISO certification is planned for early 1994. A significant research and development effort is being made to continually develop more advanced hearing instrument designs. It is Unitron's key objective to improve the ability of the hearing instrument user to discriminate sound in noisy environments. Over the years Unitron has made several technological breakthroughs in the hearing instrument industry, and is recognized as a technological innovator.

Products For Export

Hearing Aids
Hearing Instruments
Hearing Accessories

Vollmer Pharmaceuticals Limited

P.O. Box 309,
Stratford, Ontario
N5A 6T3
Tel: 519-271-1269
Fax: 519-273-4887
Export Contact: Mr. Herman H. Vollmer, President

Vollmer Pharmaceuticals manufactures a line of "Natural Energy Reflecting Thermo Wraps", and since 1979, "Perma Heat" products have become a vital aspect of many professional therapeutic programs at healthcare facilities throughout Canada and in the United States.

Canadian patents have been applied for and "Perma Heat" Thermo wraps have been registered with the United States Food & Drug Administration. Perma Heat Thermo wraps utilize a modified polyethylene insulating material which reflects a specific amount of escaping body heat back onto the tissue. This causes an increase in temperature, improving localized circulation and effectively reducing pain, inflammation and muscle tension.

The complete line of Perma Heat Thermo wraps are available custom made for individuals who require unique sized heating pads. Vollmer Pharmaceuticals is currently supplying these custom thermo wraps to rehabilitation centres in Ontario. At this time, Vollmer is seeking distributors, joint ventures, and offering product under licence in the United States and internationally.

Products For Export

Hot Packs
Sports Medicine Equipment
Warmers

W P Manufacturing

76 Hinton Road,
Etobicoke, Ontario
M9W-2V7

Tel: 416-741-1246

Export Contact: Mr. Frank Luettich, V.P. Marketing

W P Manufacturing is a North American medical device manufacturer and has over 10 years experience in the medical device consumer industry. The firm offers engineering and manufacturing consulting, research and development expertise, and a modern facility. Because of W P Manufacturing's flexible production facilities, customized production is available.

W P Manufacturing has complete in-house repair facilities to offer customers after-sales service on all units sold worldwide. W P Manufacturing exports products throughout North America and any other potential export markets worldwide.

Products For Export

Electro-magnetic Therapy Units

Electromyography Equipment

W.R. Key Limited

4770 Sheppard Avenue East,
Agincourt, Ontario
M1S 3V6
Tel: 416-291-6246
Fax: 416-291-4882
Export Contact: Mr. Tim Beatty, Sales Manager

W.R. Key Limited is a Canadian manufacturer of stainless steel carts. Since 1927, W.R. Key has provided quality standard and custom metal products. Made from high quality stainless steel (type 304 S.S.#4 finish), these carts come complete with front corner and handle bumpers. There are four models available, each with three shelves and optional guard rails. The stainless steel carts are ideal for hospitals, nursing homes, restaurants, laboratories, schools, institutions, etc.

All W.R. Key Limited products are completed to a Z299.2 quality rating, and custom carts can be manufactured based on drawings provided. W.R. Key Limited is interested in increasing exports of their products to the United States and Mexico.

Products For Export

Carts

Web-Tex Incorporated

5445 De Gaspé,
Montreal, Quebec
H2T 3B2
Tel: 514-273-5972
Fax: 514-270-0276
Export Contact: Mr. Robert Weber, President

Web-Tex Incorporated, a leading manufacturer of a wide range of bandages, distributes and markets its products worldwide. Established in 1984, the company offers quality products at economical prices.

Web-Tex Incorporated recently patented the design of an innovative shoe cover. Web-Tex Incorporated offers deluxe elastic bandages, economical elastic bandages, conform bandages, and pressure bandages and dressings. All bandages are available individually shrink-wrapped, and samples will be sent upon request.

Products For Export

Bandages
Dressings
Gauze
Shoe Covers

Wellness Innovations Corporation

1241 Denison Street,
Suite #40
Markham, Ontario
L3R 4B4
Tel: 416-477-5222
Fax: 416-477-5329
Export Contact: Mr. Michael Kube, Export Manager

Wellness Innovations Corporation is a privately-owned Canadian company established in 1985, and previously known as Vibrotone Limited. Wellness manufactures the "THUMPERO", which is a professional body massager with accessories. Company sales are 65 percent to chiropractic and massage therapy, and 35 percent to the home healthcare market. The company exports over 90 percent of production and is currently working towards ISO 9000 quality standards.

Current exclusive markets include Japan, North America and Sweden, but the company is interested in expanding to other markets including France, Germany, Italy, Spain, the United Kingdom, Holland, Finland, Denmark, Switzerland and Austria. Markets for the THUMPERO include chiropractic and massage therapy users, professional sports trainers, physiotherapists, physical therapists, home users, and the equine markets.

Wellness Innovations Corporation has patents pending in North America, the Far East and continental Europe. Importers and/or distributors are wanted for each territory not currently covered under an exclusive arrangement. Importers and/or distributors would ideally be responsible for repairs, servicing and maintaining their own inventory, sales and marketing in the territory.

Products For Export

Massage Devices
Mechano-Therapy Appliances
Muscle Stimulators
Orthopaedic Appliances
Percussors
Physiotherapy Equipment
Relaxation Devices
Respiratory Therapy Equipment
Sports Medicine Equipment
Stimulators

Western Fibres Limited

8399 Ontario Street,
Vancouver, B.C.
V5X 3E8
Tel: 604-321-1285
Fax: 604-321-4891
Export Contact: Mr. Paul Byfield, Vice President

In 1953, R.E. Byfield founded Western Fibres Limited in Vancouver, British Columbia, and soon became the leading fibre processor in Western Canada. Through innovation, technical development, and research, the firm gained the expertise to supply the rapidly growing comforter, pillow, sleeping bag, and garment industries. A few years later, the first multi-needle quilting machines were installed, and the manufacture of quilted furniture moving pads, and mattress pads began.

Today, Western Fibres Limited manufactures these quality products from two modern plant facilities in the prime industrial area of south Vancouver. Through the years, the company management has developed a highly skilled, conscientious staff that takes pride in its work and looks forward to an exciting, expanding future.

Products For Export

Bed Pads
Beds
Incontinence Care Products
Linens
Pillows



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Benlan Incorporated	9
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