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CANADIAN EXPORTERS

of

**INSTITUTIONAL
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"**

Dept. of External Affairs
Min. des Affaires extérieures

DEC 29 1994

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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 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

Dental Equipment and Supplies
Fertility Indicators
Gas Sterilization Bags
Gloves
Needle Counting/Disposal Boxes
Scalpels
Sponge Counting/Disposal Systems
Sponges
Sutures
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. Absorb-Plus Textiles 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 Incorporated 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
Furniture, Medical
Grab Bars
Seating

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 Incorporated 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.

Acryx Industries Incorporated 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 Corporation (AMS) is a wheelchair manufacturing company which specializes in the production of tilt in space wheelchairs. Advanced Mobility Systems Corporation also performs research and development, design, engineering and production for specialty mobility devices.

Founded in Kingston, Ontario in 1986, the firm is currently selling wheelchairs across Canada and is seeking expanded export opportunities. Advanced Mobility Systems Corporation 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
Ambulatory Devices

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 various international markets.

Products For Export
Anaesthesia Accessories
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. Arconas Corporation 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, Medical
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. Benlan Incorporated is vertically integrated in that the firm extrudes 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 two years through agents in various countries. Benlan Incorporated would like to increase export penetration through distributors or agents.

Products For Export

Anaesthesia Accessories
Blood Pressure Apparatus
Catheter Accessories
Catheters
Enteral Feeding Products
Incontinence Care Products
Intravenous 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, Better Control Medical Computers 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.

Better Control Medical Computer'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. Better Control Medical Computers 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

Bio-Media Unlimited Limited

#201-344 Bloor Street West,
Suite #201
Toronto, Ontario
M5S 3A7
Tel: 416-964-2793
Fax: 416-944-2934
Export Contact: Mr. Dorian J. Balshin, President

Bio-Media Unlimited Limited was incorporated in 1986 in the province of Ontario and is a leading manufacturer of clinical diagnostic materials, specifically prepared media plates and tubes for use in microbiology/mycology laboratories. Bio-Media has been successful in these market areas for a number of reasons, including product quality and fast, reliable service. As well, the firm has developed new medias for areas of growing concern, specifically the mycology field where the main concerns are AIDS related fungus and environmental fungus.

Along with consultants, the firm has managed to manufacture diagnostic materials enabling technologists to isolate bacteria/fungus rapidly and consistently. Further, the manufacturing operation allows for flexibility to custom manufacture medias according to end user's requirements. Bio-Media Unlimited Limited is able to custom manufacture the entire range of media products. End users include the major private medical laboratories, hospitals, food and beverage companies, pharmaceutical companies and research firms.

Bio-Media Unlimited Limited managed to generate in-house research and development, and are currently working on prepared media products which are re-usable, recyclable and have a long shelf-life with little refrigeration required. Due to the recycling nature, these products will generate far less bio-hazardous wastes. Bio-Media Unlimited Limited is currently seeking export opportunities and other trade related possibilities.

Products For Export
Diagnostic Test Kits
Media Plates

Biomira Incorporated

#2011--94 Street,
Edmonton, Alberta
T6N 1H1

Tel: 403-450-3761

Fax: 403-463-0871

Export Contact: Mr. Bob Aubrey, V.P. Sales\Marketing

Biomira Incorporated, established in 1985, has made tremendous strides toward becoming a fully integrated biotechnology company, committed to the development of products for the diagnosis and treatment of cancer. The firm's years of research and development has led to a pivotal stage in the advancement of the company goal--a complete package of complementary products to assist the clinician in early diagnosis and effective treatment of patients with cancer.

Biomira Incorporated operates from a state-of-the-art 58,000 square foot research, development and manufacturing facility. In addition, Biomira operates a 1300 square foot Parenteral Manufacturing Facility with a class 100 filling and vialing area that conforms to the exacting specifications of international pharmaceutical standards.

Biomira Incorporated is actively pursuing international alliances to expedite the development and approval of their products. Opportunities exist for potential partners in all stages of development, however, clinical and marketing expertise is preferred. North America, Europe and Japan are the geographic regions of highest priority for the firm.

Products For Export

Cancer Diagnostic Kits

Diagnostic Test Kits

Biotex Laboratories Incorporated

Suite #100,
#8905--51 Avenue
Edmonton, Alberta
T6E 5J3
Tel: 403-448-0621
Fax: 403-448-0624
Export Contact: Ms. Jackie Agnes, Laboratory Manager

Biotex Laboratories Incorporated develops and manufactures a wide variety of cell enrichment kits based on rapid affinity chromatography. The quality "Collect" line of immunocolumn kits are used by the international biotechnical research community to separate and enrich T-cells and T-cell sub-populations. Specific fields using our products include immunology, virology, cell biology, and pharmacology. Using the economical and convenient kits, the researcher can achieve targeted cell purities greater than 98.5 percent with the retrieved cells being undamaged and viable, and ready for culturing or further analysis. The process is simpler and faster than other methods and no specialized peripheral equipment is required.

Biotex's current product line includes "Collect" cell enrichment columns for the separation of T-cells, CD4 cells, and CD8 cells; from human, mouse and rat species. Research and development in progress includes other cell types such as human trophoblast. In addition to the laboratory and production facilities in Edmonton, Alberta, Biotex has access to facilities at the University of Alberta and enjoys a good relationship with the researchers there. Biotex will also consider collaborative research project with other entities.

Biotex markets its "Collect" products worldwide and has enjoyed rapid sales growth since inception. Direct sales to United States biotechnology research institutes make up the majority of sales, although sales have been strong in Europe and Japan as well. For the United States, Biotex offers a toll-free number for ordering and customer service. In Europe, Biotex sells directly, as well as having an agent in the United Kingdom. In Japan and Southeast Asia, Funakoshi Corporation is the company's distributor. As the United States is the largest market for its products, and affords the easiest access, the priority for Biotex is to expand in this market, especially into the industrial sector. Expansion in Europe is also desired and Biotex would consider marketing and distribution arrangements with others who are well connected to European biotechnology research.

Products For Export
Cell Separation Columns

BM Hi-Tech Incorporated

P.O. Box 97,
20 Stewart Road
Collingwood, Ontario
L9Y-3Z4

Tel: 705-444-1440

Fax: 705-444-6787

Export Contact: Dr. S.E. Prasad, General Manager

BM Hi-Tech was incorporated in 1983 as a fully-owned subsidiary of Blue Mountain Pottery Limited, then a large giftware manufacturer in Canada. In 1985, the company was acquired by Sensor Technology Limited. The company has a 700-square-metre facility in Collingwood, Ontario, and has collaborative programs with the Royal Military College, Ontario, Energy Mines and Resources, Canada, and the University of British Columbia.

BM Hi-Tech Incorporated produces a full range of advanced materials and systems that include ceramics, glasses, composites, sensors; and instrumentation. The products currently marketed include: piezoelectric ceramics based on modified lead zirconate titanate (LZT), lead metaniobate (LMN) and lead titanate (LT); infrared glasses, glass ceramics and laser materials based on heavy metal fluorides (ZBLAN and ZBGAN); sensors and devices: monolithic, multi-layer and composites; and custom-designed systems and high-temperature process instrumentation.

BM Hi-Tech Incorporated offers custom design, development, manufacturing and product development services, including: custom fabrication of materials and components; pressure sintering; silver, gold and nickel metallization; and MIL-STD compliance and certification. In addition to these, BM Hi-Tech has designed, built and operated several micro-gravity payloads for high-temperature materials-processing experiments. Several United States and Canadian investigators are utilizing these in basic science investigations and the development of new materials. BM Hi-Tech is presently undergoing an expansion of facilities and is looking to expand its market share in the United States, Europe, and the Pacific Rim. The company already has several marketing arrangements in these territories. The company is interested in any collaborative arrangement that will enhance growth and benefit all parties, and may include marketing and/or investment agreements.

Products For Export

Piezoelectric Transducers

Ultrasonic Transducers

Ultrasonic Devices

BRODA Enterprises Incorporated

385 Phillip Street,
Waterloo, Ontario
N2L 5R8
Tel: 519-746-8080
Fax: 519-746-8616
Export Contact: Mr. John Aldredge, Export Manager

BRODA Enterprises is a Canadian manufacturer of specialized seating products for the long term care (LTC) resident. BRODA manufactures a complete line of wheeled chairs, designed to solve specific, diagnosis related positioning problems commonly encountered by nursing home residents. The company also makes heavy duty Glider chairs, suitable for ambulatory users in the long term care setting. BRODA chairs are, without exception, comfortable for the typical geriatric user, simple and easy to use for the caregiver, and made to take heavy-duty use with minimal maintenance in the institutional setting. BRODA chairs are built exclusively in a modern 15,000 square foot factory, warehouse, and head office facility in Waterloo, Ontario.

BRODA Enterprises markets their products directly and through manufacturer's representatives to individual users and to long term care facilities in Canada and the United States. BRODA provides user evaluation services, caregiver education, and aftermarket service for all products in all markets. BRODA Enterprises can build virtually any custom-size or specification chair, based on one of the standard modular designs. Broda sales literature and support material is currently available in english and french, and chairs are dimensioned and specified in both Imperial and SI units.

BRODA Enterprises is seeking a major international distributor able to market BRODA products independently in order to achieve success in Europe, South America, or the Middle East. BRODA Enterprises can provide ongoing product orientation, but sales material and support would have to come from an established LTC market distributor, and the company would consider a license arrangement or joint venture with an overseas manufacturer.

Products For Export

Seating
Wheelchairs
Chairs, Geriatric

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 Specialties are currently marketing a variety of rehabilitation equipment as well as hospital and home health care products. Brookdale Medical Specialties Limited sells to hospitals, physiotherapy clinics, chiropractors, etc..

Brookdale Medical Specialties Limited also manufactures exercise equipment and electrotherapy equipment for export. Brookdale Medical Specialties is interested in a global market, seeking markets in Europe, the Pacific Rim & South America.

Products For Export

Cardiovascular Equipment
Electrotherapy Equipment
EMG Equipment
Fitness Training Equipment
Medical Tables
Passive Motion Equipment
Physiotherapy Equipment
Pulse Meters
Traction Units
Ultra-Sound Equipment
Ultrasonic Devices

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 Incorporated 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 Incorporated 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 Orthopaedics is interested in pursuing and developing services worldwide, the United States, Caribbean Islands, U.S.S.R., 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/U.S.S.R. and one Middle Eastern-Pakistan trade show.

Products For Export

Ambulatory Devices
Braces
Mobility Aids
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 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 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, Centro Manufacturing Limited grew with the introduction of the first adjustable lumbar support. Centro Manufacturing Limited's products are produced in state-of-the-art flexible manufacturing cells, and there are over ten models to choose from for a variety of uses.

In addition, Centro Manufacturing Limited manufactures electronic weighing systems and all electronic components are designed and built in-house utilizing CMI's extensive engineering background. Sales of Centro Manufacturing Limited electronic weighing systems extend to every region in the United States, Taiwan and Hong Kong. Export driven Centro Manufacturing 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
Seating Assessor Devices
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 Incorporated 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 Products Incorporated has grown with the production of water powered bath lifts. The firm 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 Products Incorporated 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
Bathing Systems
Seating
Toilet Lifts

CME Telemetry Incorporated

554 Parkside Drive,
Waterloo, Ontario
N2L 5Z4

Tel: 519-886-8440

Fax: 519-886-8442

Export Contact: Mr. Allen J. Nichols, Vice President, Marketing

CME Telemetry Incorporated is a spin off from the work undertaken at the University of Waterloo. The company's focus is on products for the medical market and has products/technology in multi-channel digital telemetry for patient monitoring; non-invasive blood analysis (glucose, cholesterol, urea, etc.) systems for medical diagnostic purposes; a power/telemetry system for the control of artificial heart and implanted electronic devices; and instrumentation for veterinarian applications.

CME Telemetry Incorporated occupies a 6000 square foot lab and manufacturing facility in Waterloo and has a research office in Toronto; has a staff of fifteen scientists, mathematicians, and engineers, assembly and support staff; a strong research and development capability in optical systems, analogue/digital electronics, software and medical system testing; and an assembly capability for electronic and optical systems.

CME Telemetry Incorporated sells directly to end users in Canada and the United States and has joint venture and strategic marketing relationships with Canadian, United States and Japanese companies.

Products For Export

Telemetry Units

Transcutaneous Energy Transfer Systems

Transcutaneous Telemetry Systems

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 Emergency Vehicles 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

Ambulances
Ambulatory Devices
Handicapped Vehicles
First Aid Equipment

Companion Walker Limited

1324 Norfolk Drive N.W.,
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. Companion Walker Limited was incorporated in Calgary in 1990, and are the designer, manufacturer and marketer for all their products.

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

Products For Export

Mobility Aids
Oxygen Unit Carriers
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
Cranial Electrical 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 Medical Technologies Incorporated 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 Medical Technologies 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, Western Europe, the Middle East and Africa. CYEX Medical Technologies prefers to distribute its products internationally through local distributors who are familiar with their own domestic markets. CYEX Medical Technologies's current product lines are ideal for both the hospital and alternate care marketplace.

Products For Export
Catheters
Catheter Accessories
R & D Services

Darcor Casters Incorporated

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

Diros Technology Incorporated

965 Pape Avenue,
Toronto, Ontario
M4K 3V6
Tel: 416-421-9211
Fax: 416-421-9212
Export Contact: Mr. Nick Vahaviolos, General Manager

Diros Technology Incorporated is primarily a manufacturer of electromedical equipment which is utilized in neurosurgery and orthopaedic surgery and owns the 3,000 square foot facility which serves as its corporate headquarters. The company was established in 1983 as a continuation of the radiofrequency generator product line of OWL Instruments, which began in 1970.

The OWL Universal RF System combines in one instrument all the electrophysiological requirements for electrode localization and electrocoagulation--impedance measurement, stimulator and radiofrequency lesion generator. The OWL Universal RF System, Model URF-1, was first on the market with all solid-state technology and first to incorporate the three essential functions used in many procedures--impedance measurement, stimulator, and RF lesion, in one instrument. Also offered is a full range of temperature monitoring lesion electrode kits (needle kits).

Diros Technology has been particularly successful in Germany and the United Kingdom, the two largest neurosurgical markets in Europe. Diros Technology's radiofrequency lesion generators are used in more than 25 countries worldwide, with good sales in France, Italy, India, Singapore and South Korea. Diros Technology is interested in progressive, technically superior technology relating to the neurosurgical market. Diros Technology would be interested in being represented by companies in the same field for distributorship arrangements.

Products For Export

Needles
Radio Frequency Generators

Diversity Products Limited

434 Kensington Street,
Winnipeg, Manitoba
R3J 1J7
Tel: 204-837-6558
Fax: 204-837-6562
Export Contact: Mr. Morton Larsen, Secretary Treasurer

Diversity Products Limited was incorporated in 1981, and the primary focus of the company from the outset was to centre on the healthcare domestic and export markets. Diversity Products Limited operates under two trade names. Audiotek Acoustic & Sound is the contracting arm that supplies and installs turnkey systems relating to the healthcare communications and alarm signals projects in Manitoba and Northern Ontario. EXI Electronic Systems is engaged in the development, design and manufacturing of alarm systems pertaining primarily to the healthcare export market such as hospitals, birth centres and personal care homes.

Products manufactured include a nurse call, staff entry, door monitor, assault alarm, and roam alerts for wandering patients and infant abductions. A continuous R & D program is ongoing with a staff of two full-time engineers, improving existing products and developing new, innovative and customized products for the healthcare market. Most sub-assemblies are manufactured out of house by local companies, but the firm has staff responsible for final assembly, quality control, packaging, shipping, marketing, producing documentation and administration. The firm has staff with the capability to communicate in english, french, czech, punjabi, hindi and urdu, with sales and technical documentation in english.

Diversity Products Limited's major focus is the United States healthcare market, and they are presently exporting to the United States through an established network of sales representatives and dealers. The firm's dealers offer a full-range of services in the marketing, installation and after-sales support for the products.

Products For Export
Alarm Systems
Monitors

E.C. Walkers Incorporated

1 Banigan Drive,
Toronto, Ontario
M4H 1G3
Tel: 416-429-6700
Fax: 416-429-6914
Export Contact: Mr. Rick Walker, President

E.C. Walkers Incorporated, established in 1883, more recently began supplying through distributors, the following disposable soft goods, to hospitals and funeral service companies. Elasticized sterile polyethylene covers known as CKlear Covers, are used to protect a wide range of diagnostic equipment throughout hospitals. Flandages, non-sterile, 100 percent cotton flannelette bandages, are used primarily to make cast, but find many other uses in hospital departments ranging from paediatrics to geriatrics. BodySafe Containment Kits, or body bags, developed over a number of years in cooperation with funeral services, are used in emergency, intensive care and pathology.

E.C Walkers Incorporated has the manufacturing flexibility to customize these products to meet differing needs. E.C Walkers Incorporated seeks to begin exporting to the United States through distributors who have a solid base of clients in the firm's target markets.

Products For Export

Body Bags
Equipment Covers
Shroud Kits

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. BRYTECH 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

Monitors

Respiratory Therapy Equipment

Ultrasonic Devices

Ebco Technologies Incorporated

4004 Wesbrook Mall,
Vancouver, B.C.
V6T 2A3

Tel: 604-224-7090

Fax: 604-228-1715

Export Contact: Mr. Alberto Petricca, Vice President

Ebco Technologies Incorporated is a wholly owned subsidiary of Ebco Industries Limited, a Canadian corporation with a 37 year history and annual sales approaching \$100 million. Ebco Industries, the parent company, offers sophisticated machining and fabricating services to major international defense, aerospace, material handling, and material processing companies. The goods produced almost always have to meet strict aerospace, military, and ISO 9000 standards.

Ebco Technologies Incorporated was formed four years ago to commercialize state-of-the-art radioisotope producing cyclotrons and automated radiochemistry synthesis modules based on a technology transfer agreement with TRIUMF, Canada's national research facility, and a world leader in cyclotron technology. Since its inception, Ebco, in conjunction with TRIUMF, has designed, manufactured, installed, and commissioned cyclotrons at Nordion, UBC PET Centre, and the Institute of Nuclear Energy Research in Taiwan. The Ebco-TRIUMF relationship combines the talents and expertise of physicists, radiochemists, and engineers in the singular task of producing the world's best systems.

The company's standard radioisotope producing systems are either 13 or 30 MeV in the proton mode. The self-shielded 13 MeV machine can be factory converted to operate at 18 MeV with additional shielding. The 30 MeV machine can be ordered with 15 MeV deuteron option. The 13/(18) MeV machine is ideally suited for installation in a large hospital to produce short lived radioisotopes without the need for major building modifications. The automated radiochemistry synthesis modules were developed with the assistance of the world renowned UBC PET Group under the direction of Dr. Tom Ruth. Standard modules offered are those of FDG, NH₃, FDOPA, and CO/CO₂. Ebco is interested in receiving inquiries from established and reputable manufacturers representatives already active in the medical imaging field outside of Canada, the United States, China, and South Korea.

Products For Export

Radionuclide Generating Cyclotron Systems
Radiochemistry Synthesis Modules

Eckel Industries of Canada Limited

P.O. Box 776, 100 Allison Avenue
Morrisburg, Ontario
K0C 1X0
Tel: 613-543-2967
Fax: 613-543-4173
Export Contact: Mr. Blake Noon, Vice President

Eckel Industries of Canada Limited was established in Morrisburg, Ontario in 1962, a site chosen for its proximity to the Toronto and Montreal markets. Eckel is a manufacturing specialist of noise control products and systems; audiometric booths, rooms and suites; noise control enclosures for industry; anechoic noise research rooms; sound doors; noise control sheet products; and insulation fixing hardware.

Audiometric products are the largest product group and market for Eckel. Single person hearing conservation booths for industry, single-wall dispensing rooms, double-wall and multi-room suites for clinical and hearing research are manufactured at this site. Interlocking panels with cam-lock fasteners allow the various models to be shipped in panel form and built on site with ease of assembly, and a minimum of tools. All of the audiometric rooms are built to give the user ANSI standards in hearing evaluation. There are many standard sizes of booths, rooms and suites for the user to choose from, however, in some circumstances custom sizes or non-standard sizes must be ordered to fill the existing space allocated for hearing evaluation. Eckel has designed many special size rooms for customers.

Many hospitals and clinics in Canada, the U.S., Australia, New Zealand, the Middle East and Europe have Eckel audiometric rooms installed in their facilities. Products have been sold by local dealer/installers, engineered and manufactured by Eckel and shipped to the site in panel form, ready for installation. Local electrical codes and connecting devices have been added to the product at the factory, making installation easier. Companies that specialize in audiometric instruments and other electromedical instruments, are most familiar with the local market and make the best dealer/installers. Companies with this background and located in Mexico, Central/South America, the Pacific Rim, and the Mediterranean countries are areas where Eckel is looking for new dealers. Some locations in the United States are open (Florida, Missouri, Illinois, and Rocky Mountain areas).

Products For Export
Anechoic Chambers
Audiometric Rooms

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. Emeraud Canada Limited 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 Furniture Limited 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. Euro-Care Furniture Limited prefers to distribute its products through agents and representatives.

Products For Export

Beds, Hospital
Furniture, Medical
Medical Tables
Seating

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.

European Baby Basics Industries 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 Int'l whose beginnings in the 1930's led to the commercialization of the worlds first lightweight tubular steel folding wheelchair.

Everest & Jennings Canadian Limited 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
Mobility Aids
Wheelchairs
Wheelchair Accessories
Wheelchair Controls

Excel Medical Systems

#3257-274A Street,
P.O. Box 3381
Langley, B.C.
V3A 4R7
Tel: 604-664-7777
Fax: 604-857-0054
Export Contact: Mr. Fred Fischer, President

Excel Medical Systems is a division of Fischer Specialty Products Limited, a company incorporated in 1978. Excel Medical Systems is a distribution firm which provides sales, service, reconditioning, installation and calibration of medical diagnostic imaging equipment. Excel Medical Systems offers product lines consistent with the quality demanded by public hospitals, chiropractors, physiotherapists and veterinarians. Suitable marketing channels for their products are through foreign agents and distributors. Currently, exports are to Thailand and the firm are members of the Thai Canadian Chamber of Commerce in Bangkok.

Excel Medical Systems also acts as technical advisors, consultants and installers for the Global Medical Foundation, a non-profit charitable organization providing medical equipment to underdeveloped countries. Current projects include supplying CT Scanners and other medical equipment to Argentina, Ethiopia, the Philippines and Russia.

Products For Export

CT Scanners
MRI Scanners
Radiology Equipment
Ultra-Sound Equipment
X-Ray Equipment

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 is designed for home use.

The company was founded in 1988 and its principals have extensive experience in the durable medical equipment industry, having taken direct 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 its own, modern and spacious 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 that the inherent quality of its design is safely and accurately extended to the final products.

Federal Elevator Systems products are typically 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 continuous 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
Handicapped Accessories
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. The company 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. Fell-Fab Products 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

Body Armour
Body Bags

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 Products Limited 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 Pysio Toner.

Eighty percent of Fitter International's sales are exported, and in 1984 the company was awarded the Alberta Export Achievement Award for firms with less than twenty-five 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
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. Gabel Medical Instruments Limited is willing to discuss new applications for the system and to assist in meeting special requirements wherever possible.

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

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. Lingerie

George Courey Incorporated is a manufacturer and distributor of textiles and textile products specializing in products destined for hospitals, clinics and similar establishments. George Courey Incorporated 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

Body Armour
Diapers
Incontinence Care Products
Infection Control Products
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, prophylaxis products, skin care products, general pharmaceuticals, topical anaesthetics, disposable masks, dental bibs, safety glasses, gloves, sponges, dental dams, and disposable gel-trays. 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 Corporation 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. The firm 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

Cancer Diagnostic Kits
Dental Equipment and Supplies
Gloves
Hearing Protectors
Safety Glasses
Sponges

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. Hara Products Limited 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. Hara Products Limited 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. Hara Products Limited 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, Hara Products Limited 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

Emergency Response Systems
First Aid Equipment
Rescue Equipment
Safety Equipment
Splints

HealthVISION Corporation

13511 Commerce Parkway,
Suite #100
Richmond, B.C.
V6V 2J8
Tel: 604-273-4900
Fax: 604-273-2764
Export Contact: Mr. David Wilson, V.P. Sales & Operations

HealthVISION Corporation, incorporated in 1986, offers the "HealthVISION" Series, a comprehensive, integrated Hospital Information System that helps control costs and enhance quality of patient care. The HealthVISION Series includes systems for patient care, administrative and financial requirements in health care facilities. The company is dedicated to providing hospitals with flexible, yet comprehensive Hospital Information System software. Its strength lies with its people who have been brought together within a company focused and committed to offering quality software products required to meet the changing needs of hospitals.

The HealthVISION Series is built using "Health Care Connect" our system architecture. Health Care Connect uses a client-server approach. The client is a workstation running Windows or Mti and the server runs under UNIX or OPenVMS. Our Sybase Relational Database allows a hospital to connect multiple vendor's systems and provides a consistent graphical user interface to care providers. HealthVISION Corp. products are suited to all types and sizes of health care facilities. HealthVISION Corp.'s client base is continually expanding, and today, approximately 400 sites internationally enjoy the benefits of HealthVISION Corp.'s software. The flexibility built into the series, allows tailoring of the systems to meet individual hospitals needs. As well, HealthVISION Corp. offers complete support for all of its products with 24-hour, 7 day a week "HELPDESK" support, system audits, facilities management, training, and expert exchange engineering.

HealthVISION Corporation exports its products to Australia, New Zealand, the United States and the United Kingdom. HealthVISION Corporation is currently exploring export options in Asia. It has realized significant success in Australia. Earlier this year, HealthVISION Australia Pty. won a multi-million dollar contract to install computer systems in 15 public hospitals in Perth, Australia.

Products For Export
Software

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 Limited 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).

Hear Saver Limited has distribution in 105 countries with extensive use of private label marketing to the sporting goods and industrial safety markets. Hear Saver Limited 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

Body Bags
Dental Equipment and Supplies
First Aid Equipment
Hearing Protectors
Optical Equipment and Supplies
Safety Equipment
Safety Glasses

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 Product's 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 Product'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

Bathing Systems
Commodes
Grab Bars
Seating
Transfer Systems
Walkers

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
Procedure Trays
Sponges

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 Medical is interested in exporting its products to Europe, South America, Asia, and is seeking collaboration partners to develop new products.

Products For Export

Cancer Diagnostic Kits
Diagnostic Test Kits
Fertility Indicators
Pregnancy Test Kits
Serology Kits

John Lewis Industries Limited

10300 Ray Lawson Boulevard
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 Limited offers various wooden products for the medical trade made from selected Canadian northern white birch. John Lewis Industries Limited's 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 Industries is presently supplying major medical supplies houses around the world.

Products For Export

Cervical Scrapers
Tongue Depressors

Joldon Diagnostics Incorporated

81 Finchdene Square,
Scarborough, Ontario
M1X 1B4
Tel: 416-292-1699
Fax: 416-293-2492
Export Contact: Dr. D. Segal,

Joldon Diagnostics Incorporated (JDI) began its operations in 1980 as a manufacturer of radioimmunoassay reagents. More recently the company has developed non-isotopic immunoassay technology and released elisa test kits to detect and measure the presence of anti-microsomal and anti-thyroglobulin antibodies to assist in diagnosis of thyroid autoimmune disease. Both tests are FDA approved for sale in the United States.

The company currently occupies a 5000 square foot GMP accredited facility in which both manufacturing and R & D is carried out. The research and development program is designed to produce additional elisa test kits for the early detection of various autoimmune markers for diabetes and other thyroid disorders. The products are sold to various international suppliers of diagnostic kits and directly to end users in hospital, public and private laboratories. The product is easily adapted to most laboratory instrumentation capable of handling diagnostic reagents with microtitre plate technology.

Joldon Diagnostics Incorporated is experienced in supplying diagnostic reagents to the international community. The company's founder Dr. D. Segal has previously manufactured diagnostic product for worldwide distribution through Miles Laboratories. Joldon has also manufactured polarization reagents (TDX compatible) for sale to various distributors around the world. Export sales are being carried out in the United States and parts of Europe.

The products comply with all foreign standards and can easily be adapted to any standard for manufacturing. The company is interested in expanding its market and its product base thereby being open to exchange of product and technology in the form of licensing or joint venture.

Products For Export
Diagnostic Test Kits

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 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 products beyond the Canadian market. The new markets include other countries, other original equipment manufacturers (OEM) and other industries.

Laborie Medical Technologies Corporation 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 Medical Technologies produces carts to accommodate all types of video and endoscopic equipment currently on the market. Laborie is currently working towards the implementation of ISO 9000.

Laborie Medical Technologies Corporation 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

Electrotherapy Equipment
EMG Equipment
Incontinence Care Products
Urodynamic Measurement Systems
Uroflowmeters

Labotix Automation Incorporated

P.O. Box 24,
Peterborough, Ontario
K9J 6Y5
Tel: 705-295-4281
Fax: 705-295-6404
Export Contact: Mr. Brian McKay, V.P. Sales/Marketing

Labotix Automation Incorporated is one of North America's premier suppliers of robotic and automated devices for the manipulation and handling of biological specimens prior to analysis. The company has developed automation modules which remove the labour associated with processing blood specimens in medium-to-high volume clinical laboratories.

In-house expertise includes design engineering, software application development and electro/mechanical build and service for its robotic specimen preparation systems. The company was incorporated in Ontario in 1990, and operates out of a 10,000 square foot product development facility in Peterborough.

Robotic products developed at this site are used in Canadian and United States clinical laboratories faced with high labour costs and the desire to reduce employee exposure to biohazardous materials. The automation products provide this and at the same time decrease the turnaround time for laboratory tests while still delivering a high quality prepared specimen to the testing laboratories. Labotix Automation modules service the specific areas of specimen accessioning, specimen transport, specimen sort, aliquot and microbiology specimen storage and retrieval. All systems include after-delivery service and support. Each unique robotic module is controlled by state-of-the-art Windows-based, user-friendly software.

Products For Export
Robotic Handling Systems

Labtician Ophthalmics Incorporated

2140 Winston Park Drive,
Unit #6
Oakville, Ontario
L6H 5V5
Tel: 905-829-0055
Fax: 905-829-0056
Export Contact: Mr. David Sculati, General Manager

Labtician Ophthalmics Incorporated was founded in Canada in 1988 as an ophthalmic (eye) specialty company. Today, Labtician Ophthalmics Incorporated manufactures a complete range of retinal implants which are used by ophthalmologists in the surgical repair of a detached retina.

Labtician Ophthalmics Incorporated offers many unique implant designs, and operates from a state-of-the-art facility which includes clean room capabilities. The company's products are sold mainly to hospitals, through exclusive distributors in more than 40 countries. The most successful distributors specialize in marketing products of special interest to ophthalmic surgeons. Labtician is always interested in hearing from potential distributors in those markets where it still seeks distribution partners.

Products For Export
Retinal Implants

Le-Han Canada Incorporated

123 Edward Street, #815
Toronto, Ontario
M5G 1E2
Tel: 416-979-3501
Fax: 416-979-8755
Export Contact: Mr. Leo Weil, President

The principals of Le-Han Canada Incorporated have been supplying the dental profession for the last 38 years and have been exporting since 1967. Emphasis has been placed on unique specialty items where quality, state-of-the-art and economics are of the foremost consideration. The range includes products for radiography, sterilization and operative areas of dentistry. Some products have interesting applications in the hospital, medical, acupuncture and electrolysis disciplines.

A recent addition is the "Ultra Violet Air Sterilizer" which has a place in every location which should be kept free of bacteria, viruses and similar contaminants. While the company is shipping to numerous markets, all additional enquiries will be followed up promptly.

Le-Han Canada Incorporated is seeking relationships with agents and distributors experienced in the field. Le-Han Canada would like to participate in any suitable trade fair or catalogue exposure suitable for their products.

Products For Export

Dental Burs
Dental Equipment and Supplies
Operative Pin Sets
Sterilizers

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 Data Incorporated is a private company which has operated since 1986. Life Alert manufactures a unique medical information device which is worn on the wrist or neck. Life Alert Data 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, amens' 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 0P3

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 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 U.S. 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

Dosage Delivery Systems

Linen Carts

Medication Carts

Mars Metal Company

4130 Morris Drive,
Burlington, Ontario
L7L 5L6
Tel: 416-637-3862
Fax: 416-637-8841
Export Contact: Mr. Kevin Milne, President

Established in 1977, Mars Metal Company has been producing quality lead castings for over 16 years. Mars Metal Company production facilities are second to none, with the capabilities of producing precision lead castings from less than one pound to more than 100,000 pounds in one continuous pour. With over 25,000 square feet of diversified manufacturing space, the firm's in house capabilities include mould fabrication, custom sand casting and high production mouldings of all various sizes and weights.

The Specialty Casting Division produces a multitude of radiation protection products, supplying to the medical industry including hospitals, institutions and laboratories with respect to nuclear medicine. All lead is processed and brought to detailed specification by the firm's trained personnel combining over 50 years of metallurgical experience.

At Mars Metal Company, they understand deadlines are a critical part of production, and the non-union trained personnel provides customers with uninterrupted production casting. All aspects of production and handling of lead, which is a designated substance, is closely monitored and regulated by government officials to provide a safe and productive working environment. Mars Metal Company is considering all offers for expansion and distribution of their product lines with regards to distributors and agents abroad.

Products For Export
Radiation Shielding

MBB-Trecan Incorporated

2150 Dunwin Drive,
Unit #3
Mississauga, Ontario
L5L 5M8
Tel: 416-607-5905
Fax: 416-607-5908
Export Contact: Mr. Edward M. Byron, Vice President

On October 1, 1992 Trecan and MBB merged into a single company, MBB-Trecan Incorporated. Engineering and administration functions are now based in Halifax County, Nova Scotia, with sales, marketing and product development operating from the Mississauga office, manufacturing is undertaken in both Ontario and Nova Scotia. Trecan specializes in the design, manufacture, installation, commissioning and service of industrial combustion and incineration equipment and systems. Licenses or exclusive sales agreements are in place with T-Thermal Incorporated (United States), and BP International (United Kingdom).

The firms' traditional market has been 80 percent Canada, 15 percent USA and 5 percent other export markets, however, a substantial effort has been directed towards export sales since 1989, and more recently those efforts have been expanded to include both the United States and the United Kingdom for medical waste incineration systems. The objective is to achieve a target of 50 percent in annual export sales by 1994. Significant progress has already been made in this regard with 30 percent of sales in 1991 being export related. Customer base is predominantly major industrial corporations, and federal and provincial governments.

Taiwan was chosen as the primary potential market in the region and the company commenced its activity by participating in the Enprotech '89 Exhibition. Following further visits to the territory an exclusive sales agency agreement was signed for Taiwan in March 1990. Since that time, similar agency agreements have been concluded for South Korea, Hong Kong and Singapore. During this period three incineration systems have been sold, two in Taiwan and one in South Korea, and a number of projects are under active negotiation. The company's main priority in the region for 1993 is to establish sales agencies or licensees for China, Thailand and Indonesia with the emphasis being on the incineration of medical waste.

Products For Export

Incinerators, Medical Waste

MED-I-PANT Incorporated

9100 Ray Lawson Boulevard
Anjou, Quebec
H1J 1K8
Tel: 514-356-1224
Fax: 514-356-0055
Export Contact: Mr. David Schreiner, Executive V.P.

Fifteen years of growth has taken MED-I-PANT to a diversified international organization recognized as a leader in the specialty field of reusable incontinence care. Established in 1977, its corporate philosophy has always been to meet the needs of the healthcare and related markets through the highest standards in product quality and design. This commitment to excellence in product design is backed up by in-service training and ongoing support. Today, MED-I-PANT Incorporated manufactures products in Canada, the United States and Europe. This expansion, along with an international sales network, enhances its ability to better service its global customer base. MED-I-PANT's product line has expanded from a single product to include soiled linen collection systems, infection control products, Sleep-Knit specialty bed linens and adult clothing protectors.

In 1992, MED-I-PANT established its new head office location with approximately 60,000 square feet of office, production and warehouse space. Management and factory employees at this location number approximately 80 persons, with approximately another 50 individuals representing the company in Canada and the United States. MED-I-PANT is proud of its responsive customer service and highly skilled sales and service force.

MED-I-PANT (UK) Limited was established in 1991 to promote the MED-I-PANT product range in the United Kingdom and to solidify the company's position in the European/EEC market. Offshore, MED-I-PANT Incorporated is represented by distributors throughout the EEC, as well as Israel, New Zealand, Japan and Hong Kong. In 1990, MED-I-PANT Incorporated set up its Homecare/Retail Division marketing products under the brandname "PRIVA".

Products For Export

Clothing, Medical
Diapers
Incontinence Care Products
Infection Control Products
Linens
Linen Carts

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
Leg Immobilizers
Neck Braces
Orthopaedic Appliances
Orthoses
Pillows
Trusses

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 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

Bathing Systems
Electro-magnetic Therapy Units
Laser Therapy Equipment
Lifts
Mattresses
Physiotherapy Equipment
Sports Medicine Equipment

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. MPD has experience working with high-performance engineered resins such as rigid and flexible P.V.C., polycarbonate, ABS polypropylene and Kraton thermoplastic rubber. They 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
Forceps
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. The company 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.

The company 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. The company 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

Consulting Services
Dental Equipment and Supplies
Mobility Aids
Needle Counting/Disposal Boxes

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 International, 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. The company 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 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 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, V.P.

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 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

Bassinets
Beds, Hospital
Furniture, Medical
Mattresses
Seating

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, V.P.

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
Linen Carts
Medical Tables
Shelving
Storage Units

Mitroflow International Incorporated

#1--11220 Voyageur Way,
Richmond, B.C.
V6X 3E1
Tel: 604-270-7751
Fax: 604-270-6308
Export Contact: Mr. Kurt Peinhof, Product Manager

Mitroflow International Incorporated is the only Canadian owned company manufacturing issue heart valves in Canada for the domestic and international markets. Mitroflow has over 11 years experience in manufacturing and exporting implantable medical devices. Mitroflow's devices are sold directly through manufacturer's agents in Canada and are sold through distributors in the international market. Founded in 1982 and located in Richmond, British Columbia, Mitroflow has 10,000 square feet of office and manufacturing space and is located close to Vancouver International Airport. Mitroflow holds patents on the Mitroflow Pericardial Heart Valve and on a bileaflet mechanical heart valve design. Mitroflow's products , which include the heart valve, sizer and handle sets for use in the implantation procedure, and a tissue patch, are sold primarily to cardio-thoracic surgeons.

Mitroflow's production facility utilizes clean rooms for the manufacturing of the heart valve and the tissue patch. Current GMP manufacturing and quality assurance/control systems are in place to assure optimally designed and functioning products leave the facility for clinical use. An ISO 9001 Quality Assurance Manual is currently being implemented and will be in place by the end of 1993. Mitroflow intends to apply for the CE mark for its products once the European Medical Directive regulations are in place.

Mitroflow exports its products primarily to countries in Western Europe and is particularly interested in expanding sales to the Middle East, selected Pacific Rim and Far East countries, and Mexico. The company would prefer either an agent/representative or distributor to achieve sales in its target market areas. The company is looking for distributors/agents who have excellent knowledge of the cardiovascular surgery medical device area of their particular country/region. The company would prefer to work with someone who has a minimum five years experience in selling cardiovascular surgery/cardiological equipment.

Products For Export
Pericardial Heart Valves
Tissue Patches

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. MTM 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 been established as a leader in its field in North America, where it is used by ambulance, fire and police departments, hospitals, nursing homes and abroad 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
First Aid Equipment
Intravenous Products
Rescue Equipment
Resuscitators

Nordion International Incorporated

447 March Road,
P.O. Box 13500
Kanata, Ontario
K2K 1X8
Tel: 613-592-2790
Fax: 613-592-6937
Export Contact: Mr. Grant R. Malkoske, V.P. Industrial

Nordion International Incorporated is a subsidiary of MDS Health Group Limited, and has 700 employees with highly-skilled professionals, technical and tradespeople with staff proficient in more than 20 languages. Nordion International is a leading international producer, marketer and supplier of radioisotope products and related equipment. Nordion serves a segment of the world's healthcare market with products based on applications of radiation technology.

Nordion International supplies radio-pharmaceutical producers in the United States, Japan, Europe and South America, as well as smaller manufacturers elsewhere. Nordion International has installed full-scale irradiators in more than 40 countries and more than 800 research and clinical irradiators around the world.

Nordion International is carrying on with its quest begun some 40 years ago, to find and perfect new, beneficial applications to protect and enhance human life and health. In medical laboratories and in universities, the company is working with scientific partners to develop the next generation of radioactive agents, to detect diseases at even earlier stages, and to treat tumours more effectively. Radiation technology offers great promise in the search for solutions to the world's waste treatment problems and there is also a growing range of industrial applications.

Products For Export
Blood Irradiation Systems
Research Irradiators

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.

Norm Bates & Associates 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 Shoes
Leg Immobilizers
Neck Braces
Orthopaedic Appliances

Northern Light Technologies

3070 Brabant-Marineau,
St. Laurent, Quebec
H4S-1K7
Tel: 514-335-1763
Fax: 514-335-7764
Export Contact: Mr. Steve Nador, President

Northern Light Technologies, a privately-owned Canadian corporation founded in 1990, manufactures and distributes the "SATELLITE", a phototherapy device. Northern's sales by region are distributed 40 percent domestic, 58 percent in the United States, and 2 percent in Europe. Sales by market segment are 50 percent psychiatrists, 25 percent psychologists, 15 percent GP's and other health-care professionals, 5 percent institutional, and 5 percent other. Northern Light's proprietary phototherapy device has outperformed competing units in clinical tests conducted at hospitals in Toronto and Montreal, and is one of the best-selling phototherapy devices in North America.

Northern Light Technologies has been marketing directly in the United States and Canada through large mailing campaigns to psychiatrists, psychologists, GP's and other health-care professionals. Sales have been direct to the health-care professional and the end-user. Some medical/health-care distributors and pharmacy chains in the United States and Canada have purchased large quantities at discounted prices.

Northern Light Technologies are seeking business opportunities with agents and distributors servicing medical/health-care professionals, particularly psychiatrists in Northern European countries. The "SATELLITE" will interest hospitals, clinics and professionals concerned with affective and depressive disorders. The product may complement anti-depressant medications, and product lines relating to bio-feedback and shock-therapy.

Products For Export
Phototherapy Devices

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'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 Nursing Systems is interested in expanding sales beyond Canadian borders to the United States, Europe, and the Pacific Rim. NSI Nursing Systems 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, V.P.

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

Ambulances
Aspirators
Breathing Apparatus
Oxygen Equipment
Resuscitators
Stretchers
Ventilation Accessories
Ventilation Systems

Oculo-Plastik Incorporated

1170 Henri-Bourassa Est.
Montreal, Quebec
H2C 1G4
Tel: 514-381-1849
Fax: 514-381-1164
Export Contact: Mr. J. Francois Durette, President

Oculo-Plastik Incorporated was formed in 1985, and the small manufacturing company's wide array of products, ophthalmic implants and specialized medical accessories makes it one of the world's largest in its field. Today, the company manufactures the latest generation of the famous Iowa and Allen implants. The devices produced are mostly implants to ensure maximum movement and easy adjustment of the custom-made artificial eye. Most of Oculo-Plastik's products are designed for patients who have lost an eye, and include implants for enucleation, evisceration and also a wide variety of conformers. Quality accessories for making artificial eyes and corneal protective shields for use in conventional or laser surgery are other important articles in the Oculo-Plastik product line.

Oculo-Plastik Incorporated is presently serving ophthalmologists, reconstructive plastic surgeons, dermatologists, and ocularists. The company strives to stay abreast of every important development in its field and offers a bibliography of research literature concerning its products.

Oculo-Plastik Incorporated distributes throughout the world and is careful to build its worldwide distribution network around companies which already enjoy the trust of ophthalmologists and plastic surgeons. Oculo-Plastik Incorporated products are mostly distributed in Canada, the United States, England, Sweden, Switzerland, Italy, Greece, and New Zealand.

Products For Export
Ophthalmic Instruments

Orthofab Incorporated

2160, rue de Celles,
Quebec, Quebec
G2C 1X8
Tel: 418-847-5225
Fax: 418-847-5378
Export Contact: Mr. Yvon Giasson, President

The origin of Orthofab dates back to 1966, the incorporation date of Equipement de Transmission (Industriel) Incorporated. The company, originally a producer of industrial mechanical power transmission products, began developing a made-in-Quebec motorized wheelchair in 1983. Later on, the signature of a supply contract with the Regie de l'assurance-maladie du Quebec (RAMQ) made it necessary to establish a section for assembling motorized wheelchairs.

The firm decided in 1988 to separate its activities creating Orthofab Incorporated for the production of its rehabilitation products. The mission of Orthofab Incorporated is to design, develop, manufacture and sell quality personalized orthopaedic products that give their users superior comfort, mobility and autonomy.

Today, Orthofab Incorporated produces mainly motorized and manual wheelchairs, and a recent acquisition has enabled the firm to offer hydraulic lifts and modular support systems. The motorized wheelchairs are modular, with rear and front suspension, acceleration and deceleration programs, special controls and other features unique to North America. With a partnership active in a number of rehabilitation centres, the engineering and after-sales service are very important aspects of the company, along with research. The company is currently working on an export program and is designing new products.

Products For Export

Lifts
Toilet Lifts
Transfer Systems
Wheelchairs
Wheelchair Accessories
Wheelchair Controls

Parsons A.D.L. Incorporated

R.R. #4,
Tottenham, Ontario
LOG 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 A.D.L. Incorporated also makes a line of exercise weights for physiotherapy. These products have been tested in rugged institutional environments as well as in household applications.

The company 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 their exports are to the USA. They have exported to Finland, Japan and France. Their 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
Handicapped Accessories
Mobility Aids
Physiotherapy Equipment
Rescue Equipment
Traction Accessories
Wheelchair Accessories

Phoenix Biomedical Products Incorporated

7085 Tomken Road,
Mississauga, Ontario
L5S 1R7
Tel: 416-670-8299
Fax: 416-670-0195
Export Contact: Mr. Ezzat Iskander, President

Phoenix Biomedical Products Incorporated was founded in 1980, expressly to manufacture high quality petri dishes. Today, Phoenix Biomedical is the industry leader and the supplier of choice for major distributors and medical device manufacturers. The firm's success is the result of an underlying commitment to provide the health care and scientific communities with the high quality products they demand.

Phoenix Biomedical designs and manufactures a wide range of petri dishes in its ultra modern facility near Toronto International Airport, with a production capacity of 200 million dishes per year. Exports represent over 80 percent of total production, and is diversified in all continents.

The technology within Phoenix Biomedical is broadly based. The injection moulding process used to manufacture the dishes ensures excellent product quality meeting ISO 9000 standards for the manufacture of medical devices. Our in-house sterilization facility is fully computerized and is among the most sophisticated in the world. Product development plays a major role in the firm's business strategy. Of particular interest is the recent design, development and marketing of the "STAR DISH", an innovative new environmentally friendly generation of petri dishes that the company believes will ultimately displace the inefficient design of current conventional dishes. The STAR DISH has been successfully patented in the United States, Canada and currently is being patented in Europe and Japan.

Products For Export
Petri Dishes

PixSoft Incorporated

#3A-2020 Portage Avenue,
Winnipeg, Manitoba
R3J 0K4
Tel: 204-885-4936
Fax: 204-888-7009
Export Contact: Mr. Chris Carson, Senior Partner

PixSoft was founded in 1988 and specializes in custom software development for biomedical data acquisition and analysis. PixSoft makes use of state-of-the-art integrated development environments running under MS-DOS and the Macintosh operating system. PixSoft has worked closely with physicians at the Health Sciences Centre to develop software for educational and research purposes. Research oriented software has been developed for recording, displaying and analyzing physiological input signals. Examples include detection of apnoea and related events, study of cerebral blood flow in infants and calculation of cardiac output using impedance cardiography. Educational software includes two programs: R.A.L.E. Lung Sounds and R.A.L.E. Heart Sounds and Murmurs. Both programs are being marketed and distributed in the United States and Canada. Sales are to teaching hospitals and schools of medicine, nursing and respiratory therapy.

R.A.L.E. Lung Sounds is an interactive computer program that provides a consistent method for teaching respiratory sounds. The program presents over 50 actual recordings by combining text with graphics and digital sound reproduction. A built-in quiz helps to reinforce the use of proper terminology as recommended by the American Thoracic Society and the American College of Chest Physicians. Total instruction time is roughly two hours. Winner of the 1991 HeSCA/SmithKline Beecham Interactive Materials Festival Award of Merit for excellence in production of Computer-Based Materials.

R.A.L.E. Heart Sounds and Murmurs teaches cardiac auscultation using text, graphics and digital recordings from actual patients. Still and animated diagrams illustrate the physiology while teaching the student how to identify heart sounds and murmurs. A built-in quiz reinforces heart sound recognition, and total instruction time is roughly three hours. PixSoft is interested in developing custom software for individual applications. In addition, the company is seeking firms interested in marketing and distributing their educational programs. Current versions are English language, but other language translations can be incorporated.

**Products For Export
Software**

Professional Components Limited

P.O.Box 2175, 2074 Henry Avenue
Sidney, B.C.
V8L 3S6
Tel: 604-656-6165
Fax: 604-655-4334
Export Contact: Mr. Greg Forbes-King, Sales/Marketing

Professional Components (ProCom) is one of Canada's premier specialty vehicle manufacturers and has over 13 years experience in the national specialty vehicle industry. The firm's engineering and manufacturing expertise and 20,000 square foot facility make the company a leader in the development and manufacture of specialty vehicles and accessories. Because of the company's flexible production facilities, customized production runs are available and can be discussed and negotiated with ProCom engineers. Founded in Sidney, B.C. in 1980, ProCom grew with the introduction of its Emergency Response and Modified Ambulance Body designs. ProCom has since developed several other well-known designs allowing for expansion into other sectors. ProCom engineers pioneered development of both rescue truck bodies and ambulance modified bodies. These designs and specialty vehicles are used by both the Government of B.C. and the private sector alike.

ProCom products are produced in a modern facility under careful quality control and meet ISO standards for the manufacture of specialty vehicles. As a result of the company's commitment to healthcare professionals, the engineering staff are ever improving products such that they may achieve higher levels of manufacturing excellence. In addition, ProCom has complete in-house repair facilities to offer its customers after-sales service on all units sold. ProCom is particularly interested in expanding sales into the Middle East and Eastern European republics. Through broadened distribution, supported by advertising, public relations and sales training programs, the company expects to break into these markets in the near future. The firm is open to a variety of distribution channels for its products. Direct sales through a government representative or agent is preferred.

Products For Export

Ambulances	Mobility Aids
Emergency Response Systems	Oxygen Unit Carriers
Fitness Training Equipment	Rescue Equipment
Furniture, Medical	Rescue Trucks
Handicapped Vehicles	Seating

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 that is installed in a door to indicate if an area or private 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
Emergency Response Systems
Safety Equipment

ProScience Incorporated

92 Rainside Road,
Don Mills, Ontario
M3A 1A3
Tel: 416-446-6411
Fax: 416-446-6412
Export Contact: Mr. Paul Richards, President

ProScience Incorporated (formerly Johns Scientific Incorporated) is a wholly Canadian owned and operated company, manufacturing scientific and pharmaceutical glassware and industrial glass since 1928. In 1972, with some initial support from the Federal and Provincial Governments, ProScience started the SciCan Scientific Division in Coburg, Ontario, to manufacture glassware. SciCan Scientific manufactures a complete line of disposable glass culture tubes, pasteur pipets, screw cap tubes and vials.

In 1991, SciCan Scientific moved into a new modern plant to better service it's customers in Canada and around the world. SciCan now exports more than 75 percent of its production worldwide, including to very quality conscious consumers in the United States, Germany and Japan.

During the last two years, SciCan has been working towards ISO 9000 certification, many customers have already benefited from this program, and further improvements are expected. SciCan is cooperating with several other Canadian manufacturers of laboratory supply items to reduce shipping costs by consolidation of shipments to smaller customers.

Products For Export

Pasteur Pipets

Tubes

Vials

RADD Precision Incorporated

60 Citation Drive,
Concord, Ontario
L4K 2W9
Tel: 416-661-8122
Fax: 416-661-5770
Export Contact: Mr. Michael Greenberg, V.P. Marketing

RADD Precision Incorporated is affiliated with Capital Tool & Design Limited (CTD), which is one of the most modern tool-die/stamping operations in the world. Capital Tool & Design Limited is celebrating its 15th successful year, currently processing over 100 million pounds of steel annually.

RADD Precision Incorporated manufactures non-sterile, disposable scissors and forceps that are sold to kit manufacturers. The company's marketing international marketing plans include increasing exports of their products to the United States and Mexico to coincide with the implementation of the North American Free Trade Agreement (NAFTA).

Products For Export

Forceps
Scissors

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 Limited 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 Limited 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 Product Limited's product line is sold to hospitals, nursing homes, medical & dental practitioners and clinics, veterinarians, podiatrists, funeral homes, nurses, chiropractors and drug stores. The firm is open to expanding sales worldwide through direct sales, agents or representatives, and distributors.

Products For Export

Adhesive Tape
Body Bags
Clothing, Medical
Dental Equipment and Supplies
Diapers
Emesis Basins
Finger Cots
Forceps
Gloves
Linen Carts
Pillows
Safety Glasses
Scalpels
Shroud Kits
Specimen Containers
Speculum
Tongue Depressors
Ultra-Sound Equipment

Saf-T-Pak Incorporated

Suite 202,
17872-106th Avenue
Edmonton, Alberta
T5S 1V4
Tel: 403-486-0211
Fax: 403-486-0235
Export Contact: Mr. Art G. Rutledge, President

Saf-T-Pak Incorporated was formed in 1988 to produce packaging systems for the transportation of infectious substances and diagnostic specimens. The packaging required for these substances is highly regulated by national and international regulations. The basic standard originates with the United Nations Recommendations on the Transport of Dangerous Goods. The packaging system is patented and registered with Transport Canada, and it meets all national and international requirements. Saf-T-Pak Incorporated is a privately held, wholly-owned Canadian company.

All of Saf-T-Pak office and production facilities are located at the Edmonton address. Research and development is an ongoing activity in this fast changing field. Due to similarities in hazards and standards, Saf-T-Pak has lately been requested to solve problems related to the shipping of radioactive materials. Research and development has resulted in two patents being issued, and the company is in the process of adopting the ISO 9000 quality control standards.

At the present time, about seventy-two percent of the company's product is exported, and the firm has distribution agreements in the United States, the United Kingdom and Australia. The firm expects the percentage of exports to rise as the distributor network is expanded. The product has application everywhere in the world and is acceptable as it is based on a United Nations Standard. The firm's main interests are in seeking new distributors and joint ventures.

Products For Export
Packaging Systems

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. Sleepmaster Limited 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.

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

Products For Export
Mattresses
Pillows

Southmedic Incorporated

190 Cundles Road East
Suite 102, P.O. Box 1365
Barrie, Ontario
L4M 5R4
Tel: 705-726-9383
Fax: 705-728-9537
Export Contact: June Beard, Product Manager

Southmedic Incorporated was established in 1983 as a manufacturer of a range of specialized anaesthetic products. Southmedic Inc. markets worldwide through a well-established dealer network the Vapofil and Anti-Spil Adaptors. The Vapofil is a filler tube for filling key fill vaporizers. The Vapofil is designed to empty a greater amount of anaesthetic agent from the bottle than other tubes on the market; as well the Vapofil is the only filler tube on the market with an anti-pollution plug to prevent agent evaporation. The Anti-Spil is used fill vaporizers and was developed to reduce operating room pollution. The Anti-Spil is the only such device on the market. Both the Vapofil and the Anti-Spil have been customized to meet clients requirements in various countries.

Southmedic owns several patents pertaining to anaesthetic equipment. Southmedic has flexible production facilities which allow for customized production runs which can be discussed and negotiated with Southmedic's engineers. Some well known clients Southmedic presently sells product to are: Sharn Incorporated, United StatesA., several Abbott Affiliates throughout the world, I.M.I., Japan, Siemens Elema AB, Sweden and Engstrom, England.

Southmedic exports product through a dealer network to over twenty European and Pacific Rim countries, as well as to the United States, Colombia and South Africa. Southmedic would be interested in expanding sales in the Far East through distributors who have an established clientele in the anaesthesia market. Southmedic is committed to provide total customer satisfaction.

Products For Export
Anaesthesia Accessories

Specialty Contact Lens Limited

3rd Level, 2431-37 Avenue N.E.
Calgary, Alberta
T2E 6Y7
Tel: 403-291-6654
Fax: 403-291-6477
Export Contact: Mr. Bill Sturm, Director

Specialty Contact Lens was formed in Calgary, Alberta in November of 1981. Specialty is a 100 percent Canadian owned contact lens manufacturing company. The President of Specialty has been in the contact lens industry for 30 years and is well known and respected in the industry. Specialty has recently located to newer and larger facilities. In April of 1993, Specialty undertook a new manufacturing branch, soft contact lenses, and thus required more extensive facilities. In addition to soft contact lenses, they also produce Rigid Glass Permeable (RGP) lenses and are looking to begin production of their new lenses, the EpiCon and UltraCon. The soft and RGP lenses are produced by the manufacturing staff for practitioners in the ophthalmologic industry. The lenses are unique in that they are custom made to patients specifications. Specialty also will do any modifications on the lenses within a specific time period. Specialty is also known for having the largest selection of gas permeable materials in the North American market. Specialty has large accounts such as Crown Optical and the Calgary Contact Lens Clinic.

The new lenses, the EpiCon and UltraCon, are to be put on the marketplace in the fall and they are the result of five years of research and development in a joint-venture with Razor Associates. The lenses are superior to what is currently available in that they use a new material and a more cost effective manufacturing process. Specialty is forming a new company, UltraVision Incorporated, which they will have approximately 25 percent of an interest in which will sell the new UltraCon lenses. Specialty wishes to keep their scope of operations to more specialized, custom made products which they are an established producer. They will maintain production of the EpiCon which is made from the same material as the UltraCon, but is adapted for patients with special eye care requirements. Specialty Contact Lens are planning to penetrate the United States market and selected international markets with its new lenses. The labs that are currently producing, and the lens being set up for the EpiCon and UltraCon, are going to be set up according to ISO standards and GMP regulations to ensure superior quality products.

Products For Export
Ophthalmic Instruments

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, which was 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, Sterling Rubber Company has earned a North American-wide quality reputation as a supplier of premium surgical gloves.

Sterling Rubber Company's plant is approximately 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 Atlantic to ship their file folders in a reusable, stackable archiving storage system.

Tabufile Atlantic Limited has exported to the United States for three years. The firm 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 Units

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 U.S., Australia, New Zealand, Japan, the U.K., 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 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

Communication Aids
Computer Access Products
Handicapped Accessories
Infra-red Ray Apparatus
Mobility Aids
Switches
Ultra-Sound Equipment

Terray Corporation

R.R. 2, Jackson Lane, Pine Grove Industrial Park
Arnprior, Ontario
K7S 3G8
Tel: 613-623-3310
Fax: 613-623-7681
Export Contact: Ms. Lisa M. Gauthier, Marketing/Sales

Terray Corporation was established in 1983 as a bio-engineering research and development firm. The company's mission is to assist the orthopaedic community through designing, developing, manufacturing and marketing orthopaedic implant and instrument products that are characterized by simplicity, durability and quality standards which are based on sound bio-engineering methods. Terray's prime design philosophies include product reliability, user-friendliness and cost-effectiveness. Terray Corporation enjoys success with product developments in the spinal and pelvic segments. The company manufactures the Contoured Anterior Spinal Plate (CASP/CASF) Lumbar and Thoracic Systems. These systems are designed to fixate portions of the spine after surgery to remove one or more fractured or tumorous vertebral bodies. Terray's pelvic fixation plate is intended to reduce severely disrupted sacroiliac joints. Also included in Terray's product line are: the Surgical Rod Bender, which is an instrument used to shape surgical rod for implantation during back surgery, surgical drill guides, and surgical screws. The company has also developed a wrist surgery system.

The company is able to customize its products to meet client requirements, including the supply of foreign language product documentation. Terray has been exporting worldwide since 1984, including the United States, Japan, China, South Korea, Saudi Arabia, Sweden, Denmark, Norway and Spain. The company's products are readily convertible to meet foreign standards such as ISO, and the firm is seeking to further expand sales into Europe, Asia, the Pacific Rim, the Middle East, Mexico and Latin America. Terray Corporation is interested in exploring any one of the following business opportunities: establishing distributors specialized in the areas of their products and who have the required resources to effectively market the products; joint ventures; strategic alliances; seeking and offering product under licence and technology; and through investment.

Products For Export

Blood Suction Tips
Orthopaedic Implants
R & D Services
Spinal Plates

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. Hardie Corporation'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 company maintains a substantial market share in Canada, they have limited export experience to the United States, Russia, and the Caribbean, areas into which Hardie Corporation would like to further expand export sales.

Products For Export

Clothing, Medical

Linens

Mattresses

Pillows

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 Incorporated 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

Mattresses
Orthopaedic Appliances
Physiotherapy Equipment
Pillows
Sports Medicine Equipment

Thought Technology Limited

2180 Belgrave Avenue,
Montreal, Quebec
H4A 2L8
Tel: 514-489-8251
Fax: 514-489-8255
Export Contact: Mr. Lawrence Klein, V.P.

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 a one-product company to one with 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 Limited 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 has also 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

Electroencephalographs
Electro-cardiographs
Electro-cardioscopes
Electromyography Equipment
Electrophysiology Systems
EMG Equipment

Monitors
Physiotherapy Equipment
Pulse Meters
Skin Callipers
Sports Medicine Equipment
Thermistors

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 achievement and maintenance of ISO 9002.

Tri-Star 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

Ambulances
Ambulatory Devices
Emergency Power Systems
Emergency Response Systems

Handicapped Accessories
Handicapped Vehicles
Rescue Trucks
Stretchers

Tycor International Incorporated

6107-6 Street S.E.,
Calgary, Alberta
T2H-1L9
Tel: 403-259-3200
Fax: 403-253-0663
Export Contact: Mr. Carter Siebens, V.P./Finance

Tycor International Corporation is a leading North American manufacturer of power protection devices. Tycor is a leader in the field of power protection because of its high-performance industrial and medical products. The firm has national distribution arrangements with the Westinghouse Electric Supply Company (WESCO), provide protection devices to a number of medical equipment manufacturers and institutions, manufacture to military specifications for the United States Air Force, successfully market products throughout the world (Australia, Philippines and Russia), and have a number of Fortune 500 companies as clients.

For the past 13 years, Tycor International has designed systems that protect electrical and electronic equipment from power disturbances. The firm has considerable insight regarding the prevention of power disturbance problems that affect computers, process control equipment and other critical loads in different operating environments (eg. commercial, hospital, industrial and international settings).

Tycor International employs a "system wide" approach to protecting facilities. The PTY family of power filters is installed at the service entrance and critical sub-panels to protect against lightning effects, utility grid switching or other external created disturbances. When installed at the sub-panel, internally generated noise and transients are also protected against sensitive equipment (medical CAT scanners, hospital wings) or for critical loads (computer file servers, laboratory test equipment), and customers install high performance "low pass series" filters to attenuate noise to prevent operational damage.

Tycor International wishes to expand international sales through local representative firms who are technically sophisticated in regard to electrical matters. The firm would have to be operationally independent and be remunerated on a success basis.

Products For Export
Power Protection Devices

Unilab Incorporated

1140 Fewster Drive,
Unit #1,
Mississauga, Ontario
L4W 1A1
Tel: 416-238-5566
Fax: 416-238-9816
Export Contact: Mr. Matthew Peters, General Manager

Unilab Incorporated manufactures products for the medical industry including modular mobile lab furniture, ECG beds, ECG stands, bedside cabinets, and bleeding chairs. Other products manufactured by Unilab are sinks, faucets, and gas & vacuum cocks, etc. Products are sold and distributed to hospitals, clinics, doctors, specimen collection facilities, analytical labs, and others.

Unilab Incorporated provides complete customer service for planning, installation and customizing. Unilab Incorporated is currently selling their products direct to users, but they are seeking foreign distributors interested in establishing joint venture relationships.

Products For Export

Beds, Hospital
ECG Stands
Furniture, Medical
Seating

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 Industries 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 has sales subsidiaries in the United States and Germany.

Unitron Industries Limited 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 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 Accessories
Hearing Aids
Hearing Instruments

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 Limited 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 Limited 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

Heat Exchangers
Sports Medicine Equipment
Warmers

W P Manufacturing

76 Hinton Road,
Rexdale, Ontario
M9W 2V7
Tel: 416-741-1246
Export Contact: Mr. Frank Luetlich, V.P.

W P Manufacturing is one of North America's medical device manufacturers and has over ten years of experience in the medical device industry. W P Manufacturing's engineering and manufacturing consulting and research and development expertise facility make them a leader in the industry. Because of the company's flexible production facilities, customized production is available.

W P Manufacturing has complete in-house repair facilities to offer its customers after-sales service on all units sold worldwide. W P Manufacturing exports its products throughout North America and to any other foreign countries appropriate for its products, and W P Manufacturing is particularly interested in expanding exports of its products 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 Limited 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 Gaspe,
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 offers deluxe elastic bandages, economical elastic bandages, conform bandages, and pressure bandages and dressings. All bandages produced are available individually shrink-wrapped, and samples will be sent upon request.

Products For Export

Bandages
Dressings

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 Innovations 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. Wellness Innovations Corporation 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. The company 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

Mechano-Therapy Appliances
Orthopaedic Appliances
Percussors
Physiotherapy Equipment
Respiratory Therapy Equipment
Sports Medicine Equipment

Western Fibres Limited

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

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, British Columbia. Through the years, Western Fibres Limited 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

Beds, Hospital
Incontinence Care Products
Linens
Pillows

Westmorland Laboratories Incorporated

P.O. Box 1460,
87 Crescent Street
Sackville, New Brunswick
E0A 3C0
Tel: 506-536-3327
Fax: 506-536-3327
Export Contact: Mr. Wendell Dawson, President

The WesLabs Plasma Defroster delivers the highest quality plasma defrosting technology available to hospitals around the world. Through the power of a unique combination of computer technology, integrated micro-electronics and advanced mechanical design, and depending on its storage temperature, one unit of plasma may be thawed in about 5-7 minutes compared to a water thaw which could take 30 minutes or more.

WesLab's Plasma Defroster ensures safe and reliable thawing of each unit of FFP. The temperature sensor system identifies each bag holder in the defroster contains plasma. Each station has two separate systems--a primary and a back up automatically monitoring the temperature. The oscillating of each bag holder is also monitored. If either temperature becomes out of safety limit or motion stops, the unit shuts down and alarms. WesLabs designed the Plasma Defroster product they manufacture to be virtually maintenance free.

Products For Export
Plasma Defrosters

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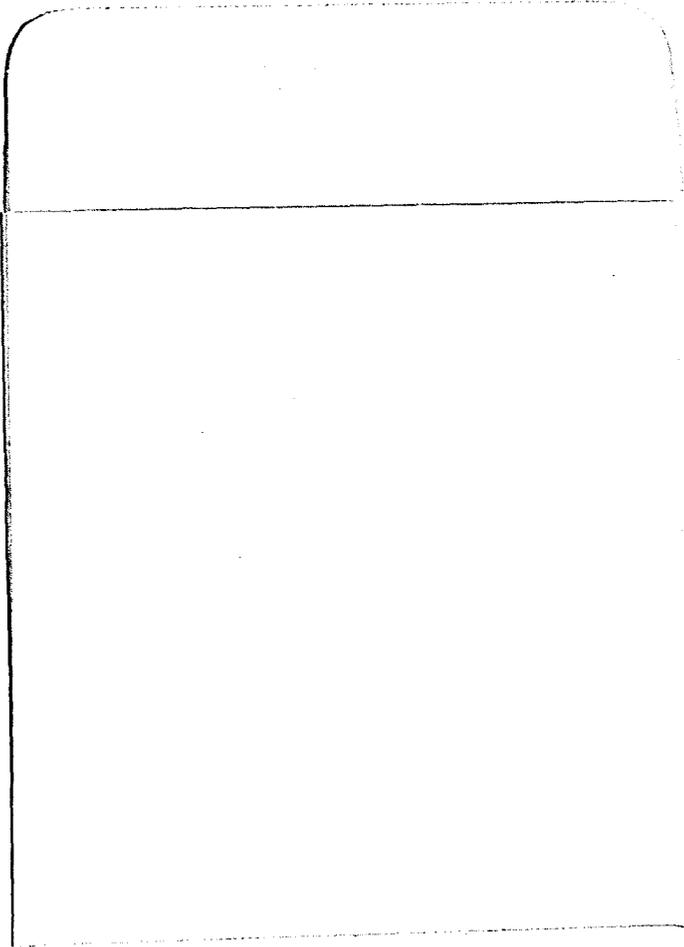
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