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Canadian Consulate General São Paulo

BRAZILIAN MARKET FOR HEALTH EQUIPMENT AND DEVICES HOSPITAL & HOME HEALTH CARE

Category	Quantity
Number of Analysis Laboratories	1000
Physicians	10000
Dentists	15000
Professional Nurses	7000
Laboratory Technicians	1000

Dept. of External Affairs
Min. des Affaires extérieures
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The health sector in Brazil shows great variations, ranging from small rural hospitals, offering up-to-date technology and equipment, to both

Most of the health care resources are located in the southern states, although some improvements have been made in the northern regions. The State of São Paulo concentrates over 70% of all medical facilities in the country. The city of São Paulo alone is one of the largest markets in South America for the health sector.

The market is served by both public and private health care systems. The private sector is responsible for approximately 70% of the payments with the Federal Social Health System (FAMPS) taking 30% and providing high-quality managed government services for the remaining 20% of the market.

Services in the public sector follow a bidding process by which contractors are selected to supply the equipment. This process is very involved and

May 1994

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BRAZIL

Market of Medical Devices for Institutions & Home Health Care

I. Market Overview

Industry sources estimate the size of the Brazilian market for equipment, instruments and general supplies at over USD 950 million, of which imports represent close to USD 400 million. With a population of 150 million inhabitants, and an organized distribution network, Brazil is not only a large potential market but also serves as a major distribution center to other neighbouring countries, with annual exports totalling USD 160 million in 1992. There are no statistics of the market break-down for capital equipment and disposable items.

Market Profile - 1991

Brazilian Production	US\$672,000,000
Exports	US\$ 95,800,376
Imports	US\$415,549,694
Number of Manufacturers	550
Number of Distributors/resellers	1300
Radiology Institutes	8000
Number of Analysis Laboratories	12000
Physicians	140000
Dentists	120000
Professional Nurses	75000
Laboratory Technicians	30000

The home health care market is incipient, and there is only one major outlet - Casa Fretin - that could fit in such category, selling a variety of items, from small scissors to electronic testing equipment. Its public is made up mostly of middle class patients, nurses and doctors. Most patients will purchase home health care devices directly from manufacturers or distributors who will often have a show room open to the public in general.

The health sector in Brazil shows great variations, ranging from small poorly equipped clinics to highly sophisticated hospitals, offering up-to-date technology and equipment, in both the public and private sectors.

Most of the health care resources are located in the southern states, although some improvements have been made in the northern regions. The State of São Paulo concentrates over 70% of all medical facilities in the country; the city of São Paulo alone is one of the largest markets in South America for the health sector.

The sector is served by both public and private hospitals and clinics. The private sector is responsible for approximately 50% of the purchases, with the Federal Social Health System (INAMPS) taking 30%, and Federal, State and Municipal governments accounting for the remaining 20% of the market.

Purchases by the public systems follow a bidding process, by which contracts/orders are awarded to the lowest priced offer. Bids are open to any interested supplier.

Medical Devices for Institutions & Home Health Care - Brazil

Purchases: private versus public

Buyers	1992	1991	1990
Private	46.8%	49.3 %	49.28 %
Government	22.6 %	20.1 %	17.74 %
Federal Health System (INAMPS)	30.2 %	30.6 %	31.23 %

The emphasis of the public sector is to build small clinics while existing facilities are renovated and enlarged. Services offered by public hospitals and clinics are, on average, very poor, with the exception of the few large institutions maintained by non-government organizations, such as churches and universities. Overall, investments in Health by the Federal Government have declined from US\$80.00/person in 1987 to US\$23.00/person, in 1993, or only 4.2% of the country's GDP.

Private hospitals, clinics and specialized laboratories answer for 85% of all admittances and 60% of all ambulatorial services performed, facilities also ranging from small clinics to highly specialized centers, which are usually accessed by patients through private health insurance plans or, in some cases, through the public health care system.

Hospitals and clinics: general view 1991

	Total	Public	Private
Hospitals	5401	911	4490
Beds	561660	137543	394740
Health institutions	30094	10998	19096
Beds/1000 people	3.66		
Population (approx.)	150 million		

1992

Hospitals	7500
Beds	800000

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II. Sources of Supply

The major source of supply is still domestic. Local manufacturers are very active, even though not always price competitive due to the past policy of import substitution. Local industry is comprised of small and medium sized companies and a few large sized ones. Of the total, approximately 17% are of foreign or mixed capital, including the known multinationals of the sector.

There are over 500 companies, employing in excess of 13000 people. Commercialization is done through an estimated network of 1500 distributors/resellers.

Size of Brazilian Manufacturers

	1992	1991	1990
Small	50.7 %	47.1%	49.3 %
Medium	46.5 %	48.5 %	46.5 %
Large	2.8 %	4.4 %	4.2 %

Imports have made good inroads in the market and are steadily growing. Major suppliers are U.S.A., Japan, Germany and East Asia - China, Korea, Malaysia and Pakistan - from which most low-cost disposable items are imported.

In the capital equipment segment, European suppliers have kept an edge on the market due to their capacity of financing their exports. Whenever possible, this is an important business advantage.

Brazilian Market - Imports versus Exports (US\$)

	1992	1991	1990
Local production	709,450,000	672,000,000	960,000,000
Exports from Brazil	160,951,514	95,800,376	72,963,622
Imports	Data not available	415,349,694	288,615,674

Besides the areas where Canadian products have traditionally been competitive, business opportunities are particularly expected to grow in the following segments :

Equipment and Materials

- Catheters
- Liposuction tapes
- Orthopaedic equipment
- Blood bags, blood pressure & other testing instruments
- Videolaparoscopy
- Hernia tapes
- Non-traditional prostheses
- Surgical equipment and devices
- Leucocyte filters and hemotherapy
- Post-operative tapes
- Needle-less insulin application

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- Quality disposables in general, including surgical gloves
- Diagnostic kits for laboratorial and pathological tests

Hardware & Software

- CD ROM's for the various medical specializations

Medical or ParaMedical Software in the following areas:

- | | | |
|---------------------|---------------|------------------------|
| ● Clinical analysis | ● Podiatry | ● Relational Data Base |
| ● Nutrition | ● Cardiology | ● Neurology |
| ● General surgery | ● Orthopaedic | ● Pediatric surgery |
| ● Plastic surgery | ● Dermatology | ● Endocrinology |
| ● Nursing | ● Pharmacy | |

The Brazilian market for blood related products is estimated at US\$ 100 million/year, in addition to 200,000 litres of plasma.

III. Business Environment

Commercialization of medical devices and equipment is usually done through distributors and resellers. Very seldom will a manufacturer set up its own direct sales office, although some of the larger companies prefer to enter government bids directly. In most cases, however, distributors and manufacturers will work closely together.

Distributors tend to carry complementary product lines, and are usually specialized in their segment, even though some may carry several lines in their inventories. The country's overall economic situation is forcing distributors to operate with fewer people and to carry much less inventory, emphasizing service, quality and just-in-time deliveries, in order to be price competitive. The vast majority of distributors and resellers are established in São Paulo, Rio de Janeiro and other southern cities. Northern states and smaller locations are served through local resellers, which in turn will work with different distributors.

Canadian manufacturers should quote in U.S. dollars, which is largely used for business transactions in general and, preferably, CIF/Brazil. English is acceptable as a business language, as well as Spanish; Portuguese is not expected from foreigners. Promotional material should be either in English or Portuguese; literature and/or catalogues in Spanish should be avoided, unless specifically requested.

Importers/Distributors will usually develop a strong partnership with the foreign manufacturer, and will expect to be granted an exclusivity over the market they operate in, be it local, regional or national, but always based on volume, capacity, marketing expenditures and so on. Distributors are responsible for all importing procedures, licensing of the product with authorities (if needed) and marketing. Giving the peculiarities of the Brazilian economy, this is certainly an option that should be strongly considered, particularly in segments where governments are a major buyer. Costs must be carefully analyzed in the light of the high inflation rates and payment terms.

Usually the importer will work with a mark-up over the manufacturer's price list; very seldom is business done through commissions over sales, although it may happen on particularly large government bids and occasional

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direct importation by hospitals. In such cases, the commission is usually established on an individual basis, but the usually accepted rates are around 10 - 12%.

The percentage of imported products commercialized by Brazilian distributors ranges from 25 to 60% and even higher, depending on the area of specialization of the distributor.

Even though imports of medical equipment and devices do not fall under a general tariff position, under the new import policy most items will average an import duty of 20%. The government has, on occasion, lowered import duty to as much as 2% for some products, in order to control inflation trends. Detailed information on duty for specific products, as well as import cost estimates, can be supplied on request by the Canadian Consulate General in São Paulo.

No restrictions or specific barriers affect imports from Canada, which also benefits from a very positive image as a supplier of high quality products and technology. In 1993, Canadian exports totalled Cdn\$ 3.9 million in various segments and products.

Besides the import duty there are a number of Federal and State taxes which affect the final cost of product, and which may add up to over 85% of the FOB price. An example of the cost structure used to calculate import prices is:

Imports - Cost Structure

1. Cost price	100.00
2. Insurance (estimate)	1.00
3. Freight (estimate)	15.00
4. Sub total I (1+2+3)	116.00
5. Import Duty (20% over 4)	23.20
6. IPI (10% over 4+5) - Federal Tax	13.92
7. Sub Total II (4+5+6)	153.12
8. ICMS (18% over 7) - State Tax	27.56
9. Warehousing (3% over 4)*	3.48
Grand Total	184.16
Customs Broker's fee **	

Notes:

* warehousing considered for a period of 15 days.

** Customs Broker's fees are 0.75% over CIF prices or USD 150.00, whichever is higher, per shipment

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The Brazilian Public Health Care system is centralized through the Ministry of Health, which controls and distributes the health budget according to central planning. A federal agency, the "INSTITUTO NACIONAL DA PREVIDENCIA SOCIAL - INAMPS", within the Ministry, is responsible for the administration of the Health Care program. Public Hospitals are maintained with funds from INAMPS. Private hospitals, clinics and laboratories also provide services to the public health system, through a repayment system called "Sistema Unico de Saúde - SUS" which is managed by the various State Government's Health Secretaries.

There are no specific technical standards required for equipment and devices. In general terms, international standards, such as ISO 9000, will be fully accepted. It is interesting to point out that locally produced "Blood Bags" are not accepted by government regulators, due to quality concerns. Only companies that commercialize and/or utilize foreign materials are allowed to sell their products.

Brazilian regulations on intellectual property are changing to comply with international codes. Registration of a product is still a time consuming, and expensive, procedure. Professional advice should be sought in order to save time, money and frustrations. Basic regulations and requirements are available from the Canadian Consulate General in São Paulo, on request.

Regulations on disposal of medical waste are minimal and largely ignored. Hospitals are not required by law to take any specific care of waste of any kind. Most of it is taken to garbage depots for incineration. However, pressure is mounting for more control, and this can become an attractive business opportunity in the near future.

III. Promotional Activities

The main trade show in Brazil is "EXPOSAUDE", which serves the Medical, Dental and Laboratory equipments industry. It is a bi-annual trade fair and congress sponsored by ABIMO (Brazilian Association of Health Care Products), and the next edition is scheduled to take place in August 1995. The event will be held at the Anhembi Convention Center in São Paulo (5000 square meters) and is expected to attract up to 300 exhibitors and 15000 selected visitors.

A new trade fair for Products, Equipment and Services for Hospitals and Health Clinics, "HOSPITALAR", will take place from June 14 to 17, 1994. Although this is its first edition, organizers claim that the event will become the biggest and most important of its kind in Latin America. It will be held at the Bienal Exhibition Center (25000 square meters) and is sponsored by the "National Hospital Association" and the "National Health Clinics Association".

Other events and congresses are held throughout the year, aimed at more specific segments or areas of medicine. These may also offer a good opportunity to show products and services to the targeted public. Interested companies should contact the Canadian Consulate General in São Paulo for more detailed information on sectorial events.

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The Canadian Consulate General in São Paulo has no planned events for the 1994-1995 fiscal year. However, it is prepared to offer logistic as well as operational assistance to all companies interested in participating in any event in Brazil.

IV. Marketing Channels

The main source of information for buyers and users are international trade magazines as well as international trade fairs and congresses. There is a number of local publications, of which the most important are the magazine "DIGNITAS" and the "JORNAL DA ASSOCIAÇÃO PAULISTA DE MEDICINA" (São Paulo Medical Association Journal), magazines which can also be considered good marketing media.

Radio and TV are seldom used as media for marketing campaigns, although the largest distributor/reseller of home health devices in São Paulo has radio spots for the more popular disposable items.

Sources:

- ABIMOS - Ass. Brasileira Industria de Artigos e Equipamentos Médicos, Hospitalares e de Laboratórios
- SINAEMO - Sindicato da Industria de Artigos e Equipamentos Odontológicos do Estado de São Paulo
- HIME ANNUARY - USA
- AGHI INFORM - England
- UNITED NATIONS HEALTH ORGANIZATION
- PAN AMERICAN HEALTH ORGANIZATION

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BRAZILIAN CONTACTS FOR BLOOD PRODUCTS

●Becton Dickinson Inds. Cirúrgicas S.A.

Rua Alexandre Dumas, 2372

04717 São Paulo SP Brazil

Tel: [55 11] 521-2099

- Manufacturer of disposable syringes and needles, vacutainer (blood collection system), thermometer, surgical blades, pressure instruments, stethoscope.

●Labnew Ind. Com. Ltda.

Rua Dr. Elton Cesar, 710

13100 Campinas SP Brazil

Tel: [55 192] 41-1833

●Incibrás Instrumentação Científica Ltda.

Rua Maria Lucia Duarte, 512 - Pirituba

05172-000 São Paulo SP Brazil

Tel: [55 11] 834-1158 Fax: [55 11] 834-6038

Contact: Mr. Alexandre Toledo

- Manufacturer of centrifuges.

●Hemocentro - Unicamp

Caixa Postal 6198

Cidade Universitária Prof. Z. Vaz

13081 Campinas SP Brazil

Tel: [55 192] 39-8523 Fax: [55 192] 39-3181

- Blood Bank

●SBHH - Sociedade Bras. de Hematologia e Hemoterapia (Brazilian Society of Hematology and Hemotherapy)

Av. Brasil, 1640 - Jardim América

01430-001 São Paulo SP Brazil

Tel: [55 11] 853-4555 Fax: [55 11] 852-2025

●Pasteur Merieux Soros & Vacinas

Rua do Rocio, 351, 10º andar Vila Olimpia

04552-905 Sao Paulo SP Brazil

Tel: [55 11] 820-9020/828-9146

Fax: [55 11] 820-4140

Contact: Mr. Osires Ramires, Commercial Director

- Vaccines

●MDSERV Suprimentos Médicos Ltda

Alameda Campinas, 1630

04043-300 Sao Paulo SP Brazil

Tel: [55 11] 887-6360

Fax: [55 11] 887-0253

Contact: Mr. Laerte A. Correa, Director

Mr. Roberto Friedlander, Director

- importer/distributor

●Interlab

Rua Luis Gois, 853/859 Vila Mariana

01404-002 São Paulo SP Brazil

Tel: [55 11] 5773311

Fax: [55 11] 275-2981

●Maxilab

Rua Vieira de Moraes, 1849 Aeroporto

04617-015 Sao Paulo SP Brazil

Tel: [55 11] 533-4933

Fax: [55 11] 241-0003

●Centerlab Central de Laboratorios Ltda

Av. Fagundes Filho, 266 Vila Monte Alegre

04304-000 Sao Paulo SP Brazil

Tel: [55 11] 577-8199

Fax: [55 11] 577-8656

●S. Goldberg Ltda

Rua Araquã, 63 Bela Vista

01306-020 Sao Paulo SP Brazil

Tel: [55 11] 256-2844

Fax: [55 11] 257-5201

Contact: Mr. Jonas Fillietaz

●Fundação Pro-Sangue Hemocentro de Sao Paulo

Av. Angélica, 2261

01228-200 Sao Paulo SP Brazil

Tel: [55 11] 258-0822 Fax: [55 11] 34-4189

Contact: Dr. José Luis Portella, President

Mr. Fernando Nassif

- Blood Bank

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BRAZILIAN CONTACTS FOR ORTHOPAEDIC PRODUCTS

DISTRIBUTORS

■ Salvapé Produtos Ortopédicos Ltda
Rua Augusta, 658/664
01304-000 São Paulo SP Brazil
Tel: [55 11] 255-1911
Fax: [55 11] 258-1082
Contact: Ms. Eliana Zimbar, Commercial Director

■ Ortopedia Cavalière Ltda
Av. Corifeu de Azevedo Marques, 3313
05339-000 São Paulo SP Brazil
Tel: [55 11] 268-5967

■ Ortopedia Americana Ltda
Rua da Consolação, 1247
01301-100 São Paulo SP Brazil
Tel: [55 11] 256-3613/256-4182

■ Ortopedia Palmipé
Largo do Arouche, 69
01219-010 São Paulo SP Brazil
Tel: [55 11] 221-1565

Health Clinics, Research Laboratories, Charity and Religious Institutions
R. 24 de Maio 208 - 13o. Andar
01041-000 São Paulo SP
Tel: [55 11] 223-2311
Fax: [55 11] 220-2091
Contact: Mr. Chelo Pachat, President

MANUFACTURERS
*INDUSTRIA OPTICA LTDA
Av. Rio Branco, 150 2o. 11
10043 Rio de Janeiro RJ Brazil
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Fax: [55 021] 252 6378
Mrs. Mary Rodrigues de F. 252 522 11-52 203
*SOLA BRASIL INDUSTRIA OPTICA LTDA
Rua D. Paulo Horta, 28243
25005 Petropolis RJ Brazil
Tel: [55 0242] 43 7012
Fax: [55 0242] 43 7221
*BRASILIAN ASSOCIATION OF OPTIC
Av. Nove de Julho, 40 - 11o. andar 01133-000
01313 São Paulo SP Brazil
Tel: [55 011] 250 9182
Mr. Wanderley Azevedo Souza, President
*INDUSTRIA GER. L. DE APARELHOS E LENTES SA
Rua da Bandeira, 871 - 11o. andar
01313 Rio de Janeiro RJ Brazil
Tel: [55 021] 342 6173
Fax: [55 021] 342 6174
Mr. Helder L. 342 6174
*APSA - Associação Paulista de Medicina
(São Paulo Medical Association)
Av. Dr. Lúcio Antônio 238
01318-000 São Paulo SP
Tel: [55 11] 232 3141
Fax: [55 11] 36 6393
Contact: Dr. Celso Guerra, President

BRAZILIAN CONTACTS FOR OPTICAL PRODUCTS

MANUFACTURERS

- **SUDOP INDUSTRIA OPTICA LTDA.**
Av. Rio Branco 156 s/l 312
20043 Rio de Janeiro, RJ Brazil
Tel: (55-021) 532.1482
Fax: (55-021) 262.6570
Ms. Mary Rodrigues da Costa

- **SOLA BRASIL INDUSTRIA OPTICA LTDA.**
Rua Dr. Paulo Herve, 283/321
25665 Petropolis, RJ Brazil
Tel: (55-0242) 43.7012
Fax: (55-0242) 42.3551
Ms. Lilian Anadon

- **BRAZILIAN ASSOCIATION OF OPTICS**
Av. Nove de Julho, 40 - 11o. andar cj.11-D
01312 São Paulo, SP Brazil
Tel: (55-011) 259.9162
Mr. Wanderley Azevedo Souza, President

- **INDUSTRIA GERAL DE APARELHOS E LENTES S/A**
Estrada dos Bandeirantes, 2871 Jacarepagua
22775 Rio de Janeiro, RJ
Tel: (55-021) 342.6122
Fax: (55-021) 342.6964
Mr. Eliezer Lewin

DISTRIBUTORS/RESELLERS:

- **Oticas Mitani**
Rua Augusta, 2178
01412 Sao Paulo SP
Tel: [55 11] 853-5211
Fax: [55 11] 852-0631

- **Fotoptica**
Rua Braulio Gomes, 36, 8º andar
01047 Sao Paulo SP
Tel: [55 11] 255-4434
Fax: [55 11] 259-5256

- **Oticas Teixeira**
Av. Antonio Carlos Magalhaes, 4276
41850 Salvador BA
Tel: [55 71] 255-0033
Contact: Mr. Geraldo Teixeira

- **Oticas Fluminense**
Av. Henrique Valares, 23
20231 Rio de Janeiro RJ
Tel: [55 21] 224-9388
Contact: Mr. Renes G. Filho

- **Oticas Carlos Lambert**
Rua Frei Gaspar, 86
11010 Santos SP
Tel: [55 132] 35-1799

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ASSOCIATIONS

● **AMB - Associação Médica Brasileira**
(Brazilian Medical Association)
R. São Carlos do Pinhal 324
01333-903 São Paulo SP
Tel: [55-11] 289.3511
FAX: [55-11] 289.6002
Contact: Dr. Mario da Costa Cardoso Filho, Pres.

● **SOMERJ - Sociedade Médica do Rio de Janeiro**
(Rio de Janeiro Medical Society)
Praça Mahatma Gandhi 3 - Centro
20031-100 Rio de Janeiro RJ
Tel:[55-21] 220.1378
Fax: [55-21] 262.4210
Contact: Dr. Lenício de Almeida Cordeiro, Pres.

● **ABIMO - Associação Brasileira da Indústria de Artigos e Equipamentos Médicos, Odontológicos, Hospitalares e de Laboratórios**
(Brazilian Association of Medical, Dental, Hospital, and Laboratory Equipment Industry)
Av. Paulista 1313, 8o. Andar, cj. 806
01311-923 São Paulo SP
Tel: [285.0155
Fax: [285.0018
Contact: Mr. João Klinger, President

● **SINDHOSP - Sindicato dos Hospitais, Clínicas, Casas de Saúde, Laboratório de Pesquisa e Análises Clínicas, Insituições Benéficas, Religiosas e Filantrópicas do Estado de São Paulo**
(State of São Paulo Association of Hospitals, Health Clinics, Research Laboratories, Charity and Religious Institutions)
R. 24 de Maio 208 - 13o. Andar
01041-000 São Paulo SP
Tel: [55-11] 223.2311
Fax: [55-11] 220.3091
Contact: Mr. Chafic Farhat, President

● **ABIFARMA - Associação Brasileira da Indústria Farmaceutica** (Brazilian Association of the Pharmaceutical Industry)
R. Beira Rio 57, 7o. Andar - Vila Olímpia
04548-050 São Paulo SP
Tel: [55-11] 820.3775
Fax: [55-11] 822.6628
Contact: Mr. Serafim Branco Neto

● **ABIQUIF - Associação Brasileira da Indústria Farmoquímica**
(Brazilian Association of the Chemical and Pharmaceutical Products Industry)
Materias Primas - Raw materials
Av. Calógeras 15 - 10o. Andar - Centro
20030-070 Rio de Janeiro RJ
Tel: [55-21] 220.8266
Fax: [55-11]
Contact: Mr. Onésimo Azara Pereira, Executive Directors

● **ADISLAB - Associação Dos Distribuidores Brasileiros de Produtos para Laboratorio**
(Brazilian Association of Laporatory Products Distributors)
Av. Prestes Maia 241 - 13o. Sala 1306
Tel/Fax: [55-11] 2291232
Contact: Ms. Cecilia A. Toffoli, Executive Secretary

● **APM - Associação Paulista de Medicina**
(São Paulo Medical Association)
Av. Brig. Luis Antonio 278
01318-00 São Paulo SP
Tel: {55-11} 232.3141
Fax: [55-11] 36.6773
Contact: Dr. Celso Guerra, President

DISTRIBUTORS OF MEDICAL & HOSPITAL PRODUCTS AND SERVICES

●MDSERV Suprimentos Médicos Ltda
Alameda Campinas 1630
01404-002 São Paulo SP
Tel: [55-11] 887.6360
Fax: [55-11] 887.0253
Contact: Laerte A. Correa, Director
- Main areas of interest: pharmaceuticals and blood products; healing cosmetics; surgical instruments; geriatric care and retirement facilities.

●RED LINE Equipamentos Médicos e Hospitalares Ltda
R. Apiacas 232 - Perdizes
05017-020 São Paulo SP
Tel: [55-11] 872.0366
Fax: [55-11] 263.0126
Contact: Mr. Luiz Gornstein, Director
- Main areas of interest: X-ray equipment and supplies; medical, hospital and health care products in general; new technologies.

●JOMHEDICA Produtos Médicos-Hospitalares Ltda.
Av. Cristovão Colombo 1023 - cj. 203
90560-004 Porto Alegre RS
Tel: [55-51] 228.7220
Fax:[55-51] 225.4650
Contact: Mr. Sérgio L. Seus, Sales Manager
- Main areas of interest: Videolaparoscopy, catheters, disposables; equipment and products in general.

●Neo Cirúrgica Equipamento Médico Hospitalar
R. Augusta 1372/1378
01304-001 São Paulo SP
Tel: (55-11) 251.2777
Fax: (55-11) 289.1324
Contact: Mr. Sérgio L. Fuchs, Director

Main areas of interest: Medical and Hospital equipment in general

●Importadora Médico Hospitalar Sul Ltda.
R. Senhor dos Passos 234
90020-180 Porto Alegre RS
Tel: [55-51] 224.1211
Fax: [55-11] 224.1211
Contact: Mr. Samuel Stein, Director
-Main areas of interest: Laboratorial, medical and hospital equipment/products in general

●NL Comércio Exterior Ltda
R. Vigário Albernaz 346
04134-020 - São Paulo SP
Tel: [55-11] 581.2888
Fax: [577.8388
Contact: Mr. José Carlos Lapenna, Director
- Main areas of interest: Kits for diagnosis, disposables, equipment in general

●RIMED Comércio e Representações Ltda.
R. Caiowa 1042 - Perdizes
05018-001 São Paulo SP
Tel: [55-11] 864.4500
Fax: [55-11] 263.4610
Contact: Mr. Ubaldo H. Gallego, Import Manager
- Main areas of interest: Hospital and medical products in general

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●Otica Revista

Rua Conselheiro Nebias, 1442 Campos Eliseos
Caixa Postal 5780
01203 São Paulo SP
Tel: [55 11] 221-5355
Fax: [55 11] 222-6124

●Revista Dignitas Salutis

R. 24 de Maio 208 - 13o. andar
0141-000 São Paulo SP
Tel: [55-11] 332.2211
Fax: [55-11] 220.3091
Contact: Ms. Eloisa Matsuda, Editor
-Bimonthly publication of the State of São Paulo's
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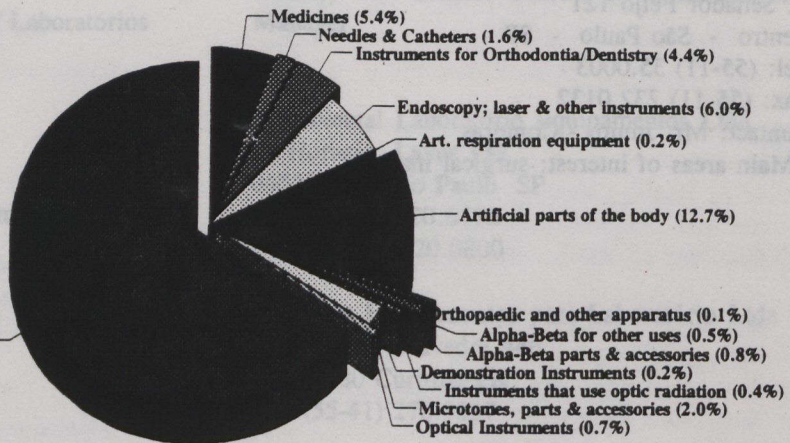
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