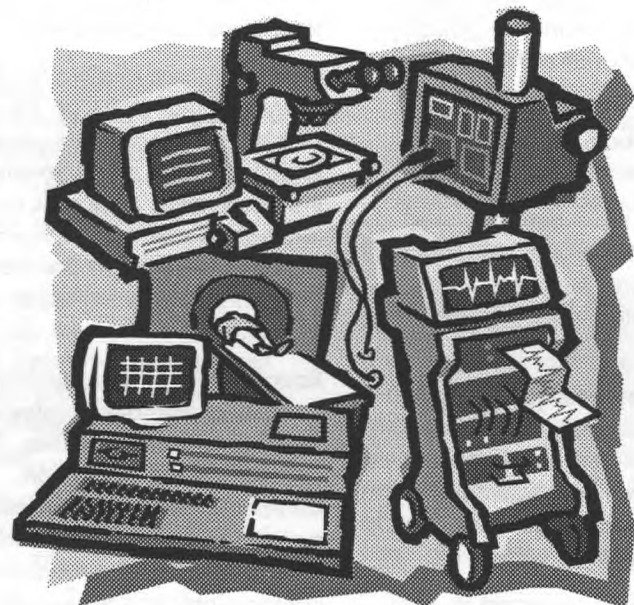


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Medical Devices and Equipment

MEXICO'S HEALTH CARE CHALLENGE

The Mexican Health Care System faces unprecedented challenges, as health care providers struggle to serve a larger proportion of a rapidly growing population. Between 1970 and 1990, the proportion of the population covered by health care programs more than tripled, and by 1992, only seven percent of the population did not have access to full coverage.



INDUSTRY MARKET PROFILE

The Department of Foreign Affairs and International Trade has prepared an extensive study of the **Mexican Market for Medical Equipment and Health Care Services**. This report, and summaries on each of the markets for Medical Devices and Equipment, and Health Care Services have been researched by Townsend Trade Strategies Inc. and published by Prospectus Inc. under the Access North America Program. Copies of these publications are available from:

InfoCentre
Tel: 1-800-267-8376 or (613) 944-4000
Fax: (613) 996-9709
FaxLink: (613) 944-4500

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Mexico is faced with a growing incidence of "first-world" diseases, such as cardiovascular ailments, cancer, mental disabilities and addictions. At the same time, it must continue to cope with the diseases of underdevelopment, including infectious diseases, parasites and malnutrition as well as maternal and neonatal deaths.

The magnitude and the complexity of these challenges have been recognized in Mexico, and there is growing awareness that a broad restructuring of the Health Care System is needed. Among the proposed changes are the following:

- decentralization of health care delivery to each state;

HIGHLIGHTS

The Mexican Health Care Sector offers important opportunities for Canadian suppliers of medical devices and equipment:

- the population is growing rapidly, and the proportion covered by health care programs has also risen sharply, increasing demands on the health care system;
- health care budgets are not increasing fast enough to keep pace with these changes;
- there are growing demands for improved quality of health care;
- the incoming administration of President Zedillo is committed to meeting these demands through improved efficiency; and
- this can be achieved partly through the use of the latest diagnostic and treatment technologies, most of which will be imported.



- separation of financing and delivery of services;
- re-organization of health care by function instead of by target population;
- assignment of regulatory functions solely to the *Secretaría de Salud (SS)*, the Secretariat of Health; and
- services from both the public and private sectors.

These proposals have been featured in speeches of incoming President Ernesto Zedillo and they are likely to become government policy under his administration.

The need for improved quality and efficiency has also been recognized by Mexican health care authorities. New standards for hospitals have been introduced and a pilot certification program is underway.

The private sector is expected to play a growing role in the Mexican Health Care System, as higher standards of quality and efficiency become the norm. Incoming President Zedillo has stressed that the National Health Care System will be maintained, strengthened and modernized. An expanding private sector will be expected to complement the public system.

The drive to increase both the quantity and quality of health care in Mexico, within the constraints of existing budgets, will create important opportunities for Canadian suppliers of medical devices and equipment. The best opportunities are for technologies that benefit the most number of people at the lowest cost.

THE MEXICAN HEALTH CARE SYSTEM

Mexico's *Sistema Nacional de Salud*, National Health Care System, has been substantially expanded in recent years, and now makes health care services available to virtually every Mexican. Primary care clinics

have been established in a growing number of remote towns and villages. By the end of 1992, health care services were available to an estimated 90 million people. The budgets of the nine principal entities in the National Health Care System total about US \$10 billion.

Individuals are eligible for different programs that make up the National Health Care System, depending mainly on their employment status, their economic resources and their location. Some more affluent Mexicans choose to use the services of a parallel private health care system.

Roughly half of the population consists of formally employed persons and their families. They are covered by the *población derechohabiente*, the premium-based system. This premium-based system is funded by employer and employee contributions to a variety of health care entities. There are several programs covering different types of employers. A separate system serves the health care needs of Mexicans who are not employed, who are self-employed or who are engaged in the informal economy. It is referred to as *población abierta*, or open system.

The National Health Care System is based on an extensive infrastructure of more than 14,000 medical service

centres, of which about 13,000 are primary care facilities. About three-quarters of these facilities fall under the jurisdiction of the *población abierta*, open system. General hospitals are a key element of both systems, but two-thirds of specialized hospitals are in the open system. Although some hospitals in the larger cities are comparable to those in Canada, Mexican facilities average only 86 beds.

FOREIGN TRADE

Mexico's purchases of imported medical devices and equipment increased by 133 percent, from US \$260 million to US \$607 million, over the period 1990-1993. Imports of the more technologically-sophisticated products increased even faster. For example, imports of pacemakers were up by 210 percent, electrocardiographs by 179 percent and X-ray equipment by 289 percent.

Canada's medical equipment trade with Mexico traditionally has been very small. Exports to Mexico totaled only about \$1 million in 1990*. In 1993, however, Canada exported \$4.7 million worth of ambulances to Mexico. Between 1990 and 1993, Mexico's imports of ambulances from all sources jumped 126 percent from US \$111 million to US \$253 million.

Exports to Mexico of medical equipment from Canada, other than ambulances, totaled \$1.5 million in 1993, an increase of 41 percent over 1990. These exports fell into four categories: reagents, needles and catheters, artificial body parts and radiation apparatus. Canadian value-added included in U.S. exports to Mexico are not included in these figures.

Imports from three countries account for 80 percent of Mexico's imports of medical devices and equipment (see chart). The U.S. share of the

*Note: Unless otherwise specified, the currency used is Canadian dollars.

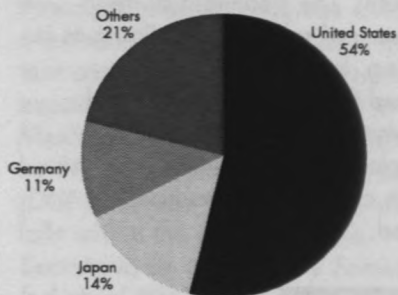
THREE LEVELS OF SERVICE

Public sector medical units in Mexico are classified into three levels of care:

- **primary care** includes out-patient services which are primarily diagnostic, with no hospitalization facilities;
- **second level** medical units are general hospitals that may or may not offer specialized services; and
- **third level** facilities provide hospitalization and specialized medical treatment, and do not offer out-patient facilities.



MARKET SHARE OF IMPORTS BY COUNTRY, 1993



Source: *Secretaría de Comercio y Fomento Industrial (SECOFI)*, Secretariat of Commerce and Industrial Development, *Import Statistics*, 1990, 1993.

import market dropped from 58 percent in 1990 to 54 percent in 1993. Japan more than doubled its share to 14 percent over the same period, while Germany's share fell by three percentage points to 11 percent in 1993.

American and German suppliers are not focused in any particular market segment. Japanese imports tend to be technologically-sophisticated. For the most part they fall into three categories: electro-diagnostic equipment, X-ray films and plates, and X-ray equipment.

MAJOR CUSTOMERS

Any marketing program aimed at the Mexican health care sector should first consider the nine public agencies that make up the *Sistema Nacional de Salud*, National Health Care System. They are divided into the *población abierta*, open system and the *población derechohabiente*, premium-based system. Private health care facilities also constitute a significant market.

The Open System

The *población abierta*, open system, serves the population which is not formally employed and therefore does not pay health care premiums.

Its facilities are oriented towards the poorer segments of Mexican society. It includes the following institutions:

- *Secretaría de Salud (SS)*, the Secretariat of Health, with responsibility for 50 percent of all public medical units in the country;
- *Departamento del Distrito Federal (DDF)*, the Department of the Federal District, responsible for more than 100 health care units in the Mexico City area;
- *Instituto Mexicano del Seguro Social — Solidaridad (IMSS — Solidaridad)*, the Mexican Institute for Social Security, encompasses the services provided under the National Welfare System of *Solidaridad*;
- *Sistema Nacional Para el Desarrollo Integral de la Familia (DIF)*, the National System for the Development of the Family, provides social assistance and care to disadvantaged children;
- *Institutos Especializados*, Specialized Institutes, are clustered in Mexico City and serve as both hospitals and teaching institutes; and
- *Servicios Estatales, Municipales y Universitarios*, medical units which depend on funding through various state and municipal governments, and universities.

Premium-Based System

The *población derechohabiente*, premium-based system, covers formally-employed Mexicans and their families. It operates one-third of the primary care facilities and 55 percent of the hospitals in the National Health Care System.

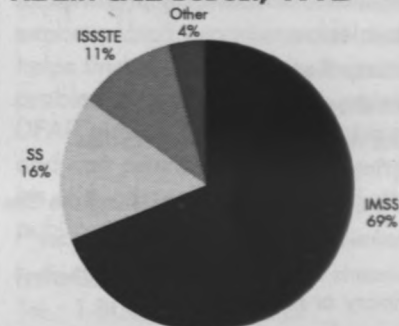
- *Instituto Mexicano del Seguro Social (IMSS)*, the Mexican Institute for Social Security, covers the privately-employed population, about 78 percent of the premium-based system;

- *Instituto de Seguridad y Servicios Sociales de los Trabajadores del Estado (ISSSTE)*, the Institute for Security and Social Services for Public Sector Employees;
- *Secretaría de la Defensa Nacional (SDN)*, the Secretariat of National Defence;
- *Secretaría de la Marina (SM)*, the Secretariat of the Marine; and
- *Petróleos Mexicanos (PEMEX)*, the state-owned oil company.

Private Health Care System

The largest private hospitals are located in Mexico City. There are also important facilities, although fewer of them, in most major cities of Mexico including Monterrey and Guadalajara. Hospitals within the private system operate independently of each other. A few have "branch" hospitals in other locations.

BREAKDOWN OF THE NATIONAL HEALTH CARE BUDGET, 1992



Total Budget = US \$9.1 billion.

PRODUCT OPPORTUNITIES

The most important buyer in the Mexican Health Care System is the *Instituto Mexicano del Seguro Social (IMSS)*, Mexican Institute for Social Security. Most foreign suppliers focus their marketing emphasis on developing sales to this entity. A number of *Institutos Especializados*, Specialized Institutes, exist in Mexico and these include the *Instituto Nacional de Cardiología*, Institute of Cardiology, the *Instituto Nacional de*

Nutrición, Institute of Nutrition, and the *Instituto Nacional de Pediatría*, Institute of Pediatrics. All the institutes offer interesting potential for manufacturers of specialty equipment. The larger private hospitals are also attractive as potential customers.

The areas of opportunity include equipment which is used in the treatment of cancer such as alpha beta radiation technology. There is more emphasis being placed on physiotherapy, and the demand for hydrotherapy, electrotherapy and

ultrasound equipment is increasing. Respiratory ailments and related problems are expanding, requiring more sophisticated means of treatment. The treatment of heart disease and related complications is growing, leading to a greater demand for related devices and equipment. New diagnostic technologies, that can be used in remote clinics, are also badly needed.

FASTEST GROWING IMPORTED MEDICAL PRODUCTS, 1993 US\$ thousands

Products with more than 100 percent import growth	1990	1993	Percentage growth
Precious metal compounds, amalgams	29	247	752
Dressings and other articles having an adhesive layer	1,401	5,102	264
Opacifying prep. (x-ray); diagnostic reagents	768	1,903	148
First aid boxes and kits	42	309	636
Composite diagnostic or lab reagents	14,711	34,293	133
Hygienic or pharmaceutical articles of rubber	952	2,090	120
Sanitary ware and parts thereof (aluminum)	130	289	122
New or used ambulances	111,250	253,137	126
Wheelchairs, not mechanically propelled	206	724	251
Wheelchairs, mechanically propelled	94	200	113
Contact lenses	1,276	6,150	382
Electro-cardiographs	2,162	6,026	179
Electro-diagnostic equipment	28,185	58,963	109
Tubular metal needles and needles for syringes	1,704	4,053	138
Needles, catheters, cannulae and the like	9,857	20,677	110
Ophthalmic instruments and appliances	3,530	7,911	124
Instruments and appliances used in veterinary or medical sciences	16,385	37,354	128
Mechano-therapy appliances, massage apparatus, psychological testing apparatus	637	1,706	168
Oxygen therapy, artificial respiration or other therapeutic respiratory apparatus	6,749	17,210	155
Pacemakers for stimulating heart muscles, excluding parts and accessories	937	2,908	210
Apparatus based on the use of x-rays	16,466	64,019	289
Apparatus based on the use of alpha, beta or gamma radiation	35	680	1843
Parts and accessories based on the use of x-rays and other radiation	3,701	7,621	106
Dentists', barbers' or similar chairs and parts thereof	578	1,268	119
Medical, surgical, dental or veterinary furniture and parts	2,401	10,435	335

Source: *Secretaría de Comercio y Fomento Industrial (SECOFI)*, Secretariat of Commerce and Industrial Development, *Import Statistics*, 1990, 1993.

REGULATORY ENVIRONMENT

Product Registration

All medical products must be registered with the *Secretaría de Salud (SS)*, Secretariat of Health. This is the responsibility of the Mexican importer, but Canadian exporters will generally need to assist their agents or distributors to provide the needed information. The following documents must accompany the application for registration:

- a statement of the materials used in the fabrication of the product;
- product specifications and validation of the manufacturing process;
- a full description of the parts of the equipment and their use;
- certification of sterility and documentation on sterilization techniques used;
- proof of tests performed on the equipment;
- proof that the product is not toxic;
- four copies of the instruction manual in Spanish;
- clinical information and case back-up showing the efficacy and non-deleterious effects of the equipment; and
- proof of approval by the normative body in the country of origin.

Once the equipment is approved, the SS will provide a registration number,



which should appear on the import documentation.

Standards

Product standards, *Normas Oficiales Mexicanas (NOMs)*, are an important consideration for companies exporting medical equipment to Mexico. Standards are established by the *Dirección General de Normas (DGN)*, Bureau of Standards, which falls within the purview of the *Secretaría de Comercio y Fomento Industrial (SECOFI)*, Secretariat of Commerce and Industrial Development. The Mexican buyer or agent will know if the product requires a certificate, stating that it meets an established *NOM*.

If a product is subject to a standard, the exporter must ensure that its equipment meets the standard and a certificate of compliance must be presented when the product enters Mexico. Inquiries should be forwarded to the address for the *DGN*, provided in the section on Additional Contacts in Mexico.

MARKET ENTRY STRATEGIES

Canadian companies that have entered the Mexican market have usually done so by first participating in congresses, conferences or trade shows to make contact with potential customers and partners. Most companies have found that a permanent local presence is essential, because Mexicans like to do business with people they know. Partnering is an effective way to achieve this, whether it is through an agent, a representative, a joint venture or some other form of strategic alliance.

Purchasing Practices

Most purchases within the open and premium-based systems are governed by the federal *Ley de Adquisiciones*, Purchasing Act. This is the legislation controlling all federal government procurement of goods and services,

including purchases within the National Health Care System. The legislation requires that all purchases, except for limited discretionary budgets, must be acquired through a public tender process.

Purchases within the private system are made according to the purchasing practices of each hospital. Each one must be approached individually to promote the use of a given service.

Tender Notification

Calls for tenders are published in the *Diario Oficial*, the National Gazette, and in at least two national daily newspapers. The notification provides the bid reference number along with details of the good or service to be purchased, the cost of the bid documents and where and when they can be obtained. It is therefore necessary to establish a mechanism for scanning the appropriate publications on a daily basis. A special newspaper for the publication of public tender notices is planned for 1995.

Buying Cycles Within the National Health Care System

The annual buying cycle within the National Health Care System commences when purchasing priorities are established by each entity in May and June. These priorities become the basis for the budget submission in August to the *Secretaría de Hacienda y Crédito Público (SHCP)*, Secretariat of Finance and Public Credit. The budget is finalized and returned to the purchasing entities to be allocated internally by the end of November. Tenders are then announced in January and February.

Conferences and Trade Shows

Medical conferences and congresses are held throughout the year in Mexico. The *Agenda de Eventos Médicos*, Medical Events Agenda,

provides a list of upcoming events in the medical field for the next six months. It is published in January and July of each year in the medical magazine, *Atención Médica*.

Trade shows are no longer as popular as they once were. The most important of these, *Expo-Hospital*, has been canceled for 1995. A solo Canadian medical trade show is in the planning stages and will be scheduled for Mexico City at the new Canadian Business Centre in 1995.

WHERE TO GET HELP

CANADIAN GOVERNMENT DEPARTMENTS AND SERVICES IN CANADA

The **Department of Foreign Affairs and International Trade (DFAIT)** is the Canadian federal government department most directly responsible for trade development. The **InfoCentre** is the first contact point for advice on how to start exporting; it provides information on export-related programs and services; helps find fast answers to export problems; acts as the entry point to DFAIT's trade information network; and can provide interested companies with copies of specialized export publications.

InfoCentre

Tel.: 1-800-267-8376 or
(613) 944-4000
Fax: (613) 996-9709
FaxLink: (613) 944-4500

The **Commercial Division of the Embassy of Canada in Mexico City** promotes trade with Mexico. There are several trade commissioners at the Embassy and these is a satellite office in Monterrey. Trade commissioners can provide a range of services including introducing Canadian companies to potential customers in Mexico, advising on marketing channels, assisting those wishing to participate in trade fairs, helping identify suitable Mexican



firms to act as agents, and compiling credit and business information on potential foreign customers.

Note: to telephone Mexico City, dial: 011-52-5 before the number shown; for contacts in other cities in Mexico, consult the international code listing at the front of your local telephone directory for the appropriate regional codes.

The Embassy of Canada in Mexico
Commercial Division
Schiller No. 529
Col. Polanco
Apartado Postal 105-05
11560 México, D.F.
México
Tel.: 724-7900
Fax: 724-7982

Canadian Business Centre
Centro Canadiense de Negocios
Av. Ejército Nacional No. 926
Col. Polanco
11540 México, D.F.
México
Tel.: 580-1176
Fax: 580-4494

Canadian Consulate
Edificio Kalos, Piso C-1
Local 108A
Zaragoza y Constitución
64000 Monterrey, Nuevo León
México
Tel.: 344-3200
Fax: 344-3048

International Trade Centres have been established across the country as a convenient point of contact to support the exporting efforts of Canadian firms. Co-located with the regional offices of Industry Canada (IC), the centres operate under the guidance of DFAIT and all have resident trade commissioners. They help companies determine whether or not they are ready to export; assist firms with marketing research and market planning; provide access to government programs designed to promote exports; and arrange for assistance from the Trade Development Division in Ottawa and trade officers abroad.

Contact the International Trade Centre nearest you:

The **World Information Network for Exports (WIN Exports)** is a computer-based information system designed by DFAIT to help Canada's trade development officers abroad match foreign needs to Canadian capabilities. It provides users with information on the capabilities, experience and interests of more than 30,000 Canadian exporters. To register on WIN Exports, call: (613) 996-5701.

International Financing

DFAIT helps Canadian exporters interested in pursuing multilateral business opportunities financed by international financing institutions (IFI). Canadian exporters and trade associations can access market data, obtain a better understanding of the competition, and determine if an IFI-funded market opportunity is practical and worth pursuing. DFAIT can provide information and advice on the availability of Canadian government-funded assistance programs and can assist companies in developing effective export marketing. For further information contact:

International Finance Division
Department of Foreign Affairs and International Trade
Tel.: (613) 995-7251
Fax: (613) 943-1100

The **Market Intelligence Service** provides Canadian business with detailed market information on a product specific basis. The service assists Canadian companies in the exploitation of domestic, export, technology transfer, and new manufacturing investment opportunities. The intelligence is used by Canadian business in decisions regarding manufacturing, product development, marketing, and market expansion. The information includes values, volume and unit price of imports, characteristics of specific

imports (e.g. material, grade, price range, etc.), names of importers, major countries of export, identification of foreign exporters to Canada, Canadian production, Canadian exports, and U.S. imports. Two-thirds of the clientele for this service are small businesses. For information call: (613) 954-4970.

Revenue Canada

NAFTA Information Desk
Revenue Canada - Customs, Excise and Taxation
191 Laurier Avenue West
6th Floor
Ottawa, ON KIA 0L5
Tel.: 1-800-661-6121
Fax: (613) 954-4494

NAFTA Spanish Help Desk

Revenue Canada Customs provides a NAFTA Help Desk telephone line with service available in Spanish. Tel.: (613) 941-0965

Canadian International Development Agency

An important possible source of financing for Canadian ventures in Mexico is the special fund available through the Canadian International Development Agency (CIDA) under the Industrial Cooperation Program or CIDA/INC. CIDA's Industrial Cooperation Program provides financial contributions to stimulate Canadian private-sector involvement in developing countries by supporting long-term business relationships such as joint ventures and licencing arrangements. INC supports the development of linkages with the private sector in Mexico encouraging Canadian enterprises to share their skills and experiences with partners in Mexico, and other countries. A series of INC mechanisms help enterprises to establish mutually beneficial collaborative arrangements for the transfer of technology and the creation of employment in Mexico.

There are five INC mechanisms which help eligible Canadian firms to conduct studies and provide



professional guidance and advice to potential clients. Where a project involves environmental improvement, technology transfer, developmental assistance to women, job training, or job creation, early contact with CIDA's Industrial Cooperation Division is suggested. An important CIDA criterion is that the project creates jobs in Mexico without threatening jobs in Canada. In fact, most CIDA-assisted projects have produced net increases in Canadian jobs.

Industrial Cooperation Division
Canadian International Development Agency
200, Promenade du Portage
Hull, PQ K1A 0G4
Tel.: (819) 997-7905/7906
Fax: (819) 953-5024

Export Development Corporation (EDC)

EDC is a unique financial institution that helps Canadian business compete internationally. EDC facilitates export trade and foreign investment by providing risk management services, including insurance and financing, to Canadian companies and their global customers.

EDC's programs fall into four major categories:

- export credit insurance, covering short and medium-sized credits;
- performance-related guarantees and insurance, providing coverage for exporters and financial institutions against calls on various performance bonds and obligations normally issued either by banks or surety companies;
- foreign investment insurance, providing political risk protection for new Canadian investments abroad; and

- export financing, providing medium and long-term export financing to foreign buyers of Canadian goods and services.

For information on the full range of EDC services, contact any of the following EDC offices:

Ottawa (Head Office)
151 O'Connor Street
Ottawa, ON K1A 1K3
Tel.: (613) 598-2500
Fax: (613) 237-2690

National Research Council

Canadian companies, hoping to succeed in the Mexican marketplace, may require additional technology to improve their competitiveness. The National Research Council (NRC) works with Canadian firms of all sizes to develop and apply technology for economic benefit. The Council supervises the Industrial Research Assistance Program (IRAP), a national network for the diffusion and transfer of technology.

The IRAP network supports the process of developing, accessing, acquiring, implanting, and using technology throughout Canadian industry. IRAP has been in existence for 40 years and has acquired a reputation as one of the more flexible and effective federal programs. IRAP takes advantage of an extensive network that includes more than 120 regional and local offices, 20 provincial technology centres, the Council's own laboratories and research institutes, federal government departments, and technology transfer offices in Canadian universities. The IRAP network also extends abroad through the technology counsellors attached to Canadian posts in some 18 foreign countries. For more information or the name of the IRAP officer nearest you, contact the following:

IRAP Office
National Research Council
Montreal Road
Building M-55
Ottawa, ON K1A 0R6
Tel.: (613) 993-5326
Fax: (613) 954-2524

The **Embassy of Mexico**, Mexican Trade Commissioners in Canada, and Mexican Consulates can provide assistance and guidance to Canadian companies in need of information about doing business in Mexico.

Embassy of Mexico
45 O'Connor Street, Suite 1500
Ottawa, ON K1P 1A4
Tel.: (613) 233-8988
Fax: (613) 235-9123

Mexican Banks with Offices in Canada

Banco Nacional de México (Bonamex), *Banco de Comercio (Bancomer)*, and *Banca Serfin* are private sector banks which offer specialized services through their international trade information centres. The centres participate in a computerized communications network with access to numerous economic, governmental and financial data bases throughout the world. These banks maintain offices in Toronto and are located throughout Mexico.

Banco Nacional de México (Banamex)
1 First Canadian Place
Suite 3430
P.O. Box 299
Toronto, ON M5X 1C9
Tel.: (416) 368-1399
Fax: (416) 367-2543

Banco de Comercio (Bancomer)
The Royal Bank Plaza
South Tower, Suite 2915
P.O. Box 96
Toronto, ON M5J 2J2
Tel.: (416) 956-4911
Fax: (416) 956-4914



Banca Serfin
BCE Place
Canada Trust Tower
161 Bay Street, Suite 4360
P.O. Box 606
Toronto, ON M5J 2S1
Tel.: (416) 360-8900
Fax: (416) 360-1760

Business and Professional Associations

The Canadian Council for the Americas (CCA) is a non-profit organization formed in 1987 to promote business interests in Latin American and Caribbean countries. The CCA promotes events and programs targeted at expanding business and building networking contacts between Canada and the countries of the region. It also publishes a bimonthly newsletter.

The Canadian Council for the Americas (CCA)

Executive Offices
145 Richmond Street West
Third Floor
Toronto, ON M5H 2L2
Tel.: (416) 367-4313
Fax: (416) 367-5460

Canadian Exporters' Association (CEA)

99 Bank Street, Suite 250
Ottawa, ON K1P 6B9
Tel.: (613) 238-8888
Fax: (613) 563-9218

Canadian Manufacturers' Association (CMA)

75 International Boulevard
Fourth Floor
Etobicoke, ON M9W 6L9
Tel.: (416) 798-8000
Fax: (416) 798-8050

The Canadian Chamber of Commerce (CCC)

55 Metcalfe Street, Suite 1160
Ottawa, ON K1P 6N4
Tel.: (613) 238-4000
Fax: (613) 238-7643

Forum for International Trade and Training (FITT)

155 Queen Street, Suite 608
Ottawa, ON K1P 6L1
Tel.: (613) 230-3553
Fax: (613) 230-6808

Language Information Centre

240 Sparks Street, RPO
Box 55011
Ottawa, ON K1P 1A1
Tel.: (613) 523-3510

Canadian Freight Forwarders Association (CFFA)

Box 929
Streetsville, ON L5M 2C5
Tel.: (905) 567-4633
Fax: (905) 542-2716

Open Bidding Service (OBS)

P.O. Box 22011
Ottawa, ON K1V 0W2
Tel.: 1-800-361-4637 or
(613) 737-3374

Canadian Life and Health Insurance Association (CLHIA)

1 Queen Street East, Suite 1700
Toronto, ON M5C 2X9
Tel.: (416) 777-2221
Fax: (416) 777-1895

Association québécoise des fabricants de l'industrie médicale (AQFIM)

8475 avenue Christophe Colomb
B.P. 175, Succursale Youville
Montréal PQ H2P 2V4
Tel.: (514) 383-3268
Fax: (514) 383-3250

British Columbia Association

(in the formation process)
B.C. Science Council
100-3700 Gilmore Way
Burnaby, BC V5G 4M1
Tel.: (604) 436-3574
Fax: (604) 438-6564

British Columbia Trade Development Corporation

999 Canada Place, Suite 730
Vancouver, BC V6C 3E1
Tel.: (604) 844-1959
Fax: (604) 660-2457

Calgary Association of Medical Producers

Wyvern Group
1200-555 4th Avenue S.W.
Calgary, AB T2P 3E7
Tel.: (403) 860-6305
Fax: (403) 547-3201

Healthcare Opportunities Metropolitan Edmonton Associated Health Care Systems

17212-106th Avenue
Edmonton, AB T5S 1H9
Tel.: (403) 486-4854
Fax: (403) 484-1979

Healthcare Products Association of Manitoba (HCPAM)

c/o Industry Canada
330 Portage Avenue, Eighth Floor
P.O. Box 981
Winnipeg, MB R3C 2V2
Tel.: (204) 983-6033
Fax: (204) 983-2187

Medical Devices Canada (MEDEC)

410 The West Mall, Suite 510
Etobicoke, ON M9C 5J5
Tel.: (905) 620-1915
Fax: (905) 620-1595

Canadian Standards Association (CSA)

178 Rexdale Blvd.
Rexdale, ON M9W 1R3
Tel.: (416) 747-4000
Fax: (416) 747-4149

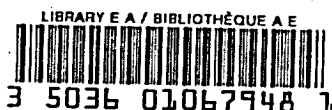
Standards Council of Canada

45 O'Connor Street, Suite 1200
Ottawa, ON K1P 6N7
Tel.: (613) 238-3222
Fax: (613) 995-4564

ADDITIONAL CONTACTS IN MEXICO

Secretariat of Health

Secretaría de Salud (SS)
Lleja No. 7, Piso 1
Col. Juárez
06600 México, D.F.
México
Tel.: 553-7670
Fax: 286-5497



Mexican Institute for Social Security

Instituto Mexicano del Seguro Social (IMSS)
Reforma No. 476, Piso 6
Col. Juárez
06600 México, D.F.
México
Tel.: 211-0018
Fax: 211-2623

Institute of Security and Social Services for Public Service Employees

Instituto de Seguridad y Servicios Sociales de los Trabajadores del Estado (ISSSTE)
Av. de la República No. 154 antes Av. Juárez
Col. Tabacalera
06030 México, D.F.
México
Tel.: 705-2877

Secretariat of Commerce and Industrial Development Bureau of Standards

Secretaría de Comercio y Fomento Industrial (SECOFI)
Dirección General de Normas (DGN)
Av. Puente de Tecamachalco No. 6
Col. Lamas de Tecamachalco
53950 Tecamachalco
Estado de México
México
Tel.: 729-9300
Fax: 729-9477

Department of the Federal District

Departamento del Distrito Federal (DDF)
Plaza de la Constitución
esq. Pino Suárez, Piso 1
Col. Centro
06068 México, D.F.
México
Tel.: 518-1100/4511
Fax: 510-2275

Secretariat of National Defence

Secretaría de la Defensa Nacional (SDN)
Bulevard Manuel Avila Camacho y Avenida Industria Militar
Col. Lomas de Sotelo
11640 México, D.F.
México
Tel.: 395-6766
Fax: 557-1370

Secretariat of the Marine

Secretaría de la Marina (SM)
Eje 2 Oriente No. 861
Tramo Heróica Escuela Militar
Col. Cipreses
04830 México, D.F.
México
Tel.: 684-4188
Fax: 684-4188 ext. 4328

Secretariat of the Comptroller General

Secretaría de la Contraloría General de la Federación (SECOGEF)
Insurgentes Sur No. 1735 PB
Ala Norte, Oficina 22
Col. Guadalupe Inn
01028 México, D.F.
México
Tel.: 662-2762/3263
Fax: 662-0386

Secretariat of the Interior

Secretaría de Gobernación (SG)
Abraham González No. 48
Col. Juárez
06699 México, D.F.
México
Tel.: 705-7394, 566-8188
Fax: 546-2631

Secretariat of Finance and Public Credit

Secretaría de Hacienda y Crédito Público (SHCP)
Palacio Nacional
1er. Patio Mariano
Col. Centro
06066 México, D.F.
México
Tel.: 518-5420 through 29
Fax: 542-2821

National System for the Development of the Family

Sistema Nacional para el Desarrollo Integral de la Familia (DIF)
Prolongación Xochicalco No. 960
Piso 1
Col. Portales
03300 México, D.F.
México
Tel.: 688-6658/5000
ext. 1651, 1650
Fax: 688-6703

National Oil Company

Petróleos Mexicanos (PEMEX)
Av. Marina Nacional 329
Col. Huasteca
11311 México, D.F.
México
Tel.: 250-2611
Fax: 625-4385

Associations and Chambers in Mexico

National Chamber of Commerce of Mexico City

Cámara Nacional de Comercio de la Ciudad de México (CANACO)
Paseo de la Reforma No. 42
Col. Centro
06030 México, D.F.
México
Tel.: 592-2677/2665
Fax: 592-3571, 705-7412

National Chamber for Industrial Transformation

Cámara Nacional de la Industria de la Transformación (CANACINTRA)
Av. San Antonio No. 256
Col. Ampliación Nápoles
03849 México, D.F.
México
Tel.: 563-3400
Fax: 598-5280

Canadian Chamber of Commerce in Mexico

Cámara de Comercio de Canadá en México
Paseo de la Reforma No. 369
Mezzanine
Col. Juárez
06500 México, D.F.
México
Tel.: 525-0961/0541
Fax: 525-0438



Mexican Association of Insurance Institutions
Asociación Mexicana de Instituciones de Seguros (AMIS)
Madero No. 21
Col. Tlacopac, San Angel
01040 México, D.F.
México
Tel.: 662-0153
Fax: 662-8036

Association of Mexican Hospitals
Asociación Mexicana de Hospitales
Quéretaro No. 210
Col. Roma
06760 México, D.F.
México
Tel.: 574-0128

National Chamber of Hospitals
Cámara Nacional de Hospitales
Manuel Avila Camacho No. 479
Col. Periodistas
11220 México, D.F.
México
Tel.: 557-3183

Other Organizations
Mexican Investment Board
Consejo Mexicano de Inversión (CMI)
Paseo de la Reforma No. 915
Col. Lomas de Chapultepec
11000 México, D.F.
México
Tel.: 202-7804
Fax: 202-7925

National Institute of Cardiology
Instituto Nacional de Cardiología
Juan Badiano No. 1
Col. Sección XVI
14080 México, D.F.
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Tel.: 573-0468
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National Institute of Nutrition
Instituto Nacional de Nutrición
Calle Vasco de Quiroga No. 15
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14000 México, D.F.
México
Tel.: 573-1127
Fax: 655-1076

National Institute of Pediatrics
Instituto Nacional de Pediatría
Insurgentes Sur No. 3700 Letra C
Col. Insurgentes Cuicuilco
04530 México, D.F.
México
Tel.: 606-4606
Fax: 666-6937

Medical Publications

Guía de Proveedores y Servicios en el Area de la Salud
San Bernardino No. 17
Col. del Valle
03100 México, D.F.
México
Tel.: 687-1311/1766
Fax: 536-5027

Atención Médica
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