

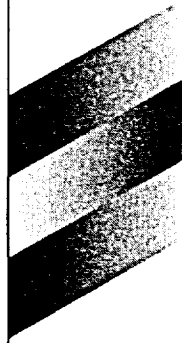
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# DIRECTORY OF CANADIAN MEDICAL DEVICE EXPORTERS



Secondary Industries Division  
July 1992

External Affairs and  
International Trade Canada



Canada

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**INTERNATIONAL TRADE DEVELOPMENT BRANCH**

**MISSION STATEMENT**

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

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Dept. of External Affairs  
Min. des Affaires extérieures  
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## INTRODUCTION

Canada has proven and potential export capability in every major medical device area. Examples of where Canada is on the cutting edge of technology are in imaging, in vitro diagnostics, assistive devices, and dental and cardiovascular technology.

In imaging, Canada is world-renowned for its hardware, software and instrumentation related to nuclear, infrared and ultrasound diagnostics and therapy. We have a long tradition of pioneering developments in nuclear medicine and imaging technologies, such as X-ray and 3-D imaging systems.

In diagnostics, a unique synthetic peptide technology has been used to develop highly sensitive diagnostic test kits which can simultaneously detect the antibodies for both AIDS viruses, HIV-1 and HIV-2. This new technology is also being used in competitive products for diagnosing the presence of certain viral and bacterial diseases.

In assistive devices, we are recognized for our pioneering work in the design and development of artificial limbs, wheelchair seating systems, bio-compatible materials, robotics and educational and technical aids for the physically disabled.

In dental products, Canada is a leading exporter of dental burrs, miniature orthodontic appliances, as well as table-top dental instrument sterilizers.

A global performer in cardiovascular devices, Canada is a leader in artificial heart technology, heart implants and cardiac ablation treatments.

Companies listed in this Directory are qualified to serve export markets, and understand the importance of meeting customer requirements promptly and professionally.

These firms represent a diverse range of products appropriate for use by foreign medical industries, including hospitals, clinics, elderly care units, private doctors, and other sectors of the medical field.

Canadian medical device firms can provide high quality medical devices for exportation to countries worldwide, and have a strong commitment to quality products and service to customers worldwide.

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**CANADIAN  
MEDICAL DEVICE  
EXPORTERS**

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## A H COMPUTER SYSTEMS LIMITED

#201-2621 Portage Avenue  
Winnipeg, Manitoba  
R3J 0P7  
Tel:(204) 831-1303  
Fax:(204) 832-6873

### EXPORT CONTACT

Andrew Hallon Quist  
Patrick Binns P.Eng

President  
Vice President

A H Computer Systems Ltd. develops and markets a number of computer applications for the business and medical industries. Existing products cover the needs of clinical physicians, pharmacists, insurance brokers, and retail sales. A H Computers is experienced with multi-user installations using both MS-DOS and QNX operating systems. Services also include custom programming development and computer sales/service. A H Computer systems Ltd. started operations in 1986 developing data base software applications for the medical market. Their software technology incorporates the "C++" programming environment providing an excellent base for product development and contract work. A H Computer Systems is a 100% Canadian owned private company based in Winnipeg.

A H Computer Systems' technical department provides engineering and software development services for contract work. Work with MS-DOS and QNX operating systems offers two networking options to end users. Programmers and engineers are fully knowledgeable with the IBM computer platform, and totally committed to multi-user support in the "C" environment. Other services provided include computer sales, training, on-site service, and ongoing software support to customers. Core technology in serial communications and the development of Wide Area Networking is an area of particular interest for A H Computer Systems.

### PRODUCTS/SERVICES

Software

**A.R.MENZIES & SONS LIMITED**

33 Rookwood Avenue  
Fredericton, New Brunswick  
E3B 2L8  
Tel:(506) 458-8988  
Fax:(506) 453-0638

**EXPORT CONTACT**

Mr. Allan Menzies	President
Deborah Menzies	Manager

A.R. Menzies & Sons Limited has been providing prosthetic and orthotic services in the Maritimes for many years. Mr. Allan R. Menzies, the founder, was a high level amputee himself and spent a number of years following the First World War with the Department of Veterans Affairs. Following this, he set up a private practice in Fredericton. The firm employs fifteen persons and provides a number of allied services along with prosthetic and orthotics such as pedorthic services, the fitting of soft orthotics and garments and home health care appliances. The policy instituted by the founder is still practised today whereby a number of employees are amputees.

The prosthetic and orthotic services provided are on a direct referral basis from physicians as well as government sponsored agencies such as Department of Health Services, Veterans Affairs, War Amputations of Canada, Rehabilitation Centres, Workers' Compensation Board, as well as the private sector. The service area covers the Maritimes and on some occasions other regions of Canada, the U.S.A. and the Caribbean. They also provide provincial clinics on a regular basis in Edmundston, Newcastle and Fredericton.

The aims and objectives of the firm are continued growth and viability, so as to ensure those who receive services receive up to date prosthetic or orthotic devices. A follow up service is provided on a continued basis which is felt to be of the utmost importance in this profession.

**PRODUCT/SERVICES**

Home Health Care Equipment

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**AANDERAA MEDICAL INSTRUMENTS LIMITED**

4243 Glanford Avenue  
Victoria, British Columbia  
V8Z 4B9  
Tel:(604) 479-6588  
Fax:(604) 479-1412

**EXPORT CONTACT**

Annette McCandlish  
Bill Cooke

Sales and Marketing Manager  
Production Manager

AANDERAA MEDICAL INSTRUMENTS LTD. is one of a group of instrument companies owned by G.S.GABEL & ASSOCIATES LTD. The group specializes in design and manufacture of precision data instruments for physical sciences in environment, marine and medical markets.

The Q.A Pressure Measurement System is a medical professionals' diagnostic tool which provides accurate assessment of pressure sore risk for any individual who spends extended periods of time seated or reclining. The heart of the system is a flexible, inflatable seat-size measurement pad that "maps" a patient's pressure distribution aided by specially designed computer software. Two and three dimensional images act as a guide to facilitate appropriate cushion selection or manufacture.

**PRODUCTS/SERVICES**

Measurement Systems

**ABERDEEN SURGICAL PRODUCTS**

1576 Stonechurch Road E, Unit 4  
Hamilton, Ontario  
L0R 1P0  
Tel:(416) 574-3221  
Fax:(416) 574-5506

**EXPORT CONTACT**

Douglas Scott                      President  
Blair Scott                          Office Manager

Aberdeen Surgical Products is a manufacturing company performing research/development, production design/engineering and production/manufacturing. Suitable distribution channels for marketing their products is through foreign distributors.

**PRODUCTS/SERVICES**

Bandages  
Field Dressings  
Press-Stops  
Splint Padding



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**ABIOTECH MFG INCORPORATED**

#100 Advance Technology Centre  
9650-20 Avenue  
Edmonton, Alberta  
T6N 1G1  
Tel:(403) 448-0741  
Fax:(403) 428-5376

**EXPORT CONTACT**

Mr. Victor P. Melech                      President

ABIOTECH Mfg. Inc. manufactures and distributes hand/arm sanitizing equipment. In-house activities include research and development, product design/engineering and production manufacturing of hand/arm sanitizing equipment. Suitable distribution channels for marketing their products are representatives and foreign distributors.

**PRODUCTS/SERVICES**

Scrub Stations  
Sanitizing Units

**ABLE WALKER LIMITED**

#16-2350 Beta Avenue  
Burnaby, British Columbia  
V5C 5M8  
Tel:(604) 299-3444  
Fax:(604) 299-7644

**EXPORT CONTACT**

Norman J. Rolston	President
Harold Rose	Marketing Manager

The ABLE WALKER was designed by Norman Rolston. In 1987 he and his wife founded the family business which now employs a staff of 12 and is established in England, Australia, New Zealand, U.S.A. and Canada. The Able Walker has been approved for sale in the U.S. by the Federal Food and Drug Administration. To date, more than 50,000 walkers have been sold worldwide.

**PRODUCTS/SERVICES**

Walkers  
Walking Assistive Devices

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## ACCRO FURNITURE INDUSTRIES

211 Hutchings Street  
Winnipeg, Manitoba  
R2X 2R4  
Tel:(204) 633-8432  
Fax:(204) 694-5586

### EXPORT CONTACT

T.J. Clark                      President

Acme Chrome Furniture Ltd., 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 educational facilities necessitating the construction of a new 6,000 square 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 furnishings 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 manufactured by Acme Chrome Furniture Ltd. in a wide variety of installations throughout Canada and many parts of the United States.

### PRODUCTS/SERVICES

Hospital Furniture

---

**ACRI-TEC INDUSTRIES CORPORATION**

32829 London Avenue  
Mission, British Columbia  
V2V 6M7  
Tel:(604) 826-3100  
Fax:(604) 826-3149

**EXPORT CONTACT**

Mr. N. L. Carter	President
Mr. Peter Larsen	Marketing Manager

ACRI-TEC is a manufacturing firm whose in-house activities include research/development, production design/engineering and production/manufacturing.

**PRODUCTS/SERVICES**

Bathing Systems

---

**ADVANCED MEDICAL TECHNOLOGIES**

P.O.Box 8  
West Royalty Industrial Park  
Charlottetown, Prince Edward Island  
C1E 1B8  
Tel:(902) 566-3229  
Fax:(902) 894-3636

**EXPORT CONTACT**

P. H. Stevenson                      Director, Special Products

Advanced Medical Technologies produces high quality machined parts and assemblies for customers such as Pratt and Whitney in the aerospace marketplace. Based in Charlottetown, Prince Edward Island, the company employs 40 production, technical and management staff. Applying the same demanding quality control procedures required for aerospace products, the company also manufactures the Preci-Jet needleless insulin injection system. Advanced Medical Technologies is a division of Tube-Fab Ltd. based in Mississauga, Ontario. Tube-Fab is a wholly owned subsidiary of Health-Mor Inc. The Preci-Jet is currently distributed in Canada, the United States, the United Kingdom, France, Italy, Greece, Spain, Saudi Arabia, Australia, Korea and Japan. Distribution rights for Central and South America, African countries and other areas are available.

**PRODUCTS/SERVICES**

Insulin Injectors

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**ADVANCED MOBILITY SYSTEMS CORPORATION**

621 Justus Drive  
Kingston, Ontario  
K7M 4H5  
Tel:(613) 384-7460  
Fax:(613) 384-6099

**EXPORT CONTACT**

Hugh Barclay	President
Rex Donald	Marketing Director
Terry Clifton	Secretary/Treasurer

Advanced Mobility Systems Corporation is a manufacturing firm which performs research/development, production design/engineering and production/ manufacturing. Suitable marketing channels for their products are through foreign agents, company operated sales offices, representatives and foreign distributors.

**PRODUCTS/SERVICES**

Wheelchairs  
Wheelchair Accessories

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**ALERTCOM COMMUNICATIONS**

P.O.Box 11175  
Station H  
Ottawa, Ontario  
K2H 7T9  
Tel:(613) 692-1149  
Fax:(613) 692-2077

**EXPORT CONTACT**

Mr. Wayne Thorn	President
Mr. Roger Pepler	Vice President Operations
Mr. Barry Bremner	Vice President Engineering

Alertcom Communications is a manufacturing firm primarily involved in research/development and production design/engineering of 911 Emergency Dialler Monitors. The monitor includes a two year warranty and meets all government specifications. No batteries are required as the unit is powered from the telephone line and will operate in any DTMF (touchtone) serviced area with 911 facilities. A sophisticated audio circuit allows 911 operator to monitor situation and allows normal use of other phones on the line. It allows a display of name, address and telephone number in 911 enhanced areas. This product is Canadian designed and manufactured.

**PRODUCTS/SERVICES**

Emergency Monitors

**ALL-WELD CO. LIMITED**

49 Passmore Avenue  
Scarborough, Ontario  
M1V 4T1  
Tel:(416) 299-3311  
Fax:(416) 299-3387

**EXPORT CONTACT**

Wm. A. Dunsmoor, P. Eng.  
A. D. Grist

President and General Manager  
Manager of Sales

All-Weld Co. Ltd. is a manufacturing firm whose in-house activities include production design/engineering and production/manufacturing. Suitable distribution channels for the marketing of their products are company operated sales offices and representatives. Countries currently exported to are the United Kingdom, Pakistan, Hungary, Indonesia, Russia, Australia and New Zealand.

**PRODUCTS/SERVICES**

Pharmaceutical Process Mix Tanks  
Process Reactors  
Heat Exchangers



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**ALMEDIC**

4900 Cote Vertu Road  
 St-Laurent, Quebec  
 H4S 1J9  
 Tel:(514) 337-4942  
 Fax:(514) 337-4945

**EXPORT CONTACT**

Dr. Irving Levi	President
Leslie Levi	Vice-President
Fred Levi	Secretary General

ALMEDIC is a wholesale distributor of medical, surgical, industrial first aid and laboratory equipment and supplies. Products are sold only through dealers and distributors. They do not sell direct. Suitable channels for distribution are through foreign agents and trading houses. Presently they export to U.S.A., Cuba, South Africa, Venezuela, Colombia, Peru and Ecuador.

**PRODUCTS/SERVICES**

Penlights	Otoscopes
Nebulizers	Goniometers
Finger Cots	Microscopes
Skin Calipers	Pulse Meters
Timers	Doctor Bags
Ophthalmoscopes	Oxygen Equipment
Gloves	Medical Equipment
Prosthetic Devices	Paramedic Holsters
Laboratory Equipment	Surgical Instruments
Podiatry Instruments	Sterilizers
Stethoscopes	Thermometers
Dissecting Equipment	Sports Medicine Equipment
Dental Equipment and Supplies	Scalpel Blades and Handles
Glass Slides and Cover Glasses	First Aid Equipment
Scientific Equipment and Supplies	Optical Equipment and Supplies
Suction Pumps	Tuning Forks
Blood Pressure Apparatus	Light Sources
Aspirators	Hospital Utensils
Stainless Steel Utensils	Safety Equipment and Supplies

**ALTE-REGO CORPORATION**

90 Snow Boulevard  
Concord, Ontario  
L4K 4A2  
Tel:(416) 660-4335  
Fax:(416) 660-4338

**EXPORT CONTACT**

Devin Sidhu            President

ALTE-REGO Corporation is a manufacturing firm which performs in-house activities of research/development, production design/engineering, production and manufacturing. Suitable distribution channels for marketing their products are through foreign agents and foreign distributors. Currently they export to Michigan and New York, United States.

**PRODUCTS/SERVICES**

Infection Control Bags  
Bio-Hazard Bags

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## AMBUTECH

670 Golspie Street  
Winnipeg, Manitoba  
R2K 2V1  
Tel:(204) 663-3340  
Fax:(204) 663-9345

### EXPORT CONTACT

Mr. Ed Shinewald            President  
Mr. Tony Russell           Vice President, Sales

Ambutech was started in 1984 as a company dedicated to the design and production of high quality, ergonomically oriented canes and ambulatory aids. The products have been well accepted by users and over the last six years, Ambutech has introduced additional lines, including products for the visually impaired market segments. These products have been sold in many countries.

The shape of the handle, the ability to make infinite adjustments to the canes length, the overall light weight and modern design add up to a product with a strong acceptance. Further the additional lines of Folding Mobility Canes, and (Folding) Identity Canes for the visually impaired have been proven to be a successful line. Products are sold in Canada, the United States, Belgium, Holland, Japan and New Zealand.

Now a division of Melet Plastics Inc., Ambutech is in a position to do further development of products and markets. Since the inception of the Ambutech product line, Melet has been the manufacturer of most of Ambutech's components. The combination of Melet's manufacturing skills and Ambutech's product lines will certainly mean that Ambutech will continue to develop new and better products. Years of manufacturing and sales experience enable them to offer strong support for future business arrangements.

### PRODUCTS/SERVICES

Mobility Aids  
Canes

**AMD-RITMED**

8400 Darnley Road  
Montreal, Quebec  
H4T 1M4  
Tel:(514) 340-1114  
Fax:(514) 342-7764

**EXPORT CONTACT**

Mr. Morris Goodman  
Ms. Debby Ship

C.E.O.  
Manager

AMD-RITMED is a manufacturing firm performing in-house activities of research/development, production design/engineering and production/manufacturing. Preferred marketing channels for the company's products are representatives, foreign agents and distributors. AMD-RITMED currently exports products to England, Italy and France.

**PRODUCTS/SERVICES**

Operating Room Supplies  
Needle Counting/Disposal Boxes  
Sponges  
Sponge Counting/Disposal System  
Eye Speals

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**ANGELICA UNIFORM OF CANADA LIMITED**

5550 Fullum Street  
Montreal, Quebec  
H2G 2H4  
Tel:(514) 271-4671  
Fax:(514) 271-4678

**EXPORT CONTACT**

Mr. Mervyn Ungar                      Manager

Angelica Uniform (formerly Angelica Whitewear) is a manufacturing and distribution firm involved with research/development, production design/engineering and production/manufacturing. Suitable distribution channels for marketing their products are through foreign agents and distributors. Currently they export to Qatar.

**PRODUCTS/SERVICES**

Medical Clothing

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**APEX COMMUNICATIONS INCORPORATED**

309 Commissioners Road, West  
London, Ontario  
N6J 1Y4  
Tel:(519) 657-1841  
Fax:(519) 657-1831

**EXPORT CONTACT**

Mr. Ian Campbell                      President  
Mr. Jim Gruber                        Vice President/General Manager

Apex Communications is a Marketing/Promotion company with experience in the medical field. They recently were exhibitors at the Royal College of Physicians and Surgeons of Canada 60th meeting in Quebec City and the MED TECH International Symposium and Exhibition in London, Ontario. Apex is a "Medical Communications" company and have done some work with the Bio-Engineering Department at the University of Western Ontario. They have developed a wide variety of Medical Communications programs and unique products like Video Merchandiser.

**SERVICES**

Communications Services

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**APPLE MEDICAL PRODUCTS LIMITED**

83 Dufferin Street  
Orillia, Ontario  
L3V 5S9  
Tel:(705) 325-1608  
Fax:(705) 325-8695

**EXPORT CONTACT**

Mr. David Johnson

Apple Medical Products is a manufacturing firm performing in-house activities of research/development, production design/engineering and production/manufacturing. Suitable distribution channels for marketing their products are through foreign agents, company representatives, retail dealers, foreign agents and distributors. Currently the firm exports to the United States.

**PRODUCTS/SERVICES**

Cold Packs  
Hot Packs  
Support Products

**ARCONAS CORPORATION**

580 Orwell Street  
Mississauga, Ontario  
L5A 3V7  
Tel:(416) 272-0727  
Fax:(416) 897-7470

**EXPORT CONTACT**

Ms. Christine Neufeld      Vice President Marketing and Sales

Arconas Corporation is a manufacturing firm which performs the in-house activities of research/ development and production/manufacturing. Appropriate channels for product marketing their products are foreign agents. Presently they export to the United States.

**PRODUCTS/SERVICES**

Seating  
Hospital Furniture  
Chairs



---

**B & D PLASTICS LIMITED**

P.O. Box 1768  
1815 Stadacona Street, West  
Moose Jaw, Saskatchewan  
S6H 7K8  
Tel:(306) 693-7075  
Fax:(306) 693-9944

**EXPORT CONTACT**

Mr. Richard Barnes	General Manager
Mrs. Barbara Schouten	Office Manager

B & D Plastics Limited was incorporated in December, 1978 as a private Plastics Blow Moulding and Sheet Extrusion Company. In 1989 the Company was sold to CTK Developments Limited, a holding company for the Nakota Indian Band out of the Carry the Kettle Indian Reserve of Sintaluta, Saskatchewan.

The company manufactures High Density Polyethylene bottles varying in size from 250 millilitres to 11.5 litres as well as plastic sheets in sizes from .030 inches to .440 inches thick and up to 50 inches wide. B & D Plastics Limited has a toll free number in Canada for placing orders, 1-800-667-8847. All deliveries are f.o.b. Moose Jaw, Saskatchewan and terms are net 30 days upon approved credit unless other arrangements are made.

**PRODUCTS/SERVICES**

Bottles  
Extruded Sheets

---

**B.C.MEDICAL LIMITED**

3755 Richelieu Street  
St. Hubert, Quebec  
J3Y 7P9  
Tel:(514) 443-4996  
Fax:(514) 443-0423

**EXPORT CONTACT**

Pierre Charrier      President

B. C. Medical Limited is a manufacturing firm performing in-house activities of research/development, production design/engineering and production/manufacturing. Suitable distribution channels for marketing their products are through foreign distributors. Currently they export to United States, Europe, Asia, the Middle East and Japan.

**PRODUCTS/SERVICES**

Angioserialographs  
Mobile Field Radiological Units  
C-arm's (Angioserialographs)

---

**BETTER CONTROL MEDICAL COMPUTERS INCORPORATED**

52 Wendover Road  
Toronto, Ontario  
M8X 2L3  
Tel:(416) 231-2195  
Fax:(416) 239-9702

**EXPORT CONTACT**

A. M. Albisser, Ph.D.                      Director

BCMC was incorporated in June 1983. Its mandate was to develop a system that would revolutionize the management of insulin dependent diabetes. The successful system provides the patient with an expert DEVICE which he/she could carry in a pocket. The expert system exploits the microprocessor technology developed for the aero-space program by Hewlett-Packard but translated into a medical environment.

**PRODUCTS/SERVICES**

Insulin Dosage Computers  
Medical Dosage Computers  
Diabetes Simulators

## **BFI MEDICAL WASTE**

30 Macintosh Boulevard, Unit 13-14  
Concord, Ontario  
L4K 4P1  
Tel:(416) 660-6946  
Fax:(416) 660-6949

### **EXPORT CONTACT**

Jayne Pilot                      District Manager

BFI Medical Waste is a firm which offers services in the medical waste disposal sector.

### **SERVICES**

Medical Waste Disposal

---

**B. M. 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
Kim Morton	Staff Engineer

B. M. Hi-Tech Incorporated is a manufacturing firm which performs in-house activities of research/development, production design/engineering and production/manufacturing. Suitable distribution channels for the marketing of these products are through foreign agents, company representatives and OEM's. Currently they export to the United States, Germany, Switzerland, Australia and India.

**PRODUCTS/SERVICES**

Piezoelectric Ceramics  
Piezoelectric Transducers  
Process Instrumentation

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**BERTEC MÉDICAL INCORPORATED**

C.P.128  
70, 5e Avenue  
L'Isletville, Quebec  
G0R 2C0  
Tel:(418) 247-3986  
Fax:(418) 247-7925

**EXPORT CONTACT**

M. Bertrand Poitras	President
M. Jean-Guy Marier	Director General

Founded in 1920, Bertec has operated in the field of mechanics, machine manufacturing and school furniture. Today as a result of the extensive experience gained through the products it has made and by acquiring companies specializing in the field of health care furnishing. Bertec health care furniture is widely sold in all Canadian provinces through its own sales organization and agencies. Bertec is also setting up marketing and sales organization to export to the United States, Africa and South American countries.

**PRODUCTS/SERVICES**

Beds  
Stretchers  
Chairs  
Bedside Cabinets  
Bed Tables

---

**BIO-ANIMATE PRODUCTIONS**

487 Piccadilly Street  
London, Ontario  
N5Y 3G6  
Tel:(519) 433-7145

**EXPORT CONTACT**

Dr. Alan W. Day	Director
Dr. Robert L. Dean	Director

Bio-Animate Productions is a service company specializing in colour animations which explain clearly and simply many of the important processes of cell and molecular biology. Preferred marketing channels are through foreign agents and distributors.

**SERVICES**

Software

---

**BIOCOMP INSTRUMENTS INCORPORATED**

650 Churchill Row  
Fredericton, New Brunswick  
E3B 1P6  
Tel:(506)453-4812  
Fax:(506) 453-3583

**EXPORT CONTACT**

David Coombs                      President

Biocomp Instruments Incorporated is a manufacturing firm involved in research/development, production design/engineering and production/manufacturing. The most suitable channel for the marketing of their products is through foreign distributors. Presently the firm exports to the United States, Japan, Korea, Finland, Taiwan, France, Germany, Belgium, Norway and Sweden.

**PRODUCTS/SERVICES**

Blotting Apparatus  
Gradient Fractionators  
Gradient Formers



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**BIO-LOGIQ**

#10, 3790 Côte Ste-Catherine  
Montreal, Quebec  
H3T 1E1  
Tel:(514) 737-1385  
Fax:(514) 737-1385

**EXPORT CONTACT**

M. Normand Houle                      Owner

Bio-Logiq is a manufacturing firm which is involved in research/development, production design/engineering and production/manufacturing. Foreign distributors are a suitable distribution channel for marketing the products of this company.

**PRODUCTS/SERVICES**

Software

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**BIO-MEDIA UNLIMITED LIMITED**

#201-344 Bloor Street West  
Toronto, Ontario  
M5S 3A7  
Tel:(416) 964-2793

**EXPORT CONTACT**

Dorian J. Balshin                      President

Bio-Media Unlimited is a manufacturing firm performing research/development, production design/engineering and production/manufacturing activities. Foreign agents, trading houses and foreign distributors are all suitable channels for marketing their products.

**PRODUCTS/SERVICES**

Medical Equipment

---

**BIO-TECH COMPANY**

627 Woodhill Road  
Rural Route 1  
Troy, Ontario  
L0R 2B0  
Tel:(519) 647-3075  
Fax:(519) 647-3075

**EXPORT CONTACT**

B.C.de Kat            President

Bio-Tech Company is a manufacturing firm performing the in-house activities of research/development, production design/engineering and production/manufacturing. Foreign distributors are a suitable channel for the marketing of their products. Currently the firm is exporting to the United States.

**PRODUCTS/SERVICES**

Monitoring Equipment  
Replicator Lab Equipment

---

**BIOCOMPOST SYSTEMS INCORPORATED**

P.O.Box 144  
Port Coquitlam, British Columbia  
V3C 3V5  
Tel:(604) 942-0279  
Fax:(604) 942-0279

**EXPORT CONTACT**

Mr. Robert W. Herr	President
Dr. Alan Carter	Research Director

Biocompost Systems Inc. has carried out research and development of the composting activity within the institutional sector of the industry. The design of the composting equipment suits it to an institution in which numbers of people are daily provided with meals and other related food service. The institutions which can benefit from this batch processing aerobic composting system are generally those that have a continuing supply of on-site vegetable and food waste and have made an internal commitment to reducing the flow of organic material to land fill or other processing sites. The Biocompost System of processing organic waste material requires little maintenance and mechanical service, is simple to operate and can handle up to 10 tons per week, per reactor, of waste material, including locally generated bulking agent such as shredded paper.

**PRODUCTS/SERVICES**

Composting Systems

---

**BIOMEDICAL ENGINEERING SERVICE AND SUPPORT INCORPORATED**

#13-7321 Victoria Park Avenue  
Markham, Ontario  
L3R 2M7  
Tel:(416) 475-7535  
Fax:(416) 475-3130

**EXPORT CONTACT**

Mr. Greg Coutts, P.Eng, MBA	President
Mr. David Baxter	Vice-President
Mr. Nick Rawluk	Vice-President

B.E.S.S.I. is a service firm supplying management information systems and servicing for health care technology and consultant services. The full program, P.C. based, encompasses all aspects of implementation. To this end the firm will share experience gained through tracking 14,000 pieces of equipment yearly. They will spend time, on site, training you and your staff how to reap its benefits. They ensure a smooth transition from your current system.

The firm offers computer aided plant engineering quality assurance. Services provided include: complete inventory by department; contracts with manufacturers and third parties; schedules all preventative maintenance for all trades; work order information; track projects, multiple workers/service codes to the same work order; individual device detail service history; management reports and data for accreditation/quality assurance; summary of equipment history by department/cost center; complete help and support in implementing the system; Wordperfect, Lotus 123, and Dbase III/IV Compatible.

**PRODUCTS/SERVICES**

Medical Device Service Skills  
Software

---

**BIOMEDICAL INSTRUMENTATION INCORPORATED**

#3075-14th Avenue, Suite 6  
Markham, Ontario  
L3R 2L6  
Tel:(416) 475-3313  
Fax:(416) 475-5590

**EXPORT CONTACT**

Mr. Harold M. Wodlinger                      Vice President

Biomedical Instrumentation is a supplier of electrophysiology computers. These computers acquire, store, display, analyze and record electrophysiology data, saving the hospital the cost of the large amount of paper normally used for recording, as well as labour during the study, and after the study. In addition it provides the physician with instant information to assist in the decision making process during the test.

Biomedical Instrumentation Incorporated has recently introduced a new amplification system, designed to provide a complete solution for the electrophysiology laboratory. These new amplifiers are smaller, more convenient and less expensive than previous generations, and are made to interface directly to the EPLab computer.

**PRODUCTS/SERVICES**

Electrophysiology Systems

---

**BIPOOL CANADA INCORPORATED**

1016 Sutton Drive, Unit C8  
Burlington, Ontario  
L7L 6B8  
Tel:(416) 332-9419  
Fax:(416) 332-7438

**EXPORT CONTACT**

Mr. Duane Bobyk                      General Manager

Biopool Canada is a manufacturing firm performing research/development, production design/engineering and production/manufacturing. Suitable marketing channels for their products are through foreign distributors. Currently the company exports to the United States, Western Europe, Australia and Japan.

**PRODUCTS/SERVICES**

Blood Coagulation Tests

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**BIOSELF CANADA INCORPORATED**

1101 Victoria Avenue  
Saint-Lambert, Quebec  
J4R 1P8  
Tel:(514) 465-9010  
Fax:(514) 465-3031

**EXPORT CONTACT**

Michel Racine                      General Manager

Bioself (Canada) Inc., founded in 1981, manufactures the fertility indicator, Bioself 110. This apparatus permits women to easily indentify the fertile and infertile phases of the menstrual cycle. The Bioself 110 stores the data in its memory, to obtain temperature curves as well as other important information. Suitable marketing channels for the firm's products are through foreign distributors. Currently they export to Mexico, Argentina, Portugal, Spain, Ireland, Belgium, Norway, Switzerland, Italy, Poland, Jordan, Nigeria, Singapore, Australia, Malaysia and the United States.

**PRODUCTS/SERVICES**

Fertility Indicators



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**BIOSIG INSTRUMENTS INCORPORATED**

5445 Royalmount  
Montreal, Quebec  
H4P 1J3  
Tel:(514) 733-3362  
Fax:(514) 733-6150

**EXPORT CONTACT**

Gregory Leichtman            President  
James Moffat                Vice President

BIOSIG Instruments is a manufacturing firm involved in research/development, production design/engineering and production/manufacturing. Suitable channels for the marketing of their products are through trading houses, retail dealers, OEM'S, foreign agents and distributors. The company exports to the United Kingdom, France, Germany, Spain, Italy, Japan, Israel and the Arab World.

**PRODUCTS/SERVICES**

Medical Equipment

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**BIOTEX LABORATORIES INCORPORATED**

#10020-101A Avenue, Unit 450  
Edmonton, Alberta  
T5J 3G2  
Tel:(403) 448-0621  
Fax:(403) 448-0624

**EXPORT CONTACT**

Peter Tertzakian                      General Manager  
Jackie Agnes                          Laboratory Manager

Biotex Laboratories Inc. is a 100% Canadian company incorporated in 1989. Biotex Laboratories manufactures a variety of cell enrichment kits on rapid affinity chromatography. Biotex markets its cell enrichment kits under the "collect" logo and trademark. Their primary product line includes T cell, CD4 cell and CD8 cell enrichment kits for the human and mouse species. Convenience, quality and efficiency are emphasized in Biotex products. Customers save lab preparation time with the ready-to-use sterile format of the "collect" kits. Per cell recovered, our kits offer a very practical and cost effective method of cell purification. Biotex Laboratories Inc. is active in developing new products and welcomes inquiries.

**PRODUCTS/SERVICES**

Cell Separation Columns

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**BLIER INCORPORATED**

6605 Raoul Avenue  
St-Hubert, Quebec  
J3Y 6C7  
Tel:(514) 676-1863  
Fax:(514) 676-5673

**EXPORT CONTACT**

Jean-G. La Rocque  
Barbara Hansel

President  
Director of Sales and Marketing

Blier is a company staffed by highly trained professionals with expertise in manufacturing exceptional quality wood and plastic laminate laboratory furniture, hospital casework and speciality woodwork. As one of Canada's leading fabricators of fine custom cabinetry, the staff takes pride in manufacturing a product of high quality that sets Blier apart from standard casework manufacturers. Blier has earned its reputation in the industry for its proven dedication to customer service and to guaranteeing total satisfaction. Their products are manufactured with the finest materials and are endorsed with a minimum one-year guarantee.

**PRODUCTS/SERVICES**

Casework

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**BOEHRINGER INGELHEIM (CANADA) LIMITED**

5180 South Service Road  
Burlington, Ontario  
L7L 5H4  
Tel:(416) 639-0333

Boehringer Ingelheim (Canada) Limited is a distribution and service firm of AeroChamber. Distribution channels for the marketing of their products is through foreign agents, company operated sales offices and representatives and retail dealers. The company presently exports to Haiti, Jamaica, Bahamas, Curacao, Aruba, Barbados, Trinidad, Bonair, St. Martin, Granada and Guyana.

**PRODUCTS/SERVICES**

AeroChambers  
Masks

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**BOND MEDICAL SUPPLY INDUSTRIES (1988) LIMITED**

P.O.Box 58217  
Station L  
Vancouver, British Columbia  
V6P 6E3  
Tel:(604) 521-1343

**EXPORT CONTACT**

Mr. Keith J. Boswell                      General Manager

Bond Medical Supply Industries is a manufacturing firm performing in-house activities of research/development, production design/engineering and production/manufacturing. The company distributes their goods through foreign distributors.

**PRODUCTS/SERVICES**

Examination Tables  
Utility Tables

**BONE ANCHORAGE SYSTEMS, INCORPORATED**

298 Kennedy Avenue  
Toronto, Ontario  
M6P 3C3  
Tel:(416) 762-8051  
Fax:(416) 762-0126

**EXPORT CONTACT**

Mr. Ross Perry                      General Manager

Bone Anchorage Systems, Incorporated is a manufacturing firm involved in research/development and production design/engineering. Currently they export to the United Kingdom, preferring foreign distributors as a product marketing channel.

**PRODUCT/SERVICES**

Implant Systems

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**BRODA ENTERPRISES INCORPORATED (BRODA SEATING)**

72 Victoria Street, South  
Kitchener, Ontario  
N2G 2A9  
Tel:(519) 578-9630  
Fax:(519) 578-3821

**EXPORT CONTACT**

Mr. David R. Brotherston, P.Eng.  
Ms. Margaret Brotherson

President  
Marketing Manager

BRODA is a Canadian entrepreneur-owned and operated manufacturer which markets its own line of Nursing Care chairs and wheelchairs, specifically intended for heavy duty institutional use in hospitals, long term care facilities, and other agencies housing medically fragile, posturally unstable, or cognitively impaired clients. All of the designs which BRODA markets for export originate in Canada, are unique to this company, and are wholly manufactured in Canada with at least 80% Canadian material content.

**PRODUCTS/SERVICES**

Wheelchairs  
Glider Rockers  
Chairs  
Support Products  
Lap Belts  
Feeding Trays  
Contractures

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**BRYTECH - E.L. BRYENTON & ASSOCIATES, INCORPORATED**

#102-28 Concourse Gate  
Nepean, Ontario  
K2E 7T7  
Tel:(613) 727-5800  
Fax:(613) 727-5130

**EXPORT CONTACT**

E.L.Bryenton          President  
L.T.Szamosi          Marketing Manager

BRYTECH provides consulting engineering services in addition to development, R&D and manufacturing of new electronic products. The consulting service specializes in telecommunications and custom development of opto-electronic products. Currently they are manufacturing test apparatus, ultrasonic detectors and optical readers. Ongoing exploratory and development work includes an optical reading system and optical health monitors. The company was incorporated in 1982 and employs 20 people.

**PRODUCTS/SERVICES**

Ultrasonic Devices  
Monitoring Equipment



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**CME TELEMETRIX INCORPORATED**

554 Parkside Drive  
Waterloo, Ontario  
N2L 5Z4  
Tel:(519) 886-8440  
Fax:(519) 886-8442

**EXPORT CONTACT**

Aidan Furlong      President  
Allen Nichols      Vice President/Marketing  
Ted Cadell      Vice President/Corporate Development

CME Telemetrix Inc. is a research, development and manufacturing company concentrating on digital telemetry, data acquisition, optical systems and non-invasive analysis technology for the medical community. Their products are marketed through foreign distributors and OEM'S. Currently they are exporting to the United States and Japan.

**PRODUCTS/SERVICES**

ECG Units  
EEG Units  
Telemetry Systems  
Energy Transfer Systems  
Blood Chemistry Analyzers

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**CAFRAMO LIMITED**

P.O.Box 70  
Airport Road  
Warton, Ontario  
N0H 2T0  
Tel:(519) 534-1080 -1081  
Fax:(519) 534-1088

**EXPORT CONTACT**

Mr. Ed Stengel                      General Manager  
Mr. Mark Fawcett                 Laboratory Products Manager

Caframo Ltd. was incepted in 1955 by Hans Heidolph. It presently has two divisions, Consumer Products and Laboratory Products. The laboratory products division makes chemical stirrers, mixers and other laboratory equipment. In-house testing of each function of every product they manufacture is part of their assembly procedure. The firm continues to improve existing lines and develop new products. Currently products are exported to the United States, France, Japan, Korea, Mexico and Taiwan.

**PRODUCTS/SERVICES**

Stirrers  
Shakers/Mixers  
Evaporators

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**CANADENT MANUFACTURING LIMITED**

P.O.Box 72053  
Vancouver, British Columbia  
V6R 4P2  
Tel:(604) 224-1022  
Fax:(406) 224-1022

**EXPORT CONTACT**

R. Murray Sharp                      President and General Manager

CANADENT Manufacturing is a firm performing the in-house activities of research and development, production design/engineering and production/manufacturing.

**PRODUCTS/SERVICES**

Chairs  
Medical Tables

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**CARDIO-SEARCH LIMITED**

170 Old Guelph Road  
Dundas, Ontario  
L9H 5Y2  
Tel:(416) 522-6920  
Fax:(416) 524-2487

**EXPORT CONTACT**

Mr. Geoff Hewitt                      President

Cardio-Search Limited is rapidly growing design and production corporation, working in the field of Respiratory Therapy product innovation. Primarily a design house, Cardio-Search employs a staff of three to conduct administration, engineering and production management. Cardio-Search utilizes the manufacturing facilities and quality control services of a highly reputable molding firm.

The Resident Oxygen Nipple is a high quality, ergonomically designed, reusable product which installs permanently to the flowmetering device. This replaces the disposable type of oxygen nipple thus eliminating an ongoing hospital expenditure.

**PRODUCT/SERVICES**

Oxygen Equipment

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## CARDON REHABILITATION PRODUCTS

135 Haist Avenue  
Woodbridge, Ontario  
L4L 5V6  
Tel:(416) 850-7868  
Fax:(416) 850-7877

### EXPORT CONTACT

C.E. Cardon	President
Holly Jayne Cardon	General Manager

Cardon Rehabilitation Products, is a manufacturing and distribution firm specializing in rehabilitation products. Their products are marketed through company operated sales offices and representatives. Currently the firm exports to the United States.

### PRODUCTS/SERVICES

Manual Therapy Tables  
Orthopaedic Tables  
Hi-Lo Tables  
Bilateral Training Therapy Pulleys  
Benches  
Sequence Training Equipment

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**CARI-ALL INCORPORATED**

171 Marien  
Montreal, Quebec  
H1B 5V1  
Tel:(514) 640-1414  
Fax:(514) 645-2661

**EXPORT CONTACT**

Jean-Marc Duplain	Directeur des Opérations
Robert Ostiguy	Service à la clientèle
Jean Turcotte	Service à la clientèle

Cari-All Inc. is a manufacturing firm involved in research/development, production design/engineering and production/manufacturing. Suitable distribution channels for marketing of their products are through foreign agents, company owned sales offices/representatives, and foreign distributors. Currently the firm exports to the United States, Mexico, England, Hong Kong and Saudi Arabia.

**PRODUCTS/SERVICES**

Shelving  
Containers

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**CARICAN TRADING COMPANY INCORPORATED**

C.P.398 Place D'Armes  
Montreal, Quebec  
H2Y 3H1  
Tel:(514) 861-7793  
Fax:(514) 482-3559

**EXPORT CONTACT**

Jacques A. Cartier	President
Virginia Druda	Vice President

Carican Trading Company Inc. is a distribution firm. Foreign distributors are their current channel for marketing their products. Currently the company exports to Trinidad/Tobago, Jamaica, Barbados, Puerto Rico, Bermuda, Bahamas, St Lucia, Grenada, Antigua, Belize, Panama, Costa Rica, Haiti, Dominican Republic, Montserrat and St Vincent.

**PRODUCTS/SERVICES**

Disposable Medical Devices

**CARROLL EQUIPMENT**

110 Towerline Place  
London, Ontario  
N6E 2T1  
Tel:(519) 681-7490  
Fax:(519) 649-7286

**EXPORT CONTACT**

Mr. Tim Carroll                      President

Carroll Equipment is a manufacturing company which performs research/development, production design/engineering and production/manufacturing activities. Foreign agents and distributors are suitable marketing mediums.

**PRODUCTS/SERVICES**

Beds  
Bed Tables  
Dressers  
Wardrobes  
Hospital Furniture



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**CASCADES DISMED INCORPORATED**

9950, Boulevard Parkway  
Ville d'Anjou, Quebec  
H1J 1P5  
Tel:(514) 355-4711  
Fax:(514) 354-6051

**EXPORT CONTACT**

Michel H. Vincent	Directeur des opérations
Ronald Tremblay	Directeur général, PSH
Maurice LaHaye	Directeur des produits

Cascades Dismed Inc. is a distributor of medical products which currently exports to Ghana, Iran, Iraq and Uganda. Suitable marketing channels are through foreign agents and distributors.

**PRODUCTS/SERVICES**

Medical Equipment

**CLARK DAVIS MEDICAL SYSTEMS INCORPORATED**

1764 Oxford Street East  
London, Ontario  
N5V 3R6  
Tel:(519) 451-2130  
Fax:(519) 451-9636

**EXPORT CONTACT**

Mr. Glen Smeltzer                      President

Clark Davis Medical Systems Inc. is a Canadian owned manufacturer of medical equipment, founded in London, Ontario in January 1987. The company is the designer, manufacturer and marketer for the Advantage Electromyography (EMG) System, a sophisticated device for measuring the electrical activity of peripheral nerves and muscles, as well as activity in the brain and spinal cord. Since the release of the Advantage in July 1989, the product has gained considerable market acceptance among prominent physicians in North America. The Advantage is currently used as a diagnostic device in some of the most influential clinical and research labs in the world.

Clark Davis currently competes successfully in the North American market with products from the United States, Britain, Denmark and Japan. The Advantage has proven its competitiveness with the foreign-made competitors in the areas of quality, signal analysis, diagnostic capability and software design. Except for Clark Davis, no other Canadian company manufactures or designs EMG equipment.

**PRODUCTS/SERVICES**

Electromyography Systems

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**CLEANWEAR PRODUCTS LIMITED**

705 Progress Avenue, Unit #7  
Scarborough, Ontario  
M1H 2X1  
Tel:(416) 438-4831  
Fax:(416) 438-4226

**EXPORT CONTACT**

Mr. Jonathan Harris          President

Cleanwear Products Ltd is a manufacturing company performing in-house research/development, production design/engineering and production/manufacturing activities. The company currently exports to the United States.

**PRODUCTS/SERVICES**

Cleanrooms  
Medical Clothing  
Boots  
Hoods  
Gloves

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**CLINICOM INTERNATIONAL LIMITED**

#208-93 Lombard Avenue East  
Winnipeg, Manitoba  
R3B 3B1  
Tel:(204) 942-5335  
Fax:(204) 944-8110

**EXPORT CONTACT**

H. Dominic Cowvey	President
G. Fright	Senior Consultant
P. West	Senior Consultant

Managing today's information technology is one of the greatest challenges facing health care managers. Chi Systems has the expertise and experience to help organizations realize the full benefits of information systems. Their reputation is built upon a knowledge and understanding of the complexity of the issues faced. They help you identify your needs, provide objective evaluations of all of your information systems options, and then suggest the best way for you to move ahead. Their consultants are experts in information systems planning, procurement, and evaluation with years of experience in system implementation and clinical research, instrumentation, design and development. Knowledge of information and communications systems; signal and image acquisition, processing, storage and display; artificial intelligence; and bedside interactive systems has enabled hundreds of clients to maximize the effectiveness of technology.

Chi systems has helped hospitals and health care organizations develop information systems strategic plans that support institutional objectives. Our goal is to create plans which reflect an organization's resources and expectations and are also realistic, affordable and achievable. Chi systems has extensive experience in assisting hospitals with evaluating, acquiring and installing information systems. They can assist you with the entire process or selected activities.

**SERVICES**

Information Systems  
Management Services

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**CODE RED PRODUCTIONS LIMITED**

P.O.Box 317  
Brights Grove, Ontario  
N0N 1C0  
Tel:(519) 339-0157

**EXPORT CONTACT**

Kevin McHarg	President
Joe Bondy	General Manager

Code Red Productions Ltd. is a manufacturing firm performing research/development in producing a CPR training kit. The kit is available in a custom-size binder with index tabs to organize and hold your transparencies. Quality, both in content and visual presentation, has made this teaching aid a helpful tool in assisting instructors to make CPR training more efficient and effective. The completely revised course outline follows the guidelines as published in the J.A.M.A. The Code Red teaching aid kit is widely used by certified Red Cross, Heart Association and St. John Ambulance instructors to enhance their courses and to give a professional presentation when shown in hospitals, colleges, schools, police/fire departments and industry. The kit has also been adopted by the Canadian Armed Forces and has been assigned NDID Numbers. The firm currently exports to the United States, Bermuda, Cuba, England and Germany.

**PRODUCTS/SERVICES**

CPR Teaching Aid Kits

**COLLINS & AIKMAN, DIVISION OF WCA CANADA INCORPORATED**

43 Howard Avenue  
Elmira, Ontario  
N3B 2Z8  
Tel:(519) 669-5111  
Fax:(519) 669-3004

**EXPORT CONTACT**

Mr. John Goodfellow

Vice President Operations

Collins & Aikman is a manufacturing company performing research/development, production design/engineering and production/manufacturing of the Decubitus Pad. The pad has been proven effective in the prevention and healing of bedsores (decubitus ulcers). The deep 100% polyester pad is soft and resilient, allowing for even distribution of pressure, air circulation and free drainage. Because the backing as well as the pile is 100% man-made (inorganic) fibre, the pad will not support bacterial growth. Easy to use, the non-allergic Decubitus Pad is placed in direct contact with the skin for maximum patient comfort.

**PRODUCTS/SERVICES**

Bed Pads

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**COMPANION WALKER LIMITED**

1324 Norfolk Drive NW  
Calgary, Alberta  
T2K 5P6  
Tel:(403) 275-5676  
Fax:(403) 275-5678

Companion Walker Ltd. is a manufacturing firm performing in-house activities of research/development, production design/engineering and production/manufacturing. Suitable channels for marketing their products are through retail dealers. Currently they export to the United States, England and Switzerland.

**PRODUCTS/SERVICES**

Walkers  
Oxygen Unit Carriers  
Commodes

**COMPTRONIC DEVICES LIMITED**

#9860 A - 33 Avenue  
Edmonton, Alberta  
T6N 1C6  
Tel:(403) 450-3729  
Fax:(403) 461-9551

**EXPORT CONTACT**

David R. Siever                      President  
Nancy Siever

Comptronic Devices Limited is an electronics manufacturing and design company incorporated in 1981. They currently design and manufacture the DAVID Paradise, a repetitive light and sound stimulation brain wave entrainment device used to produce deep relaxation, reduce stress, improve sports performance, manage pain and enhance mental functioning. The Paradise is used by a variety of users, from business people to psychologists. In addition, current research is being conducted with tremendous results using the Paradise for pain control and insomnia. Over the past eight years, through careful market studies and a well-developed product and development team, a fourth generation light and sound device was designed, the DAVID Paradise, a portable, programmable and inexpensive relaxation device. They also designed and manufactured the OASIS, a Cranio-Electro Stimulation (CES) device, also used for relaxation by eliciting endorphin production. It is hand held, portable and inexpensive.

Comptronic Devices Limited is committed to research and development of new products and technology. The products are thoroughly tested for reliability and are marketed as high quality consumer and medical products.

**PRODUCTS/SERVICES**

Relaxation Devices  
Pain Control Devices



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**CONVERDIS INCORPORATED**

C.P. 1559  
571 Melchers  
Berthierville, Quebec  
J0K 1A0  
Tel:(514) 836-7026  
Fax:(514) 836-3514

**EXPORT CONTACT**

Jacques Chevrette	President
Yves Therrien	Secretary/Treasurer

Converdis Incorporated is a manufacturing firm primarily involved in research/development, production design/engineering and product/manufacturing. Suitable marketing channels for their products are through company sales representatives. Currently the products are exported to the United States.

**PRODUCTS/SERVICES**

Rescue Blankets  
Shroud Kits

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**CODE THREE EMERGENCY VEHICLES INCORPORATED**

P.O.Box 2513, Station "R"  
#3-1660 Powick Road  
Kelowna, British Columbia  
V1X 6A6  
Tel:(604) 861-9000  
Fax:(406) 861-9400

**EXPORT CONTACT**

Mr. Eric Heffernan	President
Mr. David McFadden	Operations Manager
Ms. Del MacCormack	Sales Assistant

Code Three Emergency Vehicles Inc. is a manufacturer and supplier of ambulances and custom rescue trucks and related equipment. The firm has been in operation for fourteen years. They have a production capability of 100+ units of various types per year. Much of the production is custom work as vehicles vary depending on the needs of the area for which they are required. Currently their products are exported to the Middle East.

**PRODUCTS/SERVICES**

Ambulances  
Rescue Trucks  
Medical Equipment

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**CUSTOM COUNTER TOPS LIMITED**

#1120-17th Street West  
Saskatoon, Saskatchewan  
S7M 3Y3  
Tel:(306) 665-7733  
Fax:(306) 664-2172

**EXPORT CONTACT**

Mr. Lew Heuchert                      General Manager

Custom Counter Tops Ltd. is a manufacturing company involved in production design/engineering and production/manufacturing activities. Suitable distribution channels for their products are through foreign agents.

**PRODUCTS/SERVICES**

Moldings

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**CYANAMID CANADA INCORPORATED/DAVIS AND GECK DIVISION**

88 McNabb Street  
Markham, Ontario  
L3R 6E6  
Tel:(416) 470-3612  
Fax:(416) 470-3854

**EXPORT CONTACT**

Mr. Gary Carlson	President
Mr. Peter Goodhand	Division Manager
Mr. John W. Ployart	Consultant

Davis and Geck Division is a subsidiary of Cyanamid Canada Inc. The firm is involved in research/development and production/manufacturing. Suitable distribution channels for their products are through foreign agents and distributors. Presently the firm exports to Tunisia, Uganda and Ghana.

**PRODUCTS/SERVICES**

Sutures

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**CYEX MEDICAL TECHNOLOGIES INCORPORATED**

3 Fifeshire Road South  
Willowdale, Ontario  
M2L 2G4  
Tel:(416) 602-7003  
Fax:(416) 602-7004

**EXPORT CONTACT**

Dr. S. Grail

CYEX Medical Technologies Inc. is a Canadian medical device manufacturing company with its plant located in Mississauga, Ontario; the heart of Canada's medical and high technology industries. It has numerous years of experience in the manufacture of specialty medical devices. The company's history originates in the manufacture of specialty catheters for high profile multi-national healthcare corporations.

CYEX's products are produced in a state of the art clean room under careful quality control standards which meet all international regulations for the manufacture of medical devices. As a result of the company's commitment to healthcare professionals the engineering staff under the guidance of an internationally recognized Clinicians Advisory Board, are ever improving specialty products such that they may achieve higher levels of excellence.

CYEX's Bio-Mate product line is based upon a revolutionary new polyurethane material. This type of material was specifically developed for procedures requiring the placement of long-term indwelling devices; such as an artificial heart where biocompatibility is a critical issue.

**PRODUCTS/SERVICES**

Catheters

**DARCOR CASTERS INCORPORATED**

7 Staffordshire Place  
Toronto, Ontario  
M8W 1T1  
Tel:(416) 255-8563  
Fax:(416) 251-6117

**EXPORT CONTACT**

Mr. Cyril J. Muhic                      Regional Sales Manager

Darcor manufactures a complete line of castors, wheels and protective rubber bumpers for material handling, industrial, institutional and office use. In business for over 60 years, they have a manufacturing plant in Toronto with offices in Brea, California and Brentwood, Tennessee. Distribution is throughout the United States and Canada, with an expanding international distribution.

Darcor takes pride in providing quality goods and services. They have a strict quality control program, with engineers on staff. They are happy to supply additional drawings, specifications and test results to customers. The manufacturing facilities enable them to produce special designs for sizes and dimensions not listed in catalogue.

**PRODUCTS/SERVICES**

Castors  
Wheels  
Rubber Bumpers

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**DEAN RUSSELL LIMITED**

187 Hyman Street  
London, Ontario  
N6A 1N4  
Tel:(519) 433-9260  
Fax:(519) 673-5684

**EXPORT CONTACT**

Mr. Michael Welch                  Sales Manager

Dean Russell Limited is a drug and surgical supply distribution firm. Their products are distributed through company representatives.

**PRODUCTS/SERVICES**

Surgical Supplies

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**DENTECH PRODUCTS LIMITED**

2120 Paramount Cresnet  
Clearbrook, British Columbia  
V2S 4N5  
Tel:(604) 852-6911 1-800-624-8498  
Fax:(604) 852-4823

**EXPORT CONTACT**

Mr. Al Kennedy                      Export Manager

Dentech Products Ltd. is a manufacturing firm performing in-house activities of research/development, production design/engineering and production manufacturing. Distribution channels suitable for their products are retail dealers and through foreign agents. Currently the company exports to Korea, Vae, Russia, Saudi Arabia and Kuwait.

**PRODUCTS/SERVICES**

Delivery Systems  
Chasis  
Stools



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**DIAGNOSTICS BIOCHEM CANADA INCORPORATED**

1020 Hargrieve Road  
London, Ontario  
N6E 1P5  
Tel:(519) 681-8731  
Fax:(519) 681-8731

**EXPORT CONTACT**

Dr. S. R. Dumont                      Director of Laboratories

Diagnosics Biochem Canada Ltd. is a manufacturer of Radioimmunoassay, a technic used as a diagnostic tool for many diseases especially in the hormone field. Currently the product is marketed through foreign distributors. Currently the firm exports to Germany, Belgium, Holland, Italy, Hong Kong, Japan and the United States.

**PRODUCTS/SERVICES**

Radioimmunoassay

**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 Inc. manufactures the OWL line of radio frequency lesion generators, needle kits and accessories. The instruments are to be used in operating rooms by neurosurgeons and orthopaedic surgeons. The OWL R.F. generators have established a reputation for reliability and ease of use in neurological centres around the world. Suitable marketing channels for the products are through foreign agents. Currently the firm exports to the United States, England, Germany, France, Sweden, Korea, South Africa, Australia, India, Brazil, New Zealand and Spain.

**PRODUCTS/SERVICES**

Radio Frequency Lesion Generators  
Needle Kits

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**DOBKOT LIMITED**

665 Millway Avenue, Unit 48  
Concord, Ontario  
L4K 3T8  
Tel:(416) 660-0075  
Fax:(416) 660-0585

**EXPORT CONTACT**

Alex D. Karapita                      President

Dobkot Limited is a manufacturing and distribution firm involved with research/development, production design/engineering and production/manufacturing. The firm currently exports to the United States.

**PRODUCTS/SERVICES**

Intravenous Suspension Products

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**DUMEX MEDICAL SURGICAL PRODUCTS LIMITED**

104 Shorting Road  
Scarborough, Ontario  
M1S 3S4  
Tel:(416) 299-4003  
Fax:(416) 299-4912

**EXPORT CONTACT**

Mr. William Goodwin	President
Mr. Robert Pearson	Sales Manager

Dumex Medical Surgical Products Ltd. specializes in the sale of sterile disposable products for use in operating rooms, intensive care and general hospital wards. The products have also have uses in clinics, nursing homes and any other medical institutions. Dumex has been in business for ten years with impressive and well controlled growth. Production entails washing, inspection, folding, packaging and sterilization of surgical and burn dressings, sponges, gastronomy tubes and silicone Foley catheters which all takes place in a 100 000 clean room.

Quality, on time delivery and fair pricing are the company operating strategy. The successful implementation of this strategy has enabled them to increase their Canadian market share. The new objective is to apply this strategy to the international market place.

**PRODUCTS/SERVICES**

Sponges  
Dressings  
Gastronomy Tubes  
Catheters

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**DUMUR INDUSTRIES**

1530 McAra Street  
Regina, Saskatchewan  
S4W 6C5  
Tel:(306) 757-2403  
Fax:(306) 757-2404

**EXPORT CONTACT**

Mr. Bob Dumur

Dumur Industries is a manufacturing firm primarily involved in research/development, production design/engineering and production/manufacturing. Suitable distribution channels for their products are through foreign agents, trading houses and retail dealers.

**PRODUCTS/SERVICES**

Stainless Steel Equipment

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**DYNOPTICS INCORPORATED**

P.O.Box 1150  
524 St. George Boulevard  
Moncton, New Brunswick  
E1C 8P6  
Tel:(506) 857-0220  
Fax:(506) 859-1662

**EXPORT CONTACT**

Mr. Claude Brunet	President
Mr. Don W. Banks	Controller
Peter Brzezicki	Plant Manager

Dynoptics Inc. is a manufacturing company performing research/development, production design/engineering and production/manufacturing. The original Fingers frame holding device for optical lenses was the creation of Claude Brunet who identified a need in his own laboratory to improve technology in the finishing department. The product can be adapted to work with current existing edgers. Suitable marketing channels for their products are through foreign distributors. Currently they are exporting to the United States and Australia.

**PRODUCTS/SERVICES**

Frame Tracers  
Retrofit for Edgers  
Computerized Gauges

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**E.C. WALKERS INCORPORATED**

8 Dohme Avenue  
Toronto, Ontario  
M4B 1Y8  
Tel:(416) 752-6700  
Fax:(416) 752-9467

**EXPORT CONTACT**

Mr. Rick Walker	President
Ms. Debbie Hughes	Customer Service
Mr. Alan Zuckerman	Field Sales

E.C. Walkers Inc. is a manufacturing firm which performs the activities of research/development, production design/engineering and production/manufacturing. Foreign distributors have been identified as suitable channels for marketing of their products. Currently the firm exports to the United States.

**PRODUCTS/SERVICES**

Cast Bandages  
Body Bags  
Body Pouches  
Diagnostic Equipment Covers

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**E.M. SELECT MEDICAL TECHNOLOGY INCORPORATED**

274 Restigouche Road  
Oromocto, New Brunswick  
E2V 2G9  
Tel:(506) 446-3200  
Fax:(506) 446-3280

**EXPORT CONTACT**

Eugene McDougall	President
Ray McGraw	Sales Manager
Bob Molnar	Production Manager

E.M. Select Medical Technology Inc. is a manufacturing firm performing in-house activities of research/development, production design/engineering and production/manufacturing.

**PRODUCTS/SERVICES**

Beds  
Walkers  
Chairs  
Bathtub Lifts  
Showers  
Transfer Systems  
Dialysis Fluid Warmers



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**EATON ELECTRONICS COMPANY**

#11811-95th Avenue  
North Delta, British Columbia  
V4C 3T7  
Tel:(604) 589-5997  
Fax:(604) 589-0190

**EXPORT CONTACT**

Mr. Victor R. Eaton            President

Eaton Electronics Company is a manufacturing firm which has developed an electromagnetic therapy unit for the relief of pain, oedema and stress. The unit is registered in Canada with the Department of Health and Radiation in Ottawa, with the FDA in the United States and and with the Department of Medical Devices in Australia.

**PRODUCT/SERVICES**

Electromagnetic Therapy Units

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**EBÉNISTRIE DURAMEN INCORPORATED**

510 Route du Village  
Sainte-Christine, Quebec  
J0H 1H0  
Tel:(819) 858-2080  
Fax:(819) 858-2731

**EXPORT CONTACT**

Daniel Y. Dupuis  
Renée Ménard  
Michel Percy

P.D.G.  
Comptable-Contôleure  
Conseiller en Ameublement

Ebénisterie Duramen Inc. is a manufacturing company which performs research/development, production design/engineering and production/manufacturing.

**PRODUCTS/SERVICES**

Laboratory Furniture  
Security Systems

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**ECKEL INDUSTRIES OF CANADA LIMITED**

P.O.Box 776  
Allison Avenue  
Morrisburg, Ontario  
K0C 1X0  
Tel:(613) 543-2967  
Fax:(613) 543-4173

**EXPORT CONTACT**

Mr. Blake Noon                      Vice President/General Manager

Eckel Industries is a manufacturing firm performing activities of production design/engineering and production manufacturing. The company prefers OEM'S, foreign agents and distributors for marketing of their products. Currently they export to the United States and Australia.

**PRODUCTS/SERVICES**

Audiometric Systems  
Insulation Fastening Hardware  
Anechoic Chambers  
Noise Control Products

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**ELCOMBE SYSTEMS LIMITED**

603 March Road  
P.O.Box 72088  
Kanata, Ontario  
K2K 2M5  
Tel:(613) 591-5678  
Fax:(613) 591-1566

**EXPORT CONTACT**

Mr. Bernie Watts

Vice President/Marketing and Sales

Mrs. Christine Martin

Assistant Production Manager

Miss Brenda Olson

Sales Manager

Elcombe Systems Limited has been formed to engage in the design, development and marketing of the MainStreet Messenger product line. In a Home-Telecare role, these products provide cost-effective, home based monitoring solutions for the growing seniors and medically at risk population as an alternative to institutionalization and centralized care while still maintaining round-the-clock supervision. Due to the comprehensive support of cordless peripherals the MainStreet Messenger product line also offers effective solutions for retail and home security and the monitoring of critical processes and equipment.

The basis for Elcombe was a venture division formed in April, 1989 by Newbrige Networks Corporation, a world leader in digital communications networks. Newbridge is an international company which specializes in the design, manufacture and marketing of voice and data communications equipment for global networks. Facilities are located in Canada, Europe, the United States and Asia. In February, 1991 the MainStreet Messenger was the recipient of the American Society on Aging Design Award. In October, 1991 the company was awarded a Certificate of Merit in the Industrial Design category of the Canada Award for Business Excellence sponsored by the Ministry of Industry, Science and Technology.

**PRODUCTS/SERVICES**

Emergency Response Systems  
Monitoring Equipment

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**ELEC WESTERN MEDICAL DEVICES LIMITED**

#2616-16 Street, N.E.  
Bay 3  
Calgary, Alberta  
T2E 7J8  
Tel:(403) 250-2568  
Fax:(403) 291-5687

**EXPORT CONTACT**

Mr. Wayne Kraushar  
Mr. Scott Love

President  
Production Manager

Elec Western Medical Devices is a manufacturing firm performing research/development, production design/engineering and production manufacturing. The firm was founded in 1980 and produces a Magnetic Field Therapy unit for use in human and animal care. It is designed for soft tissue and bone damage conditions and is safe to use with metal or plastic implants. Foreign agents, company sales representatives and foreign distributors are suitable channels for marketing of the product. Currently the firm exports to the Philippines, Korea, Hong Kong, the United States, Sweden, Mexico, France, Germany and Italy.

**PRODUCTS/SERVICES**

Magnetic Field Therapy Equipment  
Laser Therapy Equipment  
Respiratory Equipment

**ELECTRO MEDICAL TECHNOLOGY CORPORATION**

3689 E. Hastings Street  
Vancouver, British Columbia  
V5K 2B1  
Tel:(604) 299-4200  
Fax:(604) 299-1189

**EXPORT CONTACT**

Dr. Vaclav Hyrman	President
Bronco Hyrman	Manager

Electro Medical Technology Corporation is a manufacturing firm performing in-house activities of research/development, production design/engineering and production/manufacturing. Suitable distribution channels for their products are through company sales representatives. Currently the company exports to Czechoslovakia.

**PRODUCTS/SERVICES**

Electroconvulsive Therapy Instruments

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**ELECTRO THERAPEUTIC DEVICES INCORPORATED**

570 Hood Road, Suite 14  
Marham, Ontario  
L3R 4G7  
Tel:(416) 475-8344  
Fax:(416) 475 5143

**EXPORT CONTACT**

D. Weinrabbe                      Export Manager

Electro Therapeutic Devices Inc. is a distribution firm. Suitable distribution channels for product marketing are through foreign distributors, retail dealers and OEM'S. Presently they export to the United States, France, Germany, Italy and Malaysia.

**PRODUCTS/SERVICES**

Nerve Stimulators  
Muscle Stimulators

**ENVIRONMENTAL PACKAGING SYSTEMS LIMITED**

6050 Almon Street  
Halifax, Nova Scotia  
B3K 1T8  
Tel:(902) 453-1828  
Fax:(902) 453-3681

**EXPORT CONTACT**

Barry Douglas Sibley  
Aka Chan

President  
Comptroller

Environmental Packaging Systems Limited is a manufacturing and distribution firm of diagnostic and infectious specimen containers used in the transportation process. The containers meet or exceed United Nations requirements for the shipment of infectious specimens. The products comply with all international air shipping regulations. Suitable marketing channels for export are through foreign distributors.

**PRODUCTS/SERVICES**

Containers



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**EVEREST & JENNINGS CANADIAN LIMITED**

111 Snidercroft Road  
Concord, Ontario  
L4K 2J8  
Tel:(416) 669-2381  
Fax:(416) 660-7875

**EXPORT CONTACT**

John Cowan	President
Diego Picchetti	Manager of Sales and Marketing
James Smith	Controller

Everest & Jennings Canadian Limited was incorporated in Ontario, 1962. The company is a manufacturer of wheelchairs and products for the disabled and is now the largest Canadian manufacturer of such devices, employing 180 people. The company does basic manufacturing involving metal fabrication of cold rolled steel tubing, machinery, brazing, plating and assembly. Everest & Jennings Canadian maintains a full sales/marketing capability supporting sales to dealers in Canada, agents and distributors outside Canada.

**PRODUCTS/SERVICES**

Wheelchairs  
Mobility Aids  
Lifters  
Commodes

**EXCEL-TECH LIMITED**

2892 Portland Drive  
Oakville, Ontario  
L6H 5W8  
Tel:(416) 829-5300  
Fax:(416) 829-5304

**EXPORT CONTACT**

Mr. John R. Mumford                      President

Excel-Tech Ltd. is a manufacturing firm performing in-house activities of research/development, production design/engineering and production/manufacturing. Suitable marketing channels for their products are through trading houses and retail dealers. Currently the firm exports to the United States, Taiwan, Korea, England, Saudi Arabia, Germany, France and Italy.

**PRODUCTS/SERVICES**

Electromedical Devices  
Ultra-Sound Equipment  
EMG Equipment  
EEG Units

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**FAUTEUILS NAPIERVILLE INCORPORATED**

5710, rue Notre-Dame, Ouest  
Montreal, Quebec  
H4C 1V2  
Tel:(514) 933-1280  
Fax:(514) 937-6002

**EXPORT CONTACT**

Mr. Albert Moore                      Sales Manager

Fauteuils Napierville Inc. is a distribution firm of Horizon wheeled geriatric specialized chairs. Suitable marketing channels for their products are through foreign agents and distributors, trading houses and retail dealers.

**PRODUCTS/SERVICES**

Chairs

**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, P.Eng.                      Director  
Mr. John Peacock

Federal Elevator Systems Inc. is a rapidly growing company specializing in the field of elevating devices for the disabled. They manufacture their products with a constant drive for quality and excellence with the ultimate goal of fulfilling the needs of the end user as the most important feature. While their standard products are manufactured in a way that makes them very versatile and applicable to many different uses, the strong engineering background allows them to tackle a diversity of special projects with the same rate of success. Currently they export to the United States.

**PRODUCTS/SERVICES**

Elevating Devices

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**FEDERAL PIONEER LIMITED**

19 Waterman Avenue  
Toronto, Ontario  
M4B 1Y2  
Tel:(416) 752-8020  
Fax:(416) 752-6230

**EXPORT CONTACT**

M.B. Wiseman  
J.S. Henderson

Manager of International Sales  
Assistant Manager of International Sales

Federal Pioneer Ltd. is a manufacturing firm performing the in-house activities of research/development, product design/engineering and production/manufacturing. Suitable distribution channels for their products are through foreign agents and distributors, trading houses and OEM'S. Currently they export to Oman, Trinidad, Venezuela, Taiwan, Cuba and the United States.

**PRODUCTS/SERVICES**

Power Distribution Systems  
Line Isolation Monitors  
Ground Integrity Monitors

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**FITTER INTERNATIONAL INCORPORATED**

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

**EXPORT CONTACT**

Karen Klemp	Manager
Louis Stack	Export Division

Fitter International Inc. is a distribution firm marketing a line of fitness trainers which aid in recovery from physical injury. The product bridges a gap between subacute programs and complete return to daily activities by recreating normal functional movement patterns. Fitter offers a complete rehabilitation program including proprioceptive development, muscular stabilization, joint mobilization and strength gains. The firm distributes their product through company sales representatives and foreign distributors. Currently they export to the United States, Australia, Scandinavia, Switzerland and the United Kingdom.

**PRODUCTS/SERVICES**

Balance Coordinator Trainers  
Physio Toners

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**FISCHER MEDICAL SYSTEMS CORPORATION**

#206-19425 Langley Bypass  
Surrey, British Columbia  
V3S 6K1  
Tel:(604) 534-7821  
Fax:(604) 534-6761

**EXPORT CONTACT**

Mr. Fred Fischer                      President

Fischer Medical Systems Corporation was incepted in 1980 as a distribution firm which provides sales, servicing, reconditioning, installation and calibration of medical diagnostic and imaging equipment. The firm 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 they export to Thailand.

**PRODUCTS/SERVICES**

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

**FORCE SENSING SYSTEMS**

125 Queenston Street  
Winnipeg, Manitoba  
R3N 0W4  
Tel:(204) 949-7675  
Fax:(204) 786-2834

**EXPORT CONTACT**

Mr. Andrew Frank                      Vice President/Marketing

Force Sensing Systems is a manufacturing firm which does research/development, production/design engineering and production. The Force Sensing Array is a tool which provides an objective means of assessing seating needs for spinal cord and other injury patients. Individually stored patient files can be printed to provide hardcopy justification for case workers, third party insurers or governmental agencies. Foreign agents, retail dealers and OEM'S are suitable marketing channels for the products. Exports countries currently include Saudi Arabia, Holland and the United States.

**PRODUCTS/SERVICES**

Seating Assessor Devices



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**FORMEDICA LIMITED**

1481 Begin  
St-Laurent, Quebec  
H4R 1V8  
Tel:(514) 336-4821  
Fax:(514) 336-2418

**EXPORT CONTACT**

Raymond Fortin                      President

Formedica Ltd. is a manufacturing firm which performs research/development, production design/engineering and production/manufacturing. Suitable distribution channels for their products are through foreign agents. Currently the firm exports to France.

**PRODUCTS/SERVICES**

Support Products  
Handicapped Security Systems

**FRED A. DUNGEY INCORPORATED**

29 Passmore Avenue, Suite 5  
Scarborough, Ontario  
M1V 3H5  
Tel:(416) 293-9580  
Fax:(416) 293-4972

**EXPORT CONTACT**

Mr. Fred Dungey	President
Mr. Bert Baker	Executive Vice President

Fred A. Dungey Inc. is a manufacturing firm which performs in-house research/development, production design/engineering and production/manufacturing of Peristaltic pumps and tubing. Suitable distribution channels for their products are through foreign distributors. Currently the firm exports to the United States.

**PRODUCTS/SERVICES**

Peristaltic Pumps

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## G.S. MANUFACTURING

745 Baker Crescent  
Kingston, Ontario  
K7M 6P5  
Tel:(613) 389-7026  
Fax:(613) 389-4849

### EXPORT CONTACT

George Graves	President
Susan Graves	Secretary/Treasurer

G.S. Manufacturing engineers have been involved in the design and fabrication of high quality institutional linen carts for over 60 years. Over the years G.S.M. has continued a tradition of innovative design engineering, to produce a wide selection of laundry carts of top quality construction, functional design and durability. Foreign distributors are a viable marketing route for their products. Currently they export to the United States.

### PRODUCTS/SERVICES

Linen Carts

**GARAVENTA (CANADA) LIMITED**

#7505-134A Street  
Surrey, British Columbia  
V3W 7B3  
Tel:(604) 594-0422  
Fax:(604) 594-9915

**EXPORT CONTACT**

Mr. Gordon Smith                      Export Manager

A leading manufacturer of inclined platform lifts, Garaventa offers a reliable, top quality stairway elevator. The Garaventa Stair-Lift is a wheelchair platform lift that travels along straight or turning stairways, stopping like an elevator at each floor to offer total building access to disabled users. Easy, independent operation and advanced safety and security designs are some features of this product. Garaventa also distributes emergency evacuation wheelchairs. The company currently exports to the United States, Australia, Japan, Korea, Hong Kong, Malaysia, New Zealand and Taiwan.

**PRODUCTS/SERVICES**

Wheelchair Lifts

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**GERMIPHENE CORPORATION**

P.O.Box 1748  
Hwy #2 East  
Brantford, Ontario  
N3T 5V7  
Tel:(519) 759-7100  
Fax:(519) 759-1625

**EXPORT CONTACT**

Ms. Leslie Drake                      President

An all Canadian company, Germiphene has been serving the dental and medical profession since 1954. The business is devoted to anticipating and responding to customer needs with innovative and superior products that are manufactured on premises in Brantford, Ontario. Adherence to strict standards of manufacture and quality control assure consistent high quality products. As the firm manufactures as well as distributes the products they are able to offer a satisfaction guarantee policy, technical advise on many products and some custom manufacturing. Currently they export to the United States, Australia and Taiwan.

**PRODUCTS/SERVICES**

Disinfectant Towelettes  
I.C. Gels  
Etchon Gels  
Formacresols  
Eugenols

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**GRAPHIC CONTROLS CANADA LIMITED**

215 Herbert Street  
Gananoque, Ontario  
K7G 2V4  
Tel:(613) 382-4733  
Fax:(613) 382-7036

**EXPORT CONTACT**

Gerhard Wendt	Export Sales Manager
Joyce Morley	Documents and Customer Service
Michelle Moulton	Customer Service Representative

Graphic Controls Canada Ltd. is a manufacturing firm involved in the areas of research/development, program design/engineering and production/manufacturing. Currently they export to Western Europe, Korea, Singapore, Australia, the Caribbean, Middle East, South America, Mexico and India. Suitable channels for marketing their products are through sales representatives and foreign distributors.

**PRODUCTS/SERVICES**

Cardiology Equipment  
Fetal Electrodes  
Equipment Electrodes  
Video Thermal Paper  
ECG Recording Paper

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**HCS HEALTH CARE SYSTEMS INCORPORATED**

#100-13511 Commerce Parkway  
Richmond, British Columbia  
V6V 2J8  
Tel:(604) 273-4900  
Fax:(604) 273-2764

**EXPORT CONTACT**

Mr. Robert L. Hawkins	C.E.O.
Mr. David Wilson	Vice President Sales and Operations
Mr. David Langley	Sales Manager

Health Care Systems Inc. is a manufacturing firm involved in research/development, production design/engineering and production/manufacturing of HealthVISION, a complete hospital information system. The system contains software modules for all financial, patient care and clinical applications within a hospital. Suitable distribution channels for marketing of the products are through foreign agents and company sales representatives. Currently exports are made to the United States, Australia and New Zealand.

**PRODUCTS/SERVICES**

Software

**HEALTH CARE PRODUCTS INCORPORATED**

165 Matheson Boulevard East  
Unit 8  
Mississauga, Ontario  
L4Z 3K2  
Tel:(416) 890-7100  
Fax:(416) 890-0886

**EXPORT CONTACT**

Mr. Frank Strong	President
Mr. Frank Midghall	Director of Marketing

Health Care Products Inc. is a manufacturing firm primarily involved in product design/engineering. Suitable distribution channels for their products are through trading houses, OEM'S, foreign agents and distributors. Currently they export to Taiwan, Korea, Thailand, Singapore and the United States.

**PRODUCTS/SERVICES**

Wipe Out Solutions  
Towelettes  
Sprays



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**HEAR SAVER LIMITED**

183 South Service Road West  
Grimsby, Ontario  
L3M 4G6  
Tel:(416) 945-2242  
Fax:(416) 945-3386

**EXPORT CONTACT**

T.E. Maloney                      President

Hear Saver Ltd. is a privately held incorporated firm headquartered in Grimsby, Ontario with a New York State subsidiary, Hear Saver Inc. It is a family business, which started manufacturing ear/eye protection products in 1969 for the military and industrial safety markets. With expansion Health Saver Products Division was established to market ear and eye protectors to the consumer market in 1972. They currently distribute to seventy-five countries. Suitable distribution channels are through trading hoses, OEM'S, foreign agents and distributors.

**PRODUCTS/SERVICES**

Eyewash Solutions  
Lens Cleaners  
Hearing Protectors

**HEAR-WELL TECHNOLOGIES INCORPORATED**

79 Lyon Avenue  
Guelph, Ontario  
N1H 5C7  
Tel:(519) 836-5098

**EXPORT CONTACT**

Mr. Wray Hutton                      President  
Dr. R. Wayne Gatehouse Ph.D    Vice President

Hear-Well Technologies Inc. was formed in 1987 (incorporated 1988) as a wholly owned research and development company for the purpose of designing a totally integrated computerized audiometric testing system that would be flexible enough to be used from simple screening to full clinical audiometry. The resultant hard and software were produced and marketed on a preliminary basis by late 1989. Since that time the company has continued to expand the system's capabilities and refine the technologies. Currently it is attempting to set up distribution networks. Suitable distribution channels are through company representatives and foreign distributors.

**PRODUCTS/SERVICES**

Audiometric Systems  
Software

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**HOSPITAL & KITCHEN EQUIPMENT LIMITED**

555 Oakdale Road  
Downsview, Ontario  
M3N 1W7  
Tel:(416) 746-4300  
Fax:(416) 746-6982

**EXPORT CONTACT**

Al McAra                      President  
Chris Dineley              Manager of Special Projects

Hospital & Kitchen Equipment Ltd is a manufacturing firm which performs the activities of research/development, production design/engineering and production/manufacturing. Foreign agents and retail dealers are suitable distribution channels for the marketing of their products. Currently they export to the United States, Europe, Korea, South Africa, Australia and New Zealand.

**PRODUCTS/SERVICES**

Instrument Sterilizers

**I.S.G. TECHNOLOGIES INCORPORATED**

3030 Orlando Drive  
Toronto, Ontario  
L4V 1S8  
Tel:(416) 672-1200  
Fax:(416) 672-2307

**EXPORT CONTACT**

Michael Greenberg	President and CEO
Tony O'Hara	Senior Vice President/Operations
Gerry McDonald	Vice President/Finance

I.S.G. Technologies Inc. designs, manufactures and services computer-based visual data processing systems used by radiologists and surgeons to display, manipulate and analyze two-dimensional and three dimensional images of a patients internal anatomy. The enhanced medical imaging capabilities of I.S.G.'s products improve medical diagnosis, surgical planning and communications between health care professionals and patients, leading to high quality patient care and less invasive surgery. ISG's workstations use industry standard computers augmented with proprietary hardware and software. Currently the products are being exported to the United States, Europe and Asia.

**PRODUCTS/SERVICES**

Medical Viewing Workstations  
Viewing Wands

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**IST CANADA INCORPORATED**

465 Dobbie Drive  
Cambridge, Ontario  
N1R 5X9  
Tel:(519) 623-4880  
Fax:(519) 623-4686

**EXPORT CONTACT**

Sheldon Hunt, Jr.	General Manager
Ralph Menzies	Plant Manager
Tim Pelot	Sales/Marketing

Imaging and Sensing Technology Canada Incorporated, located in a 25,000 square foot plant in Cambridge, Ontario is a subsidiary of Imaging and Sensing Technology Corporation. The Cambridge facility was founded in 1964 to manufacture and market, under license from Canadian Patents and Development Limited, the Self-Powered Detector (SPD) which was initially developed at Chalk River Nuclear Laboratories of AECL. Continued development of the nuclear flux detector and thermocouple temperature sensors have placed them in a prominent international position as suppliers of in-core monitors for commercial nuclear reactors. They have supplied many incore nuclear flux monitors for the worldwide CANDU program, ABB-Combustion Engineering reactors and both Loviisa reactors in Finland.

The major segments of I&ST Canada's technology base are Mineral Insulated (MI) Cable processing (co-drawing ceramics and metals), high alloy metal joining and nuclear level Quality Assurance system. A fully equipped metallographic and corrosion test lab supports production and development. Subsequently, this nuclear sensor expertise has been applied in developing products such as precision MI cable and a line of Environmental Monitoring Instrumentation for other markets. Product evolution and new product development are major commitments.

**PRODUCTS/SERVICES**

Nuclear Instrumentation  
Heat Stress Instrumentation

**IMAGING SYSTEMS DIVISION NCR CANADA LIMITED**

580 Weber Street N.  
Waterloo, Ontario  
N2J 4G5  
Tel:(519) 884-1710  
Fax:(519) 884-0610

**EXPORT CONTACT**

D. McLean                      Director Product Management  
W. Tait                         General Manager

NCR's Imaging Systems Division in Waterloo develops and produces products and systems for the business document processing market worldwide. This includes conventional item processing and imaging systems for financial documents such as checks and remittance as well as imaging systems for general purpose documents, such as correspondence, records and forms. ISD's products and systems are marketed through the NCR direct and indirect sales channels. Imaging products and subsystems will be sold on an OEM basis as well as transferred to other NCR organizations for inclusion in their products. Key technologies include: image lift and manipulation, recognition including hand print, precision electro-mechanical-optical engineering, Real Time systems software and document handling.

**PRODUCTS/SERVICES**

Management Systems  
Processing Systems

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**IMMUNOCORP SCIENCES INCORPORATED**

5800 Royalmount  
Montreal, Quebec  
H4P 1K5  
Tel:(514) 733-1900  
Fax:(514) 733- 1212

**EXPORT CONTACT**

Pierre Du Ruisseau            Vice President

IMMUNOCORP is a distribution firm. Suitable marketing channels for their products are through company representatives. Currently they export to France, Germany, Great Britain and Italy.

**PRODUCTS/SERVICES**

Hormonology Elisa Kits  
Coated Tubes

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**IMPERIAL SURGICAL INCORPORATED**

3585 St. Clair Avenue E.  
Scarborough, Ontario  
M1K 1L9  
Tel:(416) 264-2341  
Fax:(416) 264-2094

**EXPORT CONTACT**

Don Bernardo

Vice President/General Manager

In 1935 J.S. Soltermann and P. Aldwyn established J.S. Surgical supplies in Toronto. By the late 1940's the company has expanded and diversified into the full production of hospital case goods, examination tables, operating room equipment and sterilizer products. In 1952 the original owners severed their ties with the company and the new owners changed the name to Imperial Surgical. Since that time the firm has grown into a large and widely diversified manufacturer of high quality products for the health care industry. Computer aided design and continual new product development and manufacturing techniques help to keep Imperial Surgical on the leading edge of production design and quality fabrication.

**PRODUCTS/SERVICES**

Examination Tables  
Instrument/Dressing Tables  
Intravenous Suspension Products  
Orthopaedic Cast Carts  
Utility Storage Cabinets  
Surgical Case Carts  
Linen Carts  
Medicine Centres  
Counters  
Sinks  
Bassinets  
Stretchers  
Infant Care  
Anaesthesia Tables

Warming Cabinets  
Casework  
Mayo Stands  
Scoliosis Operating Frames  
Scrub Stations  
Autopsy Tables  
Dissecting Equipment  
Fume Hoods  
Bio Hazard Hoods  
Ventilation Systems  
Storage Cabinets  
Laboratory Furniture  
Pharmacy Systems



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## INNOVATIVE MEDICAL TECHNOLOGIES

#101-1450 Pearson Place  
Kamloops, British Columbia  
V1S 1J9  
Tel:(604) 374-0800  
Fax:(604) 374-1011

### EXPORT CONTACT

Richard Vollo	President
Wayne Dennill	Vice President

Innovative Medical Technologies Inc. is a manufacturing firm involved in the research/development, product design/engineering and production/manufacturing of a Rapid Immobilization Device and Composite Resin Spine Board. These products, created by 2 ambulance drivers, Richard Vollo and Wayne Dennill, have been approved by the B.C.Ambulance Service, Canadian Paraplegic Association and the Workers Compensation Board of B.C. Both products are registered with the U.S. Food and Drug Administration. Foreign distributors and retail dealers have been identified as suitable distribution channels for the products. Currently the firm exports to the United States, Japan and Indonesia.

### PRODUCTS/SERVICES

Spine Boards  
Immobilization Devices  
First Aid Equipment  
First Aid Storage Cases

**INTERNATIONAL HEALTHCARE SUPPLIES LIMITED**

90 Morgan Road, Suite 209  
Baie D'Urfe, Quebec  
H9X 3A8  
Tel:(514) 457-7711  
Fax:(514) 457-7712

**EXPORT CONTACT**

Kevin Henderson                      President  
Pierre Leblanc  
Randall Henderson

International Healthcare Supplies Ltd is a distribution firm. Suitable marketing channels for their products are through trading houses and foreign distributors.

**PRODUCTS/SERVICES**

Syringes

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**INTERNATIONAL MEDICAL MACHINES INCORPORATED**

955 Alness Street  
Downsview, Ontario  
M5P 2X9  
Tel:(416) 661-3035

**EXPORT CONTACT**

Dr. Norman Salansky  
Devorah Mandell

President  
General Manager

International Medical Machines Inc. is a manufacturing firm performing the activities of research/development, production design/engineering and production/manufacturing. The firm prefers to use foreign distributors for marketing their products, and currently exports to the United States and Great Britain. IMM Inc. manufactures the FABULIGHT system which is a portable, battery operated device, developed after years of research, much of which was sponsored by NCR Canada. FABULIGHT utilizes certain low energy laser parameters which do not cause destructive changes in tissue, but influence their metabolic processes, accelerating the bodies own healing mechanisms. FABULIGHT therapy may be beneficial to various pathologies, for example Dermatology (wound healing), Rheumatology, Sports Medicine, Traumatology and Lifestyle Modifications.

**PRODUCTS/SERVICES**

Photobiostimulation Systems

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**JOHN LEWIS INDUSTRIES LIMITED**

10300 Ray Lawson Boulevard  
Montreal, Quebec  
H1J 1M1  
Tel:(514) 352-2950  
Fax:(514) 355-7616

**EXPORT CONTACT**

Hiral Hogue            President  
Luigi Gentile        Vice President/Sales

John Lewis Industries Ltd. is a manufacturing company performing the activities of research/development, production design/engineering and production/manufacturing. Company representatives are the preferred method of distribution. Currently the company exports to Ireland, France, Germany, Italy, Belgium, the United States, Mexico, Venezuela, Australia and Japan.

**PRODUCTS/SERVICES**

Tongue Depressors  
Cervical Scrapers

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**JOHNS SCIENTIFIC INCORPORATED**

175 Hanson Street  
Toronto, Ontario  
M4C 1A7  
Tel:(416) 699-5555  
Fax:(416) 699-6536

**EXPORT CONTACT**

J. Paul Richards	President
Anne Nocon	Administrative Assistant
Bill Clark	Traffic Manager

A wholly owned and operated company, Johns Scientific Inc. has been providing the laboratory and science community with a wide range of equipment, instrumentation, glassware and supplies since 1928. In addition to distributing products from suppliers around the world, they have 3 manufacturing divisions of their own. SciCan Scientific Ltd. in Cobourg, Ontario was established in 1971 to take over production of the Maple Leaf Brand line of disposable clinical and pharmaceutical glassware. The line includes culture tubes, Pasteur pipets, bottles and vials, and many of the products are available with marking spots, colour coding, or custom ceramic printing to suit special clinical or industrial requirements. Maple Leaf Brand glassware is stocked in Toronto and Cobourg, Ontario and in regional centres across the country. Because of a significant cost advantage over imports, the line has gained wide acceptance in Canada and is sold through a network of distributors around the world.

**PRODUCTS/SERVICES**

Tubing Sets  
Pasteur Pipets  
Containers  
Microscope Slides

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**JOLDON DIAGNOSTICS**

81 Finchdene Square  
Scarborough, Ontario  
M1X 1B4  
Tel:(416) 292-1699  
Fax:(416) 293-2492

**EXPORT CONTACT**

Dr. Donald Segal	President
Mr. Colin Oster	Vice President/Sales and Marketing
Mr. Gary Slapack	Business Development/Technology Transfer Manager

Joldon Diagnostics is a leading Canadian manufacturer and international dealer of high quality immunoassay and/or clinical laboratory products. Over the last decade, Joldon Diagnostics has developed a significant market presence through the manufacturing of RIA kits and components for the assessment of thyroid status, quantitation of hormones, etc. Moreover, Joldon Diagnostics has manufactured OEM products to FDA/GMP guidelines and distributed them on a worldwide basis for large multinational companies. Joldon Diagnostics has in place an international distribution network covering fifteen European and Asian countries. Being a market driven company, Joldon Diagnostics has expanded its product base by both new product development and distribution. Joldon Diagnostics is the exclusive Canadian distributor for Nichols Institute Diagnostics; manufacturers of esoteric immunoassay kits for both the clinical and research market. Joldon's line of distributed product is expanding rapidly to include other diagnostics kits as well as capital equipment.

**PRODUCTS/SERVICES**

Immunoassay Products  
Laboratory Equipment

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**K INDUSTRIES LIMITED**

#818B - 59th Street East  
Saskatoon, Saskatchewan  
S7K 5Z6  
Tel:(306) 934-1116  
Fax:(306) 933-1010

**EXPORT CONTACT**

Mr. Ken Fleury	President
Mr. Ron N. Jones	Production Manager

K Industries Ltd. is a manufacturing company performing activities of research/development, production design/engineering and production/manufacturing. Foreign agents are a suitable avenue for distribution of the firms' products.

**PRODUCTS/SERVICES**

Wheelchair Lifts  
Chairs  
Transfer Systems  
Therapy Lifts  
Bed Tables  
Parallel Bars  
Hand Rails

**KVB MANUFACTURING**

62 Maple Avenue North  
Smith Falls, Ontario  
K7A 2A7  
Tel:(613) 283-3196

**EXPORT CONTACT**

Clifford L. Wolfe	President
Elizabeth A. Wolfe	Secretary/Treasurer

KVB Manufacturing was incorporated as 884770 Ontario Limited in May/1990, in order to separate manufacturing from the parent company KEL-VEC-BEC Ltd. The firm is involved in research/development and production design engineering of wheelchair lift and transfer systems. Products have been exported to Belgium through foreign distributors.

**PRODUCTS/SERVICES**

Wheelchair Lifts  
Transfer Systems



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**LABOTIX AUTOMATION INCORPORATED**

P.O.Box 24  
Peterborough, Ontario  
K9J 6Y5  
Tel:(705) 295-4281  
Fax:(705) 295-6404

**EXPORT CONTACT**

R.J. Lipscombe                      President

Labotix was established by the Research & Development Corporation of the Hospital for Sick Children, Toronto, Ontario. Today it has developed into a company which provides leading edge technology to optimize laboratory sample preparation. Consisting of a robotic arm, Micro computer, operating software and peripheral devices, the Labotix is a completely integrated robotic workcell. All units are designed and configured to suit specific applications. The company uses representatives for product distribution and currently exports to the United States.

**PRODUCTS/SERVICES**

Robotic Automation  
Software

**LABSOFT INCORPORATED**

P.O.Box 456  
Terminal B  
London, Ontario  
N6A 4W8  
Tel:(519) 667-2041  
Fax:(519) 434-0907

**EXPORT CONTACT**

Mr. Stuart Bevan	President
Mr. Tim Lownie	C.E.O.

LABSOFT Inc. is a manufacturing firm involved in the research/development, production design/engineering and production manufacturing of The Analyzer. The unit provides computer based data reports from switch or transducer input for subsequent analysis and record keeping to aid in treatment of individuals with multiple physical disabilities. Suitable distribution channels are through trading houses, foreign agents and distributors. Currently the company exports to the United States.

**PRODUCTS/SERVICES**

Analyzers

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**LABTICIAN OPHTHALMICS INCORPORATED**

2140 Winston Park Drive, Unit 6  
Oakville, Ontario  
L6H 5R1  
Tel:(416) 829-0055  
Fax:(416) 829-0056

**EXPORT CONTACT**

R. David Sculati                      Vice President

Labtician Ophthalmics, Inc. is an Ontario based manufacturer and distributor of medical devices used by ophthalmologists in surgical applications. Labtician designs, develops and manufactures retinal implants used in the surgical treatment of retinal detachments. Because of the specialized nature of the market, Labtician is highly export oriented. Labtician Implants are marketed through exclusive distributors in over 30 countries.

**PRODUCTS/SERVICES**

Ophthalmic Retinal Implants

**LE-HAN CANADA INCORPORATED**

#815-123 Edward Street  
Toronto, Ontario  
M5G 1E2  
Tel:(416) 979-3501  
Fax:(416) 979-8755

**EXPORT CONTACT**

Mr. Leo Weil            President

The principals of LE-HAN Canada Inc. have been supplying the dental profession for the last 36 years and have been involved in dental exports 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 the dental profession. Some products have interesting application in the Hospital, Medical, Acupuncture and Electrolysis disciplines. A recent addition is an ultraviolet sterilizer which has a place in locations which should be kept free of bacteria, viruses and similar contaminants. Presently the company ships products to Australia, Austria, Costa Rica, England, Germany, Hong Kong, Indonesia, Israel, South Korea, Mexico, Netherlands, New Zealand, Portugal, Singapore, South Africa, Sweden, Switzerland, Taiwan, Thailand and the United States.

**PRODUCTS/SERVICES**

Operative Pin Sets  
Mouth Props  
X-Ray Equipment  
Safety Glasses  
Sterilizers  
Name Tags  
Handpiece Cleaning Devices  
Splinting Kits  
Hearing Protectors

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**LEON-RAM ENTERPRISES INCORPORATED**

135 York Road East  
Yorkton, Saskatchewan  
S3N 3Z4  
Tel:(306) 783-6592  
Fax:(306) 782-1884

**EXPORT CONTACT**

Mr. Leon Malinowski  
Mr. Lorne McLaren

President  
Manager-Contract Division

Leon-Ram Enterprises Inc. is a manufacturing company operating in the areas of research/development, production design/engineering and production/manufacturing of manual and electric health care beds. Suitable distribution channels for the marketing of their products are foreign agents and retail dealers.

**PRODUCTS/SERVICES**

Beds

**LES ENTREPRISES GALENICA INCORPORATED**

Case Postale 13  
St. Thérèse, Quebec  
J7E 4H7  
Tel:(514) 437-3111  
Fax:(514) 430-1467

**EXPORT CONTACT**

Jacques Marcotte	General Manager
Betty Mailhot	Sales

Les Entreprises Galenica Inc. is a manufacturing and distribution firm involved in research/development and production/manufacturing. Preferred product export channels are through foreign agents and representatives. Currently the firm exports to the United States, France, Italy, Netherlands, Greece, Mexico, Denmark and Australia.

**PRODUCTS/SERVICES**

Vaginal Speculas  
Anoscopes  
Amniotomes  
External Clamps  
Light Sources

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**LES EQUIPEMENTS ADAPTÉS PHYSIPRO INCORPORATED**

783 rue Longpré  
Sherbrooke, Quebec  
J1G 4S8  
Tel:(819) 823-2252  
Fax:(819) 565-3337

**EXPORT CONTACT**

Suzanne Blais                      General Manager

Les Equipements Adaptés Physipro Inc. is a company specializing in the fabrication of posture seats and technical aids intended for people suffering handicaps or loss of self-sufficiency. Their products include prone boards and seating simulators. Physipro has invested in technological research and development with the goal of offering innovative products which answer the needs of the users and their aides. Suitable marketing channels for their products are through foreign agents and distributors.

**PRODUCTS/SERVICES**

Prone Boards  
Seating Simulators

**LICAN MEDICAL PRODUCTS LIMITED**

5120 Halford Drive  
Windsor, Ontario  
N9A 6J3  
Tel:(519) 737-1142  
Fax:(519) 737-1528

**EXPORT CONTACT**

Steve Livneh	President
Deborah Livneh	Vice President

Lican Medical Products Ltd. is a manufacturing firm involved with research/development, production design/engineering and production manufacturing of surgical instruments. Currently they export to the United States.

**PRODUCTS/SERVICES**

Forceps  
Medical Equipment



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**LIPEX BIOMEMBRANES INCORPORATED**

3550 West 11th Avenue  
Vancouver, British Columbia  
V6R 2K2  
Tel:(604) 734-8263  
Fax:(604) 734-2390

**EXPORT CONTACT**

Angela Hope                      President

Lipex Biomembranes Inc. is a manufacturing firm performing activities of research/development, production design/engineering and production/manufacturing of extruders for liposome production. The firm currently exports to the United States, Japan and European countries.

**PRODUCTS/SERVICES**

Liposome Extruders

**LITERIE DRUMMOND LIMITED**

#47-118E Avenue  
Drummondville, Quebec  
J2B 4C7  
Tel:(819) 474-1331  
Fax:(819) 474-4115

**EXPORT CONTACT**

Mr. Richard Dorais            President

Literie Drummond Ltd. is a manufacturing firm involved in research/development, production design/engineering and production/manufacturing. Foreign agents and retail dealers are preferred export channels for their products.

**PRODUCTS/SERVICES**

Mattresses

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**LITERIE GIDDINGS LIMITED**

395 St Valier  
Granby, Quebec  
J2G 7Y1  
Tel:(514) 378-7941  
Fax:(514) 378-5813

**EXPORT CONTACT**

Mr. Robert Valverde	Vice President
Mr. Joel Le Coze	Vice President
Mr. Gilles Grondin	Vice President

Literie Giddings Ltd. is a manufacturing firm involved in research/development, production design/engineering and production/manufacturing. They prefer company representatives for export of their products.

**PRODUCTS/SERVICES**

Mattresses  
Beds

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**LUMACELL INCORPORATED**

120 Nashdene Road  
Scarborough, Ontario  
M1V 2W3  
Tel:(416) 292-9782  
Fax:(416) 299-1037

**EXPORT CONTACT**

Mr. Dave Rycroft

President

Mr. Barry Steinberg

Marketing Manager

Lumacell Inc. is a manufacturing firm which performs research/.development, production design/engineering and production/manufacturing. Preferred marketing channels for their products are through company representatives, foreign agents and distributors. Currently exports are made to the United States, Saudi Arabia and Bermuda.

**PRODUCTS/SERVICES**

Emergency Lighting Equipment  
Exit Signs  
Emergency Power Systems

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**MAAX INCORPORATED**

600 Route Cameron  
P.O.Box 1030  
Ste-Marie, Quebec  
G6E 3C2  
Tel:(418) 387-4155  
Fax:(418) 387-3507

**EXPORT CONTACT**

Dagmar Egerer

U.S. Sales Manager

MAAX Inc. is a manufacturing company involved in research/development, production design/engineering and production/manufacturing. Currently they export to the United States, Taiwan, Hong Kong and Saudi Arabia preferring foreign agents as suitable marketing channels for their products.

**PRODUCTS/SERVICES**

Massage Devices  
Grab Bars

**MDS HEALTH GROUP LIMITED**

100 International Boulevard  
Etobicoke, Ontario  
M9W 6J6  
Tel:(416) 675-6777  
Fax:(416) 672-4222

**EXPORT CONTACT**

Mr. Ed Rygiel                      Senior Vice President/Corporate Development

MDS Health Group Ltd. is a partner in health care, collaborating with health care professionals, governments, institutions and corporations to provide cost-effective products and services that contribute to the health and well being of people. The core businesses of MDS provide community based diagnostic and health assessment services which support physicians and other health care providers in serving patients. MDS is also actively involved in other segments of health care through strategic investments and anticipates in the building of embryonic health care companies through a 33% owned venture capital affiliate, MDS Health Ventures Inc.

**PRODUCTS/SERVICES**

Spectrometers  
Wheelchairs

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**MEC-INOV INCORPORATED**

840 rue Ste-Therese  
Quebec, Quebec  
G1N 1S7  
Tel:(418) 683-0664  
Fax:(418) 682-5594

**EXPORT CONTACT**

Mr. Louis Gosselin            President

MEC-INOV Inc. is a manufacturing firm involved in research/development, production design/engineering and production/manufacturing. Foreign distributors are a preferred channel for marketing of products.

**PRODUCTS/SERVICES**

NeuroSurgery Stereofaxic Systems  
Software

**MTM HEALTH PRODUCTS LIMITED**

2349 Fairview Street  
Burlington, Ontario  
L7R 2E3  
Tel:(416) 333-0720  
Fax:(416) 632-2646

**EXPORT CONTACT**

Mr. Richard Glanville-Brown

Vice President/Marketing

MTM Health Products Ltd. is a manufacturing company which performs research/development, production design/engineering and production/manufacturing of mouth to mask resuscitators and IV Push pressure infusors. Currently the products are exported to the United States, United Kingdom, Italy, Belgium, Netherlands, Japan, Australia, Israel and France.

**PRODUCTS/SERVICES**

Resuscitators  
IV Pressure Infusors



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**MADENTA COMMUNICATIONS INCORPORATED**

P.O.Box 25  
Advanced Technology Centre  
9650-20th Avenue  
Edmonton, Alberta  
T6N 1G1  
Tel:(403) 450-8926, 1-800-661-8406  
Fax:(403) 428-5376

**EXPORT CONTACT**

Randy Marsden                      President  
Penny Tomniuk                      Marketing

Madenta Communications Inc. is a manufacturing firm performing research/development, production design/engineering and production/manufacturing of assistive technology. All their products comply with the Americans With Disabilities Act by providing people with disabilities equal access to computers. Currently the company exports to the United States.

**PRODUCTS/SERVICES**

Software

**MARIVAC LIMITED**

5821 Russell Street  
Halifax, Nova Scotia  
B3K 1X5  
Tel:(902) 454-5544  
Fax:(902) 455-4007

**EXPORT CONTACT**

Mr. Richard James            President

MARIVAC Ltd. is a distribution firm for electron microscope laboratory equipment. Foreign agents are a preferred export channel. Currently they export to the United States, United Kingdom, Germany and Indonesia.

**PRODUCTS/SERVICES**

Electron Microscope Supplies  
Software

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**MAVERICK SURGICAL INCORPORATED**

#16940 - 87th Avenue  
Edmonton, Alberta  
T5R 4H5  
Tel:(403) 489-1705  
Fax:(403) 483-5735

**EXPORT CONTACT**

Jerry Gordon                      President  
Ken Northey                      Controller

Maverick Surgical Inc. is a manufacturing firm which performs research/development, production design/engineering and production/manufacturing of medical carts and other devices. Suitable distribution channels for their products are through OEM'S, foreign agents and distributors. Currently the firm exports to the United States.

**PRODUCTS/SERVICES**

Carts  
Armboard Gears  
Cysto Baskets  
Cysto Containers  
Nail Punches  
Hose Heater Retainer Assemblies  
Instrument Racks  
Osteotomes  
Arthroscopic Wrist Devices  
Arthroscopic Ankle Devices  
Gas Bayonets  
Instrument Strings  
Prosthesis Hinges  
Bassinets

**MED-EMERG INCORPORATED**

2550 Argentia Road, Suite 205  
Mississauga, Ontario  
L5N 5R1  
Tel:(416) 858-1368  
Fax:(416) 858-1399

**EXPORT CONTACT**

Ramesh Zacharias	President
John Park	Marketing Manager

Med-Emerg Inc. is a Canadian owned medical services company that has been in business since 1983. Specializing in emergency medical services the company is the largest group of emergency physicians in the country and staffs and manages hospital emergency departments. MEI also owns and operates urgent/care walk-in clinics, manages an airport clinic at the new Terminal Three Toronto Airport and contracts with the Canadian government to provide primary and specialty care to penitentiaries.

In the international marketplace MEI has the capability to provide both health care consulting expertise and/or operational and management services to hospitals. MEI has recently formed a joint venture partnership in Saudi Arabia with a large international hospital chain and local partners to secure hospital operation and maintenance contracts in the Gulf States.

MEI's expertise as a hands-on emergency services company enables them to conduct a practical review and to assist in the implementation of the recommendations arising from this review.

**PRODUCTS/SERVICES**

Hospital Maintenance and Operation  
Consulting

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**MED\*EX DIAGNOSTICS**

51 Leeder Avenue  
Coquitlam, British Columbia  
V3K 3V5  
Tel:(604) 525-3685  
Fax:(604) 525-3914

**EXPORT CONTACT**

Mr. Mark Kaliciak            Vice President/Manufacturing  
Mr. Ian Isbister            Vice President/Finance

Med\*Ex Diagnostics is a manufacturing firm involved in research/development, production design/engineering and production/manufacturing. The company primarily exports to the United States and has a U.S. based distributor for worldwide sales.

**PRODUCTS/SERVICES**

Infant Warmers  
Physical Abilities Testing

**MED-I-PANT INCORPORATED**

4100 Parthenais  
Montreal, Quebec  
H2K 3T9  
Tel:(514) 522-1224  
Fax:(514) 522-8448

**EXPORT CONTACT**

Mr. David Schreiner

Executive Vice President

MED-I-PANT Inc. was started in 1977 with three employees, manufacturing a single reusable incontinence care product design. Canadian manufacturing and marketing of the SLEEP-KNIT line of knitted, fitted sheets commenced, under license, in 1984. Since that time they have also introduced the MED-I-CART range of soiled linen laundry carts and the PRIVA Home Healthcare/Retail division. MED-I-PANT is represented with distributors throughout the EEC, Israel, Australia, New Zealand, Japan and Hong Kong.

**PRODUCTS/SERVICES**

Incontinence Care Products  
Linens  
Linen Carts  
Diapers

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**MEDALLION PLASTICS LIMITED**

5419 Fairview Street  
Burlington, Ontario  
L7L 5J7  
Tel:(416) 639-9230  
Fax:(416) 639-6894

**EXPORT CONTACT**

Robert Charbonneau      President  
Donna Stevenson        Account Manager

Medallion Plastics Ltd. is a manufacturing firm performing in-house activities of research/development, production design/engineering and production/manufacturing. Suitable distribution channels for the marketing of their products are through OEM'S, foreign agents and distributors. Currently exports are made to the United States.

**PRODUCTS/SERVICES**

Gas Sterilization Bags  
Bibs  
Medical Clothing

**MEDI-MAN REHAB PRODUCTS INCORPORATED**

5630 Tomken Road  
Mississauga, Ontario  
L4W 1P4  
Tel:(416) 238-9199  
Fax:(416) 624-0211

**EXPORT CONTRACT**

Mr. Morris Strong	President
Kelvin Czemerer	Secretary/Treasurer

MEDI-MAN Rehab Products Inc. is a manufacturing firm performing research/development, production design/engineering and production/manufacturing activities. They prefer company representatives for product marketing. Currently they export to the United States and United Kingdom.

**PRODUCTS/SERVICES**

Transfer Systems  
Toilet Lifts  
Bathing Systems  
Gel-Mattresses



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**MEDICAL PLASTIC DEVICES INCORPORATED**

161 Oneida Drive  
Pointe-Claire, Quebec  
H9R 1A9  
Tel:(514) 694-9830  
Fax:(514) 697-7012

**EXPORT CONTACT**

W.A. Lloyd	President
Gregg Lapointe	Vice President
Doug Nisbet	Production Supervisor

Medical Plastic Devices (MPD) Inc. was formed in 1984 to provide precision injection molded 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 molding 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 Molding Services" including; participation in the design of new products, advising in choice of materials, design and manufacture of molds 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 processed, inspected and packaged according to customer specifications is provided. Currently MPD exports to the United States.

**PRODUCTS/SERVICES**

Syringes  
Tongue Depressors  
Catheter Accessories  
Vaginal Speculas  
Plastic Medical Components

**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 Inc. is a Canadian owned company which was incorporated in 1976. Specializing in the design, development and manufacturing of Peritoneal Dialysis equipment for use in hospitals and at home, they also produce disposable tubing sets as well as custom manufacturing of other disposable products. Medionics has won several national, state and local awards including the 1987 Gold Medal in the Small Business category of Canada Awards for Business Excellence. They are the holders of several patents for innovations in Peritoneal Dialysis instrumentation. Presently Medionics exports to Europe, Japan, Singapore, Mexico, Saudi Arabia and the United States.

**PRODUCTS/SERVICES**

Peritoneal Dialysis Equipment  
Tubing Sets

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**MEDITEK**

1049 Erin Street  
Winnipeg, Manitoba  
R3G 2X1  
Tel:(204) 786-8611

**EXPORT CONTACT**

R.T. Samuels                      Sales Manager

Meditek is a manufacturing company which performs research/development, production design/engineering and production/manufacturing of a variety of medical tables. Preferred marketing channels are through foreign agents and distributors. Currently they export to the United States and Australia.

**PRODUCTS/SERVICES**

Surgical Tables  
Orthopaedic Tables  
Urological Tables  
Obstetrical Tables  
Leg Support Systems

**MERCURY MEDICAL PRODUCTS LIMITED**

55 Trottier Bay  
Winnipeg, Manitoba  
R3T 3R3  
Tel:(204) 477-5272  
Fax:(204) 475-6684

**EXPORT CONTACT**

Chris Simeonidis

Mercury Metal Products Ltd. is a manufacturing firm which performs the activities of production design/engineering and production/manufacturing. OEM'S, foreign agents and distributors are preferred marketing channels for their products. They are presently exporting to the United States.

**PRODUCTS/SERVICES**

Grab Bars

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**MICROLITES SCIENTIFIC**

#2370-A8 Midland Avenue  
Scarborough, Ontario  
M1S 5C6  
Tel:(416) 299-5301  
Fax:(416) 299-1309

**EXPORT CONTACT**

Frank Nasser	General Manager
Monika Mayer	Export Sales
Susan Keatley	Customer Service

MICROLITES SCIENTIFIC was incorporated in Toronto, Ontario in mid 1985 as a wholly-owned division of West-End Trading Company Ltd. The company specializes in the supply of replacement lamps used in science and technology, covering a wide range of applications, from microscopes and optical instruments to projection equipment and photo-laboratories. Typical customers are hospitals, colleges, universities, government health authorities, school boards, private clinics, industrial research laboratories as well as photographic sector and theatrical applications. The company is a leading supplier at both the retail and wholesale levels in Canada, the U.S.A. and Europe.

The program covers all specialized applications ranging from incandescent tungsten lamps with modified bases, to Mercury and Xenon burners and halogens. Special modifications are made to order in their own facilities.

**PRODUCTS/SERVICES**

Light Sources

**MILATEX ENTERPRISES**

P.O.Box 393  
Pickering, Ontario  
L1V 2R6  
Tel:(416) 509-1551  
Fax:(416) 509-1551

**EXPORT CONTACT**

Chandra Ratnayake

President

Milatex Enterprises is a distribution firm. Foreign agents and distributors are the preferred marketing channel for their products which are currently exported to Australia, South Korea, Sri Lanka and South Africa.

**PRODUCTS/SERVICES**

Alcohol Testers  
Radiation Detectors  
Lasers  
Heart Rate Monitors  
Ultra-Sound Equipment  
Cancer Diagnostic Kits

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**MIRZA INTERNATIONAL**

1989 Des Roses  
Carignan, Quebec  
J3L 5L7  
Tel:(514) 447-7000  
Fax:(514) 447-4000

**EXPORT CONTACT**

Asaf Mirza

Mirza International is a service firm involved in distribution of used medical and laboratory equipment. Foreign agents are the preferred distribution method and currently products are exported to Pakistan.

**PRODUCTS/SERVICES**

Used Medical Equipment

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**MITROFLOW INTERNATIONAL INCORPORATED**

11220 Voyager Way, Suite 1  
Richmond, British Columbia  
V6X 3E1  
Tel:(604) 270-7751  
Fax:(604) 270-6308

**EXPORT CONTACT**

Mr. Paul Geyer	CEO/Director of Operations
Mr. Kurt Peinhof	Product Manager

Mitroflow International Inc. manufactures and distributes the Mitroflow pericardial heart valve, an artificial tissue heart valve for the replacement of all four types of damaged or diseased human heart valves. The company also produces two accessory products, a sizer kit and a handle kit which are used during the implant procedure.

Mitroflow International Inc. has 1,500 square feet of Class 1000 clean room space and 2,000 square feet of Class 10,000 clean room space both with Class 100 Workbench areas. The company also has two steam autoclaves for steam sterilization of medical products. Current markets include West Germany, France, Sweden, Italy, Spain, Belgium, Austria, Turkey, Netherlands, Switzerland, Australia, and the United Kingdom.

**PRODUCTS/SERVICES**

Pericardial Heart Valve  
Sizer Set  
Universal Handle Set



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**MORGAN RAPPS CORPORATION**

R.R.#1  
St. Andrews, New Brunswick  
E0G 2X0  
Tel:(506) 529-8761  
Fax:(506) 529-3535

**EXPORT CONTACT**

Sandy Morgan                      President

Morgan Rapps Corporation is a manufacturing firm involved in the research/development, product design/engineering and production/manufacturing of reusable incontinence care products. The products meet government standards for durability and environmental friendliness. They frequently work with institutions to develop products to solve specific or unique problems. Currently the products are exported to the United States with foreign distributors being the preferred method of distribution.

**PRODUCTS/SERVICES**

Bibs  
Liners  
Underpads  
Medical Clothing  
Diapers

**NSI NURSING SYSTEMS INCORPORATED**

#103-108 Research Drive  
Innovation Place  
Saskatoon, Saskatchewan  
S7N 3R3  
Tel:(306) 975-1922  
Fax:(306) 975-1902

**EXPORT CONTACT**

Barbara Rackham                      Vice President

NSI Nursing Systems Inc. is a manufacturing firm performing research/development, production design/engineering and production/manufacturing. Suitable distribution channels for marketing their products are through company representatives and foreign distributors.

**PRODUCTS/SERVICES**

Information Systems

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**NAM TAI ELECTRONICS LIMITED**

#101-4185 Still Creek Drive  
Suite B  
Burnaby, British Columbia  
V5C 6G9  
Tel:(604) 299-3001  
Fax:(604) 299-3031

**EXPORT CONTACT**

Mr. M.K. Koo	President
Miss Debbie Li	Marketing
Mr. Mark Waslen	Finance and Administration
Mr. Matthew Lam	Research and Development Manager

Nam Tai Electronics (Canada) Ltd. is involved in the design, development and manufacture of consumer electronic products such as blood pressure monitors and electronic weighing scales. Preferred marketing channels are through retail dealers, OEM'S, foreign agents and distributors. Currently the products are exported to South East Asia, the United States, Japan, Australia and Germany.

**PRODUCTS/SERVICES**

Blood Pressure Apparatus  
Thermometers  
Weighing Scales

**NATIONAL SYSTEMS COMPANY**

P.O.Box 157  
31 B Durward Place  
Waterloo, Ontario  
N2J 3Z9  
Tel:(519) 884-0270  
Fax:(519) 884-0279

**EXPORT CONTACT**

A. Wayne Pearson                      President

National Systems Company is a manufacturing firm involved in production design/engineering and production/manufacturing. Company sales representatives are the preferred marketing channel with products currently exported to the United States and Bermuda.

**PRODUCTS/SERVICES**

Charting Systems  
Self-Adhesive Pockets  
Plastic Pockets  
Labels and Tapes  
Kardex Panels  
Ringbinder Racks  
Sheet Lifters  
Linen Carts  
Doctor and Nurse Alerts

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**NIGHTHAWK MANUFACTURING INCORPORATED**

#2-51331 Range Road 224  
Sherwood Park, Alberta  
T8C 1H3  
Tel:(403) 922-4882  
Fax:(403) 922-4451

**EXPORT CONTACT**

Darrell Fakeley                      President  
Heidi Waller                         Secretary/Treasurer

Nighthawk Mfg. Inc. is a manufacturing company involved in research/development, production design/engineering and production/manufacturing of wheelchair upholstery and accessories. Preferred method of distribution is by company representatives and retail dealers.

**PRODUCTS/SERVICES**

Wheelchair Upholstery  
Wheelchair Accessories

**NORDION INTERNATIONAL INCORPORATED**

447 March Road  
P.O.Box 13500  
Kanata, Ontario  
K2K 1X8  
Tel:(613) 592-2790  
Fax:(613) 592-8121

**EXPORT CONTACT**

Sandor Erdelyi

Market Development Officer/Therapeutic Products

Nordion is a large supplier of cobalt 60, the radioisotope most commonly used as an energy source in cancer therapy. It is also employed in commercial radiation processing for the sterilization of surgical and medical supplies, for combatting foodborne disease, and disinfecting waste. Nordion also provides most other reactor-produced radioisotopes used around the world, primarily for medical diagnosis, notably molybdenum-99 and its daughter, technetium 99m.

Together with the University of Quebec's Armand-Frappier Institute, Nordion operates the Canadian Irradiation Center at Ville de Laval, near Montreal. The CIC conducts applied research and development in irradiation technology, extensive training and active demonstration programs related to radiation processing and safety.

**PRODUCTS/SERVICES**

Microspheres  
Radioisotopes

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**NORM BATES AND ASSOCIATES**

20 Shaw Street  
Toronto, Ontario  
M6J 2W2  
Tel:(416) 345-9187  
Fax:(416) 345-9275

**EXPORT CONTACT**

Norm Bates            President

Norm Bates and Associates is a manufacturing firm whose activities include research and development of orthopaedic soft goods. Foreign distributors are a suitable marketing channel for their products. Presently exports are made to Switzerland, the United Kingdom and the United States.

**PRODUCTS/SERVICES**

Cervical Collars  
Clavicle Straps  
Cast Shoes  
Stockinettes  
Leg Immobilizers

**O-TWO SYSTEMS INTERNATIONAL INCORPORATED**

7575 Kimbel Street  
Mississauga, Ontario  
L5S 1C8  
Tel:(416) 677-9410  
Fax:(416) 677-2035

**EXPORT CONTACT**

Joe Lassaline	President
Ken Thom	Sales Director
Kevin Bowden	Product Specialist

O-Two Systems is a wholly Canadian owned manufacturing company operating from 23,000 square feet in Mississauga, Ontario. The company manufactures its products at this location and has two other locations in British Columbia and Alberta. Its products are primarily geared to ambulance, Fire and Rescue, military, industry and home healthcare. The U.S. Military is a major purchaser of this equipment. Many of the products are ideally suited for the petro-chemical industry and other toxic environments where safety and rescue are required. The company is in its 21st year of operation. and continues to enhance and expand its line of respiratory and related products. Currently they export to the United States, Great Britain, France, Chile, Colombia, Argentina, Singapore, Malaysia, Thailand, Hong Kong and Latin America.

**PRODUCTS/SERVICES**

Ventilation Systems  
Resuscitators  
Analgesic Gas Systems  
Demand Valves  
Oxygen Equipment  
Breathing Apparatus  
Trauma Kits



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**OMEGA LABORATORIES LIMITED**

#11, 177 Hamon  
Montreal, Quebec  
H3M 3E4  
Tel:(514) 335-0310  
Fax:(514) 339-1407

**EXPORT CONTACT**

Francois Angers  
Eric Ronald Vrancken  
Eric Vrancken

President  
Vice President  
Director of Sales and Marketing

Omega Laboratories Ltd. is a manufacturing firm performing research/development, production design/engineering and production/manufacturing. Company representatives are a preferred marketing channel for their products which are currently exported to the United States.

**PRODUCTS/SERVICES**

Allergy Diagnostics

**ORTECH INTERNATIONAL**

2395 Speakman Drive  
Mississauga, Ontario  
L5K 1B3  
Tel:(416) 822-4111  
Fax:(416) 823-1446

**EXPORT CONTACT**

Mr. Paul F. Elder                      Director/Marketing

ORTECH International is an independent technical consulting and contract R & D organization. Business and technical viewpoints are applied to clients' needs in areas including process and product development; materials selection, formulation, evaluation and specification testing. They have worked on behalf of clients in medical implants, electromechanical, biotechnology, packaging and waste management technologies.

**SERVICES**

Consulting  
R & D Services

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**ORTHO ACTIVE APPLIANCES LIMITED**

#4-211 Schoolhouse Street  
Coquitlam, British Columbia  
V3K 2N2  
Tel:(604) 520-3414  
Fax:(604) 520-1193

**EXPORT CONTACT**

Ken Parkinson	Director
Mary Parkinson	General Manager
Ron Munroe	Sales

Ortho Active Appliances Ltd. is a manufacturing firm involved in research/development, production design/engineering and production/manufacturing of orthopedic supports. Preferred distribution channels are through retail dealers and foreign distributors. Currently they export to the United States.

**PRODUCTS/SERVICES**

Support Products  
Shoulder Immobilizers  
Braces  
Prosthetic Devices

**ORTHO-MCNEIL INCORPORATED**

19 Green Belt Drive  
Don Mills, Ontario  
M3C 1L9  
Tel:(416) 449-9444  
Fax:(416) 442-2513

**EXPORT CONTACT**

Mr. Greg Anderson                      Vice President/Corporate Development and Biotech

Ortho-McNeil Inc. is a manufacturing company involved in research/development, production design/engineering and production/manufacturing of intrauterine copper contraceptives. They currently export to Switzerland, France, Argentina, Belgium, England, Germany, Mexico, Portugal, Puerto Rico and the Dominican Republic.

**PRODUCTS/SERVICES**

Intrauterine Copper Contraceptives

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**ORTHOFAB INCORPORATED**

2160 De Celles  
Quebec, Quebec  
G2C 1X8  
Tel:(418) 847-5225  
Fax:(418) 847-5378

**EXPORT CONTACT**

Yvon Giasson	President
Alain Gaudet	Vice President

Orthofab Inc. is a manufacturing company performing the activities of research/development, production design/engineering and production/manufacturing of products for the disabled. Foreign distributors and OEM'S are suitable distribution channels for their products. Presently they export to the United States.

**PRODUCTS/SERVICES**

Wheelchairs  
Modular Grips  
Electric Lifts

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**PACIFIC EMERGENCY PRODUCTS INCORPORATED**

585 Gaston Avenue  
Kelowna, British Columbia  
V1Y 7E6  
Tel:(604) 763-1357  
Fax:(604) 763-9730

**EXPORT CONTACT**

Mr. Bradley J. Field	President
Mr. Dan White	U.S. Sales Manager
Mr. Perry J. Dumonceaux	Canadian and International Sales Manager

Pacific Emergency Products Inc. is a manufacturing company which is involved in research/development, production design/engineering and production/manufacturing of emergency medical products. Foreign distributors are a preferred marketing channel for their products which are currently exported to the United States, Great Britain, Ireland, Germany, Australia, Japan and Saudi Arabia.

**PRODUCTS/SERVICES**

Body Armour  
Soft Carry Kits  
Emergency Medical Products

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**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. Inc. is a manufacturing company performing research/development, production design/engineering and production/manufacturing of home health care products and accessories for handicapped people. Foreign distributors are a suitable marketing channel for their products. Presently they export to the United States.

**PRODUCTS/SERVICES**

Home Health Care Equipment  
Handicapped Accessories

**PHOENIX BIOMEDICAL PRODUCTS INCORPORATED**

7085 Tomken Road  
Mississauga, Ontario  
L5S 1R7  
Tel:(416) 670-8299  
Fax:(416) 670-0195

**EXPORT CONTACT**

Ezzat Iskander                      President

Founded in 1980, Phoenix Biomedical is a manufacturer of sterile, disposable petri dishes, and is a leader in its field. Production capacity is well over 200 million petri dishes per year. Success has been based on an underlying commitment to provide the biomedical community with the high quality products it demands.

Phoenix Biomedical manufactures a variety of styles of petri dish, and successfully markets them on a world-wide basis. In addition they manufacture graduated medicine cups of one ounce/30 ml. capacity. Exports represent over 70% of production. The technology within the company is broadly based. The injection molding process used to manufacture the dishes ensures excellent product quality. They have embarked on a program to produce the dishes under clean room "laminar flow" conditions to enhance product competitiveness and diversity. The in house sterilization process is fully computerized and among the most sophisticated in the world.

**PRODUCTS/SERVICES**

Petri Dishes  
Medicine Cups



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**PIXSOFT INCORPORATED**

#3A - 2020 Portage Avenue  
Winnipeg, Manitoba  
R3J 0K4  
Tel:(204) 885-4936  
Fax:(204) 888-7009

**EXPORT CONTACT**

Chris Carson

Senior Partner

PixSoft Inc. is a software development firm specializing in database and research applications in the health sciences field. The current product line includes programs for computer assisted instruction of lung sounds and heart sounds. Upcoming products will address the need for biomedical data acquisition and analysis. Their first product, R.A.L.E. Lung Sounds, was winner of the 1991 HeSCA/SmithKline Beecham Interactive Materials Festival Award of Merit for excellence in production of computer-based materials. Currently they export to the United States.

**PRODUCTS/SERVICES**

Software

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**PRECISION BIOMATERIALS AND ORTHOPAEDICS COMPANY LIMITED**

Fleming Hall  
Queens University  
Kingston, Ontario  
K7L 3N6  
Tel:(613) 545-6393  
Fax:(613) 545-6853

**EXPORT CONTACT**

Philippe Gautier	President
Bruce Ackman	Director of Operations
John Molloy	Secretary/Treasurer

PRECISION was formed in 1991 to capitalize on ceramic and bioceramic technology for the orthopaedic and dental implant market through access to innovative implant designs and coatings technologies. PRECISION combines these technologies with the zirconia and implant manufacturing capabilities of its affiliate company, HIGH TECH Industries, to provide products and services focusing on long term fixation and minimal wear.

**PRODUCTS/SERVICES**

Orthopaedic Implants  
Zirconia Components  
Orthopaedic Implant Coatings

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**PRO-WESTERN PLASTICS LIMITED**

P.O.Box 261  
St. Albert, Alberta  
T8N 1N3  
Tel:(403) 459-4491  
Fax:(403) 460-9727

**EXPORT CONTACT**

Mr. Allan J. Adolph                      Director of Sales

Pro-Western Plastics Ltd. a privately owned Canadian company, began manufacturing in 1969. They have developed their own line of plastic medical products which are marketed directly and through distributors. Currently they export to the United States.

**PRODUCTS/SERVICES**

Containers  
Emesis Basins  
Commode Collectors

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**PROFESSIONAL COMPONENTS LIMITED**

P.O.Box 2175  
Sidney, British Columbia  
V8L 3S6  
Tel:(604) 656-6165  
Fax:(604) 655-4334

**EXPORT CONTACT**

Mr. David Smith	President
Mr. Dan Wiesgerber	General Manager
Mr. Bruno Sutter	Engineering

Professional Components Ltd. is a manufacturing firm involved in research/development, production design/engineering and production manufacturing of handicapped vehicles and ambulances. Foreign agents are a suitable distribution channel for marketing of their products.

**PRODUCTS/SERVICES**

Ambulances  
Handicapped Vehicles

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**PROFESSIONAL DIAGNOSTICS INCORPORATED**

#9650-20th Avenue, Unit 132  
P.O.Box 16  
Edmonton, Alberta  
T6N 1G1  
Tel:(403) 461-8794, 1-800-661-4556  
Fax:(403) 428-5376, 1-800-661-4557

**EXPORT CONTACT**

Garth Likes	President
Shirley Lichuk	Marketing Manager

Professional Diagnostics Inc. is a production/manufacturing firm. Foreign distributors are a preferred marketing channel for their products.

**PRODUCTS/SERVICES**

Diagnostic Test Kits  
Tissue Processors

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**PROMED INCORPORATED**

10370, boul. L-H Lafontaine  
Anjou, Quebec  
H1J 2T3  
Tel:(514) 493-9797  
Fax:(514) 493-9803

**EXPORT CONTACT**

Mr. Richard Lapierre  
Alain Bourbeau

General Manager  
Sales Manager

Promed Inc. is a manufacturing firm involved in research/development, production design/engineering and production/manufacturing of wheelchair products. Retail dealers and company representatives are the preferred distribution channels.

**PRODUCTS/SERVICES**

Support Products  
Laptrays  
Prone Boards  
Seating

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**PROMEX PRODUCTS LIMITED**

27 Lipstan Avenue  
Nepean, Ontario  
K2E 5Z2  
Tel:(613) 226-3694  
Fax:(613) 238-4069

**EXPORT CONTACT**

Mr. Antonio Cuffaro	President
Mrs. Concettina Cuffaro	Secretary/Treasurer

PROMEX Products Ltd is a manufacturing firm involved in research/development and production/manufacturing of the REMAR Rescue Marker. Suitable distribution channels are through foreign distributors.

**PRODUCTS/SERVICES**

Rescue Markers

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**PROTECTOR CANADA INCORPORATED**

1111 Flint Road, Unit 23  
Downsview, Ontario  
M3J 3C7  
Tel:(416) 665-7766  
Fax:(416) 665-6923

**EXPORT CONTACT**

Mr. Harry Zive	President
Mr. Joshua Gershater	Vice President
Mr. Jeffrey Kopman	Sales Manager

Protector Canada Inc. is a manufacturing company performing research/development, production design/engineering and production/manufacturing. Currently they export products to the United States and France.

**PRODUCTS/SERVICES**

Cervical Collars  
First Aid Equipment  
CPR Boards  
Stretchers



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**Q-LIFE SYSTEMS INCORPORATED**

1180 Clyde Court  
Kingston, Ontario  
K7P 2E4  
Tel:(613) 384-8850  
Fax:(613) 384-8636

**EXPORT CONTACT**

Sydney M. Pugh	President/CEO
Gary McCabe	Manager/Finance and Administration
Timothy Smith	Manager/Product Development

Q-Life Systems Inc. is a Canadian Corporation founded in 1988. Q-Life's mission is to take technologies arising from innovative groups which lack an appropriate market interface, and using its skills in multi-disciplinary product development add value to these technologies and deliver commercial products to selected biomedical markets.

Marketing is to be performed through partnerships with corporations with market access and customer service capability. Market focus is global but with particular emphasis on North America, EEA, and Japan. Income will be generated via product sales, licensing of technology and through contract development work.

**PRODUCTS/SERVICES**

Ambulatory Devices  
DNA Mapping Instruments  
Software

**QUELAB LABORATORIES INCORPORATED**

2331 Rue Dandurand  
Montreal, Quebec  
H2G 3C5  
Tel:(514) 277-2558  
Fax:(514) 277-4714

**EXPORT CONTACT**

Mr. Roger Boulais	President
Mr. John Bishop	Market Development Manager

QUELAB has been in business in Canada since 1974. They are in the business of supplying microbiology reagents and media to hospitals, medical laboratories and industrial laboratories. QUELAB also manufactures some plastic medical devices such as containers and tubes. Suitable marketing channels for their products are through OEM'S, foreign agents and distributors. Currently they export to the United States.

**PRODUCTS/SERVICES**

Containers  
Tubing Sets

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**R. BECKMAN CELLULOSE INCORPORATED**

395 Franklin Boulevard, Unit B  
P.O.Box 236  
Cambridge, Ontario  
N3C 3Y2  
Tel:(519) 621-5170  
Fax:(519) 621-5250

**EXPORT CONTACT**

Andrew Beckman	President
R.C. Beckman	Vice President

R. Beckman Cellulose Inc. is a manufacturing firm which performs research/development, production design/engineering and production manufacturing. Company representatives and foreign distributors are preferred marketing channels for their products. Presently they export to the United States.

**PRODUCTS/SERVICES**

Drapes  
Medical Clothing

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**RADD PRECISION INCORPORATED**

60 Citation Drive  
Concord, Ontario  
L4K 2W9  
Tel:(416) 661-8122  
Fax:(416) 661-3995

**EXPORT CONTACT**

Mr. Albert Bachli	Vice President
Mr. Michael Greenberg	Vice President/Marketing
Mr. Ken Lall	Sales Manager

RADD Precision Inc. is a manufacturing firm involved with research/development, production design engineering and production/manufacturing of disposable instruments. Preferred marketing channels for their products are through company representatives, foreign agents and distributors. They currently export to the United States.

**PRODUCTS/SERVICES**

Forceps  
Scissors

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**RANGER SCOOTERS LIMITED**

#108-17704 56th Avenue  
Surrey, British Columbia  
V3S 1C7  
Tel:(604) 576-8488, 644-6756  
Fax:(604) 576-0904-1090

**EXPORT CONTACT**

Gregg McBurnie  
Donna McIntosh

Ranger Scooters Ltd. began in 1985. The research and development innovator, Frank Stuzka brought his extensive skills in motor vehicle design into the electric mobility aid market, producing a solid, well engineered, high performance scooter. A preferred marketing channel for the product is through foreign distributors.

**PRODUCTS/SERVICES**

Disability Scooters

**RAPID-AID LIMITED**

1055 Industry Street  
Oakville, Ontario  
L6J 2X3  
Tel:(416) 842-0733  
Fax:(416) 842-5735

**EXPORT CONTACT**

Jeffrey T. Whitely	President
Scott Chambers	Marketing Manager
Carole Trebble	Office Manager

Rapid-Air Ltd. is a manufacturing company performing research/development, production design/engineering and production/manufacturing of such products as instant hot and cold compresses and freezer packs for blood transportation. Preferred marketing channels are through foreign distributors, with products currently exported to Sweden and the United States.

**PRODUCTS/SERVICES**

Compresses  
Ultra-Sound Gel  
Cold Packs

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**RENFREW TAPE LIMITED**

170 Renfrew Avenue West  
Renfrew, Ontario  
K7V 2Y6  
Tel:(613) 432-8545  
Fax:(613) 432-9434

**EXPORT CONTACT**

Mr. Barry Shields                      President/General Manager  
Mr. Joe LeMoine                      Vice President/Sales and Marketing

Renfrew Tape was incorporated in 1980 by its three partners to manufacture pressure sensitive adhesive tapes for the sporting goods industry and has since grown to be one of Canada's largest suppliers of these products. They also manufacture adhesive tape for Hospitals and other markets from its 80,000 square foot facility in Renfrew. A host of agents and distributors throughout North America provide quick service to all customers.

**PRODUCTS/SERVICES**

Adhesive Tape  
Cloth Tape

**RESPAN PRODUCTS INCORPORATED**

8 Erinville Drive  
Erin, Ontario  
N0B 1T0  
Tel:(519) 833-9774  
Fax:(519) 833-7453

**EXPORT CONTACT**

Mrs Janey Hacke                      President

Respan Products Inc. is a manufacturing firm involved with research/development, production design/engineering and production/manufacturing of disposable plastic respiratory products. Currently the firm exports to the United States and Africa.

**PRODUCTS/SERVICES**

Respiratory Equipment



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**RICHARDS PACKAGING INCORPORATED**

3115 Lenworth Drive  
Mississauga, Ontario  
L4X 2G5  
Tel:(416) 624-3391  
Fax:(416) 624-2288

**EXPORT CONTACT**

Mr. Howard Sandus  
Mr. Bob Bussiere

Richards Packaging Inc. is a manufacturing company performing research/development, production design/engineering and production/manufacturing of plastic and glass products. They currently export to the United States, Ghana and Ireland preferring representatives, trading houses, foreign agents and distributors for product marketing.

**PRODUCTS/SERVICES**

Bottles  
Vials  
Containers  
Closures

**RIDALCO INDUSTRIES INCORPORATED**

1551 Michael Street  
Ottawa, Ontario  
K1B 3T4  
Tel:(613) 745-9161  
Fax:(613) 745-6452

**EXPORT CONTACT**

Mr. Allan Schwartz  
Mr. Gordon Clark

Family owned and operated, Ridalco Industries Inc. was established in 1946 and currently manufactures commercial and institutional food service equipment as well as other specialty metal products. Occupying a facility of 11,000 square feet and employing 18 people, Ridalco has established itself as a supplier of top quality equipment in its industry. In the hospital and laboratory equipment market, casework, counters, flushing sinks etc. are all well within their capacity. Foreign distributors and trading houses are suitable marketing channels for their products.

**PRODUCTS/SERVICES**

Casework

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**ROTOLUX ENTERPRISES INCORPORATED**

P.O.Box 1144  
Station "A"  
Fredericton, New Brunswick  
E3B 5A6  
Tel:(506) 457-1413, 446-3200  
Fax:(506) 446-3280

**EXPORT CONTACT**

Bob Molnar	President
Eva Mary Molnar	Treasurer

Rotolux Enterprises Inc. is a manufacturing company incorporated in 1987 with expertise in the design, manufacture and repair of medical endoscopic equipment and accessories that answer crucial needs in the medical industry. The Rotolux-9 is a top quality Fibre Optic illuminator which combines a number of advanced features needed to accomplish procedural requirements of fibre scopes. Products have been developed after years of experience; features and benefits built into their products are resulted from customer needs. The major thrust in the company's product development strategy is to provide a range of functionality and versatility with high quality at a competitive price.

**PRODUCTS/SERVICES**

Fibre Optic Illuminators  
Light Carrying Cables

**SSCAN TECHNOLOGIES**

90 West Beaver Creek Road  
Richmond Hill, Ontario  
L4B 1E7  
Tel:(416) 222-4111  
Fax:(416) 731-9677

**EXPORT CONTACT**

R.F. Beecham

Vice President/General Manager

SSCAN Technologies is the sister division of Safety Supply Canada. While Safety Supply Canada engages in supply distribution, SSCAN Technologies is engaged in technical products distribution. SSCAN consists of four independent divisions: SSCAN-GRODYNE, SSCAN Medical, SSCAN Engineered Products and SSCAN Technical Services, plus an operations group for warehousing and procurement, and a quality assurance function. They are a national company in Canada, with sales offices in major cities across the country. The modern up-to-date warehouses, situated in Edmonton, Alberta and Toronto, Ontario, can provide products to customers in a timely and efficient fashion. SSCAN businesses are supported by a complete staff of engineers, technicians and designers utilizing up-to-date computer-aided design, drafting and information systems, to provide solutions to your needs. Technical service and sales resources make sure all product offering is supported in the field.

**PRODUCTS/SERVICES**

Instrumentation  
Training Aids  
Safety Protection Systems  
Fire Protection Systems

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**SANCELLA INCORPORATED**

#6-2300 Bristol Circle  
Oakville, Ontario  
L6H 5S2  
Tel:(416) 829-3737  
Fax:(416) 829-3688

**EXPORT CONTACT**

Margo Skinner

Director of Marketing

Gail Collins

Product Manger/Medical Supplies

Sancellla Inc. is a leading Canadian manufacturer that is a wholly-owned subsidiary of Mölnlycke AB Sweden. Sancellla manufactures a line of health care products of superior quality. These products fit into three categories, specifically: Incontinence Management which includes single use adult incontinence systems; Protective Wear such as single use patient gowns, drapes, towels, dental bibs, sheets/underlays; Wound Care Management which offers a wide range of sterile products to help hospitals maintain an aseptic environment. Sancellla employs a full time staff of carefully chosen Registered Nurses to help train care givers in the latest techniques.

**PRODUCTS/SERVICES**

Drapes

Linens

Underlays

Bibs

Medical Clothing

Underpads

**SANCOR INDUSTRIES LIMITED**

#140-30 Milner Avenue  
Scarborough, Ontario  
M1S 3R3  
Tel:(416) 299-4818  
Fax:(416) 299-3124

**EXPORT CONTACT**

Mr. Norm Smith                      President

Sancor Industries Ltd. is a Canadian manufacturer and leading innovator of environmental and waterless toilet systems called "Envirolet". Suitable distribution channels for their products are through company representatives, foreign agents and distributors. Currently the company exports to the United States, Switzerland, Japan, Nigeria and Ghana.

**PRODUCTS/SERVICES**

Toilet Systems

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**SCICAN**

260 Yorkland Boulevard  
Toronto, Ontario  
M2J 1R7  
Tel:(416) 491-5000  
Fax:(416) 491-5040

**EXPORT CONTACT**

Mr. Arthur Zwingerberger	President
Mr. Brian Douglas	Vice President

Over thirty years experience in both distribution and manufacturing has given SciCan valuable insights into the needs of a wide variety of health care systems, medical and dental. A persistent investment in customer relations has helped them build an international network of contacts. By staying tuned to both the manufacturer and practitioner, SciCan grew to be one of Canada's foremost health care distributors. In distribution the company has secured technologically advanced products supported by an internal system of skilled, swift and reliable service. They rely solely on established dealers with proven, consistent track records, and support this network with a seasoned sales team for their medical, orthopaedic and dental product lines. Product development is targeted to fulfil the needs of the highly specialized segments of the health care market. Currently exports are made to the United States, Japan, Korea, Taiwan, Australia, New Zealand, England, Germany, France, Italy, Belgium, Spain, Portugal, Algeria, Israel, Greece and Poland.

**PRODUCTS/SERVICES**

Sterilizers

**SCYTHES INCORPORATED**

128 Sterling Road  
Toronto, Ontario  
M6R 2B7  
Tel:(416) 535-1151  
Fax:(416) 535-0971

**EXPORT CONTACT**

Mr. Walter Swerhum

Vice President/General Manager

Scythes Inc. is a manufacturing firm involved in production design/engineering and production/manufacturing. Currently the company exports to the United States and Australia.

**PRODUCTS/SERVICES**

Support Products



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**SELECT MEDICAL TECHNOLOGY INCORPORATED**

1149 Smythe Street, Suite 11  
Fredericton, New Brunswick  
E3B 3H4  
Tel:(506) 459-5200  
Fax:(506) 458-8081

**EXPORT CONTACT**

Eugene McDougall	President
Ray McGraw	Sales Manager
Bob Molnar	Production Manager

Select Medical Technology Inc. is a manufacturer of several products such as hospital beds, fluid dialysis warmers, geriatric chairs, walkers, and other ambulatory devices, as well as fibre optic cables and light sources. The company also custom designs medical equipment for the needs of the industry. Retail dealers, foreign agents and distributors are preferred marketing channels for their products and exports are currently made to the United States.

**PRODUCTS/SERVICES**

Beds  
Walkers  
Fluid Warmers  
Chairs  
Ambulatory Devices  
Illumination Systems  
Showers

**SENTINEL VEHICLES LIMITED**

395 Dobbie Drive  
P.O.Box 697  
Cambridge, Ontario  
N1R 5W6  
Tel:(519) 740-7808  
Fax:(519) 740-7808

**EXPORT CONTACT**

Dennis Ellsmere                      President

Sentinel Vehicles Ltd. is a production and manufacturing firm. Currently they export their products to the United States and Sweden, preferring retail dealers and foreign distributors as their distribution method.

**PRODUCTS/SERVICES**

Ambulances  
Handicapped Vehicles

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## SKIN CARE SOLUTIONS

30 Pacific Court, Unit 2  
London, Ontario  
N5V 3K4  
Tel:(519) 453-5190  
Fax:(519) 452-1057

### EXPORT CONTACT

Mr. Alan Perlmutter                      President

Skin Care Solutions is a manufacturing firm involved in research/development and production design/engineering of skin care products useful for diabetics and others with problem skin. Suitable marketing channels for their products are through representatives, retail dealers, trading houses, foreign agents and distributors. Presently they export to the United States, Hong Kong, Singapore and the United Kingdom.

### PRODUCTS/SERVICES

Skin Care Products

**SOUTHMEDIC INCORPORATED**

P.O.Box 1365  
Barrie, Ontario  
L4M 5R4  
Tel:(705) 726-9383  
Fax:(705) 728-9537

**EXPORT CONTACT**

Lee McDonald	President
June Beard	Marketing Manager

Southmedic Incorporated is a manufacturing company performing production design/engineering and production/manufacturing of Vapofil, an agent specific keyed vaporizer filling system. Suitable marketing channels for their products are through foreign distributors. Currently they export to the United States, England, France, Germany, the Middle East, Japan, Africa and South America.

**PRODUCTS/SERVICES**

Vaporizer Filling Systems  
Anti-Spill Adapters

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**SPECIAL HEALTH SYSTEMS**

225 Industrial Parkway South  
Aurora, Ontario  
L4G 3V5  
Tel:(416) 841-1032  
Fax:(416) 841-6162

**EXPORT CONTACT**

Corrinne Carriere

International Sales and Marketing Director

Special Health Systems is a manufacturing company involved in research/development, production design/engineering and production/manufacturing. Currently the company exports to the United States, United Kingdom and Australia.

**PRODUCTS/SERVICES**

Wheelchair Upholstery  
Wheelchair Accessories

**SPECIALTY PAPER PRODUCTS LIMITED**

129 Mills Road  
Ajax, Ontario  
L1S 2H2  
Tel:(416) 428-2011  
Fax:(416) 428-2128

**EXPORT CONTACT**

Mr. Ray Richardson  
Mr. Bill Webber

President  
Sales Manager

Specialty Paper Products Ltd is a manufacturing firm performing production design/engineering and production/manufacturing. Suitable marketing channels for their products are through foreign distributors. The firm presently exports to the United States.

**PRODUCTS/SERVICES**

X-Ray Envelopes  
X-Ray File Folders

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## SPECTRUM LASERS

579 Central Avenue  
London, Ontario  
N6B 2G5  
Tel:(519) 642-7024  
Fax:(519) 645-0372

### EXPORT CONTACT

Mr. Al Sugerman                      President

Spectrum Lasers is a federally incorporated company (1988) which manufactures infra-red diode lasers. Their market includes hospitals, medical doctors, physiotherapists, chiropractors and individuals. These lasers are used to treat chronic pain and heal leg ulcers. In Canada, the company is recognized as a pioneer in this technology. Preferred distribution channels for their products are through company representatives and retail dealers. Currently they export to the United States, China, India, Malta and Australia.

### PRODUCTS/SERVICES

Lasers

**STERLING RUBBER COMPANY**

675 Woodside Street  
Fergus, Ontario  
N1M 2M4  
Tel:(519) 843-4032  
Fax:(519) 843-6587

**EXPORT CONTACT**

Mr. Robert Joyce	President
Mr. Bill Parker	Operations Manager

Sterling Rubber Company is a manufacturing firm involved in research/development, production design/engineering and production/manufacturing. Suitable marketing channels for their products are through trading houses, foreign agents and distributors. Currently they export to the United States, United Kingdom and Hungary.

**PRODUCTS/SERVICES**

Gloves



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**SUNDOWNER CAMPER INDUSTRIES LIMITED**

R.R.#7

Calgary, Alberta

T2P 2G7

Tel:(403) 285-8390

**EXPORT CONTACT**

Mr. Glen Williams

Owner

Sundowner Camper Industries Ltd is a manufacturing firm involved in research/development, production design/engineering and production manufacturing of truck mounted and stationary first aid units. They also perform custom manufacturing.

**PRODUCTS/SERVICES**

First Aid Equipment

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**SUPERVENT MEDICAL SUPPLIES INCORPORATED**

1220 Ellesmere Road, Unit 8  
Scarborough, Ontario  
M1P 2X5  
Tel:(416) 297-0300  
Fax:(416) 297-8633

**EXPORT CONTACT**

Mr. Raymond Choi	President
Mr. Steve Lau	Manager

Supervent is a distribution firm which carries new and used respiratory and cardiology equipment for hospital and home use, as well as pharmaceutical products. The company currently exports to Hong Kong, China and South East Asia, preferring company representatives for distribution of their products.

**PRODUCTS/SERVICES**

Respiratory Equipment  
Cardiology Equipment

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**SUPPORT DE TUYAUTERIE ECONOMECH INCORPORATED**

645 Cure Boivin, Local #7  
Boisbriand, Quebec  
J7G 2J2  
Tel:(514) 430-0602  
Fax:(514) 430-0609

**EXPORT CONTACT**

Gilles Langevin                    PDG  
Genevieve Cauden                Aide Technique

Support de Tuyauterie Economec Inc. is a manufacturing firm performing production design/engineering and production/manufacturing. Suitable marketing channels are through foreign distributors.

**PRODUCTS/SERVICES**

Oxygen Clean Ball Valves  
Modular Headwalls  
Power Distribution Systems

**SYMMETRIC DESIGNS LIMITED**

P.O.Box 66  
Ganges, British Columbia  
V0S 1E0  
Tel:(604) 537-2177  
Fax:(604) 537-4243

**EXPORT CONTACT**

Mr. Richard E. Hannah                      President

Symmetric Designs Ltd. is a manufacturing company involved in research/development, production design/engineering and production/manufacturing of devices for the disabled. For innovative therapists, they also provide high quality materials and fittings as used in the manufacture of their products. Preferred marketing channels for their products are through company representatives and retail dealers. Currently they export to the United States, United Kingdom and Australia.

**PRODUCTS/SERVICES**

Orthoses  
Neck Braces  
Limb Braces

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**TABUFILE ATLANTIC LIMITED**

P.O.Box 6201  
Spruce Lake Industrial Park  
Saint John, New Brunswick  
E2L 4R6  
Tel:(506) 634-8120, 1-800-561-9791  
Fax:(506) 634-1308

**EXPORT CONTACT**

Mr. Glenn Carpenter	President
Mr. Dave Robinson	Marketing

Tabufile Atlantic Ltd. is a manufacturing firm performing research/development, production design/engineering and production/manufacturing. OEM'S and foreign distributors are suitable marketing channels for their products. Currently they export their products to the United States.

**PRODUCTS/SERVICES**

File Management Systems  
Charting Systems

**TECHNIPRODEC LTEE**

11710 Philippe Panneton  
Montreal, Quebec  
H1E 4G4  
Tel:(514) 648-5423  
Fax:(514) 643-3851

**EXPORT CONTACT**

André B. Farkas  
Clarence Desrosiers

President  
Assistant Director

TECHNIPRODEC Ltee is a manufacturing firm which specializes in precision machining, assembly and mechanical fabrication of medical and para-medical equipment and products. They offer a technical support service for the creation, modification and repair of all apparatus, instruments and equipment in the medical and para-medical fields. Preferred marketing channels for the company's products are through OEM'S. Currently they export to the United States.

**PRODUCTS/SERVICES**

Custom Machine Parts

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**TECHWORTH DESIGN LIMITED**

P.O.Box 3652  
Station B  
Calgary, Alberta  
T2M 4M4  
Tel:(403) 273-8122

**EXPORT CONTACT**

Mr. Craig S. Reilly                      President/CEO

Techworth Design Ltd. was founded in 1984. The company provides custom design and manufacturing of prototypes primarily for the medical sector. The company designs, trials and manufactures assistive equipment for rehabilitation of physical injuries including: custom wheelchair controls, specialized switches for environmental control (T.V.'s, radios, power doors), computer adaptations and modifications, production and/or modification of communicators, dressing/toiletry and kitchen gadgets.

Techworth's robotic and automation skills are applied in industrial applications where there is a need for automation or its upgrading. Interfacing humans with equipment is a major strength of the company, as well as service, high speed automation maintenance and modification, computer assembly and testing, equipment overhaul, precision instrument design and repair, and wheelchair elevator and lift modifications. The company markets its products and services to government agencies, health institutions and the public. Currently they export to Japan.

**PRODUCTS/SERVICES**

Switches  
Computer Adapters  
Wheelchair Controls  
Human Interfaces  
Consulting

**TELSTAT ELECTRONICS INCORPORATED**

1230 Sherwin Road  
Winnipeg, Manitoba  
R3H 0V3  
Tel:(204) 633-3601  
Fax:(204) 694-3795

**EXPORT CONTACT**

Chris Boyle            General Manager

Telstat Electronics Inc. is a manufacturing company involved in research/development, production design/engineering and production/manufacturing of emergency response systems. "Apello" is a personal emergency response system designed for seniors and live alones who are at risk in a medical situation and need to be able to call for help at the touch of a button. The Staff Security System is designed to provide extra protection to individuals who work alone in areas of large institutions. Suitable marketing channels for their products are through foreign distributors.

**PRODUCTS/SERVICES**

Emergency Response Systems  
Security Systems



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**TERRAY CORPORATION**

Jackson Lane  
Pine Grove Industrial Park  
R.R.#2  
Arnprior, Ontario  
K7S 3G8  
Tel:(613) 623-3310  
Fax:(613) 623-7681

**EXPORT CONTACT**

Mr. Ray Desjardins            President  
Mr. Colin Smith               Project Engineer

Terray Corporation was established as a bio-engineering research and development firm. The company has been in operation since 1983. Their mission is to assist the orthopaedic community to design and develop, manufacture and through distributors; market orthopaedic implant and instrument products characterized by simplicity - durability and quality standards based on sound bio-engineering methods.

Past success has been through developments in the spinal and pelvic segments. However, the company has developed a new hand surgery system, that may influence surgical techniques in the trauma specialty. Many of the new systems by Terray had to make inroads before the product could succeed, the surgical technique had to be popularized first by demonstrating the system's ability at meeting the challenges presented by the procedure. Although a fairly young company, Terray has in eight years managed to launch a major product line once every two years. These products include Contoured Anterior Spinal Plates, through retroperitoneal or thoracolumbar approaches.

**PRODUCTS/SERVICES**

Spinal Plates

**TEX-PRO WESTERN LIMITED**

1221 Franklin Street  
Vancouver, British Columbia  
V6A 1J8  
Tel:(604) 254-9551  
Fax:(604) 254-2550

**EXPORT CONTACT**

Mr. Doug Kemp	General Manager
Mr. James Taylor	Director of Marketing

Tex-Pro Western has been in the institutional linen business in Western Canada for over 25 years. A large part of their business has been in the Health Care sector and they have recently developed two exclusive products which they manufacture: Supersorb incontinence care products, and Micronet protective apparel. Currently the company exports to the United States, preferring foreign agents and distributors for product marketing.

**PRODUCTS/SERVICES**

Incontinence Care Products  
Diapers  
Medical Clothing

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**THE LONGDON CORPORATION**

128 Sterling Road  
Toronto, Ontario  
M6R 2B7  
Tel:(416) 516-0516  
Fax:(416) 516-0518

**EXPORT CONTACT**

Mr. Richard C. Kitney

Sales and Marketing Manager

The Canadian factory of Longdon & Co. Ltd was established in Toronto in 1919, with a view of supplying the Dominion with surgical hosiery and other elastic products. Since that time, the company has increased its manufacturing facilities and today is able to offer a wide range of knitted products to various market segments. In April of 1978 the Longdon Corporation was purchased and is now a wholly owned Canadian company. Since this time, Longdon has continued to expand its manufacturing and product base. It is a contract manufacturer of elastic and neoprene body supports for the medical/health care industry and also protective gear for the industrial workplace. It has a large knitting and cut/sew operation and is able to provide assorted goods to other convertors and distributors.

**PRODUCTS/SERVICES**

Support Products

## THE SCALE SHOP

86 Clyde Avenue  
Mount Pearl, Newfoundland  
A1N 4S2  
Tel:(709) 747-2031  
Fax:(709) 747-1338

### EXPORT CONTACT

Mr. Scott Butler                      Vice President/Sales Coordinator

The Scale Shop, founded in 1985, is a manufacturing firm involved in research and development, production design/engineering and production/manufacturing.

### PRODUCTS/SERVICES

Weighing Scales

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**THÉRACOR**

315 Rivière, Sud  
Ville des Laurentides, Quebec  
J0R 1C0  
Tel:(514) 439-5299  
Fax:(514) 439-5399

**EXPORT CONTACT**

Benjamin Studer            President  
Didier Eeckelaers        Manager

Theracor is a manufacturing company performing research/development, production design/engineering and production/manufacturing. Suitable marketing channels for their products are through foreign agents and distributors.

**PRODUCTS/SERVICES**

Physiotherapy Equipment  
Electrotherapy Equipment

**THOUGHT TECHNOLOGY LIMITED**

2180 Belgrave Avenue  
Montreal, Quebec  
H4A 2L8  
Tel:(514) 489-8251  
Fax:(514) 489-8255

**EXPORT CONTACT**

Mr. Lawrence Klein Vice President

Thought Technology 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 a leading biofeedback manufacturer with a complete line of psychophysiological monitoring instrumentation which includes EMG, Temperature, Heart Rate, Skin Conductance, Skin Resistance, Blood Volume Pulse and Respiration monitors. The company exports its products to Japan, Taiwan, Germany, Italy, Sweden, Spain, Hong Kong, Netherlands, England, Denmark, Australia, Austria, Belgium, India, Korea, Thailand and the United Kingdom.

**PRODUCTS/SERVICES**

Physiological Monitoring Systems  
Software

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**TITAN SAFETY PRODUCTS LIMITED**

8530 Esplanade  
Montreal, Quebec  
H2P 2R8  
Tel:(514) 381-2301  
Fax:(514) 381-9050

**EXPORT CONTACT**

Mr. Michael Levine                  Vice President

Titan Safety Products Ltd. is a manufacturing firm involved in research/development, production design/engineering and production/manufacturing. Company representatives, foreign agents and distributors are suitable marketing channels for their products.

**PRODUCTS/SERVICES**

Surgeons Caps  
Medical Clothing

**TORONTO MEDICAL CORPORATION**

901 Dillingham Road  
Pickering, Ontario  
L1W 2Y5  
Tel:(416) 420-3303  
Fax:(416) 420-3970

**EXPORT CONTACT**

Mr. John Saringer                      President

Toronto Medical Corp. is a manufacturing company performing research/development, production design/engineering and production/manufacturing of MOBILIMB continuous passive motion medical equipment. Company representatives, foreign agents and distributors are appropriate marketing channels for their products. Currently the firm exports to Japan, the United States, Great Britain, France, Switzerland, Belgium, Hong Kong, Taiwan, Bahrain, Saudi Arabia, Argentina, Australia, Finland, Holland, Iran, Israel, Italy, Korea, New Zealand, Norway, Pakistan, Singapore, South Africa, Spain, Sweden, Thailand, Germany, Austria, Denmark and Greece.

**PRODUCTS/SERVICES**

Passive Motion Equipment



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**TRANS-GLOBAL MARKETING**

50 Windham Trail  
Aurora, Ontario  
L4G 5M8  
Tel:(416) 727-8725  
Fax:(416) 727-9031

**EXPORT CONTACT**

Mr. Victor Kalashnik                      Owner

Trans-Global Marketing acts as the sole manufacturer's representative in the exportation of x-ray machinery and associated products in the global market place for a major Canadian manufacturer of x-ray equipment and components. The manufacturer serves the medical, chiropractic, and veterinary clinic market. They are the only Canadian x-ray manufacturer to serve the North America market in this way. They provide over 100 years of experience in the x-ray field amongst its senior employees. All products manufactured in their Ontario plant have C.S.A. approval which has been accepted as the equivalent to Underwriters Laboratories in most U.S.A. states. Customers are currently in the United States, Puerto Rico, India, Trinidad, Israel, South America and Italy.

**PRODUCTS/SERVICES**

X-Ray Equipment  
Chiropractic Tables

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**TYLER RESEARCH INSTRUMENTS CORPORATION**

8306 Davies Road  
Edmonton, Alberta  
T6E 4Y5  
Tel:(403) 448-1249  
Fax:(403) 469-2380

**EXPORT CONTACT**

Dr. Jonathan M. Tyler	President
Mr. David C. Troock	Business/Sales Manager

In January 1987, Tyler Research Instruments Corporation was incorporated in Canada and a complete manufacturing operation now exists in Edmonton, occupying a 3,000 square foot manufacturing plant. Tyler Research specializes in design and manufacture of precision instruments for biomedical research. They use advanced computer assisted design and engineering workstations for parts analysis and the generation of detailed machining production programs. These are then processed using a combination of computer numerical control machining centres and manual manufacturing methods. An individual manufacturing technique lends Tyler Research to the researcher who requires an innovative and novel apparatus to fill his needs. With recent introduction of an ultra high pressure Paser/water jet system they are able to apply their design and development capabilities to other areas of manufacturing.

**PRODUCTS/SERVICES**

Thermal Reactors  
Incubators  
Gel Electrophoresis  
Electrophoretic Transfer Units  
Vacuum Transfer Systems  
Microdialysis Systems  
Microfiltration Systems  
Hybridization Systems  
Gradient Formers  
Radiation Shielding  
Water Jet Cutting

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**UNITRON INDUSTRIES LIMITED**

20 Beasley Drive  
P.O.Box 9017  
Kitchener, Ontario  
N2G 4J3  
Tel:(519) 895-0100  
Fax:(519) 895-0108

**EXPORT CONTACT**

I. Cole                      Marketing Services Manager  
M. Kershey                Director of Sales

Unitron Industries Ltd., established in 1964, is a Canadian manufacturer of hearing aids. The company offers a complete line of hearing aids, custom canal, custom in-the-ear, behind-the-ear and programmable instruments. About 75% of its production is exported to thirty countries worldwide.

**PRODUCTS/SERVICES**

Hearing Instruments

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**VAS-CATH INCORPORATED**

2380 Tedlo Street  
Mississauga, Ontario  
L5A 3V3  
Tel:(416) 848-5800  
Fax:(416) 848-6638

**EXPORT CONTACT**

Jane Martin	CEO/President
Geoff Martin	Vice President/Research and Development
Jon Last	Vice President/Marketing and Product Development
Murray Maynard	Vice President/Sales and Business Development

Vas-Cath Incorporated is a manufacturing firm involved in research/development, production design/engineering and production/manufacturing. Their products include Catheters and accessories for haemodialysis, radiology and cardiology procedures. Vas-Cath has successfully established worldwide product recognition via exclusive distributorships in the United States, Europe and Japan.

**PRODUCTS/SERVICES**

Catheters  
Catheter Accessories

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**VERSATILE CONCEPTS**

Box 290  
Vonda, Saskatchewan  
S0K 4N0  
Tel:(306) 258-2175  
Fax:(306) 258-2010

**EXPORT CONTACT**

Aime Bussiere	President
Margot Bussiere	Manager
Laurent Bussiere	

Versatile Concepts is a manufacturing firm involved in research/development, production design/engineering and production/manufacturing of the Blain Lift & Go, a product designed to lift and transport an individual in a standing position. Preferred marketing channels for their products are through retail dealers. Currently they export to the United States.

**PRODUCTS/SERVICES**

Disabled Lift Systems  
Transfer Systems

**VISIOPTIC LIMITED**

1117, rue Ste Catherine Ouest  
Suite 324  
Montreal, Quebec  
H3B 1H9  
Tel:(514) 842-4601

**EXPORT CONTACT**

Mr. Bernard Canchon                      President

Visioptic Ltd. is a manufacturing firm involved in research/development, production design/engineering and production/manufacturing of contact and industrial lenses. OEM'S, foreign agents and distributors are suitable marketing channels for their products.

**PRODUCTS/SERVICES**

Lenses

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## VITACARE MEDICAL PRODUCTS

331 Bowes Road  
Concord, Ontario  
L4K 1J2  
Tel:(416) 660-2433  
Fax:(416) 660-2427

### **EXPORT CONTACT**

Mr. Ernie Rowlands

General Manager

Vitacare Medical Products Inc. was started in 1984, and has since grown to be a major medical foam product manufacturer in Canada. Vitacare is also part of the British Vita Group which maintains many plants internationally around the world. Being part of this group enables them to keep abreast of what is happening locally as well as internationally in the medical foam industry. Being an environmentally conscious company Vitacare is working with some of the major hospitals in the Toronto area to recycle some of their foam products to help eliminate dumping in land fill sites.

### **PRODUCTS/SERVICES**

Bed Pads  
Wheelchair Upholstery  
Body Positioners  
Support Products  
Slow Recovery Foams  
Grab Bars

**VORUM RESEARCH CORPORATION**

#6-8765 Ash Street  
Vancouver, British Columbia  
V6P 6T3  
Tel:(604) 321-7277  
Fax:(604) 321-5345

**EXPORT CONTACT**

Carl G. Saunders	CEO
Sandra Voogt	Marketing/Communications Manager

Vorum Research Corporation is a privately held corporation based in Vancouver, B.C. Vorum was founded in early 1989 in order to participate in a joint development effort with LIC Orthopaedics of Sweden. The mandate of this initiative was to develop CANFIT-PLUS, a "second generation" CAD/CAM software system, with the flexibility to design numerous prosthetic and orthopaedic appliances. Vorum Research Corporation has established distribution channels in Canada, the United states and Europe to market and sell its software products. Vorum is currently seeking new contract software development opportunities in 3-D shape manipulation for medical and industrial application.

**PRODUCTS/SERVICES**

Software



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**W. LAFRAMBOISE LIMITED**

4487 des Grandes Prairies  
Saint-Léonard, Quebec  
H1R 1A5  
Tel:(514) 323-8551  
Fax:(514) 323-8638

**EXPORT CONTACT**

Mr. Jacques Laframboise	President
Mr. Richard Laframboise	Vice President
Mr. Guy Chauvin	Sales Manager

W. Laframboise Ltd. is a manufacturing/production company. Foreign distributors are a preferred marketing channel for their products which are currently exported to France, Germany, Belgium, Holland and Spain.

**PRODUCTS SERVICES**

Incontinence Care Products  
Medical Clothing

**W. MURPHY ENTERPRISES INCORPORATED**

48 Southvale Drive  
Toronto, Ontario  
M4G 1G3  
Tel:(416) 467-5348  
Fax:(416) 481-1236

**EXPORT CONTACT**

Wendy Murphy                      President

WEEVAC is the trademark of a line of stretchers, which has been patented in Canada, the U.S.A. and other countries worldwide. They have F.D.A. approval for these stretchers which are designed and manufactured in Canada. The WEEVAC 6 system was first introduced at the Ontario Hospital Association Trade Show, October 1989 and has since been adopted by many hospitals to enhance their evacuation plans. The WEEVAC 6 can accommodate prematures from the NICU ward as well as full term infants from a normal nursery and paediatric ward. Further systems have since been developed for evacuation of adult patients. The 1991 National Research Council of Canada Award - Recognizing Outstanding Innovativeness in Medical Device Technology was awarded to Wendy Murphy, inventor of the WEEVAC evacuation systems and stretchers.

**PRODUCTS/SERVICES**

Stretchers

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**W. R. KEY LIMITED**

4770 Sheppard Avenue East  
Agincourt, Ontario  
M1S 3V6  
Tel:(416) 291-6246  
Fax:(416) 291-4882

**EXPORT CONTACT**

Terry Taylor            General Manager  
Tim Beatty             Sales Manager

W.R.Key Ltd. is a manufacturing firm involved in research/development, production design/engineering and production/manufacturing. The company prefers foreign agents as a suitable marketing channel for their products which are currently exported to the United States.

**PRODUCTS/SERVICES**

Recycling Containers  
Carts  
Electronic Enclosures

**WALKERWORKS**

#2101-1230 Nelson Street  
Vancouver, British Columbia  
V6E 1J6  
Tel:(604) 685-4355  
Fax:(604) 685-6226

**EXPORT CONTACT**

John M. Leary                      President

WalkerWorks is a manufacturing company performing research/development, production design/engineering and production/manufacturing of wheeled walkers. Suitable channels for marketing their products are through foreign agents and company representatives. Currently they export to the United States.

**PRODUCTS/SERVICES**

Walkers

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**WATERLOO BEDDING COMPANY LIMITED**

P.O.Box 155  
Waterloo, Ontario  
N2J 3Z9  
Tel:(519) 742-4447  
Fax:(519) 742-6251

**EXPORT CONTACT**

Mr. Mike Sandrock                      Vice President/Marketing

Waterloo Bedding Co. Ltd. is a Canadian manufacturer of health care and institutional products for over 80 years, including mattresses, mattress covers and pillows. Drapes and Privacy Curtains are custom sewn in the Waterloo facility. They also provide a complete line of alternative window treatments, blinds and shades. All fabrics are inherently flame retardant. Foreign agents and company representatives are preferred marketing channels for their products which are presently exported to the United States.

**PRODUCTS/SERVICES**

Mattresses  
Mattress Covers  
Pillows  
Drapes  
Privacy Curtains

**WELLNESS INNOVATIONS CORPORATION**

1241 Denison Street, #40  
Markham, Ontario  
L3R 4B5  
Tel:(416) 477-5222  
Fax:(416) 477-5329

**EXPORT CONTACT**

Mr. Ed Noble	President
Mr. Michael Kube	Product Manager

Wellness Innovations Corp. is a Canadian company, established in 1985. They manufacture THUMPER, Professional Body Massager and accessories. Exports represent 90% of their business. Currently products are sent to Iceland, Finland, Sweden, Germany, France, Australia, Saudi Arabia, Japan, Korea, Turkey and the United States. The company prefers retail dealers, foreign agents and distributors as suitable marketing channels.

**PRODUCTS/SERVICES**

Massage Devices

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**WESTERN FIBRES LIMITED**

8399 Ontario Street  
Vancouver, British Columbia  
V5X 3E8  
Tel:(604) 321-1285  
Fax:(604) 321-4891

**EXPORT CONTACT**

Paul Byfield            Vice President  
Alton Smith            Marketing Manager

Western Fibres Ltd. is a manufacturing firm performing research/development, production design/engineering and production/manufacturing. Foreign agents and distributors are suitable marketing channels for their products. Currently they export to the United States and Japan.

**PRODUCTS/SERVICES**

Beds  
Linens  
Pillows  
Comforters

**WESTMORLAND LABORATORIES INCORPORATED**

87 Crescent Street  
P.O.Box 1460  
Sackville, New Brunswick  
E0A 3C0  
Tel:(506) 536-3327  
Fax:(506) 536-3384

**EXPORT CONTACT**

Wendell E. Dawson  
Gwendolyn Lister

President/CEO  
Assistant Director/Sales and Marketing

Westmorland Laboratories Inc. is a small company located in Sackville, New Brunswick which was formed specifically to develop, manufacture and market a Microwave Plasma Defroster for thawing fresh blood plasma in hospital laboratories and blood banks. WesLabs is licensed to use a patent covering work done previously by the National Research Council and the Canadian Red Cross. The company has a 4200 square foot building, erected in 1987. The WesLabs Microwave Plasma Defroster has received acceptance from the F.D.A. in the United States, and the unit is certified by the Canadian Standards Association. It also meets the FCC radio frequency requirements. Currently the products are exported to the United States, Sweden, Denmark, Norway, Finland, The United Kingdom, Ireland, Spain, Taiwan, Israel, Qatar, Italy, Malta, Greece, Iceland, Pakistan, Afghanistan, Holland, Brazil, Australia and Saudi Arabia. Foreign distributors are the preferred marketing channel for their products.

**PRODUCTS/SERVICES**

Plasma Defrosters



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**WEX MEDICAL CORPORATION**

#105-4471 No. 6 Road  
Richmond, British Columbia  
V6V 1P8  
Tel:(604) 273-8081  
Fax:(604) 273-8090

**EXPORT CONTACT**

Hay Kong Shum                      President  
Manfred Kurschner                Director

Wex Medical Corporation is a company with branch offices in Hong Kong and China. After receiving United States patents, UL certification and successfully completing the process of the United States Food and Drug Administration's 510K application for the HD-3L cardiac analysis machine.

The HD-3L is a non-invasive, multi-domain, interpretive cardiac analysis instrument which provides synchronized data acquisition of cardiac activity. Multi-Domain refers to its ability to gather information for several analysis. The HD-3L unit functions in four modes; electrocardiogram (ECG), vectorcardiogram (VCG), late potential and frequency-domain correlative cardiogram (FCG) which can be operated simultaneously or individually. The system is operated by using a user friendly, one touch key pad. Synchronized acquisition of data and digital signal processing of ECG's, VCG's, FCG's and the late potential module are correlated and synthesized to provide the user with cardiac diagnostic information. The system enables the physician to view or print out a number of tables, graphs and a synthetic diagnosis based on the information gathered, all designed to assist in the diagnostic process. FCG is a patented technology developed by Wex. FCG is based mainly on biocybernetics and biomechanics theory. As an important supplement to traditional ECG, FCG is extremely sensitive for detecting Coronary Heart Disease (CHD) and other heart diseases, especially in the early stages. The HD-3L is unique in its ease of use and interpretation, made possible by the proprietary software developed for the unit. It is designed to be "user friendly" and not require extensively trained technicians to operate. The firm currently exports to China and prefers foreign agents and distributors as appropriate marketing channels.

**PRODUCT/SERVICES**

Cardiology Equipment  
Heart Disease Detector

**ZENON ENVIRONMENTAL SYSTEMS INCORPORATED**

845 Harrington Court  
Burlington, Ontario  
L7N 3P3  
Tel:(416) 639-6320  
Fax:(416) 639-1812

**EXPORT CONTACT**

Bruce Fenton  
Mark Fisher

Vice President Corporate Development  
Sales Manager

Zenon Environmental Systems Inc. is a manufacturing firm which performs research/development, production design/engineering and production/ manufacturing. Suitable distribution channels for their products are through foreign agents and distributors. Currently the firm exports to the United States, Mexico, Netherlands, and other European countries.

**PRODUCTS/SERVICES**

Water Purification Systems

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