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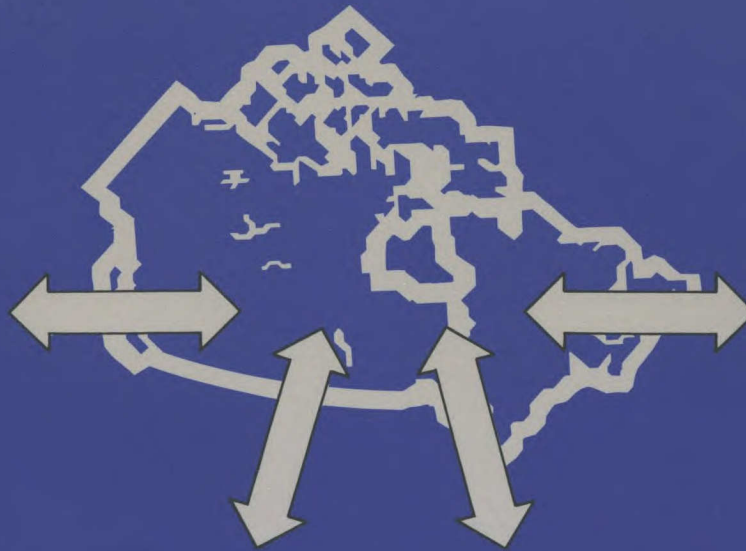
Industrie, Sciences et
Technologie Canada

MARKET INTELLIGENCE

**MEDICAL, SURGICAL
OR LABORATORY STERILIZERS**

Pub. No.: 91136-IP

February 1992



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MEDICAL, SURGICAL OR LABORATORY STERILIZERS

Pub. No.: 91136-IP February 1992

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REFERENCE SOURCES

Industry, Science and Technology Canada
Statistics Canada, Tel.: (613) 951-9647
Revenue Canada, Tel.: (613) 954-6946
U.S. Department of Commerce,
Bureau of the Census,
Tel.: (301) 763-7754

TARIFFS

Enquiries concerning **Canadian** tariffs should be directed to the nearest Customs and Excise office or to:

Tariff Programs
Revenue Canada
Customs and Excise
Ottawa, Ontario K1A 0L5
Tel.: (613) 954-6946
Fax.: (613) 954-2509

Enquiries concerning tariffs and other government trade regulations in **foreign** countries should be directed to:

Info Export
External Affairs
Ottawa, Ontario
K1A 0G2
Tel.: (613) 993-6435 OR
1-800-267-8376
Fax.: (613) 996-9709

EXPLANATORY NOTES

Commodity Classification

Canadian Trade statistics are classified and published according to the International Convention on the Harmonized Commodity and Description Coding System (H.S.), as defined by the Canadian Customs Tariff and Statistical Nomenclature.

Valuation

Dollar values shown in this report are based on selling price F.O.B. plant, in Canadian dollars. This selling price represents the value paid by the importer, excluding all freight, packing and insurance costs when specified. All trade discounts, when applicable, are also deducted from the selling price.

Rounding

Figures may not add due to rounding.

Canada - U.S. Exchange Rate

The Bank of Canada exchange rates were used to convert U.S. imports reported in \$US to \$Cdn.

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MEDICAL, SURGICAL OR LABORATORY STERILIZERS

I. INTRODUCTION AND SCOPE

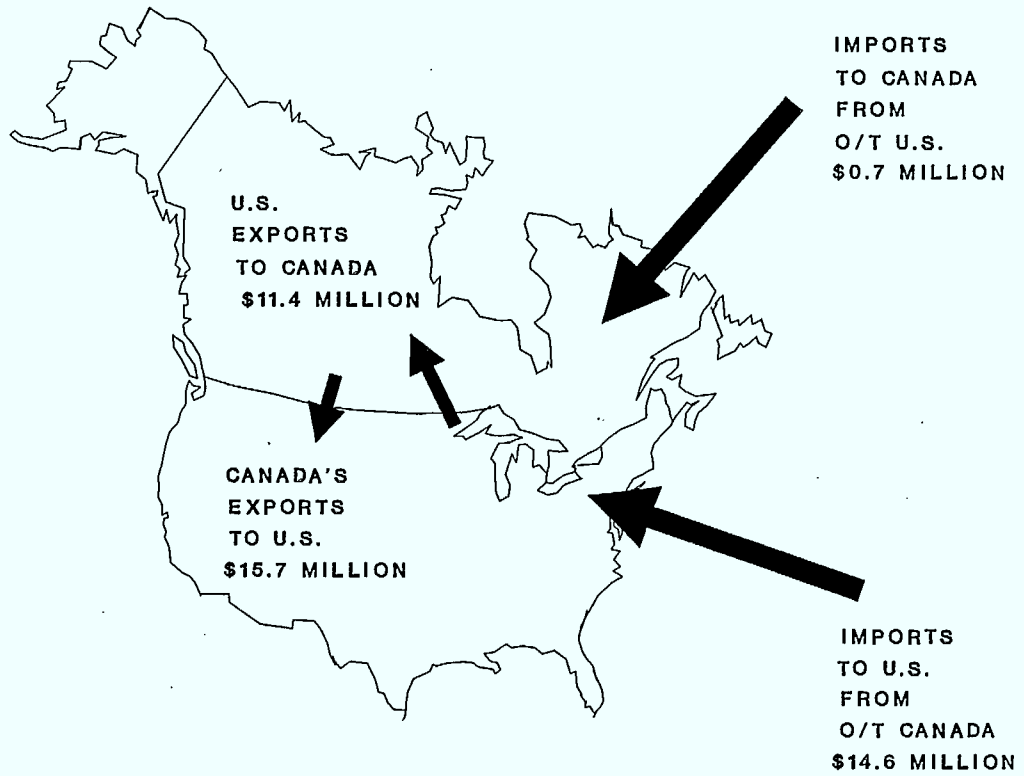
This is one of a continuing series of market intelligence reports designed to increase business awareness of the potential existing for production in Canada and to assist businesses and other organizations in their market research of specific products. The detailed information provided in these reports supports studies by organizations seeking to expand existing production lines, change individual product characteristics or engage in new manufacturing investment in Canada. The coverage of a market intelligence report is developed in close consultation with the client, and is tailored to meet their specific requirements. It is important to emphasize that this report does not attempt any assessment as to the feasibility of competing in a particular market.

This report was prepared for the Globe '92 Conference held in Vancouver, British Columbia. It contains import and export data on medical, surgical and laboratory sterilizers for the following Harmonized System (H.S.) commodity codes:

<u>Description</u>	<u>H.S. Commodity Codes Analyzed</u>
-Medical, surgical or laboratory sterilizers (8419.20)	
---Medical or surgical sterilizers	8419.20.10.00
---Laboratory sterilizers	8419.20.20.00

MEDICAL, SURGICAL OR LABORATORY STERILIZERS

II. NORTH AMERICAN IMPORTS - 1991



North American Imports - \$15.3 Million*

* Excludes Canada - U.S. bilateral trade; Mexico.

MEDICAL, SURGICAL OR LABORATORY STERILIZERS

III. CANADIAN IMPORTS

BY PROVINCE OF CLEARANCE

MEDICAL OR SURGICAL STERILIZERS (H.S. 8419.20.10.00)

Province of Clearance	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
Ontario					
Quantity (No.)	2 443	1 522	1 033	1 137	-22.5
Value (\$000)	8 393	8 933	8 834	5 713	-12.0
Québec					
Quantity (No.)	402	293	342	384	-1.5
Value (\$000)	661	468	647	726	3.2
British Columbia					
Quantity (No.)	83	109	103	108	9.2
Value (\$000)	115	208	338	203	20.9
Alberta					
Quantity (No.)	590	49	47	37	-60.3
Value (\$000)	252	99	264	87	-30.0
Nova Scotia					
Quantity (No.)	6	7	4	21	51.8
Value (\$000)	68	129	8	66	-1.0
Manitoba					
Quantity (No.)	13	25	12	22	19.2
Value (\$000)	38	37	21	30	-7.2
New Brunswick					
Quantity (No.)	27	2	2	28	1.2
Value (\$000)	34	20	94	28	-6.5
Newfoundland					
Quantity (No.)	5	1	10	4	-7.2
Value (\$000)	5	1	17	7	12.9
Saskatchewan					
Quantity (No.)	2	13	-	1	-20.6
Value (\$000)	4	13	-	2	-25.0
Total					
Quantity (No.)	3 571	2 021	1 553	1 742	-21.3
Value (\$000)	9 570	9 908	10 224	6 861	-10.5

Ranked in descending order by 1991 value.

MEDICAL, SURGICAL OR LABORATORY STERILIZERS

III. CANADIAN IMPORTS (Cont'd)

BY PROVINCE OF CLEARANCE

LABORATORY STERILIZERS (H.S. 8419.20.20.00)

Province of Clearance	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
-----	----	----	----	----	-----
Ontario					
Quantity (No.)	556	608	885	1 061	24.0
Value (\$000)	1 263	1 866	1 366	4 706	55.0
British Columbia					
Quantity (No.)	46	72	68	139	44.6
Value (\$000)	97	24	354	166	19.4
Nova Scotia					
Quantity (No.)	24	1	-	5	-40.7
Value (\$000)	76	356	-	166	29.7
Québec					
Quantity (No.)	45	31	53	42	-2.3
Value (\$000)	1 466	488	394	115	-57.2
Alberta					
Quantity (No.)	4	20	14	11	40.1
Value (\$000)	11	378	205	38	49.9
Manitoba					
Quantity (No.)	5	6	19	6	6.3
Value (\$000)	145	128	15	6	-65.2
Newfoundland					
Quantity (No.)	4	5	3	1	-37.0
Value (\$000)	5	43	13	6	7.5
New Brunswick					
Quantity (No.)	1	5	3	2	26.0
Value (\$000)	20	41	29	5	-38.2
Prince Edward Island					
Quantity (No.)	-	-	1	-	0.0
Value (\$000)	-	-	1	-	0.0
Saskatchewan					
Quantity (No.)	1	3	-	-	200.0
Value (\$000)	0	0	-	-	23.6
	-----	-----	-----	-----	-----
Total					
Quantity (No.)	686	751	1 046	1 267	22.7
Value (\$000)	3 084	3 324	2 376	5 207	19.1

Ranked in descending order by 1991 value.

MEDICAL, SURGICAL OR LABORATORY STERILIZERS

III. CANADIAN IMPORTS (Cont'd)

MARKET SHARES BY PROVINCE OF CLEARANCE

MEDICAL OR SURGICAL STERILIZERS (H.S. 8419.20.10.00)

Province of Clearance -----	1988 ----	1989 ----	1990 ----	1991 ----
Ontario				
Quantity	68.4	75.3	66.5	65.3
Value	87.7	90.2	86.4	83.3
Québec				
Quantity	11.3	14.5	22.0	22.0
Value	6.9	4.7	6.3	10.6
British Columbia				
Quantity	2.3	5.4	6.6	6.2
Value	1.2	2.1	3.3	3.0
Alberta				
Quantity	16.5	2.4	3.0	2.1
Value	2.6	1.0	2.6	1.3
Nova Scotia				
Quantity	0.2	0.3	0.3	1.2
Value	0.7	1.3	0.1	1.0
Manitoba				
Quantity	0.4	1.2	0.8	1.3
Value	0.4	0.4	0.2	0.4
New Brunswick				
Quantity	0.8	0.1	0.1	1.6
Value	0.4	0.2	0.9	0.4
Newfoundland				
Quantity	0.1	0.0	0.6	0.2
Value	0.1	0.0	0.2	0.1
Saskatchewan				
Quantity	0.1	0.6	-	0.1
Value	0.0	0.1	-	0.0
	-----	-----	-----	-----
Total				
Quantity	100.0	100.0	100.0	100.0
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

MEDICAL, SURGICAL OR LABORATORY STERILIZERS

III. CANADIAN IMPORTS (Cont'd)

MARKET SHARES BY PROVINCE OF CLEARANCE

LABORATORY STERILIZERS (H.S. 8419.20.20.00)

Province of Clearance -----	1988 ----- %	1989 ----- %	1990 ----- %	1991 ----- %
Ontario				
Quantity	81.0	81.0	84.6	83.7
Value	41.0	56.1	57.5	90.4
British Columbia				
Quantity	6.7	9.6	6.5	11.0
Value	3.2	0.7	14.9	3.2
Nova Scotia				
Quantity	3.5	0.1	-	0.4
Value	2.5	10.7	-	3.2
Québec				
Quantity	6.6	4.1	5.1	3.3
Value	47.5	14.7	16.6	2.2
Alberta				
Quantity	0.6	2.7	1.3	0.9
Value	0.4	11.4	8.6	0.7
Manitoba				
Quantity	0.7	0.8	1.8	0.5
Value	4.7	3.9	0.6	0.1
Newfoundland				
Quantity	0.6	0.7	0.3	0.1
Value	0.1	1.3	0.6	0.1
New Brunswick				
Quantity	0.1	0.7	0.3	0.2
Value	0.6	1.2	1.2	0.1
Prince Edward Island				
Quantity	-	-	0.1	-
Value	-	-	0.0	-
Saskatchewan				
Quantity	0.1	0.4	-	-
Value	0.0	0.0	-	-
	-----	-----	-----	-----
Total				
Quantity	100.0	100.0	100.0	100.0
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

MEDICAL, SURGICAL OR LABORATORY STERILIZERS

III. CANADIAN IMPORTS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN

MEDICAL OR SURGICAL STERILIZERS
(H.S. 8419.20.10.00)

Country of Origin	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
-----	----	----	----	----	-----
United States					
Quantity (No.)	3 501	1 834	1 498	1 688	-21.6
Value (\$000)	9 454	9 806	10 009	6 686	-10.9
Sweden					
Quantity (No.)	19	3	6	8	-25.0
Value (\$000)	19	4	129	122	86.2
Fed. Rep. of Germany					
Quantity (No.)	38	27	5	24	-14.2
Value (\$000)	31	40	5	24	-8.2
France					
Quantity (No.)	2	1	4	7	51.8
Value (\$000)	2	2	7	16	102.7
Finland					
Quantity (No.)	-	-	-	13	0.0
Value (\$000)	-	-	-	12	0.0
Spain					
Quantity (No.)	-	-	10	2	-80.0
Value (\$000)	-	-	9	1	-85.5
Other					
Quantity (No.)	11	156	30	-	65.1
Value (\$000)	64	57	65	-	1.2
	-----	-----	-----	-----	-----
Total					
Quantity (No.)	3 571	2 021	1 553	1 742	-21.3
Value (\$000)	9 570	9 908	10 224	6 861	-10.5

Ranked in descending order by 1991 value.

MEDICAL, SURGICAL OR LABORATORY STERILIZERS

III. CANADIAN IMPORTS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN

**LABORATORY STERILIZERS
(H.S. 8419.20.20.00)**

Country of Origin	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
United States					
Quantity (No.)	665	719	594	1 090	17.9
Value (\$000)	1 731	2 267	2 012	4 694	39.5
France					
Quantity (No.)	10	7	7	10	0.0
Value (\$000)	758	18	49	259	-30.1
Fed. Rep. of Germany					
Quantity (No.)	1	1	109	94	354.7
Value (\$000)	1	2	257	172	537.6
Japan					
Quantity (No.)	-	1	318	72	748.5
Value (\$000)	-	1	50	58	561.5
Sweden					
Quantity (No.)	7	2	-	1	-47.7
Value (\$000)	83	277	-	24	-33.4
Other					
Quantity (No.)	3	21	18	-	144.9
Value (\$000)	511	758	8	-	-87.5
Total					
Quantity (No.)	686	751	1 046	1 267	22.7
Value (\$000)	3 084	3 324	2 376	5 207	19.1

Ranked in descending order by 1991 value.

MEDICAL, SURGICAL OR LABORATORY STERILIZERS

III. CANADIAN IMPORTS (Cont'd)

MARKET SHARES BY MAJOR COUNTRY OF ORIGIN

**MEDICAL OR SURGICAL STERILIZERS
(H.S. 8419.20.10.00)**

Country of Origin	1988	1989	1990	1991
	%	%	%	%
United States				
Quantity	98.0	90.7	96.5	96.9
Value	98.8	99.0	97.9	97.4
Sweden				
Quantity	0.5	0.1	0.4	0.5
Value	0.2	0.0	1.3	1.8
Fed. Rep. of Germany				
Quantity	1.1	1.3	0.3	1.4
Value	0.3	0.4	0.0	0.4
France				
Quantity	0.1	0.0	0.3	0.4
Value	0.0	0.0	0.1	0.2
Finland				
Quantity	-	-	-	0.7
Value	-	-	-	0.2
Spain				
Quantity	-	-	0.6	0.1
Value	-	-	0.1	0.0
Other				
Quantity	0.3	7.7	1.9	0.0
Value	0.7	0.6	0.6	0.0
Total				
Quantity	100.0	100.0	100.0	100.0
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

MEDICAL, SURGICAL OR LABORATORY STERILIZERS

III. CANADIAN IMPORTS (Cont'd)

MARKET SHARES BY MAJOR COUNTRY OF ORIGIN

LABORATORY STERILIZERS
(H.S. 8419.20.20.00)

Country of Origin	1988	1989	1990	1991
-----	-----	-----	-----	-----
	%	%	%	%
United States				
Quantity	96.9	95.7	56.8	86.0
Value	56.1	68.2	84.7	90.1
France				
Quantity	1.5	0.9	0.7	0.8
Value	24.6	0.6	2.1	5.0
Fed. Rep. of Germany				
Quantity	0.1	0.1	10.4	7.4
Value	0.0	0.1	10.8	3.3
Japan				
Quantity	-	0.1	30.4	5.7
Value	-	0.0	2.1	1.1
Sweden				
Quantity	1.0	0.3	-	0.1
Value	2.7	8.3	-	0.5
Other				
Quantity	0.4	2.8	1.7	0.0
Value	16.6	22.8	0.3	0.0
	-----	-----	-----	-----
Total				
Quantity	100.0	100.0	100.0	100.0
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

MEDICAL, SURGICAL OR LABORATORY STERILIZERS

IV. CANADIAN PRODUCTION

Statistics Canada reports that medical, surgical or laboratory sterilizers are produced in Canada, however, Statistics Canada does not provide data on production by Canadian manufacturers.

Any enquiries and/or comments regarding Canadian production should be directed to:

Statistics Canada
Industry Division
Survey of Manufactures Section
Ottawa, Ontario
K1A 0T6
Tel.: (613) 951-3523

MEDICAL, SURGICAL OR LABORATORY STERILIZERS

V. CANADIAN EXPORTS BY MAJOR COUNTRIES OF DESTINATION (H.S. 8419.20)

1989			1990			1991		
<u>Country</u>	<u>Quantity</u> (NMB)	<u>Value</u> (\$000)	<u>Country</u>	<u>Quantity</u> (NMB)	<u>Value</u> (\$000)	<u>Country</u>	<u>Quantity</u> (NMB)	<u>Value</u> (\$000)
U.S.	684	1 596	U.S.	1 442	6 983	U.S.	4 399	15 708
U.K.	1	32	Switzerland	22	75	W. Germany	103	234
Peru	10	20	Norway	42	14	U.K.	14	26
Turkey	10	17	Greece	19	10	Switzerland	5	11
Ireland	6	11	Finland	1	10	Italy	4	8
Egypt	3	8	Thailand	54	9	Australia	4	7
Greece	7	5	Italy	2	5	Malaysia	3	5
Dom Rep	145	5	France	15	3	Brazil	2	4
France	25	5	S. Africa	1	3	Belgium	2	3
Singapore	35	3	Turkey	1	3	Turkey	1	3
Others	<u>7</u>	<u>4</u>	Others	<u>0</u>	<u>0</u>	Others	<u>0</u>	<u>0</u>
TOTAL	933	1 705		1 598	7 112		4 537	16 010

Note: 1. The unit of measure for quantity is Number.
 2. Major countries in descending order based upon value.
 Source: Statistics Canada

MEDICAL, SURGICAL OR LABORATORY STERILIZERS

VI. CANADIAN IMPORTERS - 1990

MEDICAL OR SURGICAL STERILIZERS (H.S. 8419.20.10.00)

There were 100 known importers of medical or surgical sterilizers in 1990. The principal ten importers accounted for 90 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	7 989	78
6	8 793	86
10	9 230	90
15	9 457	92
25	9 729	95
All Importers (100)	10 224	100

Major importers of medical or surgical sterilizers during 1990 are listed below in alphabetical order. Where the importer is not the same as the consignee (i.e. the recipient of the goods shipped), the name of the consignee rather than that of the importer is listed. The importer or consignee is not necessarily the end-user of the product.

NOTE: This list includes major importers except individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
3m Canada Inc. "AS6"	London, Ont.	Dufort Et Lavigne Ltée.	Montréal, Qué.
ABC Cassidy Co. Div. of Cassidy's Ltd.	Vancouver, B.C.	Galen Pharma Div. of Trimel Corporation	Etobicoke, Ont.
American Sterilizer Canada Inc.	Woodbridge, Ont.	Getinge Sterilizing Equipment Inc.	Cambridge, Ont.
Ash Temple Limited	Don Mills, Ont.	Gilbert Dental Supplies Inc.	Concord, Ont.
BC Stevens Company Ltd.	Vancouver, B.C.	H & K Manufacturing Ltd.	Cobourg, Ont.
Baxter Corporation	Mississauga, Ont.	H W Andersen Products Inc.	Barrie, Ont.
Campbell River and District General Hospital Society	Campbell River, B.C.	Ingram & Bell Inc.	Don Mills, Ont.
Canadian Dental Supply Alta. Ltd.	Sherwood Park, Alta.	J Stevens & Son Company Ltd.	Brampton, Ont.
Canadian Standards Association	Etobicoke, Ont.	Kallestad Canada Inc.	Montréal, Qué.
Canmedical A Division of 883495 Ontario Inc.	Kingston, Ont.	Lux & Zwingenberger Ltd.	Toronto, Ont.
Castle Canada O/B MDT Canada Ltd.	Toronto, Ont.	McMaster University	Hamilton, Ont.
Cliff Dental Supplies Limited	St. John's, Nfld.	Medical Mart Supplies Ltd.	Mississauga, Ont.
Compagnie Dentaire America Inc.	Montréal, Qué.	Norfolk General Hospital	Simcoe, Ont.
Denco Division of Totec (1985) Inc.	Willowdale, Ont.	Orthomix	Longueuil, Qué.
Depot Dentaire (Canada) Ltée.	Montréal, Qué.	PMS Services O/B McDavis Sales & Service Ltd.	Scarborough, Ont.
Dept. of Veterans Affairs Veterans Services	Ottawa, Ont.	Saanich Peninsula Hospital	Saanichton, B.C.
		Sensenbrenner Hospital	Kapuskasing, Ont.
		Siemens Electric Limited	Mississauga, Ont.
		Sinclair Dental Co. Ltd.	North Vancouver, B.C.

MEDICAL, SURGICAL OR LABORATORY STERILIZERS

VI. CANADIAN IMPORTERS - 1990 (Cont'd)

**MEDICAL OR SURGICAL STERILIZERS
(H.S. 8419.20.10.00)**

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Stevens and Son Ltd.	Winnipeg, Man.	Surgikos Canada Inc.	Peterborough, Ont.
Sudbury Memorial Hospital	Sudbury, Ont.	Theratronics International Ltd.	Kanata, Ont.
Sulzer Canada Inc.	Pointe-Claire-Dorval, Qué.	University of Saskatchewan	Saskatoon, Sask.
Sunnybrook Medical Centre	Toronto, Ont.	Windsor Western Hospital Centre IODE	Windsor, Ont.

MEDICAL, SURGICAL OR LABORATORY STERILIZERS

VI. CANADIAN IMPORTERS - 1990 (Cont'd)

LABORATORY STERILIZERS (H.S. 8419.20.20.00)

There were 70 known importers of laboratory sterilizers in 1990. The principal ten importers accounted for 80 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	1 282	54
6	1 627	68
10	1 911	80
15	2 127	90
All Importers (70)	2 376	100

Major importers of laboratory sterilizers during 1990 are listed below in alphabetical order. Where the importer is not the same as the consignee (i.e. the recipient of the goods shipped), the name of the consignee rather than that of the importer is listed. The importer or consignee is not necessarily the end-user of the product.

NOTE: This list includes major importers except individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Alberta Research Council	Edmonton, Alta.	Highland Equipment Ltd.	Mississauga, Ont.
American Sterilizer Canada Inc.	Woodbridge, Ont.	Kallestad Canada Inc.	Montréal, Qué.
Baxter Corporation	Mississauga, Ont.	Laboratoires Quelab Inc., Les	Montréal, Qué.
Bran & Lue BBE Analyzing Technologies Inc.	New York, NY, USA*	Merck Frosst Canada Inc.	Pointe-Claire-Dorval, Qué.
Castle Canada O/B		Miele Appliances Limited	Markham, Ont.
MDT Canada Ltd.	Toronto, Ont.	Millipore Ltd.	Mississauga, Ont.
Dufort et Lavigne Ltée.	Montréal, Qué.	Natcom National Combustion Equipment Inc.	St-Léonard, Qué.
Ecowater Systems of Canada Div. of Ecodyne Ltd.	Woodbridge, Ont.	Northwest Laboratories Ltd.	Victoria, B.C.
Edmonton Laboratories Ltd.	Edmonton, Alta.	Prepared Media Laboratory Inc.	Tualatin, OR, USA*
Euroclean Canada Inc.	Cambridge, Ont.	Sabex International (1980) Ltée.	Boucherville, Qué.
Fisher Scientific Ltd.	Ottawa, Ont.	Simon Fraser University, University Centre Bldg.	Burnaby, B.C.
Getinge Sterilizing Equipment Inc.	Cambridge, Ont.	Therochem Laboratories Ltd.	Edmonton, Alta.
Griffith Laboratories Ltd., The	Scarborough, Ont.	Viro-Mart Limited	Burlington, Ont.

* Non resident importer.

MEDICAL, SURGICAL OR LABORATORY STERILIZERS

VII. FOREIGN EXPORTERS TO CANADA - 1990

MEDICAL OR SURGICAL STERILIZERS (H.S. 8419.20.10.00)

Major exporters to Canada of medical or surgical sterilizers are listed by major country of origin in descending order of dollar value of exports to Canada in 1990. These exporters accounted for 90 per cent of the total value of Canadian imports during 1990.

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>	<u>Value of Exports to Canada 1990</u> (\$000)
United States	American Sterilizer Co.)	7 065*
	MDT Biologic Company)	
	Pelton and Crane Co.)	1 066*
	Getinge Int. Inc.)	
	San-I-Pak)	448*
	Castle)	
	Tuttbauer USA Co. Ltd.)	
	Olympic Medical Corp.	134
Sweden	Getinge Ab)	292*
United States	Medivators Inc.)	
	Midmark Corporation)	
	Asp Surgikos)	124*
	Minn Mining)	
	Advanced Sterilization)	
Japan	Hirayama Mfg. Corp.)	78*
Switzerland	Hamo Ag)	
United States	Teha, tpc)	
TOTAL		9 207

* Aggregated to preserve confidentiality of Canadian importers.

MEDICAL, SURGICAL OR LABORATORY STERILIZERS

VII. FOREIGN EXPORTERS TO CANADA - 1990 (Cont'd)

**LABORATORY STERILIZERS
(H.S. 8419.20.20.00)**

Major exporters to Canada of laboratory sterilizers are listed by major country of origin in descending order of dollar value of exports to Canada in 1990. These exporters accounted for 86 per cent of the total value of Canadian imports during 1990.

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>	<u>Value of Exports to Canada 1990</u> (\$000)
United States	American Sterilizer Co.)	1 126*
	Baxter Export)	
	MDT Biologic Company)	
Fed. Rep. of Germany	Miele and Cie Gmbh and Co.)	268*
United States	Getinge International Inc.)	
Fed. Rep. of Germany	Seidenader Equipment)	247*
United States	Gruenberg Oven Co. Inc.)	
	Ludell Mfg Co.)	
	Barnstead/Thermolyne Corp.)	56
Japan	Nihon Dennetsu Co.)	141*
United States	New Brunswick)	
	Apco Technologies Inc.)	
France	Diagnostics Pasteur)	89*
United States	Griffith Micro Science Ltd.)	
	Parr Instrument)	
	Sonic Systems)	49*
	Digital Dynamics)	
	Bran Luebbe USA Inc.)	
	Atlantic Ultraviolet)	32*
	W.B.E. International)	
	Prepared Media Laboratory)	
	Millipore Corporation)	27*
	Janis Research Company Inc.)	
	Certek Inc.)	
	Miele Appliance Inc.)	18*
Japan	Aquafine Corp.)	
	Toyko)	
TOTAL		2 053

* Aggregated to preserve confidentiality of Canadian Importers.

MEDICAL, SURGICAL OR LABORATORY STERILIZERS

VIII. CANADIAN SUPPLIERS

The following lists are taken from two sources: a) the Business Opportunities Sourcing System (BOSS), a computerized data bank established by the Federal Department of Industry, Science and Technology Canada; and, b) the Canadian Trade Index, published by the Canadian Manufacturers' Association (CMA). These lists may not include all suppliers of the products in question, as companies must themselves register in BOSS or the Canadian Trade Index. In both cases, information on Canadian products supplied is as given by the companies.

BOSS

Companies are arranged in alphabetical order.

Sterilizers & Autoclaves Medical & Lab

<u>Name</u>	<u>Address</u>
Amsco Canada Inc.	Woodbridge, Ont.
*Dustbane Products Ltd.	Ottawa, Ont.
*Hoplab Inc.	Québec, Qué.
Hospital & Kitchen Equipment Ltd.	Downsview, Ont.
*Lux & Zwingenberger Ltd.	Toronto, Ont.
PMI Food Equipment Group Canada	North York, Ont.
*Sci-Can Div. of Lux & Zwingenberger Ltd.	Toronto, Ont.
*Scientek Medical Equip Div. Cassidy's Ltd.	Richmond, B.C.
*TSM Engineered Products Ltd.	Richmond, B.C.

* Company engaged in export trade.

Any enquiries and/or comments regarding the BOSS list should be directed to:

Business Opportunities Sourcing System
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario K1A 0H5
Tel.: (613) 954-5031
Telex: 053-4123
Fax.: (613) 954-1894

MEDICAL, SURGICAL OR LABORATORY STERILIZERS

VIII. CANADIAN SUPPLIERS (Cont'd)

CANADIAN TRADE INDEX

Companies are arranged in alphabetical order.

Sterilizers

<u>Name</u>	<u>Address</u>
Admiral Sanitation Limited	Scarborough, Ont.
Canners Machinery Ltd.	Simcoe, Ont.
Culligan of Canada Ltd.	Mississauga, Ont.
Dominion & Grimm Inc.	Anjou, Qué.
Hankscraft, Div. of Gerber (Canada) Inc.	Etobicoke, Ont.
*Isomedix Corporation	Whitby, Ont.
Lawrason's Chemicals Ltd.	Oakville, Ont.
Pharmax Limited	Mississauga, Ont.
*Trojan Technologies Inc.	London, Ont.
*Zontec Systems Inc.	Smiths Falls, Ont.

* Company engaged in export trade.

Any enquiries and/or comments regarding the Canadian Trade Index list should be directed to:

The Canadian Manufacturers' Association
4th Floor
75 International Boulevard
Etobicoke, Ontario M9W 6L9
Tel.: (416) 798-8000
Fax.: (416) 798-8050

MEDICAL, SURGICAL OR LABORATORY STERILIZERS

IX. CANADIAN AND FOREIGN TARIFFS

Medical, surgical or laboratory sterilizers included in this report are dutiable under the following Canadian tariff items.

<u>Tariff Item</u>	<u>Description of Goods</u>	<u>Tariff Treatment - 1992</u>		
		<u>Most Favoured Nation Tariff</u>	<u>General Preferential Tariff</u>	<u>United States Tariff</u>
8419.20.10	Medical or surgical sterilizers	FREE	FREE	FREE
8419.20.20	Laboratory sterilizers	9.2%	2.5%	1.8%

TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT

All exporting countries qualify for the Most Favoured Nation tariff treatment.

Enquiries concerning tariffs should be directed to the nearest Revenue Canada Customs and Excise office as listed on page two of this report.

MEDICAL, SURGICAL OR LABORATORY STERILIZERS

IX. CANADIAN AND FOREIGN TARIFFS (Cont'd)

Medical, surgical or laboratory sterilizers included in this report are dutiable under the following U.S. tariff items:

<u>Tariff Item</u>	<u>Description of Goods</u>	<u>Rates of Duty - 1992</u>		
		<u>General</u>	<u>Special⁽¹⁾</u>	<u>2</u>
8419.20.00	Medical, surgical or laboratory sterilizers	4.2%	FREE (A,E,IL) 0.8% (CA)	3.5%

FOREIGN COUNTRIES

Enquiries concerning tariffs and other government trade regulations in foreign countries should be directed to External Affairs as listed on page two of this report.

⁽¹⁾ Generalized System of Preferences	A
United States-Canada Free-Trade Agreement	CA
Caribbean Basin Economic Recovery Act	E
United States-Israel Free Trade Area	IL

2 Rates of Duty Column 2. Notwithstanding any other provisions, the rates of duty shown in column 2 shall apply to products, whether imported directly or indirectly, of the following countries and areas pursuant to section 401 of the Tariff Classification Act of 1962, to section 231 or 257(e)(2) of the Trade Expansion Act of 1962, to section 404(a) of the Trade Act of 1974 or to any other applicable section of law, or to action taken by the President thereunder:

Afghanistan	German Democratic Republic	Mongolia
Albania	Kampuchea	North Korea
Bulgaria	Laos	Romania
Cuba	Latvia	Union of Soviet Socialist Republics
Czechoslovakia	Lithuania	Vietnam
Estonia		

MEDICAL, SURGICAL OR LABORATORY STERILIZERS

X. UNITED STATES IMPORTS

BY MAJOR COUNTRY OF ORIGIN
(H.S. 8419.20.00.00)

The United States Department of Commerce reports U.S. data as follows:

Country of Origin	1989	1990	1991	Average Annual Growth Rate 1989-91 (%)
Canada				
Quantity (No.)	608	1 442	4 494	171.9
Value (\$000)	5 443	7 051	15 696	69.8
Israel				
Quantity (No.)	4 805	2 743	5 348	5.5
Value (\$000)	1 139	4 155	6 587	140.5
Argentina				
Quantity (No.)	1	-	17	312.3
Value (\$000)	2	-	2 787	4 155.3
Finland				
Quantity (No.)	1 031	21	132	-64.2
Value (\$000)	2 029	2 213	1 749	-7.2
Italy				
Quantity (No.)	41	1 311	881	363.5
Value (\$000)	1 213	1 176	1 193	-0.8
Fed. Rep. of Germany				
Quantity (No.)	358	3 702	220	-21.6
Value (\$000)	166	2 209	599	89.7
Japan				
Quantity (No.)	606	189	294	-30.3
Value (\$000)	636	587	523	-9.3
United Kingdom				
Quantity (No.)	417	3 797	853	43.0
Value (\$000)	227	1 338	384	30.1
France				
Quantity (No.)	1 016	1 120	18	-86.7
Value (\$000)	162	749	232	19.6
Denmark				
Quantity (No.)	-	15	7	-53.3
Value (\$000)	-	151	209	38.8
Other				
Quantity (No.)	3 322	1 161	5 702	31.0
Value (\$000)	2 025	882	371	-57.2
Total				
Quantity (No.)	12 205	15 501	17 966	21.3
Value (\$000)	13 043	20 512	30 330	52.5

Ranked in descending order by 1991 value.
Canada ranked 1 overall.

MEDICAL, SURGICAL OR LABORATORY STERILIZERS

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For more information on these and other opportunities, contact the nearest ISTC Regional Office listed at the end of this publication or the Market Intelligence and Technology Opportunities Service at (613) 954-4040.



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FOR MORE INFORMATION PLEASE CONTACT:

Market Intelligence Division
Services to Business Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel.: (613) 954-4970
Fax.: (613) 954-5463

OR Environmental Industries Directorate
Environmental Affairs Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel.: (613) 954-3211
Fax.: (613) 954-3430

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These centres have been established at headquarters and in every regional office to provide clients with a gateway into the complete range of ISTC services, information products, programs and expertise.

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650 West Georgia St.
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