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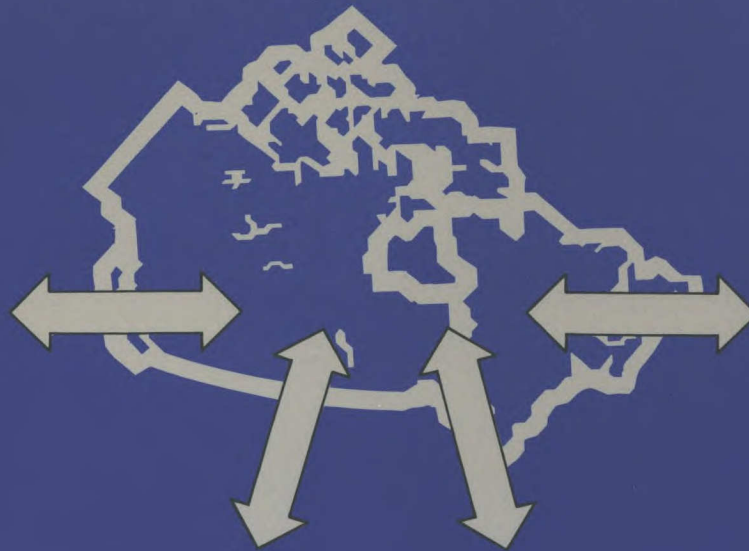
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MARKET INTELLIGENCE

HOSPITAL BEDS

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Canada



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HOSPITAL BEDS

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REFERENCE SOURCES

Industry, Science and Technology Canada
Statistics Canada, Tel.: (613) 951-9647
Revenue Canada, Tel.: (613) 954-7013
U.S. Department of Commerce,
Bureau of the Census,
Tel.: (301) 763-7754

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

For Customs purposes, imports are recorded at values established according to the provisions of the Customs Act, which, since January 1, 1985, reflects valuation methods based on the General Agreement on Tariffs and Trade (GATT) Valuation Code System. It generally requires the value for duty of imported goods be equivalent to the transaction value or the price actually paid or payable provided that a number of conditions are met. One of the important conditions is that the buyer and seller must be independent of each other. If the conditions are not met, practical rules are used to determine the Customs value. Therefore, Canadian imports are valued Free on Board (F.O.B.), place of direct shipment to Canada. The Customs value excludes freight and insurance costs in bringing the goods to Canada from the point of direct shipment. Canadian exports to the U.S. are valued F.O.B. point of exit from Canada. Prior to 1990, they were valued F.O.B. place of lading net of freight charges, discounts and allowances.

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.

Canada - U.S. Reconciliation

Prior to 1989, United States commodity coding was based on the Tariff Schedule of the United States (TSUSA) and comparable data are not available. Starting in January 1989, the Harmonized Commodity Description and Coding System (H.S.) was adopted by the United States. However, Canada and the United States have been exchanging import data only since January 1990 and therefore there may be discrepancies in 1989 between Canadian exports to the United States and United States imports from Canada. As of January 1990, any discrepancy between what Canada reports as exports to the United States and what the United States reports as imports from Canada is minimal resulting from exchange rates.

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HOSPITAL BEDS

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 is based on data from several sources for the following Harmonized System (H.S.) commodity codes:

<u>Description</u>	<u>H.S. Commodity Codes Analyzed</u>
Medical, surgical, dental or veterinary furniture (for example, operating tables, examination tables, hospital beds with mechanical fittings, dentists' chairs); barbers' chairs and similar chairs, having rotating as well as both reclining and elevating movements; parts of the foregoing articles (94.02)	
-Other (9402.90)	
---Operating tables, oscillating beds and electro-mechanical chiropractic tables, and parts thereof (9402.90.10)	
-----Oscillating beds	9402.90.10.20
---Other (9402.90.90)	
-----Hospital beds with mechanical fittings	9402.90.90.10

**HOSPITAL BEDS
CANADIAN IMPORT TRENDS
SUMMARY**

<u>Description and Commodity Code</u>	<u>Total Imports</u>				<u>Major Country of Export to Canada</u>			
	<u>1989 Value</u> (\$000)	<u>1990 Value</u> (\$000)	<u>1991 Value</u> (\$000)	<u>1992*</u> <u>Value</u> (\$000)	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>1992*</u>
Oscillating beds H.S. 9402.90.10.20	4 255	1 940	1 720	316	99	97	99.8	100
Hospital beds with mechanical fittings H.S. 9402.90.90.10	7 097	9 054	12 574	4 232	94	98	97	97
TOTAL	11 352	10 994	14 294	4 548				

* The latest year is cumulative to the first quarter.

HOSPITAL BEDS

CANADIAN IMPORT TRENDS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN

OSCILLATING BEDS (H.S. 9402.90.10.20)

<u>Country of Origin</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>1992*</u>	<u>Average Annual Growth Rate 1989-91 (%)</u>
United States Value (\$000)	4 209	1 889	1 716	316	-36.1
France Value (\$000)	24	10	3	-	-63.2
Other Value (\$000)	<u>22</u>	<u>41</u>	<u>-</u>	<u>-</u>	<u>87.0</u>
Total Value (\$000)	4 255	1 940	1 720	316	-36.4

NOTES: Ranked in descending order by 1991 value.

* The latest year is cumulative to the first quarter.

HOSPITAL BEDS

CANADIAN IMPORT TRENDS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN (Cont'd)

HOSPITAL BEDS WITH MECHANICAL FITTINGS
(H.S. 9402.90.90.10)

<u>Country of Origin</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>1992*</u>	<u>Average Annual Growth Rate 1989-91 (%)</u>
United States Value (\$000)	6 663	8 915	12 225	4 095	35.5
Netherlands Value (\$000)	97	-	257	8	62.9
United Kingdom Value (\$000)	2	30	35	24	357.3
Norway Value (\$000)	94	16	24	23	-49.3
Ireland Value (\$000)	-	-	22	-	0.0
Finland Value (\$000)	67	10	7	-	-68.6
France Value (\$000)	-	-	3	82	0.0
Denmark Value (\$000)	-	4	2	-	-54.0
Other Value (\$000)	<u>175</u>	<u>79</u>	<u>-</u>	<u>-</u>	<u>-54.8</u>
Total Value (\$000)	7 097	9 054	12 574	4 232	33.1

NOTES: Ranked in descending order by 1991 value.

* The latest year is cumulative to the first quarter.

HOSPITAL BEDS

CANADIAN IMPORT TRENDS (Cont'd)

BY PROVINCE OF CLEARANCE

OSCILLATING BEDS (H.S. 9402.90.10.20)

<u>Province of Clearance</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>1992*</u>	<u>Average Annual Growth Rate 1989-91 (%)</u>
Ontario Value (\$000)	3 520	1 652	1 465	274	-35.5
British Columbia Value (\$000)	111	40	93	12	-8.6
Saskatchewan Value (\$000)	2	-	68	-	513.5
Québec Value (\$000)	128	139	58	11	-32.8
Alberta Value (\$000)	474	105	27	1	-76.2
Prince Edward Island Value (\$000)	-	-	8	-	0.0
Manitoba Value (\$000)	1	4	2	-	29.6
New Brunswick Value (\$000)	-	-	-	17	-
Nova Scotia Value (\$000)	10	-	-	-	0.0
Newfoundland Value (\$000)	<u>8</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>0.0</u>
Total Value (\$000)	4 255	1 940	1 720	316	-36.4

NOTES: Ranked in descending order by 1991 value.

* The latest year is cumulative to the first quarter.

HOSPITAL BEDS

CANADIAN IMPORT TRENDS (Cont'd)

BY PROVINCE OF CLEARANCE (Cont'd)

HOSPITAL BEDS WITH MECHANICAL FITTINGS (H.S. 9402.90.90.10)

<u>Province of Clearance</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>1992*</u>	<u>Average Annual Growth Rate 1989-91 (%)</u>
Ontario					
Value (\$000)	5 009	5 639	5 400	2 043	3.8
British Columbia					
Value (\$000)	735	1 112	3 568	406	120.3
Saskatchewan					
Value (\$000)	225	283	1 097	318	120.6
Alberta					
Value (\$000)	375	488	721	170	38.7
New Brunswick					
Value (\$000)	202	1 013	667	521	81.6
Manitoba					
Value (\$000)	263	287	656	594	58.0
Québec					
Value (\$000)	224	152	341	128	23.4
Nova Scotia					
Value (\$000)	47	33	78	37	29.6
Newfoundland					
Value (\$000)	17	48	45	14	62.4
Prince Edward Island					
Value (\$000)	-	-	1	-	0.0
Total					
Value (\$000)	7 097	9 054	12 574	4 232	33.1

NOTES: Ranked in descending order by 1991 value.

* The latest year is cumulative to the first quarter.

HOSPITAL BEDS
CANADIAN IMPORTERS

OSCILLATING BEDS
(H.S. 9402.90.10.20)

There were 47 known importers in 1990. The principal 15 importers accounted for 91 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	1 156	60
6	1 470	76
10	1 647	85
15	1 766	91
All Importers (47)	1 940	100

The principal importers during 1990 are listed below in alphabetical order. This list does not include individuals. The importer is not necessarily the end-user of the product.

<u>Name</u>	<u>Location</u>	<u>Name</u>	<u>Location</u>
B & C Adjustable Bed Wholesalers	Thornhill, Ont.	Packard - Trudell Medical Supply	Lethbridge, Alta.
Centre Hospitalier Anna Labarge, Le	Chateauguay, Qué.	Physio E R P Ltée.	Laval, Qué.
Everest & Jennings Canadian Ltd.	Concord, Ont.	Sleeping Bedding Products Div. of 314313 Ontario Ltd.	Toronto, Ont.
K C I Medical Canada Inc.	Toronto, Ont.	Société de Marketing E M S Inc.	Anjou, Qué.
M & S X-Ray Services Ltd.	Guelph, Ont.	Stryker International Ltd.	Kalamazoo, MI, U.S.*
Medmark Inc.	Milton, Ont.	Trudell Medical	London, Ont.
North York General Hospital	Willowdale, Ont.	Unicare Medical Products Inc.	Toronto, Ont.
		Victoria Hospital Corporation	London, Ont.

* Non-resident importer.

HOSPITAL BEDS

CANADIAN IMPORTERS (Cont'd)

HOSPITAL BEDS WITH MECHANICAL FITTINGS (H.S. 9402.90.90.10)

There were 69 known importers in 1990. The principal 25 importers accounted for 97 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	6 044	67
6	7 740	85
10	8 187	90
15	8 514	94
25	8 811	97
All Importers (69)	9 054	100

The principal importers during 1990 are listed below in alphabetical order. This list does not include individuals. The importer is not necessarily the end-user of the product.

<u>Name</u>	<u>Location</u>	<u>Name</u>	<u>Location</u>
Dominion Metalwares Industries Ltd.	Mississauga, Ont.	Metal Craft Manufacturing Ltd.	Beamsville, Ont.
Everest & Jennings Canadian Ltd.	Concord, Ont.	Mississauga Medical Supply Limited	Mississauga, Ont.
Furnco Products O/B 551839 Ontario Limited	Midland, Ont.	Nor-Am Patient Care Products Co. Ltd.	Oakville, Ont.
Futuremed Hospital Products Inc.	Downsview, Ont.	Pacific Coast Furniture Agencies Ltd.	North Vancouver, B.C.
Health Care Furniture Corporation	Hartland, MI, U.S.*	Ray-Tec Radiant Heaters Ltd.	London, Ont.
Hill-Rom Canada Ltd.	Mississauga, Ont.	S S I Medical Service of Canada Ltd.	Whitby, Ont.
Ingram & Bell Inc.	Don Mills, Ont.	Seafair Enterprises Ltd.	Delta, B.C.
Invacare Canada Inc.	Mississauga, Ont.	Stryker International Ltd.	Kalamazoo, MI, U.S.*
J. Collins Furniture Gallery Ltd.	Burnaby, B.C.	T B Clift Ltd.	St. John's, Nfld.
Kimball World Inc.	Fort Erie, Ont.	Ultramatic Sleep of Canada Inc.	Burlington, Ont.
Kingston General Hospital	Kingston, Ont.	Vereburn Supply Ltd.	Calgary, Alta.
Medichair Ltd.	Brandon, Man.	Waterloo Bedding Co. Ltd.	Waterloo, Ont.

* Non-resident importer.

HOSPITAL BEDS
FOREIGN EXPORTERS TO CANADA

OSCILLATING BEDS
(H.S. 9402.90.10.20)

Major exporters to Canada are listed in descending order of dollar value. These exporters accounted for 83 per cent of the total value of Canadian imports during 1990.

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>	<u>1990 Value of Exports to Canada</u> (\$000)
United States	Kinetic Concepts)	1 083*
	Sci-O-Tech Inc.)	
	Hill-Rom Company Inc.)	277*
	Maxwell Products Inc.)	
	Stryker Corp.	74
Mason Medical)	177*	
Williams Manufacturing)		
Electropedic Mfg.)		
TOTAL		1 611

* Aggregated to preserve confidentiality of Canadian Importers.

HOSPITAL BEDS

FOREIGN EXPORTERS TO CANADA (Cont'd)

HOSPITAL BEDS WITH MECHANICAL FITTINGS (H.S. 9402.90.90.10)

Major exporters to Canada are listed in descending order of dollar value. 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>1990 Value of Exports to Canada</u> (\$000)	
United States	Hill-Rom Company Inc.	3 859	
	Stryker Corp.	1 778	
	American Massage Sales) Simmons Healthcare)	1 574*	
	Huntco Healthcare Inc.	189	
	Adel Medical Ltd.) Kimball World)	270*	
	Support Systems Int'l. Inc.) Amedco Health Care Inc.)	190*	
	Flex-A-Bed of Georgia	70	
	Hard Manufacturing Co. Inc.	65	
	Invacare Corp. Inc.	57	
	Thill Inc.) A. Massage)	107*	
	TOTAL		8 159

* Aggregated to preserve confidentiality of Canadian Importers.

HOSPITAL BEDS

CANADIAN SHIPMENTS

According to Statistics Canada, hospital beds with mechanical fittings in this report are made in Canada. However, for reasons of confidentiality, separate data on shipments by Canadian establishments are not available. Statistics Canada reports that oscillating beds are not made in Canada.

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

Statistics Canada
Industry Division
Survey of Manufactures Section
Ottawa, Ontario
K1A 0T6
Tel.: (613) 951-9837

Source: Catalogue #35-251, annual, "Furniture and Fixtures Industries".

HOSPITAL BEDS

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.

Beds, Hospital

<u>Name</u>	<u>Location</u>
Bertec Medical Inc.	L'Isletville, Qué.
E.M. Select Medical Technology Ltd.	McAdam, N.B.
*Fabri Metal Limitée	Anjou, Qué.
Giddings Beddings Ltd.	Granby, Qué.
*Medicus Ltée.	Montréal, Qué.
*Metal Craft Manufacturing Limited	Beamsville, Ont.
*Safety House Inc.	Concord, Ont.
Spadina Industries Inc.	Saskatoon, Sask.
W.R. Benjamin Products Limited	Springhill, N.S.

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

* Company engaged in export trade.

HOSPITAL BEDS

CANADIAN SUPPLIERS (Cont'd)

CANADIAN TRADE INDEX

Companies are arranged in alphabetical order.

Beds, Hospital and Other Institutions

<u>Name</u>	<u>Location</u>
Argosy Metal Mfg. Co. Ltd.	Toronto, Ont.
Bertec Medical Inc.	L'Isletville, Qué.
*Engineered Plastics Incorporated	Oakville, Ont.
*Hill-Rom Canada Ltd.	Mississauga, Ont.
*Metal Craft Manufacturing Limited	Beamsville, Ont.
Queen City Bedding Co. Limited	Downsview, Ont.

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

* Company engaged in export trade.

HOSPITAL BEDS
UNITED STATES IMPORTS
BY MAJOR COUNTRY OF ORIGIN

HOSPITAL BEDS
(H.S. 9402.90.00.10)

<u>Country of Origin</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>1992*</u>	<u>Average Annual Growth Rate 1989-91 (%)</u>
United Kingdom					
Value (\$000)	2 226	2 399	495	216	-52.9
Ireland					
Value (\$000)	4	117	258	2	664.3
Sweden					
Value (\$000)	362	1 014	246	3	-17.5
Mexico					
Value (\$000)	552	181	166	-	-45.2
Canada					
Value (\$000)	341	498	118	33	-41.2
Fed. Rep. of Germany					
Value (\$000)	825	212	103	5	-64.7
Taiwan					
Value (\$000)	57	26	97	5	30.0
France					
Value (\$000)	2	36	85	-	535.4
Yugoslavia					
Value (\$000)	-	42	47	32	11.9
Thailand					
Value (\$000)	-	128	33	-	-74.5
Other					
Value (\$000)	<u>110</u>	<u>84</u>	<u>26</u>	<u>-</u>	<u>-51.3</u>
Total					
Value (\$000)	4 479	4 738	1 672	296	-38.9

NOTES: Ranked in descending order by 1991 value.

* The latest year is cumulative to the first quarter.

Canada ranked 5 overall.

Source: U.S. Department of Commerce.

HOSPITAL BEDS

UNITED STATES IMPORTS (Cont'd)

BY CUSTOMS DISTRICT OF ENTRY

HOSPITAL BEDS
(H.S. 9402.90.00.10)

<u>Customs District of Entry</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>1992*</u>	<u>Average Annual Growth Rate 1989-91 (%)</u>
Miami, Florida					
Value (\$000)	616	54	431	209	-16.4
Chicago, Illinois					
Value (\$000)	466	1 471	429	22	-4.1
Charleston, South Carolina					
Value (\$000)	7	100	232	-	474.2
Buffalo, New York					
Value (\$000)	255	436	178	8	-16.5
Laredo, Texas					
Value (\$000)	552	181	166	-	-45.2
Los Angeles, California					
Value (\$000)	660	374	65	-	-68.6
Washington, D.C.					
Value (\$000)	-	6	58	-	881.2
Milwaukee, Wisconsin					
Value (\$000)	-	-	31	-	0.0
Cleveland, Ohio					
Value (\$000)	2	35	27	8	240.7
Baltimore, Maryland					
Value (\$000)	398	1 376	13	-	-81.7
Other					
Value (\$000)	<u>1 522</u>	<u>706</u>	<u>42</u>	<u>49</u>	<u>-83.4</u>
Total					
Value (\$000)	4 479	4 738	1 672	296	-38.9

NOTES: Ranked in descending order by 1991 value.

* The latest year is cumulative to the first quarter.

Source: U.S. Department of Commerce.

HOSPITAL BEDS

TARIFFS

CANADIAN

Canadian imports 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>
9402.90.10	Operating tables, oscillating beds and electro-mechanical chiropractic tables, and parts thereof	FREE	FREE	FREE
9402.90.90	Other medical, surgical, dental or veterinary furniture and parts, not elsewhere specified	10%	6.5%	2%

TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT

All exporting countries shown in this report (except the United States) qualify for the Most Favoured Nation tariff treatment.

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) 954-7013
Fax.: (613) 954-2509

HOSPITAL BEDS

TARIFFS (Cont'd)

UNITED STATES

United States imports included in this report are dutiable under the following U.S. tariff item:

<u>Tariff Item</u>	<u>Description of Goods</u>	<u>Rates of Duty - 1992</u>		
		<u>General</u>	<u>1</u>	<u>2</u>
9402.90.00	Other medical, surgical, dental or veterinary furniture and parts	5.3%	FREE (A,E,IL) 1% (CA)	40%

- 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 Notwithstanding any other provisions, the rates of duty 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	Mongolia
Albania	Republic (former)	North Korea
Bulgaria	Kampuchea	Romania
Cuba	Laos	Union of Soviet Socialist
Czechoslovakia	Latvia	Republics (former)
Estonia	Lithuania	Vietnam

FOREIGN COUNTRIES

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

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

HOSPITAL BEDS

MARKET OVERVIEW

The hospital bed market in Canada is part of the more general Hospital Furniture market and includes beds used in hospitals, homes for the aged, extended care institutions and the home-care sector. Specialty niche-markets can be found within the hospital bed market itself: for example maternity beds, paediatric cribs and ICU beds.

Products range from no-frills box-type beds for prisons and psychiatric hospitals to mid-range nursing home beds and finally to more sophisticated and accessorized manual or electric beds commonly used in hospitals. Variations of design are driven by various factors including the patient's comfort and medical care requirements; the end-user or location of the bed; the needs of the institution and its staff as they relate to safety, ease of use and convenience; and maintenance requirements such as repairs and housekeeping.

Currently there are no mandatory regulations in Canada for the design of hospital beds although there may be a move towards a change in that policy. There are, however, regulations in place governing the design and safety of hospital cribs. Also, electric beds or power accessories have to be CSA-approved before sale. Although there are apparently variations from province to province on internal standards for hospital beds, at the moment there are no common legislated standards Canada-wide.

The medical furniture market is a mature, replacement-oriented market. Cost-cutting measures combined with budget constraints and a lagging economy have made it more difficult to sell to medical institutions. In the replacement of existing beds or the purchase of new ones, buyers will be weighing price and value against reduced budget spending. A growth in the nursing home bed market could be anticipated due to an aging population. A trend towards home-care or out-of-hospital care could also provide greater market opportunities for certain types of less-elaborate hospital-type beds.

Based on feedback from the industry, an estimated 95% of the hospital beds currently used in Canada are imported, largely from major companies in the United States.* However, there are at least three or four smaller independent manufacturers in Canada who appear to have taken up competitive positions in the Canadian bed market. It seems that a higher-quality product, availability of service and/or parts, ability to custom-design beds to meet buyer requirements and the ability to fill market niches in Canada which are not profitable for larger companies have contributed to their market positions.

Jan Belcher
Health Care Products Directorate

HOSPITAL BEDS

dISTCcovery - TECHNOLOGY LICENSING OPPORTUNITIES

dISTCcovery is an ISTC service designed to create industry awareness of the world-wide supply of transferable technology available through licensing and joint ventures.

dISTCcovery provides access to international data bases containing thousands of licensing offers for new products, processes and technologies originating from around the world.

dISTCcovery introduces you to companies and organizations from around the world who are willing to licence the right to manufacture and sell their product or use their process or know-how in an agreed market area. The reverse is also possible. A Canadian company can also use **dISTCcovery** to promote their unique product or process for licensing internationally.

The following is a list of licensing opportunities identified from **dISTCcovery** using the keywords "hospital" and "beds":

- 1- High Tech Castor Rolls and Locks Easily
- 2- Variable Height Beds

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.



dISTCcovery

YOUR WINDOW TO A WORLD OF BUSINESS OPPORTUNITIES
UNE FENÊTRE SUR DES PERSPECTIVES COMMERCIALES

FOR MORE INFORMATION PLEASE CONTACT:

Market Intelligence and Technology
Opportunities Service
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 Health Care Products Directorate
Chemicals and Bio-Industries Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel.: (613) 941-2370
Fax.: (613) 954-1894

ISTC BUSINESS SERVICE CENTRES

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.

REGIONAL OFFICES

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Tour de la Bourse, Suite 3800
800 Victoria Place
P.O. Box 247
Montréal, Qué. H4Z 1E8
Tel.: (514) 283-8185
or 1-800-361-5367
Fax.: (514) 283-3302

ONTARIO

ISTC
Dominion Public Building
1 Front Street West, 4th Floor
Toronto, Ont. M5J 1A4
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Fax.: (416) 973-8714

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8th Floor
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P.O. Box 981
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P.O. Box 940, Station 'M'
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SASKATCHEWAN

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401-119 4th Avenue South
Saskatoon, Sask.
S7K 5X2
Tel.: (306) 975-4386
Fax.: (306) 975-5334

PRINCE EDWARD ISLAND

ISTC
Confederation Court Mall
134 Kent Street, Suite 400
P.O. Box 1115
Charlottetown, P.E.I. C1A 7M8
Tel.: (902) 566-7400
Fax.: (902) 566-7450

NEW BRUNSWICK

ISTC
Assumption Place, 12th Floor
770 Main Street
P.O. Box 1210
Moncton, N.B. E1C 8P9
Tel.: (506) 857-ISTC
Fax.: (506) 851-6429

BRITISH COLUMBIA

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Scotia Tower
650 West Georgia St.
P.O. Box 11610
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Fax.: (604) 666-0277

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510-5th Street South West
Calgary, Alta. T2P 3S2
Tel.: (403) 292-4575
Fax.: (403) 292-4578

YUKON

ISTC
Suite 210
300 Main Street
Whitehorse, Y.T. Y1A 2B5
Tel.: (403) 667-3921
Fax.: (403) 668-5003

NORTHWEST TERRITORIES

ISTC
10th Floor
Precambrian Building
P.O. Bag 6100
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