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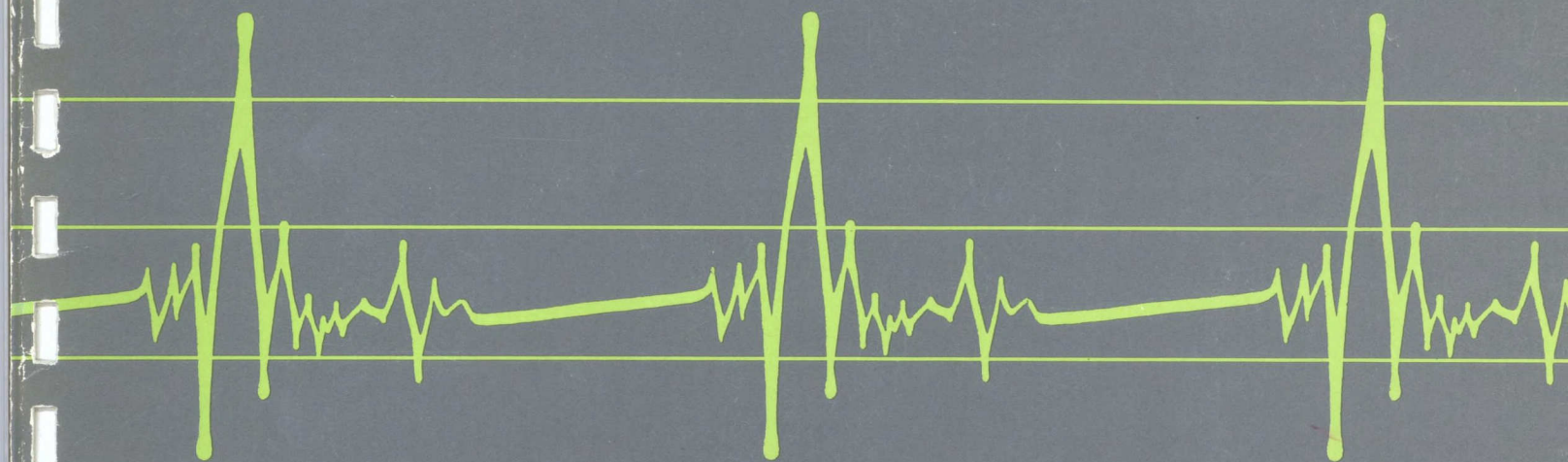
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Health Product Industry

**BIO-MEDICAL
INDUSTRIAL COOPERATION
OPPORTUNITIES**



Canada

**BIO-MEDICAL
INDUSTRIAL COOPERATION
OPPORTUNITIES**

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BIOTECHNOLOGY & HEALTH CARE
PRODUCTS DIRECTORATE
DEPARTMENT OF REGIONAL
INDUSTRIAL EXPANSION

JUNE 1988

INTRODUCTION

A collection of Bio-medical Industrial Cooperation Opportunities has been compiled as a reference guide of selected bio-medical firms operating in Canada which have expressed interest in industrial cooperation activities and the formation of strategic alliances with other firms.

This compilation is not intended to represent an exhaustive list of industrial cooperation interests in the bio-medical field, but is a selected cross-section of the industry reflecting the diversity of activities in this sector in Canada.

Industrial cooperation activities include: licensing and transfer of technology relating to product and manufacturing, joint research and development projects, as well as other joint ventures such as those for marketing or financing. The resulting strategic alliances can span a range of forms from independent collaborations to full partnerships.

Our objective in publishing this compilation of Bio-Medical Industrial Cooperation Opportunities is to encourage the formation of strategic alliances between firms or between firms and research institutions for the purpose of facilitating the flow of technologies and increasing product manufacturing in Canada.

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I. FIRM INDEX:

This index provides an alphabetical listing of all the Canadian companies compiled in Section II.

II. COMPANY SECTION:

This section represents the main body of the compilation, and alphabetically lists Canadian companies with their address, contact person, a brief corporate profile and their industrial cooperation interest.

III. KEYWORD INDEX

I. FIRM INDEX

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Cardiomed Supplies Inc.
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Precision Biologicals Inc.
Quadra Logic Technologies Inc.
Quantified Signal Imaging Inc.
HSC Research Development Corporation/Cyberfluor Inc.
RPI Inc.
Safety House of Canada Limited
Scintrex Ltd.
Simport Plastic Ltd.
Specialty Contact Lens Ltd.
Spinex Medical Corporation of Canada
St. Jude Medical Ltd.
Vas-Cath Incorporated
VenTech Healthcare Corporation Inc.
VIDO
Westmorland Laboratories Inc.
York Medical Systems Inc.

ABI Biotechnology Inc.

Address: A-1150 Waverley Street

Winnipeg, Manitoba
Canada R3T 4R1

Tel. No.: (204) 477-6413

Fax: (204) 284-1021

Contact: A.D. Friesen, Ph.D.

President and Chief Executive Officer

- biotechnology
- recombinant DNA technology
- diagnostic products
- therapeutic products
- monoclonal antibodies

Profile:

ABI Biotechnology Inc. is engaged in the research and commercial application of biotechnology. Since its incorporation in 1984, ABI has become a fully integrated pharmaceutical company with research, production, and marketing capabilities. Products under development at ABI include a number of recombinant DNA proteins: Human Growth Hormone, which is currently undergoing clinical trials in Canada; Interleukin-2; Epidermal Growth Factor; Hepatocyte Stimulatory Factor; and Superoxide Dismutase. ABI is also involved in the isolation, synthesis and characterization of a number of chemotherapeutic anthracyclines for the treatment of cancer, and another group of organic molecules from marine organisms which inhibits viral activity. ABI is also closely involved with the Winnipeg Rh Institute in projects related to the fractionation of blood plasma for therapeutic use. These include the production of human monoclonal antibodies against the Rh factor, and blood-clotting factors, including Factor VIII, from alternate sources. Products currently being manufactured include: Abitropin, a recombinant Human Growth Hormone (in clinical trials); Virocidin-X, an anti-viral disinfectant; IntoxiStick, a test for measuring blood alcohol levels from saliva; and UV-Chroma+, an industrial scale U.V. monitor.

Industrial Cooperation Interests:

technology sought

- scale-up fermentation and cell culture technology
- organic synthesis techniques

technology offered

- ABI is interested in licencing agreements to manufacture and distribute their products as well as products incorporating ABI's technology

Advanced Medical Technologies Inc.

Address: P.O. Box 8

West Royalty Industrial Park
Charlottetown, Prince Edward Island
Canada C1E 1B0

Tel. No.: (902) 566-3229

Fax: (902) 894-3636

Tlx: 014-55238

Contact: Bernard Houghton, President

- injector, needleless
- medical devices machining

Profile:

Advanced Medical Technologies Inc. was established in 1984 to manufacture the "Preci-jet 50", an advanced technology power injector device that injects insulin under the skin without the use of a needle. The injector delivers insulin under pressure through a tiny orifice that penetrates the skin to spread insulin evenly beneath.

The company currently employs 40 persons and sells through distributors in Canada and abroad. Export sales now account for the majority of sales and is expected to grow significantly as additional sales effort takes place in the U.S., Europe and Japan.

Advanced Medical Technologies' strength is its precision machining capability using computerized equipment along with its CAD/CAM system and quality inspection equipment. The company is a subsidiary of Mavtech Holdings Inc., a major diversified Canadian medical device manufacturing and distribution company.

Industrial Cooperation Interests:

technology sought

- technology related to medical devices or component parts or assemblies which require precision machining

Allelix Biochemicals

Address: 6850 Goreway Drive
Mississauga, Ontario
Canada L4V 1P1
Tel. No.: (416) 677-0831
Tlx: 06-968036
Fax: (416) 677-9595
Contact: Graham Strachan, Vice-President

- biochemical products
- therapeutic protein systems
- molecular biology
- gene expression systems
- biophysics

Profile:

Allelix Biochemicals is engaged in the development of therapeutic products combining techniques of molecular biology and biophysics. Allelix Biochemicals is applying its proprietary technologies to develop products for tissue repair, inflammation, immune system disorders, cancer, and for the control of fertilization. The company's research activities concentrate on the discovery and production of protein molecules central to the disease process and therapeutic agents based on information derived from the structure and function of these molecules. Unique and proprietary world-class gene expression systems include fungal, yeast and bacterial expression/secretion systems. These technologies offer the most efficient and economic means of producing therapeutic proteins. The company has also assembled a biophysics group with capabilities in X-ray crystallography, NMR and computer modelling to aid its receptor-based drug design effort.

Industrial Cooperation Interests:

technology sought

- seeking new product opportunities based on its therapeutically active protein systems
- also interested in financial collaborations

Allelix Inc. Diagnostics Division

Address: 6850 Goreway Drive
Mississauga, Ontario
Canada L4V 1P1
Tel. No.: (416) 677-0831
Tlx: 06-968036
Fax: (416) 677-9595
Contact: Mr. Jeffrey Greenberg,
Commercial Director

- biotechnology
- enzyme immunoassays
- diagnostic products
- monoclonal antibodies

Profile:

Allelix Diagnostics is developing a range of rapid, monoclonal antibody-based diagnostic tests (enzyme immunoassays) for diseases and other conditions in humans. The company combines its expertise in test chemistries, test reagents (trade-marked UREIASE) and device design to develop, patent and manufacture diagnostic kits. Products currently being manufactured include kits to detect pregnancy, sexually-transmitted diseases, strep throat and cardiac disorders.

Industrial Cooperation Interests:

technology sought

- monoclonal antibody and antigen technology
- novel technology for measuring biological parameters

technology offered

- enzyme immunoassay systems using UREIASE™ reagents for infectious and autoimmune diseases
- collaboration with companies interested in applying their enzyme immunoassay expertise

APO Diagnostics Inc.

Address: 91 Esna Park Drive

Unit 2
Markham, Ontario
Canada L3R 2S2

Tel. No.: (416) 475-1582

Fax: (416) 749-9578

Tlx: 07-986783

Contact: Mr. Max Marmel, President

- diagnostic products
- microbiological products
- plastic disposable products
- urological products

Profile:

APO Diagnostics Inc. is engaged in manufacturing microbiological tests for human medical and non-medical use. The company also produces microbiological transport systems, urine dip slides and plastic disposables. The APO group of companies have combined sales of about \$150 million dollars per year and have facilities in both Canada and the U.S.A. The pharmaceutical division is the second largest in Canada.

Industrial Cooperation Interests:

technology sought

- technology related to medical diagnostics

Bio/Can Scientific Inc.

Address: 2368 Dunwin Drive
Mississauga, Ontario
L5L 1J9

Tel. No.: (416) 828-2455

Fax: (416) 828-9422

Contact: Dr. Syd Abrahams

- diagnostics
- DNA probes
- biotechnology

Profile:

The company was founded in September 1983 and currently employs eight people. In September, 1988 Bio/Can will be moving into a new and larger facility which will contain a fully equipped laboratory as well as office and warehouse areas. Bio/Can is involved in a wide range of biotechnology products aimed at both the research and medical diagnostic markets.

Bio/Can's activities can be divided into two general areas. On the one hand it acts as Canadian distributor for a number of foreign manufacturers. The products which it distributes include immunology research and diagnostic products, molecular biology research products, and viral diagnostic products.

Bio/Can also carries out research and development aimed at the development of new biotechnology products in the health care field. In this capacity, Bio/Can is developing immunodetection kits for use in immunopathology laboratories. These products are being manufactured in the Mississauga facilities for domestic and export markets.

Industrial Cooperation Interests:

technology sought

- Bio/Can is seeking technology relating to the production of nucleic acid probes. Bio/Can's extensive expertise in detection systems would be most complementary in the development of kits utilizing nucleic acid probes

Biomira Inc.

Address: 9411A-20 Ave.

Edmonton, Alberta

Canada T6N 1E5

Tel. No.: (403) 450-3761

Tlx: 03-743341

Contact: Mr. Gordon Politeski, President

- biotechnology
- diagnostic products
- radioimmunoassay tests for cancer
- therapeutic products
- carbohydrate synthesis

Profile:

Biomira Inc. is a Canadian biotechnology company which develops and manufactures medical diagnostic and therapeutic products. The company is applying its technical expertise in carbohydrate chemistry and immunology to the diagnosis of cancer. Products currently being manufactured by Biomira include radioimmunoassay tests for diagnosing gastrointestinal, pancreatic and ovarian cancer.

Industrial Cooperation Interests:

technology offered/sought

- new immunoassay systems and kits
- carbohydrate synthesis
- technology related to the diagnosis and treatment of cancer

Biosig Instruments Inc.

Address: 5471 Royalmount Ave.

Montreal, Quebec

Canada H4P 1J3

Tel. No.: (514) 733-3362

Tlx: 05-826653

Contact: Mr. Gregory Lekhtman, President

- medical electronic equipment
- home health care products
- biofeedback systems
- computer, fitness
- monitors, physiological
- telemetry systems

Profile:

Biosig Instruments Inc. designs and manufactures home health care electronic equipment including telemetry heart rate monitors, fitness computers, biofeedback systems, muscle analyzers, EMG monitors and exercise equipment. The company specializes in low-cost, durable and easy-to-operate devices.

Industrial Cooperation Interests:

technology offered

- research, development and manufacturing services for standard medical electronic instrumentation, and will design instruments to specifications for manufacture in other countries
- also interested in setting up distribution networks for its products

≡≡≡ Bryenton and Associates Inc. ≡≡≡

Address: 203 Colonnade Road

Nepean, Ontario

Canada K2E 7K3

Tel. No.: (613) 727-5800

Contact: Earl Bryenton, President

- sensing devices

Profile:

Bryenton, a Canadian-owned company established in 1982, developed and manufactures the revolutionary new "Sensory 6", an electronic travel aid that serves as a mobility device for the blind. The "Sensory 6", which consists of eyeglasses, earphones and a compact electronics case, emits ultrasonic waves that detect objects in their path up to 3.5 m (12 feet) away. When an object is found, the "Sensory 6" produces a tone in the earphones, that rises in pitch as the obstruction is approached. The "Sensory 6" helps detect large or small objects in order to locate, or to avoid them. The "Sensory 6" combined with a primary aid, such as a cane, greatly improves the mobility of its users.

Bryenton is currently involved in developing other medical devices in the area of sensing.

Industrial Cooperation Interests:

technology sought

- technology relating to electronic sensing devices for biomedical, environmental and security applications, which may employ infrared, ultrasound and electronic systems

Canapharm Inc.

Address: P.O. Box 550

Wolseley, Saskatchewan

Canada S0G 5H0

Tel. No.: (306) 698-2518

Fax: (306) 698-2812

Contact: Rudy Jalbert, Vice-President

- intravenous solutions
- intravenous therapy and delivery systems
- hemodialysis solutions and delivery systems

Profile:

Canapharm is one of three sterile solution manufacturers in Canada. With its own recently completed state-of-the-art manufacturing facilities in Western Canada, Canapharm is now providing high quality intravenous products for some fifty Saskatchewan-based health care facilities. Canapharm is also collaborating with a number of affiliated companies to expand its product lines in related areas such as administration sets.

Industrial Cooperation Interests:

technology sought

- technology relating to intravenous therapy and delivery systems as well as hemodialysis solutions and delivery systems

Cardiomed Supplies Inc.

Address: P.O. Box 575

Gormley, Ontario

Canada L0H 1G0

Tel. No.: (416) 888-1965

Tlx: 06-986913

Contact: Mr. Christian G. Dube, President

- cardiovascular products
- critical care
- plastic products
- disposable products
- catheters
- tubing
- cannulas

Profile:

Cariomed Supplies Inc. is engaged in the manufacturing of disposable medical products for critical care. The company's product line includes tubing for extracorporeal circuits, hemodialysis products, kits, cannulas, angiography and thermodilution catheters, arteriovenous shunts, and catheter guidewires.

Industrial Cooperation Interests:

technology offered/sought

- technologies complementary to the company's product line.
- also interested in pursuing distribution arrangements for its specialized critical care products.

Chembiomed Ltd.

Address: P.O. Box 8050

2011-94 Street
Edmonton, Alberta
T6H 4N9

Tel. No.: (403) 450-6800

Tlx: 037-3886

Fax: (403) 450-6899

Contact: Mr. E.J. Cuyler, Vice-President Operations

- biotechnology
- immunoabsorbent products
- carbohydrate synthesis
- blood-typing reagents
- monoclonal antibodies
- diagnostic products

Profile:

Chembiomed Ltd.'s expertise lies in the area of synthetic carbohydrate chemistry. Using this expertise, Chembiomed manufactures unique immunoabsorbent products under the trade names Syntype, Synsorb and Biosynsorb, which selectively remove antibodies from blood or plasma. Syntype products are monoclonal antibody-based blood-typing reagents. Synsorb is used mainly in manufacturing processes for the plasma fractionation industry. Biosynsorb is an investigational extracorporeal medical device which facilitates ABO-incompatible organ transplants by reducing the antibody level in the recipient's bloodstream.

Half of the 75 person staff is engaged in research and development activities which involve identifying and synthesizing cell-surface carbohydrates. Future applications of these activities include the development of diagnostic and therapeutic products for the detection and treatment of cancer and human infectious diseases.

Industrial Cooperation Interests:

technology offered/sought

- research-related joint ventures and industrial collaborations in the area of synthetic carbohydrate chemistry

Chemfet Canada Ltd.

Address: 340 Saulteaux Crescent

Winnipeg, Manitoba

Canada R3J 3T2

Tel. No.: (204) 831-8077

Contact: Mr. A. Hayden,
Vice-President Manufacturing

- pH meters
- field effect transistors
- sensors

Profile:

Chemfet Canada Ltd. manufactures chemically-active field effect transistors for the measurement of pH as well as other ions using its novel proprietary technology. In addition, the company produces sensors, EKG and ECG leads, and buffer pads for pH measurement. Chemfet is actively pursuing unique applications for its advanced technology.

Industrial Cooperation Interests:

technology offered

- field effect transistor and sensor technology
- seeking companies who manufacture products that could incorporate its advanced sensors
- also interested in the private-label distribution of its products to international markets

CME Telemetry

Address: 2-105 Randall Drive

Waterloo, Ontario

Canada N2V 1C5

Tel. No.: (519) 886-8440

Fax: (519) 886-8442

Contact: Aidan Furlong, President

- monitors, physiological
- telemetry systems
- monitors, fitness
- blood glucose monitor

Profile:

CME Telemetry develops and manufactures sophisticated electronic patient monitoring systems including radiotelemetry systems for cardiac patients, and sports monitoring equipment. The company is currently developing a complete cardiovascular monitoring system and display device as well as a non-invasive blood glucose monitor for diabetics.

Industrial Cooperation Interests:

technology sought

- spread spectrum and radiofrequency technologies

technology offered

- telemetry and patient monitoring systems for incorporation in larger integrated systems
- interested in pursuing large-scale distribution arrangements for its products

Dentech Products Ltd.

Address: 2120 Paramount Cres.
Clearbrook, British Columbia
Canada V2S 5N5

Tel. No.: (604) 852-6911

Fax: (416) 825-4823

Contact: Anton Simor, President

- dental control systems
- dental electronic equipment and furniture
- medical electronic equipment

Profile:

Dentech commenced operations under this name in 1982 but was originally incorporated under the name Technodent Industries in 1974. The company is involved in the development, manufacture and sale of dental control systems (pneumatic, electronic-controlled systems to be introduced shortly). The company employs some 90 persons of which 35 are based in its U.S. facilities in Sumas, Washington. Dentech is one of the major manufacturers of dental control units in the world with some 90% of its products being exported to the U.S. With the completion of its new state-of-the-art facility next door to its existing plant, Dentech will occupy in excess of 50,000 square feet of space. This facility will include modern machining, sheet metal and plastic injection moulding capabilities.

Industrial Cooperation Interests:

technology sought

- technology relating to dental and medical electronic equipment

technology offering

- technology relating to pneumatic and electronic-controlled dental control units

Diagnostic Chemicals Ltd.

Address: 16 First Street

West Royalty Industrial Park
Charlottetown, P.E.I.

Canada C1E 1B0

Tel. No.: (902) 566-1396

Tlx: 014-44173

Contact: Dr. Regis Duffy, President

- diagnostic products
- biotechnology
- specialty chemical synthesis
- monoclonal antibodies

Profile:

Diagnostic Chemicals Limited, a Canadian-owned company founded in 1970, manufactures diagnostic reagents, enzymes, and specialty chemicals. The company's chemical diagnostic reagent systems are suitable for use on manual or automated systems such as centrifugal analyzers.

Diagnostic Chemicals currently produces analytical systems for the determination of acetaminophen, amylase, cholesterol, glucose, iron, triglycerides and uric acid levels. The company has also isolated several enzymes including glutamate dehydrogenase (GLDH), urease, cholesterol esterase, glycerol phosphate dehydrogenase and peroxidase.

The company also has the capability to maintain and propagate hybridoma cell lines but is not involved in new monoclonal development.

Industrial Cooperation Interests:

technology sought

- new technology related to clinical enzyme extraction and purification
- new enzymes and substrates of clinical significance
- unique or novel monoclonal antibodies principally dedicated to clinical diagnostics

technology offered

- private label manufacturing of the company's present classical diagnostic products based on unique substrates or special characteristics such as stability and ease of use
- contract synthesis of specialty fine chemicals

≡≡≡ Dominion Biologicals Ltd. ≡≡≡

Address: P.O. Box 1035

Truro, Nova Scotia

Canada B2N 5G9

Tel. No.: (902) 895-2846

Tlx: 019-34581

Contact: Mr. Sam Brushett, President

- biotechnology
- diagnostic products
- monoclonal antibodies

Profile:

Dominion Biologicals Ltd. manufactures a comprehensive range of immunodiagnostic products for blood transfusion services, prenatal diagnosis and the diagnosis of infectious diseases. The company also operates a fully integrated hybridoma research and development facility for the production of monoclonal antibodies.

Industrial Cooperation Interests:

technology sought

- state-of-the-art complementary technologies
- also interested in distributing compatible European products for the North American market

technology offered

- the company offers, on a licencing basis, hybridoma and protein separation technologies

Electrohome Ltd.

Address: 809 Wellington St. N.

Kitchener, Ontario

Canada N2G 4J6

Tel. No.: (519) 749-3168

Fax: (519) 749-3131

Tlx: 06-955449

- electronics medical
- electronic equipment
- monitors, electronic display

Profile:

Electrohome Ltd. manufactures electronic display monitors for non-medical use and would like to diversify into the medical market. The company has expertise in the display of electronically-generated information, extensive engineering capabilities and experience in the adaptation of products for the North American market.

Industrial Cooperation Interests:

technology sought

- searching for an industrial partner with complementary experience in the medical electronics industry (Ideally, the partnership should lead to the development of a 25 million dollar business in medical electronic display devices with at least a 25% North American market share. A short investment period is desirable.)

Electromed International Ltee.

Address: 395 boul. Industriel
St. Eustache, Québec
Canada JTR 5R3

Tel. No.: (514) 491-2100

Tlx: 05-835506

Contact: Claire Garneau

- radiology
- x-ray equipment
- radiographic units
- cineangiographs

Profile:

Electromed International Ltee. manufactures state-of-the-art radiology equipment including diagnostic x-ray generators and radiographic units. The company also produces cineangiographs for cardiovascular use.

Industrial Cooperation Interests:

technology sought

- electronic technology for x-ray equipment

technology offered

- would like to negotiate distribution arrangements for its radiology equipment

Formedica Ltee.

Address: 1481 Begin St.

St. Laurent, Québec

Canada H4R 1V8

Tel. No.: (514) 336-4821

Tlx: 05-561811

Contact: Mr. Robert Gibson

- orthopedic appliances

Profile:

Formedica Ltee. manufactures a wide range of orthopedic devices including cervical collars, clavicle straps, elastic joint immobilizers, and limb supports.

Industrial Cooperation Interests:

technology sought

- technology related to orthopedic appliances

Formedica would like to pursue joint ventures involving the two-way distribution of orthopedic products.

Frappier Diagnostic Inc.

Address: 527 des Prairies Blvd.

Laval, Québec

Canada H7N 4Z3

Tel. No.: (514) 687-5010

Tlx: 05-562171

Contact: Mr. Marc Quevillon,
Executive Vice-President

- biotechnology
- culture media
- diagnostic products
- veterinary products
- monoclonal antibodies

Profile:

Frappier Diagnostics Inc. manufactures culture media for the diagnosis of infectious diseases as well as diagnostic kits for human and veterinary use. Novel diagnostic kits to detect human sexually transmitted diseases, cancer, animal diseases, bacterial diseases and toxins in marine animals, and cattle milk in goat's cheese are currently being developed and manufactured by Frappier Diagnostics. Research and development activities are conducted in the areas of bacteriology, virology and monoclonal antibody techniques.

Industrial Cooperation Interests:

Frappier Diagnostics is interested in joint ventures involving financial investment and mutually beneficial distribution arrangements.

technology sought/offered

- technologies related to the production of diagnostic test kits

Helix Biotech Corporation

Address: #215-7080 River Road
Richmond, British Columbia
Canada V6X 1X5
Tel. No.: (604) 270-7468
Fax: (604) 684-9481
Contact: Dr. Terrance G. Owen, President

- biotechnology
- diagnostic products
- veterinary products
- aquaculture
- protein synthesis
- DNA probes

Profile:

Helix Biotech Corporation has extensive experience in the purification of rare, clinically important proteins and in the development of novel immunoassay systems. A significant proportion of its sales comes from a line of protein standards that are manufactured and sold internationally to other immunodiagnostic companies. These include antigens to detect pregnancy, cancer, allergies, infection, fetal abnormalities and thyroid malfunctions. Products currently being developed and marketed include cow heat, pregnancy, calf antibody, fowl antibody, horse heat, and bovine shipping fever antibody tests.

Other areas of interest to the company are instantaneous and automated immunodiagnostic tests, gene probes, synthetic vaccines, engineered proteins, and aquaculture.

Industrial Cooperation Interests:

Helix is actively involved in contract research in immunodiagnosis and is seeking opportunities for joint research and joint ventures involving diagnostic products.

Imperial Surgical Company

Address: 3585 St. Clair Avenue East

Scarborough, Ontario

Canada M1K 1L9

Tel. No.: (416) 264-2341

Tlx: 06-219691

Fax: (416) 264-2094

Contact: Claude Laurin, General Manager

- patient transportation devices
- equipment, operating, examination and treatment rooms

Profile:

Imperial Surgical Company, a Canadian firm incorporated in 1957, manufactures a complete range of patient transportation devices for use in the emergency, recovery, and the intensive care areas of a hospital or clinic. Another Imperial specialty is its steel equipment for use in operating rooms and its complete line of examining and treatment room equipment.

The Imperial product line includes stretchers and accessories, hydraulic stretchers, instrument tables, instrument cabinets, utility trucks and carriages, medicine and dressing carts and a variety of tables and stands on wheels.

Industrial Cooperation Interests:

technology sought

- technology relating to improvements in its existing product lines and related areas

== Ingram & Bell Incorporated ==

Address: 20 Bond Avenue
Don Mills, Ontario
Canada M3B 1L9

Tel. No.: (416) 444-7381

Fax: (416) 444-3894

Tlx: 069-66622

Contact: Sean O'Sullivan, Senior Vice-President

- patient care trays
- medical-related liquids
- infection control products
- laboratory equipment and supplies
- medical electronic equipment
- diagnostic products

Profile:

Ingram & Bell is the largest wholly Canadian-owned distributor, manufacturer and marketer of products servicing both the scientific and health care communities. Over 65 professionally trained sales representatives operate out of 10 strategically located distribution centres. Ingram & Bell produces a wide range of patient care and procedure trays as well as various medical-related solutions, ointments, disinfectants, etc.

Industrial Cooperation Interests:

technology sought

- technology relating to its existing manufacturing operations and also relating to the areas of infection control, laboratory equipment and supplies, medical instrumentation and diagnostic and critical care products

Madsen Electronics (Canada) Limited

Address: 2370 Speers Road
P.O. Box 535
Oakville, Ontario
Canada L6J 5M2

Tel. No.: (416) 825-0122

Fax: (416) 825-0851

Tlx: 06-982298

Contact: George W. Pay, Vice President

- audiometers
- evoked potential equipment
- medical electronic equipment

Profile:

Madsen Electronics (Canada) Limited, established in 1968, manufactures and markets medical instruments for the diagnosis of hearing disorders. The company initiated the first commercially available electro-acoustic impedance bridge. Today the Madsen product line encompasses screening and clinical pure tone and impedance audiometers, both portable and for office use, and systems for evoked potential measurement, speech training and real ear measurement. Madsen has manufacturing, research and development facilities in Canada and Denmark. Madsen has approximately 35 employees in Canada, and approximately 55 in an affiliated company near Copenhagen in Denmark. Each facility has design, development and manufacturing capabilities for the range of micro-processor controlled instruments which Madsen manufactures and distributes world-wide for the assessment of hearing and nerve disorders. In the Canadian facility there is full service capability as well as manufacturing capacity. The building in Oakville is 13,000 square feet.

Industrial Cooperation Interests:

technology sought

- technology relating to medical electronic products in the price range of Cdn\$1,000 to Cdn\$30,000

Medionics International Inc.

Address: 1271 Denison Street, Unit 49
Markham, Ontario
Canada L3R 4B5

Tel. No.: (416) 475-8431

Tlx: 06-986766

Contact: Mahesh Agarwal, President

- urological products
- dialysis systems

Profile:

Medionics International Inc. manufactures peritoneal dialysis systems and related tubing supplies. Research and development activities are concentrated on the design and construction of state-of-the-art dialysis systems.

Industrial Cooperation Interests:

technology offered

- electronic technology and design know-how for dialysis systems

Medionics would like to set up licencing arrangements to manufacture and/or distribute its products and is also interested in distributing related products in Canada.

Metal Craft Manufacturing Ltd.

Address: 1234 Ontario Street

Beamsville, Ontario

Canada L0R 1B0

Tel. No.: (416) 563-8264

Fax: (416) 563-8680

Contact: Ralph Thompson, President

- beds, hospital, electric
- cribs, pediatric

Profile:

Metal Craft Manufacturing Ltd., a fully Canadian-owned company incorporated in 1912, produces room furnishings for hospitals, nursing homes and homes for the aged. The company's products include a variety of beds, bedside tables, desks, dressers, drawers, cribs, infant care units, and overbed tables.

All Metal Craft furnishings are excellent-quality products designed to meet customer needs. They are available through authorized dealers.

Industrial Cooperation Interests:

technology sought

- technology relating to electric hospital beds

technology offered

- technology relating to a pediatric crib for hospitals featuring a double tilt deck, feather-light side rails and triple-lock mechanism

O-Two Systems International Inc.

Address: 7575 Kimbel Street, Unit 5
Mississauga, Ontario
Canada L5S 1C8

Tel. No.: (416) 677-9410

Tlx: 06-983576

Contact: Mr. Jerry Lassaline, Marketing Director

- respiratory equipment
- emergency medical equipment

Profile:

O-Two Systems International Inc. manufactures respiratory and emergency medical equipment, including the manual and oxygen-powered Flynn Series resuscitators. The company maintains its own in-house research and development departments to create innovative, dependable, excellent-quality products.

Industrial Cooperation Interests:

O-Two Systems International Inc. is very flexible regarding industrial cooperation activities. The company is interested in joint-venture and licencing arrangements involving the manufacture and distribution of respiratory and emergency medical equipment, and is seeking new technologies in these areas.

Pentotech Co. Ltd.

Address: 48 Galaxy Blvd.

Unit 414
Rexdale, Ontario
Canada M9W 6C8

Tel. No.: (416) 675-5848

Tlx: 06-989289

Fax: (416) 675-6423

Contact: Mr. I. Goping
Research and Development Manager

- urological products
- urodynamic analyzers
- light sources
- cystometers

Profile:

Pentotech Co. Ltd. manufactures urological products including urodynamic analyzers, electrical recording cystometers, urethrometers, uroflowmeters, computerized strip chart recorders and light sources for endoscopic and fiberoptic use. The company is involved in on-going research and development activities in the field of urology.

Industrial Cooperation Interests:

technology sought

- sensor technologies related to the measurement of body parameters such as temperature and pressure

technology offered

- Pentotech would consider offering its technology in the urology field to companies with large-scale distribution capabilities
- Pentotech is also interested in two-way distribution arrangements

PTI Lasers Inc.

Address: 347 Consortium Court
London, Ontario
Canada N6E 2S8

Tel. No.: (519) 668-6920

Contact: Paul Quigley

- laser diagnostic instrumentation
- electro-optical instrumentation

Profile:

PTI is a recently established Canadian electro-optic company which is a subsidiary of Photon Technology International of Princeton, New Jersey. The company employs 25 persons and exports some 90% of its products. PTI carries out research, development and manufacture of nitrogen/dye laser systems, fluorescence lifetime instrumentation, xenon and mercury-xenon arc lamp systems. PTI Lasers' subcomponent and component lines of scientific instrumentation and products are targeted at the original equipment manufacturers' market and as replacements for consumable parts in the company's and other manufacturers' equipment. The finished products are primarily intended for research laboratories in medical and public institutions as well as industry. PTI's strengths are in the area of R&D and electronic assembly of electro-optical instrumentation.

Industrial Cooperation Interests:

technology sought

- joint ventures involving laser diagnostic instrumentation

technology offered

- interested in carrying out contract R&D projects on behalf of others

Precision Biologicals Inc.

Address: 11 Pettipas Drive,

Unit A

Dartmouth, Nova Scotia

Canada B3B 1K1

Tel. No.: (902) 463-0119

Contact: Mr. Stephen L. Duff,

Sales and Marketing Manager

- biotechnology
- diagnostic products
- microbiological products]
- blood typing reagents

Profile:

Precision Biologicals Inc. is a manufacturer of clinical diagnostic products. The company's major product lines are blood coagulation reagents and controls, prepared microbiological products including media and transport systems, and diagnostic test systems.

Industrial Cooperation Interests:

technology sought

- enzyme-linked immunosorbent assay and enzyme immunoassay technologies

technology offered

- manufacturing expertise in the area of clinical diagnostic products
- seeking partnerships in which their manufacturing capabilities would be provided to companies with expertise in product development

Quadra Logic Technologies Inc.

Address: 2660 Oak St.
Vancouver, British Columbia
Canada V6H 3Z6
Tel. No.: (604) 875-4811
Tlx: 04-54654
Fax: (604) 875-0001
Contact: Dr. James Miller, President

- biotechnology
- diagnostic products
- therapeutic products
- monoclonal antibodies
- DNA probes

Profile:

Quadra Logic Technologies (QLT) Inc. is a biotechnology company which develops and commercializes cancer, reproductive, veterinary and infectious disease diagnostics as well as immuno-therapy products. QLT has proven expertise in genetic engineering, monoclonal antibody and DNA probe technology and is now establishing a solid base for its diagnostic and therapeutic products in North American and international markets.

Industrial Cooperation Interests:

QLT is interested in setting up a network of industrial contacts for mutual benefit in development, manufacturing and distribution of diagnostic and therapeutic products.

Technology sought

- genetic engineering, monoclonal antibody and DNA probe technologies related to the diagnostic and therapeutic areas

Technology offered

- licencing arrangements to manufacture products incorporating QLT's biotechnology expertise

Quantified Signal Imaging Inc.

Address: 26 Lesmill Rd.

North York, Ontario

Canada M3B 2T5

Tel. No.: (416) 449-7050

Fax: (416) 449-0056

Contact: Mr. Michael Cannata

- neurology
- brain-mapping equipment
- somatosensory devices
- electroencephalographs
- EEG analyzers

Profile:

Quantified Signal Imaging Inc. (QSI) manufactures a novel line of neurological equipment including EEG analyzers, brain mapping computers, neurological stimulators, electrical evoked-response stimulators, auditory evoked potential measuring units, somatosensory stimulators and electroencephalographs.

Industrial Cooperation Interests:

technology sought

- seeking technologies related to mapping organs and hemodynamics as well as technologies in the cardiovascular and neurological fields

HSC Research Development Corporation/ Cyberfluor Inc.

Address: 88 Elm Street

Toronto, Ontario
Canada M5G 1X8

Tel. No.: (416) 598-5982

Fax: (416) 598-7163

Tlx: HOSPSCHIL 06-22335

Contact: James Clelland, President

- biotechnology
- fluorometer
- diagnostic products
- fluorescent technology
- DNA probes
- monoclonal antibodies
- biochemical products

Profile:

HSC Research Development Corporation (HSC), a private company, was established by the Hospital for Sick Children to conduct applied research for the healthcare market, manufacture and sell products in the laboratory field and transfer new technology to industry. The company has developed a novel time-resolved fluorescent technology for labelling gene probes. HSC presently manufactures a range of biochemicals and biologicals including monoclonal antibodies. HSC has 20 employees including 6 Ph.D.s involved in new product research.

CyberFluor Inc., a subsidiary of the RDC, markets a novel time-resolved immuno-diagnostics system that employs a patented fluorophore. The technology was originally conceived at RDC and was transferred to CyberFluor as part of a new venture package. CyberFluor now markets a proprietary fluorometer, the model 615, in its immunodiagnostic business. RDC owns 70% of CyberFluor. CyberFluor has 27 employees including 8 Ph.D.s involved in product development.

Industrial Cooperation Interests:

technology sought

DNA probe technology related to:

- infectious diseases
- genetic diseases

technology offering

- molecular biology instrumentation
 - apparatus for separation of large DNA fragments
- fluorescence instrumentation
- fluorescence probes & technology
- software for research laboratories

RPI Inc.

Address: 190 Hwy. 7 West
Unit 30
Brampton, Ontario
Canada L7A 1A2

Tel. No.: (416) 456-0660

Contact: Mr. Raymond Parr, President

- dental electronic equipment and furniture

Profile:

RPI is a small company which designs and manufactures a wide range of dental equipment including dental chairs, stools, carts, delivery systems and accessories. RPI primarily sells products through dental supply houses in Canada and is starting to make inroads into the U.S. market.

Industrial Cooperation Interests:

technology sought

- opportunities in current and related product lines

Safety House of Canada Limited

Address: 1275 Castlefield Avenue
Toronto, Ontario
Canada M6B 1G4

Tel. No.: (416) 789-0631

Tlx: 06-969542

Contact: Mr. Gerald J. Yaffe,
National Sales Manager

- safety equipment
- first-aid kits
- oxygen ventilators
- medical supplies

Profile:

Safety House of Canada Limited manufactures and distributes safety equipment and medical supplies. Using the brand name SAFE-TEX, Safety House is one of the largest suppliers of first-aid kits in North America. The company also produces a wide selection of bandages, gauze pads, pressure dressings, antiseptics, first aid creams, burn sprays, stretchers and oxygen ventilators. Safety House employs 175 people and has annual sales exceeding 50 million dollars.

Industrial Cooperation Interests:

technology offered/sought

- all types of industrial cooperation activities including joint-ventures and licensing agreements for technology transfer, manufacturing and marketing of safety equipment and medical supplies

Scintrex Ltd.

Address: 222 Snidercroft Road

Concord, Ontario

Canada L4K 1B5

Tel. No.: (416) 669-2280

Fax: (416) 669-5132

Tlx: 06-964570

Contact: Dr. Harold O. Seigel, President

- medical electronic equipment
- analytical instrumentation
- immunoanalysers
- electro-optical instrumentation
- electronics

Profile:

Scintrex Ltd. is a private-label manufacturer of immunoanalysers for medical companies and has extensive experience and capabilities in the design, production engineering, and manufacturing of instrumentation for analytical and electro-optical applications.

Industrial Cooperation Interests:

technology offered

- Scintrex provides instrumentation, manufacturing and electronic assembly services to the health care field

Simport Plastics Ltd.

Address: P.O. Box 270

Beloeil, Quebec
Canada J3G 4T1

Tel. No.: (514) 464-1723

Fax: (514) 464-3394

Tlx: 05-826852

Contact: Andre Lafond, President

- laboratory supplies
- plastic disposable products

Profile:

Simport Plastics Ltd., a Canadian-owned company established in 1975, manufactures disposable, single-use laboratory products made of plastic. The company has extensive experience in dealing with the demanding standards and needs of the health care market. Its products are manufactured under stringent quality controls, with the end user in mind.

Simport Plastics manufactures petri dishes, contact plates, dilution vials, specimen containers and a variety of other disposable plastic laboratory products.

Industrial Cooperation Interests:

technology sought

- technology relating to medical and pharmaceutical disposable plastic products

technology offered

- technology relating to a plastic vial/tube used in deep-freeze applications known under trade name cryo-vial

Specialty Contact Lens Ltd.

Address: 213-19th Street N.W.

Suite 1
Calgary, Alberta
Canada T2N 2H9

Tel. No.: (403) 283-9506

Tlx: (403) 03-821172 CGY

Fax: (403) 229-2788

Contact: Mr. Bill Sturm, Director of Research

- contact lenses
- scleral contact lens
- lathe technology for contact lenses

Profile:

Specialty Contact Lens Ltd. (SCL) was established in 1981 by the former owner of Corneal Contact Ltd. Although the company is fairly small with nine employees, it manufactures and distributes a wide range of contact lenses and related products. Its research and development capabilities are world-class and include developments such as the "Canadian Hybrid Design" contact lens profile which provides superior alignment and improved tear-pump action resulting in marked improvement in comfort, an innovative lathing technology which includes an air bearing as well as a cam-operated design capability which is superior to existing technology, and a lathe-cut scleral contact lens.

Industrial Cooperation Interests:

technology sought

- technology relating to new materials for contact lenses

technology offered

- technology relating to its "Canadian Hybrid Design", innovative lathing technology and lathe-cut scleral contact lens

Spinex Medical Corporation of Canada

Address: 1980 Sherbrooke St. W.

Suite 100
Montreal, Quebec
Canada H3H 1E8

Tel. No.: (514) 989-9742

Contact: Dr. Srge Gracovetsky, President

- orthopedic appliances
- spine assessment system
- infrared motion analysis

Profile:

Spinex manufactures an innovative, sophisticated spine assessment system, under the trademark Spinoscope, which objectively diagnoses spinal abnormalities. Spinoscope™ uses an advanced infrared three-dimensional motion analysis system to monitor the geometry of the spine, and an electromyograph to monitor the activity of eight muscle groups. The data are visually displayed on a computer screen.

Industrial Cooperation Interests:

technology offered

- is interested in licencing and marketing agreements for its unique technology and product

St. Jude Medical Ltd.

Address: 2250 boul. Vanier

St. Hyacinthe, Quebec

Canada J2S 6L7

Tel. No.: (514) 774-3101

Tlx: 05-830524

Contact: Mr. Jorge Jordana, President

- heart valves
- arterial grafts
- cardiovascular products

Profile:

St. Jude Medical Ltd. manufactures mechanical and bioprosthetic heart valves for human implantation, as well as arterial grafts for human artery replacement. St. Jude Medical Ltd. is internationally known for its superior cardiac valves which are fabricated using a unique, patented technology. Over 90% of the company's products are exported. Research and development activities are focused on producing enhanced heart valves. However, the company is interested in developing new cardiovascular products.

Industrial Cooperation Interests:

technology offered/sought

- St. Jude Medical Ltd. has an open-minded approach towards industrial cooperation and would like to expand its manufacturing capabilities to include new cardiovascular product lines
- is interested in collaborations involving the application of new technologies to the cardiovascular field

Vas-Cath Incorporated

Address: 2380 Tedlo Street

Mississauga, Ontario

Canada L5A 3V3

Tel. No.: (416) 848-5800

Tlx.: 06-960480

Fax: (416) 848-6638

Contact: Mr. Jon E. Last

Director, Sales and Marketing

- catheters
- plastic disposable products
- implantables
- cannulas

Profile:

Vas-Cath Incorporated which is a privately-owned Canadian corporation established in 1977, manufactures and distributes catheters, kits and insertion trays and related accessories for hemodialysis, interventional radiology, gynaecology and anaesthesiology. In 1979, Vas-Cath commercialized the world's first single lumen and then, double lumen subclavian dialysis cannulas. In 1984, the company successfully introduced the "Vaccess" line of vascular access cannulas made with the newest of "Bodysoft" polyurethanes that inherently and significantly improve patient safety. The latest product line is the "Opti-flow" line of small gauge catheters for peripheral and digital subtraction angiography. Vas-Cath, which operates out of a 35,000 square foot facility in Mississauga, Ontario, also has an affiliated company in the U.S. Over 90% of its products are exported primarily to the U.S. where its distribution capabilities are excellent.

Industrial Cooperation Interests:

technology sought

- technology relating to specialty medical disposables and implantables

VenTech Healthcare Corporation Inc.

Address: 736-6th Avenue S.W.

Suite 1500
Canada Life Tower
Calgary, Alberta
Canada T2P 3T7

Tel. No.: (403) 265-3035

Fax: (403) 233-2244

Contact: Mr. Tom Maxwell
Director, Special Projects

- home healthcare products
- medical and surgical devices

Profile:

VenTech, which was established in 1986, has grown tremendously by the acquisition route and is already a major medical device company in Canada. With its acquisition of Abbey Medical Inc., the fourth largest home health care dealer in the U.S. and its impending acquisition of Foster Home Health Care in the U.S., VenTech will definitely dominate this sector. VenTech is an integrated manufacturer, distributor, and retailer of a wide range of medical supplies and health care products, with operating divisions throughout Canada and the United States. In-house manufacturing capabilities are quite broad and include disposable products used in the operating room, intensive care, emergency departments, and anesthesia, dialysis solutions and an innovative suction/oxygenating valve. VenTech is a public company with 1987 sales of Cdn\$109 million. Sales are forecasted to grow tremendously, particularly with the acquisition of Foster.

Industrial Cooperation Interests:

technology sought

- technology involving a broad range of medical and surgical devices

VIDO

Address: 124 Veterinary Road
Saskatoon, Saskatchewan
Canada S7N 0W0

Tel. No.: (306) 966-7465

Tlx: 074-2659

Contact: Dr. S.D. Acres, President

- immunomodulators
- veterinary products
- monoclonal antibodies

Profile:

VIDO (Veterinary Infectious Disease Organization) manufactures veterinary vaccines and immunomodulators. Research and development activities are focused on the use of genetically-engineered bovine interferon for the prevention and control of respiratory disease in cattle, and monoclonal antibody technology for the prevention of calf scours.

Industrial Cooperation Interests:

technology offered/sought

- research expertise in immunobiology and animal health care on a contractual basis
- VIDO is interested in collaborations and joint ventures involving the research and development of novel animal health care products

Westmorland Laboratories Inc.

Address: P.O. Box 1460

Sackville, New Brunswick

Canada E0A 3C0

Tel. No.: (506) 536-3327

Fax: (506) 536-3578

Contact: Glenn N. Adams

- electro-mechanical medical equipment
- microwave plasma defroster

Profile:

Westmorland Laboratories Inc., was formed specifically to develop, manufacture, and market a Microwave Plasma Defroster for thawing blood plasma in hospital blood banks. WesLabs is licensed to use a patent covering work done previously by the National Research Council and the Canadian Red Cross. The present method of thawing plasma, using a water bath, is undesirably slow and entails a risk of bacterial contamination. Ordinary microwave ovens cannot be used because it is very difficult to ensure that no part of the plasma is overheated. The WesLabs Plasma Defroster is based on a microwave oven, but incorporates design features that overcome these difficulties. Blood banks are eager to acquire this rapid, dry, method of thawing plasma. The Company was formed by a group of small investors, none of whom holds more than 14 percent of the voting shares. A new, 4200 square foot building was erected during 1987, and the Company has recently employed a many as eight people. The Company is currently developing other products.

Industrial Cooperation Interests:

technology sought

- technology relating to electro-mechanical medical equipment

York Medical Systems Inc.

Address: 250 Steelcase Rd. E.

Markham, Ontario

Canada L3R 2S3

Tel. No.: (416) 479-4800

Fax: (416) 479-9994

Contact: Mr. Roy Bechtel, President

- radiology
- x-ray equipment
- radiographic units

Profile:

York Medical Systems Inc. is a manufacturer of low-end x-ray equipment. The company has a number of innovations of x-ray technology to its credit including bi-plane alternative shot radiography and the multi-room use of a single generator.

Industrial Cooperation Interests:

technology sought

- microprocessor-based technologies related to diagnostic imaging equipment

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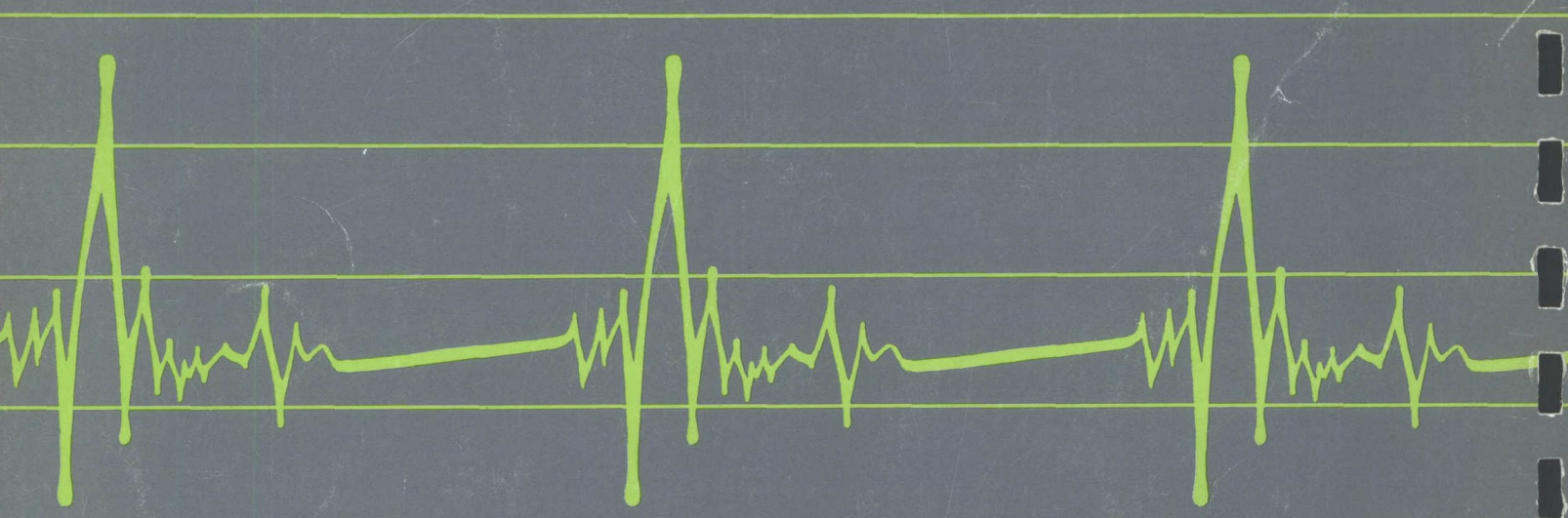
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