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IMPORT PROFILE

Investment Opportunities

ANAESTHETIC AND OXYGEN ADMINISTRATION
EQUIPMENT, ACCESSORIES AND PARTS

Pub. No: 74-86 November 1986



Government
of Canada

Regional Industrial
Expansion

Gouvernement
du Canada

Expansion industrielle
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ANAESTHETIC AND OXYGEN ADMINISTRATION
EQUIPMENT, ACCESSORIES AND PARTS

Pub. No: 74-86 November 1986

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Ottawa, Ontario
K1A 0H5
Tel: (613) 954-3065

OR

The nearest DRIE Regional Office.
These offices are listed on the last
page of this publication.

REFERENCE SOURCES

Department of Regional Industrial Expansion
Statistics Canada
Revenue Canada
Supply and Services Canada

EXPLANATORY NOTES

Valuation

Imports are generally recorded at the values established for customs duty purposes according to the provisions of the Customs Act. Customs values are identical to selling prices for most transactions between non-affiliated companies, but customs values exceed selling prices for many transactions between affiliated companies. All values are reported in Canadian dollars and do not include duty.

Average Growth Rate

Growth rates are calculated on the basis of annual compounding.

Rounding

Figures may not add due to rounding.

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IMPORT COMMODITY CODES - 706-83-20
706-83-88

CANADIAN MARKET OPPORTUNITIES - IMPORT PROFILE

ANAESTHETIC AND OXYGEN ADMINISTRATION

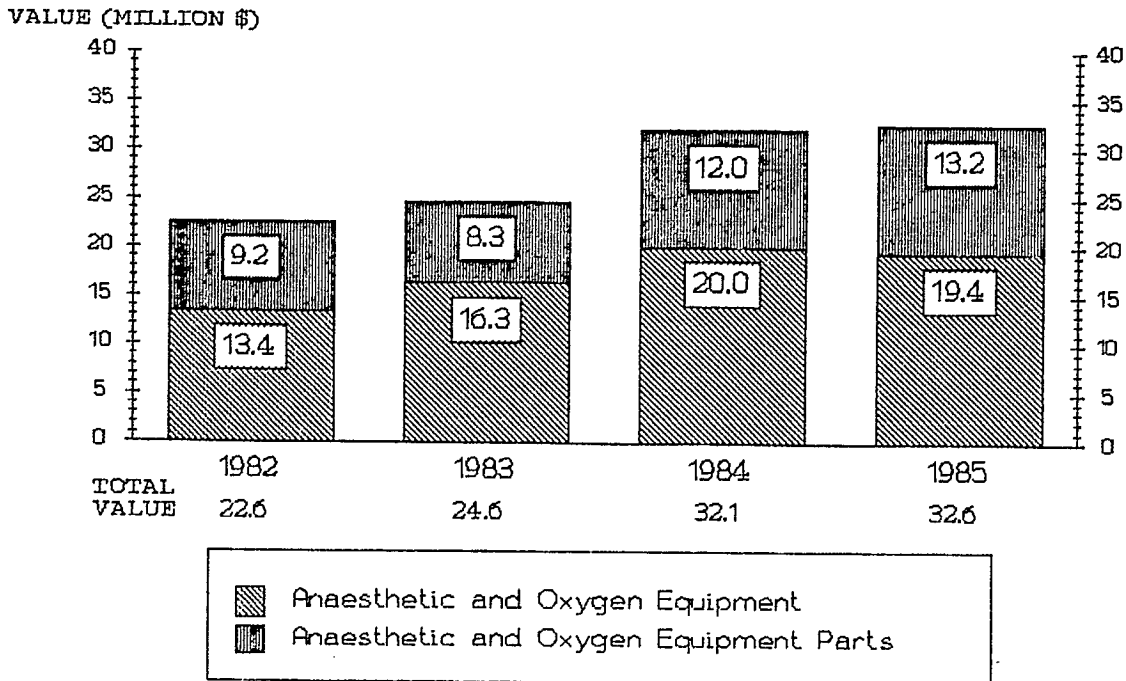
EQUIPMENT, ACCESSORIES AND PARTS

INTRODUCTION AND SCOPE

This report is one of a continuing series designed to increase business awareness of the potential existing for domestic production and to stimulate Canadian business to further explore potential opportunities in both the Canadian and export markets. It is important to emphasize that this report does not attempt any assessment as to the feasibility of manufacturing or competing in a particular market and should be treated as an indicator or starting point for the manufacturer or entrepreneur.

The commodities examined in this report are found under two import commodity codes according to the Canadian International Trade Classification (C.I.T.C.) as follows: 706-83-20 "Anaesthetic and Oxygen Equipment", and 706-83-88 "Anaesthetic and Oxygen Equipment Parts, Not Elsewhere Specified" (referred to as anaesthetic and oxygen equipment parts). Anaesthetic and oxygen equipment includes oxygen tent aspirators, anaesthesia gas machines, reusable oxygen face masks, anaesthetic inhalers, ultrasonic humidifiers, oxygen tents, hospital-type respirators, and respirometers.

IMPORT TRENDS: OVERVIEW



During the four-year period, imports of anaesthetic and oxygen equipment and equipment parts increased significantly, from \$22.6 million in 1982 to \$32.6 million in 1985.

VALUE OF IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

ANAESTHETIC AND OXYGEN EQUIPMENT (706-83-20)

<u>Foreign Country of Export</u>	<u>1982</u>	<u>1983</u>	<u>1984</u>	<u>1985</u>	Average Annual Growth Rate	Per cent Change	7-Month Imports	
					<u>1982-1985</u>	<u>1984-1985</u>	<u>1985</u>	<u>1986</u>
					%	%		
UNITED STATES Value (\$000)	12 614	15 722	18 381	18 060	13	-2	10 149	11 533
UNITED KINGDOM Value (\$000)	685	289	598	744	3	24	337	480
KOREA, REPUBLIC OF Value (\$000)	4	166	828	300	322	-64	254	480
PUERTO RICO Value (\$000)	15	7	0	178	128	N/A	4	10
NEW ZEALAND Value (\$000)	14	29	89	84	82	-6	25	35
OTHER Value (\$000)	54	117	145	43	-7	-70	13	57
TOTAL Value (\$000)	13 386	16 330	20 041	19 409	13	-3	10 782	12 595

N/A - Not applicable

Between 1982 and 1985, imports of anaesthetic and oxygen equipment grew at an average annual rate of 13 per cent. In 1985, the imports of equipment amounted to \$19.4 million.

During the four-year period, the United States has been the leading exporter of equipment to Canada. It accounted for over 90 per cent of the value of imports. The United Kingdom has been a distant second exporter to Canada.

During the first seven months of 1986, imports of equipment grew by 17 per cent, when compared to the corresponding period of 1985. The bulk of imports originated in the U.S.A. Most of the remaining imports came primarily from the United Kingdom and the Republic of Korea.

VALUE OF IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT
ANAESTHETIC AND OXYGEN EQUIPMENT PARTS, NES (706-83-88)

Foreign Country of Export	1982	1983	1984	1985	Average Annual Growth Rate 1982-1985	Per cent Change 1984-1985	7-Month Imports Jan. - July	
					%	%	1985	1986
UNITED STATES Value (\$000)	8 255	7 622	11 021	12 086	14	10	6 674	11 588
UNITED KINGDOM Value (\$000)	902	583	974	661	-10	-32	402	746
KOREA, REPUBLIC OF Value (\$000)	0	0	21	153	N/A	629	134	0
FRANCE Value (\$000)	0	0	0	142	N/A	N/A	120	0
GERMANY, FEDERAL REPUBLIC OF Value (\$000)	0	0	0	60	N/A	N/A	30	9
OTHER Value (\$000)	32	63	14	81	36	479	57	107
TOTAL Value (\$000)	9 189	8 268	12 030	13 183	13	10	7 417	12 450

N/A - Not applicable

Between 1982 and 1985, imports of anaesthetic and oxygen equipment parts increased at an average annual rate of 13 per cent. In 1985, imports of equipment parts totalled \$13.2 million.

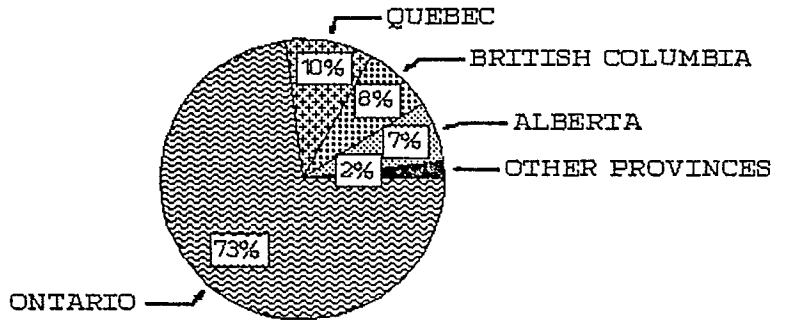
During the four-year period, imports of equipment parts originated primarily in the United States and the United Kingdom. The United States accounted for over 90 per cent of the value of imports.

During the first seven months of 1986, imports of equipment parts increased by 68 per cent, when compared to the first seven months of 1985. The bulk of imports came from the U.S.A.

IMPORTS BY PROVINCE OF CLEARANCE, 1985

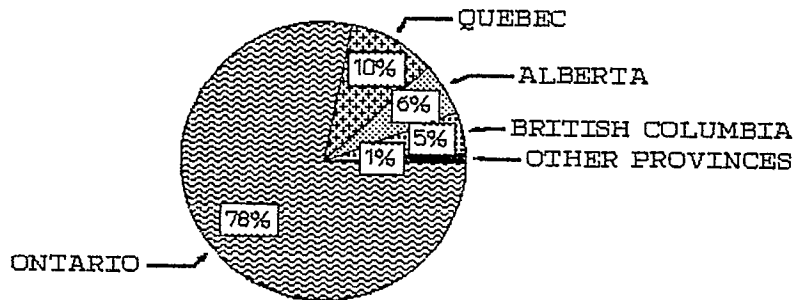
(1) ANAESTHETIC AND OXYGEN EQUIPMENT

In 1985, Ontario and Québec were the major provinces of clearance; they represented \$14.2 million and \$2.0 million, or 73 per cent and 10 per cent, respectively, of the imports of anaesthetic and oxygen equipment. Imports cleared through British Columbia and Alberta accounted for another \$2.7 million collectively. The balance of imports, i.e., \$0.5 million, was cleared through the remaining provinces.



(2) ANAESTHETIC AND OXYGEN EQUIPMENT PARTS

In 1985, Ontario was the principal province of clearance with \$10.3 million, or 78 per cent of the imports of anaesthetic and oxygen equipment parts. Québec was the second province of clearance with \$1.3 million, or 10 per cent of the imports. Another \$1.4 million worth of imports were cleared through Alberta and British Columbia. The remaining value of imports entered Canada through the other provinces.



Note: For more detailed data on imports by major foreign countries of export and provinces of clearance, see appendices B1 and B2.

IMPORT MARKET CONCENTRATION (1)
(BY % OF TOTAL 1985 VALUE)

<u>Top 10 Importers</u>	<u>Top 20 Importers</u>	<u>Top 30 Importers</u>	<u>Top 40 Importers</u>
53	68	76	80

In 1985, the 10 major importers accounted for \$17.3 million, or 53 per cent of the value of imports of anaesthetic and oxygen equipment and equipment parts. Five of the 10 major importers are wholesalers of professional equipment and supplies, including medical equipment. Seven of the top 10 importers are located in Ontario.

NOTE: "Top importers" are the known importers with the largest imports by value in 1985.

TYPE AND LOCATION OF THE TOP 40 KNOWN IMPORTERS - 1985 (1)
(80% OF TOTAL IMPORT VALUE)

	<u>MANUFACTURERS</u>		<u>WHOLESALEERS</u>		<u>OTHER (2)</u>		<u>TOTAL</u>	
	<u>No. of Importers</u>	<u>Value (\$000)</u>	<u>No. of Importers</u>	<u>Value (\$000)</u>	<u>No. of Importers</u>	<u>Value (\$000)</u>	<u>No. of Importers</u>	<u>Value (\$000)</u>
Ontario	12	9 438*	13	11 831	2	725*	27	23 256*
Québec	1	-	3	1 262	1	-	5	-
Western Provinces	-	-	8	2 797	-	-	8	2 797
Atlantic Provinces	-	-	-	-	-	-	-	-
TOTAL	13	9 438	24	15 890	3	725	40	26 053

Per cent of 1985 total value	29%	49%	2%	80%
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* Ontario and Québec aggregated to preserve confidentiality.

In 1985, there were 229 known importers of anaesthetic and oxygen equipment and equipment parts. The top 40 importers accounted for \$26.1 million, or 80 per cent of the value of imports. Twenty-two of the top 40 importers were wholesalers of professional equipment and supplies, whose imports represented \$14.4 million.

(1) Aggregated to preserve confidentiality.

(2) Including one non-resident importer.

CANADIAN PRODUCTION

There are 19 manufacturers of anaesthetic and oxygen equipment and equipment parts. Sixteen of these manufacturers are located in Ontario and three in Québec. Statistics Canada does not publish statistical data for these products. They are included in the commodity group "Dental, optical, surgical and medical instruments and apparatus".

EXPORTS

Statistics Canada does not publish data on the export of anaesthetic and oxygen administration equipment and equipment parts. They are included in the export class "Medical and related instruments, equipment and parts, not elsewhere specified".

MARKET SUMMARY

The Canadian market for anaesthetic and oxygen equipment and equipment parts is estimated currently at approximately \$55 million. This market comprises three segments: anaesthesia and analgesia administration equipment, valued at about \$6.8 million; pulmonary function diagnostic equipment at approximately \$6.2 million; respiratory therapy equipment and supplies at about \$42.0 million.

The markets for anaesthesia and analgesia administration equipment and pulmonary function diagnostic equipment are dominated by several U.S. and European companies. A few Canadian companies assemble anaesthesia and analgesia administration equipment from imported parts. There are no Canadian companies engaged in the manufacture or the assembly of pulmonary function diagnostic equipment. The relatively small Canadian market for pulmonary function diagnostic equipment does not appear to warrant the establishment of an operation for the manufacture or assembly of that type of equipment.

The market segment for respiratory therapy equipment and parts is supplied almost exclusively by imports. It expands at a rate of about nine per cent per annum. This segment is divided into four sub-segments: respirators estimated at \$13.0 million; nebulizers \$6.3 million; resuscitators \$2.4 million; disposables at \$20.3 million.

Respirators, which are devices designed to assist breathing, are used primarily in intensive care units or in other post-surgery locations. Nebulizers, which produce liquid particles suspended in an air stream, are used to provide medication or to stimulate coughs and promote secretions. Resuscitators are devices designed to deliver oxygen or oxygen enriched air to people in emergency situations. Disposables include non-reusable items, such as oxygen cannulae, large bore tubing, masks, mouthpieces, etc.

Canada has a limited capacity for the production of respiratory therapy equipment and supplies. There is one company, which manufactures a narrow range of respirators. There are no manufacturers of nebulizers, two producers of resuscitators, and several manufacturers of disposables.

MARKET SUMMARY (Continued)

The technology used for the manufacture of respiratory therapy equipment is not sophisticated. However, newer, computer-controlled equipment, particularly respirators, has been developed. Due to its higher cost, such equipment has not been fully accepted, as yet, by prospective users. The degree of acceptance is expected to increase in the future as the cost of the equipment decreases.

Good products and good marketing techniques should allow Canadian manufacturers to penetrate the market for respiratory therapy equipment.

This report was prepared by:

the Market Development Branch
in collaboration with the
Health Care Products Division,
Chemicals Directorate,
Resource Processing Industries Branch.

DEPARTMENT OF REGIONAL INDUSTRIAL EXPANSION

Pub. No: 74-86

CANADIAN TARIFFS, 1985

Tariff Item	Description	% of Total Import Value (1985)	TARIFF TREATMENT				
			British Prefer- ential Tariff %	Most Favoured Nation Tariff %	General Tariff %	General Prefer- ential Tariff %	U.K. and Ireland %
47600-01	X-ray apparatus and X-ray film; microscopes, illuminating devices and stands for use therewith; prepared surgical sutures; the following surgical, dental, veterinary and diagnostic articles: instruments; sterilizers; cobalt-therapy units; anaesthesia, surgical suction and oxygen administration apparatus including motive power and wall outlets but not piping systems. Parts of all the foregoing; electric light lamps designed for use with all the foregoing; portable cases and containers for all the foregoing	95	Free	Free	Free	Free	Free
42700-01	Machines, n.o.p., and accessories, attachments, control equipment and tools for use therewith; parts of the foregoing	3	2.5	10.7	35	2.5	9.2
	January 1, 1986		2.5	9.9	35	2.5	9.2
	January 1, 1987		2.5	9.2	35	2.5	9.2

N.o.p. - Not otherwise provided for

Tariff Arrangements and Foreign Countries of Export:

COUNTRIES WHICH BENEFIT FROM THE MOST FAVOURED NATION TARIFF TREATMENT: UNITED STATES, PUERTO RICO, FRANCE, FEDERAL REPUBLIC OF GERMANY

COUNTRY WHICH BENEFITS FROM THE MOST FAVOURED NATION TARIFF TREATMENT OR GENERAL SYSTEM OF PREFERENCE*: REPUBLIC OF KOREA

COUNTRY WHICH BENEFITS FROM THE MOST FAVOURED NATION TARIFF TREATMENT OR BRITISH PREFERENTIAL SYSTEM: NEW ZEALAND

COUNTRY WHICH BENEFITS FROM THE MOST FAVOURED NATION TARIFF TREATMENT OR U.K. AND IRELAND: UNITED KINGDOM

ENQUIRIES CONCERNING 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) 996-9478

*NOTE: In order to qualify for the General System of Preference, a special certificate of origin is required.

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT AND PROVINCE OF CLEARANCE

1985

ANAESTHETIC AND OXYGEN EQUIPMENT (706-83-20)

<u>Foreign Country Of Export</u>	<u>Canada</u>	<u>Nfld.</u>	<u>P.E.I.</u>	<u>N.S.</u>	<u>N.B.</u>	<u>Que.</u>	<u>Ont.</u>	<u>Man.</u>	<u>Sask.</u>	<u>Alta.</u>	<u>B.C.</u>
UNITED STATES Value (\$000)	18 060	63	0	45	77	1 675	13 250	202	66	1 263	1 420
UNITED KINGDOM Value (\$000)	744	2	0	0	0	0	730	0	0	0	12
KOREA, REPUBLIC OF Value (\$000)	300	0	0	0	0	300	0	0	0	0	0
PUERTO RICO Value (\$000)	178	0	0	0	0	6	172	0	0	0	0
NEW ZEALAND Value (\$000)	84	0	0	0	0	9	56	0	0	0	18
OTHER Value (\$000)	43	0	0	0	0	8	18	0	0	0	18
TOTAL Value (\$000)	19 409	65	0	45	77	1 998	14 226	202	66	1 263	1 468

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT AND PROVINCE OF CLEARANCE

1985

ANAESTHETIC AND OXYGEN EQUIPMENT PARTS, NES (706-83-88)

<u>Foreign Country Of Export</u>	<u>Canada</u>	<u>Nfld.</u>	<u>P.E.I.</u>	<u>N.S.</u>	<u>N.B.</u>	<u>Que.</u>	<u>Ont.</u>	<u>Man.</u>	<u>Sask.</u>	<u>Alta.</u>	<u>B.C.</u>
UNITED STATES Value (\$000)	12 086	0	0	27	6	1 111	9 341	178	6	829	587
UNITED KINGDOM Value (\$000)	661	0	0	0	0	0	660	0	0	1	0
KOREA, REPUBLIC OF Value (\$000)	153	0	0	0	0	153	0	0	0	0	0
FRANCE Value (\$000)	142	0	0	0	0	0	142	0	0	0	0
GERMANY, FEDERAL REPUBLIC OF Value (\$000)	60	0	0	0	0	0	60	0	0	0	0
OTHER Value (\$000)	81	0	0	0	0	2	52	0	0	0	28
TOTAL Value (\$000)	13 183	0	0	27	6	1 266	10 255	178	6	830	615

CANADIAN IMPORTERS

Importers of anaesthetic and oxygen administration equipment and equipment parts during 1985, as indicated in this report, are listed below in alphabetical order. This list includes all importers except individuals and a minimal number of importers whose names were not available.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
3M Canada Inc.	London, Ont.	Canadian Stebbins Engineering & Manufacturing Co. Ltd.	Ottawa, Ont.
706 Drilling Co. Ltd.	St-John's, Nfld.	Cardio-Pulmonary Services Inc.	Simcoe, Ont.
A M G Sales Agency Inc.	Montréal, Qué.	Children's Hospital	Vancouver, B.C.
Abbott Laboratories Limited	Montréal, Qué.	Collège de Sherbrooke	Sherbrooke, Qué.
Air Canada	Winnipeg, Man.	Comeau Technique Ltée	St-Laurent, Qué.
Alberta Anaesthesia & Respiratory Co. Ltd.	Calgary, Alta.	Cordis Brent Inc.	Toronto, Ont.
Alberta Respiratory Services	Edmonton, Alta.	Crestline Coach Ltd.	Saskatoon, Sask.
Alpha Dental Supplies Ltd.	Downsview, Ont.	Dalhousie University	Halifax, N.S.
Ambucraft Ltd.	Innisfail, Alta.	Dean Russell Limited	London, Ont.
American Hospital Supply Canada Inc.	Mississauga, Ont.	Denco Division McGaw Supply Ltd.	Willowdale, Ont.
American Hospital Supply, Div. of McGraw Supply Ltd.	Brantford, Ont.	Dentsply Canada Ltd.	Downsview, Ont.
Armex Distributors Limited	Richmond, B.C.	Department of National Defence	Ottawa, Ont.
Armstrong Medical Industries of Canada Inc. (2927408)	Scarborough, Ont.	Dismed Inc.	Ville d'Anjou, Qué.
Ash Temple Limited	Don Mills, Ont.	Dominion Metalwares Industries Ltd.	Port Credit, Ont.
Atlantic Oxygen Ltd.	Halifax, N.S.	Dumex Medical Surgical Products Ltd.	St-John's, Nfld.
AviQUIPO of Canada Ltd.	Dorval, Qué.	Dynetech Ltd.	Toronto, Ont.
BC Medical Equipment Ltd.	Vancouver, B.C.	Eastern Provincial Airways Ltd.	Gander, Nfld.
Baker Healthcare Products Ltd.	Vancouver, B.C.	Erie Manufacturing Company (Canada) Ltd.	Stouffville, Ont.
Bard Canada Inc.	Mississauga, Ont.	Extracorporeal Inc.	Markham, Ont.
Becton Dickinson Canada Inc.	Mississauga, Ont.	F Drexel Company Ltd.	Burnaby, B.C.
Belleville General Hospital	Belleville, Ont.	Fibre Metal Canada Ltd.	Mississauga, Ont.
Benson Medical Industries Inc.	Markham, Ont.	Fisher Scientific Company Ltd.	Ottawa, Ont.
Benson Medical Products Ltd.	Markham, Ont.	Fleck Bros. Limited	Burnaby, B.C.
Bionetics Ltd.	St-Laurent, Qué.	Foothills Provincial General Hospital	Calgary, Alta.
Biotech Électronique Ltée	Lachine, Qué.	Gambro Canada Ltd.	Mississauga, Ont.
Boehringer Ingelheim Canada Ltd.	Burlington, Ont.	General Hospital Corporation	St-John's, Nfld.
Brathwaites Olivier Medical Inc.	Winnipeg, Man.	George S Trudell Co. Limited	London, Ont.
Bryant Medical Products Inc.	Mississauga, Ont.	Gulf Canada Resources Inc.	Calgary, Alta.
Burnaby Hospital	Burnaby, B.C.	Harpell Associates Inc.	Oakville, Ont.
Burrows Medical Oxygen Ltd.	Toronto, Ont.	Harry Geen Associates Ltd.	Scarborough, Ont.
C D M V Inc.	St-Hyacinthe, Qué.	Highnoon Industries Inc.	Clearbrook, B.C.
C I L Inc.	Willowdale, Ont.	Hochst Canada Inc.	Montréal, Qué.
Can-Med Surgical Supplies Ltd.	Halifax, N.S.	Hôpital du Saint Sacrement	Québec, Qué.
Canada Safeway Limited	Winnipeg, Man.	Hospital & Kitchen Equipment Ltd.	Downsview, Ont.
Canadian Anaesthetic & Respiratory Equipment Ltd.	Toronto, Ont.	Hospital for Sick Children	Toronto, Ont.
Canadian Liquid Air Ltd.	Montréal, Qué.	Imperial Optical Company Ltd.	Toronto, Ont.
Canadian Oxygen Ltd.	Mississauga, Ont.	Ingram & Bell Ltd.	Don Mills, Ont.

Canadian Importers (Continued)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Institut de Cardiologie de Montréal	Montréal, Qué.	Montréal Children's Hospital	Montréal, Qué.
Inter-City Medigas Inc.	Kitchener, Ont.	Morgan Welding Supply Co. Ltd.	Sault Ste-Marie, Ont.
Inter-City Welding Supplies Co. Ltd.	Kitchener, Ont.	Municipality of Metro Toronto	Toronto, Ont.
Invacare Canada O/B Inva Rehab Products Canada Inc.	Brampton, Ont.	Nageldinger Canada Inc.	St-Laurent, Qué.
Island Well Drilling Ltd.	Lantzville, B.C.	Narco Medical Services, Div. of Air-Shields (Canada) Ltd.	Downsview, Ont.
Kaycom Inc.	Ville St-Pierre, Qué.	National Research Council	Ottawa, Ont.
Kendall Canada	Toronto, Ont.	Northern Respiratory Ltd.	Grande Prairie, Alta.
Lake Erie Oxygen Canada Ltd.	Windsor, Ont.	Nova Oxygen Services Inc.	Ottawa, Ont.
Laurentian Hospital	Sudbury, Ont.	O V S Anesthetic Supplies Ltd.	Hamilton, Ont.
Lenco Welding Accessories Ltd.	Windsor, Ont.	O-Two Systems International Inc.	Mississauga, Ont.
Levitt Safety Eastern Ltd.	Toronto, Ont.	Ohmeda Ltd.	Rexdale, Ont.
Liquid Carbonic Inc.	Scarborough, Ont.	Ormond Veterinary Supply Ltd.	Ancaster, Ont.
Major Medical Supplies Ltd.	Hamilton, Ont.	Outboard Marine Corporation of Canada Ltd.	Peterborough, Ont.
McGaw Manufacturing Division of McGaw Supply Ltd.	Brantford, Ont.	Overseas Monitor Corporation Ltd.	Vancouver, B.C.
McMaster University	Hamilton, Ont.	Oxycare Inc.	Peterborough, Ont.
McNiece Services Limited	Lambeth, Ont.	Packard Medical Supply Centre Ltd.	Lethbridge, Alta.
Mechanix Distributors Inc.	Downsview, Ont.	Paint City Auto Supplies Ltd.	Hyde Park, Ont.
Medi-Craft Ltd.	Malton, Ont.	Palco Welding Products Canada Ltd.	Oakville, Ont.
Medical Mart Supplies Ltd.	Mississauga, Ont.	Palmer-Hayes Air Equipment Limited	Burlington, Ont.
Medicana Inc.	Montréal, Qué.	Parkland Respiratory Care Ltd.	Red Deer, Alta.
Medigas Alberta Ltd. O/B Consumers Welding Supplies Ltd.	Edmonton, Alta.	Paul Demers & Fils Inc.	Beloeil, Qué.
Medigas Eastern Ontario Ltd.	Ottawa, Ont.	Petro Canada Products Inc.	Don Mills, Ont.
Medigas Hamilton Limited	Hamilton, Ont.	Phillips Cables Ltd.	Brockville, Ont.
Medigas Limited	Toronto, Ont.	Physicians Laboratory Services Ltd.	Toronto, Ont.
Medigas Manitoba Ltd.	Winnipeg, Man.	Prairie Medical Ltd.	Edmonton, Alta.
Medigas Pacific Ltd.	Vancouver, B.C.	Provincial Medical Supplies Ltd.	St-John's, Nfld.
Médigaz de la Capitale Inc.	Québec, Qué.	Puritan-Bennett Canada Ltd.	Maitland, Ont.
Médigaz (Québec) Ltd.	St-Laurent, Qué.	Quinn the Eskimo Surplus Stores Ltd.	Calgary, Alta.
Medionics International Inc.	Markham, Ont.	Reid's Respiratory Services Co. Ltd.	Port Credit, Ont.
Méditron Corp.	St-Laurent, Qué.	Research Council of Alberta	Edmonton, Alta.
Metro Uniweld Products Ltd.	Fort Lauderdale, FL, U.S.A.*	Respirecare Inc.	Ottawa, Ont.
Metro-Calgary & Rural Hospital District No 93	Calgary, Alta.	Rico Medical Ltd.	St-Laurent, Qué.
Micromed Instruments Inc.	Montréal, Qué	Rocky Mountain Welding Supplies Ltd.	Vernon, B.C.
Miles Laboratories Ltd.	Rexdale, Ont.	Roxon Médi-Tech Ltée	St-Léonard, Qué.
Milliken Industries of Canada Ltd.	Deseronto, Ont.	Royal Columbian Hospital	New Westminster, B.C.
Misericordia Hospital	Edmonton, Alta.	Royal Victoria Hospital	Montréal, Qué.

Canadian Importers (Continued)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
S Wasserman & Associates Ltd.	Montréal, Qué.	Union Carbide Canada Ltd.	Toronto, Ont.
Safety Supply Company	Toronto, Ont.	University of Manitoba	Winnipeg, Man.
Saint John Regional Hospital	Saint John, N.B.	University of Saskatchewan	Saskatoon, Sask.
Sault College of Applied Arts & Technology	Sault Ste-Marie, Ont.	Van Dusen Aircraft Supplies Ltd.	Winnipeg, Man.
Schaan Healthcare Products Inc.	Saskatoon, Sask.	Vancouver General Hospital	Vancouver, B.C.
Seacoast Respiratory Specialties Ltd.	Westfield, N.B.	Ventor Inc.	Toronto, Ont.
Service D'Oxygène Stewart Ltée	Laval, Qué.	Vereburn Supply Ltd.	Calgary, Alta.
Shaughnessy Hospital Society	Vancouver, B.C.	Vial Médical Ltée	St-Léonard, Qué.
Sherwood Medical Ind., Div. of Brunswick Intern (Canada) Ltd.	Mississauga, Ont.	Victoria Hospital Corporation W & E Trading, Div. of Rhoing (1975) Ltd.	London, Ont.
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