

REPORT ON CARDIOVASCULAR MEDICAL DEVICES IN CANADA WITH A FOCUS ON QUEBEC



Office of International Research
McGill University



Italian Trade Commission

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EXECUTIVE SUMMARY

The medical device sector is a modest but important and growing part of the high technology interests of both Canada and Italy. The Italian Trade Commission recently sponsored a study of devices related to cardiac and critical care, and in so doing succeeded in stimulating academic and business links between relevant communities in the two countries.

Heart disease is the number one cause of death in Canada and the United States. Its effects are equally felt in Italy. As a consequence, both Canada and Italy have developed superb centres of expertise in cardiovascular disease. These are aggressively refining and developing clinical treatments and new cardiovascular technologies to treat this twentieth-century scourge. Their efforts offer more effective and cost efficient health care, and enhanced quality of life.

The present study reports on the state of the industry in Canada and Italy, and surveys some of the researchers, venture capitalists and industrial interests who co-operate in the continuum of research and development.

The present report surveys recent developments in cardiovascular devices in Italy and Canada (with a focus on Quebec), and provides an overview of some promising research 'in the pipeline'. It presents a sample of Quebec companies and their products as well as a Directory of Canadian companies involved in the production of cardiovascular devices.

McGill acknowledges with thanks, the involvement and contributions of Dr. Ray Chiu, Division of Cardiovascular and Thoracic Surgery, McGill University and of Dr. Riccardo Pini, Institute of Gerontology and Geriatrics, the University of Florence.

INTRODUCTION

Italy and Canada enjoy healthy trade and have the potential for enhanced links and more balanced exchange of goods and services in the future. Italy is Canada's 11th largest export market and annual sales consistently exceed \$1 billion. It represents an excellent market for Canadian firms in niche technologies as well as for firms seeking a partner for trade in Mediterranean, and European markets.

The Canadian research and development sector is small by comparison, but world class in several areas, including biomedical research. Medical devices are a growing component of this and developments in devices have led to exciting technical advances, which have greatly expanded treatment options for patients. They have contributed to cost-effective health care, more rapid and accurate diagnoses, reduced treatment and recovery times, and improved quality of life.

Medical devices include any instrument or apparatus used to diagnose or treat illness or injury. They range from the simplest, such as syringes or sutures, to the most sophisticated: heart valves, cobalt therapy units, CAT and Magnetic Resonance Imaging technologies. There are

over 450,000 devices on the market at the moment and approximately 25,000 are added every year.

During the summer of 1999, the Italian Trade Commission was a catalyst for contacts and discussions aimed at enhancing bilateral knowledge and trade in Medical Devices, with a particular emphasis on cardiovascular and critical care devices. McGill University and the University of Florence participated in the study and jointly organized a Forum to share the results with medical researchers and representatives of the Medical Device industries.

Professors Ray Chiu of McGill University and Riccardo Pini of the University of Florence collaborated on the study which culminated with a Canada-Italy videoconference on July 14, 1999. This brought together physicians, researchers and industry representatives from the area of cardiovascular and critical care. The dialogue will facilitate contacts and technology transfer between Canada and Italy and is expected to stimulate market activity.

OVERVIEW OF THE SECTOR

The medical devices industry in Canada represents a 3 billion dollar per year market and is comprised of 800 companies, employing approximately 18,000 Canadians in research and management, manufacturing, distribution and sales. Most companies are based in the province of Ontario but Quebec has a growing number of them. In an industry survey conducted in 1994 and 1995, slightly more than half of the companies surveyed were Canadian-owned and private; half of these had less than 20 employees and sales under \$5 million in 1993; nonetheless, these firms committed a significant portion of their resources (38% of net sales) to research and development.¹

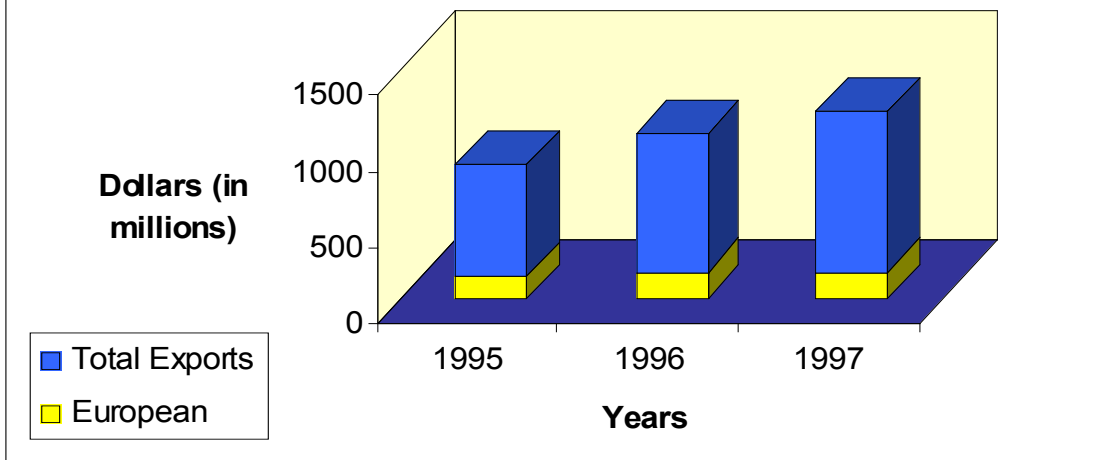
The majority of medical device sales in Canada are to hospitals (80% of total sales). Devices manufactured in Canada have made notable inroads in foreign markets, particularly the United States (90% of exports) and now account for one-tenth of Canada's total medical device sales. European markets are rapidly increasing in importance.

Table 1: Total Exports of Canadian Medical Devices in Millions of dollars (CAD)

	1995	1996	1997
Exports to Europe	145.0	171.7	172.1
World Exports	737.3	909.2	1060.1

¹ (Ref. Medec <http://www.medec.org>).

Graph 2: Total Exports of Canadian Medical Devices

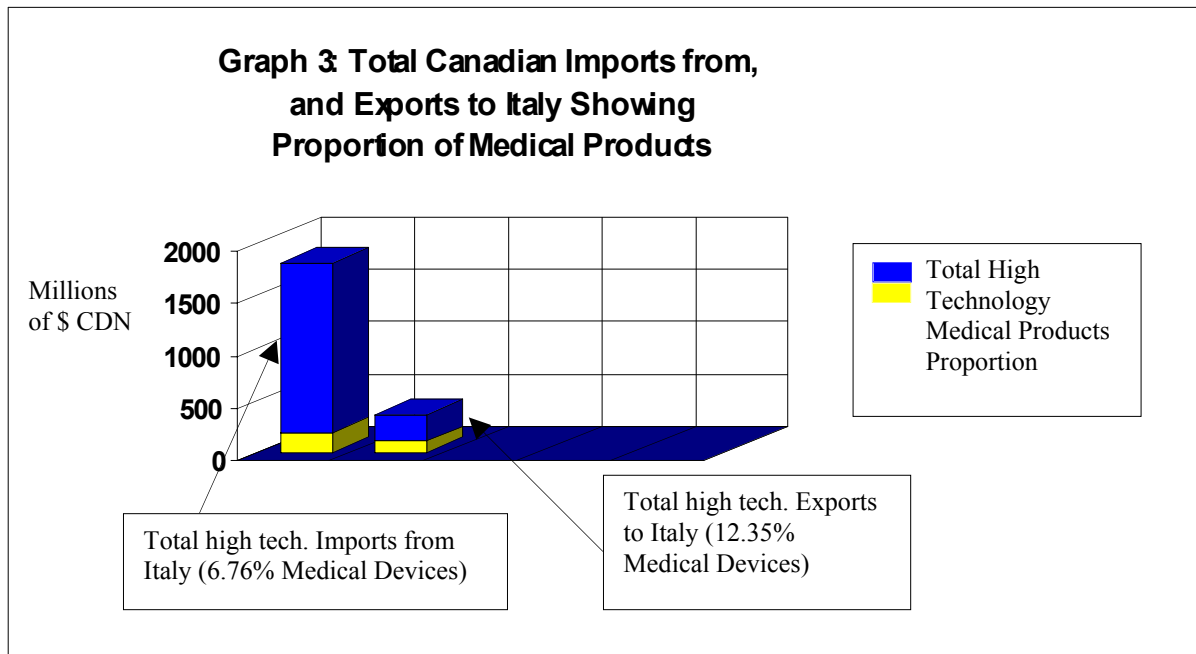


Exports from Canada are balanced by imports, which represent approximately 80% of the devices used in Canada, and which totaled \$2.6 billion in 1997. Almost 80% of imported devices are from the United States; Europe is the second largest supplier. This has important implications for cost, which is influenced by exchange rates, license fees and regulations. Note that a 1997 study established that the price of certain key devices was lower in Canada than in any other G-7 country.

CANADA-ITALY TRADE IN MEDICAL DEVICES

The value of Canada’s exports of medical devices to Italy is approximately \$32.3 million annually, which represents 12.4% of Canada’s total high technology exports to Italy. About 6.8% (\$109 million) of Canada’s total imports in high technology from Italy are medical devices.

Graph 3 Total Canadian Imports from, and Exports to Italy Showing Proportion of Medical Products



National Association

The industry is represented by Medical Devices Canada (MEDEC), whose areas of action include representation and advocacy, as well as coordination of industry input on policy and regulatory matters, education and promotion. The majority of its members represent Canadian offices of multinational firms, hence its activities may reflect this focus; nonetheless, it has some 120 Canadian corporate members.

Industry Regulation

The federal government regulates the industry through the Therapeutic Products Program of Health Canada. Products must have the approval of this Program before they can be put on the market. Approval takes into account quality, reliability and effectiveness of the product. Devices are assessed on the basis of level of risk, from Class I (low risk) to Class IV (high risk).

Economic environment in Quebec

The Quebec medical devices industry is predominantly located in the Montreal region, a metropolis of 3 million people and the nerve centre of the province's economic life. Montreal is a leading high-technology pole and its strengths in the telecommunications, aerospace, pharmaceutical and the business sectors are attributable to its location close to major centres in the eastern United States and Canada, to convenient transportation links, to a concentration of highly educated human resources, and to a favourable economic and fiscal environment.

Quebec's corporate tax rate is among the lowest in North America: its tax structure is oriented towards low taxes on a company's operating profit, thereby favouring dynamic, fast growing companies. Moreover, Quebec permits the accelerated depreciation of certain intangible property such as patents. This allows companies to depreciate the whole cost of a patent on a specific technology starting in the year it was acquired. Furthermore, R&D expenditures of a current or capital nature can be deducted from a company's taxable income. R&D expenditures incurred in Canada may be carried forward to a later year whereas R&D expenditures made outside the country can only be deducted in the year in which they were incurred.

Quebec also grants a two-year tax 'holiday' to researchers from abroad who conduct research at a corporation in Quebec: a deduction equal to the portion of their salary attributable to the period of R&D activities is granted to these foreign researchers. In order to be considered a foreign researcher, hence eligible for this tax break, the person must provide a certificate from the provincial "Conseil de la Science et de la Technologie" to their employer.

RESEARCH AND DEVELOPMENT IN QUEBEC AND EASTERN

ONTARIO

Medical devices industries rely on basic and applied research, and technology transfer activities including clinical trials, licensing and eventual commercialization. The trajectory requires regular inputs of funding, attention to the protection of intellectual property and to regulatory mechanisms. Many companies retain ties to the academic sector, in addition to their own research and development personnel.

Basic and applied research is generally conducted in faculties of medicine (Université de Montréal, McGill University, Université Laval, Université de Sherbrooke, Queens University, University of Ottawa) or at certain research institutes such as the Centre de recherche de l'Institut de Cardiologie de Montréal (Montreal Heart Institute), the Montreal General Hospital Research Institute and the University of Ottawa Heart Institute. Support is provided on a competitive basis by the Medical Research Council of Canada, the Fonds de la recherche en santé du Québec (FRSQ), by the National Institutes of Health in the United States, and by sponsors from the private sector. Funding for clinical trials, prototype development and testing and commercialization requires considerable effort and negotiation with venture capitalists or other sources.

The Montreal Heart Institute (MHI)

MHI is a hospital specializing in cardiovascular diseases. Its Research Centre opened in 1976 and is central to the Institute's work. Researchers at the Montreal Heart Institute conduct a broad spectrum of fundamental research, clinical research and technology development. Their interests focus primarily on the mechanisms responsible for heart disease, clinical studies and treatments, the development of innovative approaches to, and prevention of, heart disease. Technological work revolves around the pertinence and effectiveness of a technology for a given patient, on diagnostic and therapeutic technologies as well as evaluative research in technology. The Institute is led by Dr. Stanley Nattel.

The Montreal General Hospital

Professor Ray C.-J. Chiu, chairman of the Division of Cardiovascular and Thoracic Surgery, leads most of the cardiovascular medical devices research at the Montreal General Hospital. He has played an important role in the conception and development of a cardiomyostimulator, a device used in cardiomyoplasty. This innovative pacemaker is used in conjunction with a surgical technique whereby skeletal muscle (the latissimus dorsi muscle) is wrapped around a patient's own failing heart. The device both records the timing of the heart's contractions, and sends electrical impulses to the muscle, enabling it to squeeze the heart in time with the heartbeat, resulting in a more efficient pumping action. The procedure has shown encouraging clinical results (Scientific American: Science and Medicine. Nov/Dec 1994; 1(5)). Initially licensed by Medtronic, a U.S. company which manufactures medical devices in Canada and abroad, the project has now been suspended as a result of regulatory hurdles.

University of Ottawa Heart Institute

The Cardiovascular Devices Group led by Dr. Tofy Mussivand continues the technological development of a number of implantable devices used in cardiac surgery, including:

- the HeartSaver Ventricular Assist Device (VAD)
- Transcutaneous Energy Transfer (TET)
- Biotelemetry

These are all on the road to commercialization. World Heart Corporation was established to license and commercialize the devices.

Biotelemetry allows the transfer of data through skin and tissue without a direct connection to an external apparatus. Data can be transferred to or from the device anywhere in the world using public communications systems.

In a related project, Dr. Rosalind Labow of the University of Ottawa Heart Institute studies myocardial preservation procedures for transplantation and the degradation of device surfaces in vivo. This is expected to have applications in preventing implant rejection.

Other researchers in the Cardiovascular Devices group include Dr. Roy Masters (M.D., FACS, FRCS(C)) who conducts research on Ventricular Assist Devices, and Fraser D. Rubens, M.D., M.Sc.,FRCS (C), who is interested in mechanical circulatory support and transplantation, and who conducts research on totally implantable Ventricular Assist Devices and Prosthetic Valve Performance.

REVIEW OF SOME MEDICAL DEVICE COMPANIES AND THEIR PRODUCTS

Theratechnologies

Theratechnologies is a Canadian biotechnology company located in Montreal. Its core products include a product for the photodynamic treatment of cancers affecting bone marrow, and GRF (Growth Hormone Releasing Factor) analogues intended for tissue regeneration. Theratechnologies also seeks partners to develop other products including the cardioprotective agent Protectazem™ and a bioactive coating for orthopaedic and dental implants. The Company has created two affiliated companies, including Andromed, a medical instrumentation and device company. Theratechnologies is listed on the Montreal and Toronto Stock Exchanges (TH).

Products: PROTECTAZEN™ Cardioprotective Agent (TH 9229): Protectazem™ is cardioprotective molecule which safeguards the ischaemic heart muscle during reperfusion. Preclinical studies have shown that it has a dual anti-PAF (Platelet-Activating Factor) and anti-5-HT₂ (serotonin) activity.

Andromed

Andromed was established as result of a partnership between Theratechnologies and the Société générale de financement du Québec, a government organization promoting economic development. Andromed offers technological expertise in medical devices and is active in the development, manufacturing and marketing of high technology devices.

Product: The Company has developed Stethos®, an electronic stethoscope which is marketed worldwide by Hewlett-Packard. Stethos' high acoustic quality and eight electronic circuitry amplification levels allow physicians to hear heart murmurs S3, S4 and other faint sounds that are difficult to pick up with an acoustical stethoscope. In addition, the electronic microprocessor allows programming in three different modes, optimizing the stethoscope's frequency responses.

VMI Medical, Inc.

VMI Medical, Inc. is a private information technology company specializing in digital workflow automation systems for cardiology applications. Headquartered in Ottawa, it develops proprietary software that integrates with industry-standard hardware.

Product: VMI Medical has created EchoVACS®, an information management system that helps streamline work processes in the scheduling, capture, quantification, interpretation, reporting and billing of full-length echocardiograms. EchoVACS enables cardiologists to instantly retrieve up to the minute test results, past echo reports and full-motion images from any computer workstation on their hospital's network.

World Heart Corporation

WorldHeart is a medical devices business focused on the commercialization of an artificial heart and related technologies. Worldwide rights were acquired from the University of Ottawa Heart Institute in 1996. Continuing research and development of these technologies is carried out by the Cardiovascular Devices Division of the Ottawa Heart Institute Research Corporation. The company is listed on the Toronto Stock Exchange (TSE) and the NASDAQ National Market.

Products:

1. **Heartsaver:** The Ventricular Assist Device (VAD) is a unique, patented artificial heart, which is totally implantable in the chest cavity for permanent use. It can be remotely powered, monitored and controlled using proprietary TET and Biotelemetry technologies. Recipients are expected to leave the hospital and resume relatively normal day-to-day activities. The device is intended for long-term circulatory support, but could also be used as a temporary bridge to transplant.

The scientific team of World Heart has addressed the majority of the technical challenges affecting VADs such as size, anatomical compatibility, site of implantation, transfer of power into the body without perforating the skin or tissue, remote communication into and out of the body and patient mobility. The final outcome will be determined once clinical testing is complete. The company's *in vivo* testing on animals began in 1996.

2. **Transcutaneous Energy Transfer System (TET)**

The patented TET system is used to transfer electrical energy through the user's intact skin and tissue to directly power the implanted internal back-up battery.

The TET system consists of an external wire coil, a wire coil implanted under the skin and associated electronic modules on internal and external controllers. With the TET system, power can be transferred inside the body without perforating the user's skin and tissue with connecting wires or cables.

International Medical Innovation (IMI)

IMI is located in Mississauga, Ontario and trades on the Canadian Dealing Network. It recently developed a three-minute test for cholesterol called Cholesterol 1,2,3. The test, while simple, is expected to be a better indicator of cardiovascular disease than the traditional screening process of measuring cholesterol in the blood. A single drop of testing liquid is placed in the palm of the hand for one minute, then discarded. A second drop of liquid is placed on the hand for two minutes. During that time it will change color, indicating the level of skin cholesterol

Queenston Medical Electronics Inc.

Queenston Medical Electronics Inc., a small Winnipeg-based medical device firm, has developed pH probe technology for Cardiovascular Bypass Graft surgery. This results from earlier work with pH sensing technology. The company will ally itself to a major medical device company for financing of clinical trials and for worldwide commercialization of the technology.

Product: A new pH probe technology for Cardiovascular Bypass Graft Surgery, which improves the monitoring of heart tissue during cardiovascular bypass graft surgery.

Cryocath Technologies Inc

Cryocath is a St. Laurent (Montreal) company established in 1995. It develops, manufactures and markets cryoablation catheter systems for medical applications such as treatment of cardiac arrhythmias in humans.

Product: The system consists of a console with electronics and software, an umbilical, a cryoablation catheter and an ECG connection box. The console controls delivery of liquid refrigerant under high pressure through the umbilical. For endocardial applications, the position of the catheter tip inside the body is precisely controlled by a braided, thin-walled, torquable catheter shaft with a deflectable tip. A thermocouple, at the catheter tip allows the physician to set and control the temperature.

Baylis Medical Company

Baylis Medical is a North American supplier of medical products. Its head office is in Montreal. It specializes in the fields of Cardiology, Electrophysiology, Neurology and Pain Management.

Products (Cardiology): The range of products includes Arrhythmia Event Monitors, Holter Recorders and Analysis Systems; Cardiac Ablation Catheters and Systems; Electrophysiology Systems and Stimulators; ECG/Pacemaker Database Software; and Specialized ECG electrodes.

Alliance Medical Inc.

Alliance Medical Inc. is based in St. Laurent (Montreal) and manufactures a range of ultrasonographic apparatuses.

Products: Ultrasonic equipment for applications in cardiology and cardiovascular surgery, as well as for obstetrics, gynaecology, radiology and urology. Its ultrasonographs are portable, easy to operate, and have sophisticated software for processing complete images.

Schiller

Schiller Canada is a Canadian-owned affiliate of Schiller AG, a Swiss multinational company and medical manufacturer. Schiller Canada manufactures and distributes cardiology and pulmonary function equipment and services.

Products: Products include electrocardiographs, cardio/pulmonary stress tests, holter scanners, pulmonary function and ambulatory blood pressure apparatus, Doppler ultrasound, cardiac monitors, defibrillators, oximeters and capnometers.

Sonometrics

Sonometrics Corporation manufactures instrumentation, transducers, and software that are used by various professionals and by Biomedical Device Companies who use Sonometrics' products to measure the effect their products have on the functioning of key organs (such as the heart or other muscles) when devices are tested in animals.

Product: Sonometrics manufactures sonomicrometer transducers (crystals) and data acquisition devices that feature a Digital Sonomicrometer technology used in measuring cardiac segment lengths, ventricular volume, wall thickness and shape changes (wall motion). Small electric transducer crystals are implanted or attached to soft tissue structures and the specialized digital circuitry continuously measures the distances between these transducers. This allows the quantification of the activity of the material being tested.

Sonometrics has also developed several 3-D intra-cardial catheter and device guidance and mapping devices for clinical uses in the fields of Laser PMR, EP cath-lab treatment of heart disorders, and targeted drug delivery within the heart and elsewhere in the body. This medical

guidance system can reconstruct the movement and image of objects in the body, thereby replacing continuous x-ray fluoroscopy in many catheterizations and stereotactic procedures. It may also help prepare for robotic surgery in the future.

The concept of the technology is analogous to Global Positioning Systems, that use three satellites to track the position of a ship or vehicle. By putting ultrasonic crystals on the chest of a patient, and having them send and receive signals from other crystals on an instrument inserted into the body (i.e. a catheter), one can reconstruct the image of the catheter and show its movements in real time in 3-D space.

CoroNéo

CoroNéo is a young Montreal company, which conducts research and develops and markets products mainly in the field of cardiac surgery.

Product: The company has developed the Cor-Vasc System, which incorporates the components necessary for complete coronary artery revascularization of diseased arteries on a beating heart during surgery.

CONCLUSION

Despite the current imbalance in Canada-Italy trade in medical devices, the industries in the two countries are vigorous and growing. Partnerships, communication and research co-operation will help in generating future commercial links. The dialogue between the universities and the private sector, which was a feature of the Teleconference of July 14, 1999 has alerted companies to the rich opportunities that exist to partner and to license technologies. We anticipate strong reciprocal benefits to the academic sector, through enhanced co-operation, increased mobility of scholars, research partnerships and intellectual exchange. The Italian Trade Commission has played a considerable role in bringing scholars and industrialists of the two countries together: it is up to the medical device communities and researchers in both countries to sustain the momentum.

APPENDICES

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Canadian Cardiovascular Medical Devices Industry Directory

		Catheters										Electrodes					Monitors							Other														
		Cardiac Arrest Equip.	Cardiovascular Equip.	Angiography	Angioplasty	Balloon	Catheterizing equip.	Disposable	Embolectomy	Intravenous	Irrigating	PTCA	SPIGOT	Thoracic Drainage	Thrombectomy	Defibrillator Cardiac	Electrocardioscope	ECG	External Pacing Leads	Pacemaker	Heart/Lung Instrum.	Pulse rate Meters	Ambulatory	Blood pressure	ECG	Holter	Oxygen	Physiological	Stress	Temperature	External Pacemakers	Implantable Pacemakers	Heart Valve Prosthesis	Vascular Graft Prosthesis	Telemetering Systems			
1.	3M						*														*																	
2.	Abbott Lab.				*				*																													
3.	Acklands/Safety	*																						*														
4.	Advanced Cardi. Sys.		*	*	*		*		*		*			*																								
5.	Advantage Medical																							*	*													
6.	Alamedic																							*	*													
7.	AMG Medical																								*													
8.	Arrow Medical		*		*		*																															
9.	Associated Health																												*									
10.	B. Braun Medical		*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
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12.	Baxter Corporation	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
13.	Baylis Medical Co.						*																*			*									*	*		
14.	Becton Dickinson								*																													
15.	Benlan						*																															
16.	Bioma Research																							*													*	
17.	Biomation																											*	*									
18.	Biomedical Industry					*																																
19.	Bionetics	*	*														*	*					*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
20.	Biopacific Diagnostic						*			*																												
21.	Biosig Instruments											*											*															
22.	Boston Scientific	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
23.	Brathwaites Olivier						*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
24.	Brent Surgical		*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
25.	Brytech																										*											
26.	C.P.C. Healthcare																						*															
27.	Canada Care Medical																																					
28.	Canadian Hospitals								*																													
29.	Canadian Monaghan																																					
30.	Can-Med Surgical	*	*				*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
31.	Capital Ostomy Corner																																					
32.	Carbomedics																																				*	
33.	Cardiac Pacemakers	*																																*	*			
34.	Cardiomed Supplies		*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
35.	Cascades Dismed						*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
36.	CME Telemetry																						*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
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39.	Cowell Home health Care																										*											
40.	Cryocath Tech.	*					*	*																														
41.	Dana Douglas Med.																																					
42.	Deroyal Industries						*	*																														
43.	Devices Vascular (DVI)	*																																				
44.	Dumex Medical						*											*																				
45.	Duraline Medical																																					
46.	Durham Medical																																					
47.	ECI Medical Tech.				*		*																															
48.	ESNA Biomedical	*														*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
49.	Force 3 Medical	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
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		Catheters										Electrodes					Monitors																					
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57.	Homecare & Surg. Whyte																							*														
58.	Instrumed Surgical						*																	*														
59.	Inter v Medical			*	*																																	
60.	Inter Radiochemical	*	*																									*	*	*	*	*	*	*	*	*	*	
61.	International Joliance					*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
62.	Johnson & Johnson				*				*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
63.	Karl Storz	*																																				
64.	Laboric Medical						*																															
65.	Les Equip. Paramed.																																					
66.	Lifecare Medical																																					
67.	London Scientific																									*												
68.	Ludlow Medical																																					
69.	Mallinckrodt Medical		*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
70.	Maxxim Medical						*																															
71.	McLean Medical				*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
72.	Mdicl																*								*	*	*	*	*	*	*	*	*	*	*	*	*	
73.	MDS Doncaster Home																							*	*	*	*	*	*	*	*	*	*	*	*	*	*	
74.	MDS Ingram & Bell	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
75.	Medical Mart Sup.	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
76.	Medicana																																					
77.	Medstent						*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
78.	Mevex																						*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
79.	Medtronic		*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
80.	Michel Cullen Med.																																					
81.	Minogue Medical																																					
82.	Mitroflow																																			*	*	
83.	Motion Specialities																																					
84.	Narco Scientific	*														*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
85.	Nellcor Puritan-Bennett	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
86.	NMS Systems																	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
87.	Northand Healthcare				*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
88.	NuMed		*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
89.	Ohmeda																																					
90.	Omnium Medical Devices	*														*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
91.	Oxybec Medical																							*	*	*	*	*	*	*	*	*	*	*	*	*	*	
92.	Pall Biomedical	*																																				
93.	Physio-Control															*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
94.	Preston Medical Pharm.					*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
95.	Pro Medical Services																																					
96.	Quadromed			*																							*	*	*	*	*	*	*	*	*	*	*	*
97.	Quinton Electrophysiology															*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
98.	Regency Medical				*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
99.	Reno Micro Precis.																						*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
100.	Respircare	*														*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
101.	Rico Medical	*																					*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
102.	Roxon Medi-Tech	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
103.	Schaan Healthcare			*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
104.	Schiller Canada Inc	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
105.	Schneider		*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
106.	Sherwood-Davis						*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
107.	Siemens Electric Ltd																						*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
108.	Sims						*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*
109.	SMV Canada																						*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
110.	Sonometrics	*																			*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
111.	Sorin Biomedica						*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*

	Catheters										Electrodes					Monitors																						
	Cardiac Arrest Equip.	Cardiovascular Equip.	Angiography	Angioplasty	Balloon	Catherizing equip.	Disposable	Embolectomy	Intravenous	Irrigating	PTCA	SPIGOT	Thoracic Drainage	Thrombectomy	Defibrillator Cardiac	Electrocardioscope	ECG	External Pacing Leads	Pacemaker	Heart/Lung Instrum.	Pulse rate Meters	Ambulatory	Blood pressure	ECG	Holter	Oxygen	Physiological	Stress	Temperature	External Pacemakers	Implantable Pacemakers	Heart Valve Prosthesis	Vascular Graft Prosthesis	Telemetering Systems				
112. Spacelabs Medical		*	*																			*	*	*	*	*	*	*	*					*				
113. St.jude Medical		*	*											*			*	*					*	*	*	*	*	*	*	*	*	*	*	*	*			
114. Starkman Surgical					*	*	*			*														*												*		
115. Stat Healthcare		*					*		*								*	*	*	*	*		*	*							*					*		
116. Superior Medical	*													*		*							*	*					*						*			
117. Tache Medical Supp.																							*	*												*		
118. Terumo Medical		*	*	*																																		
119. The Stevens Co.	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
120. Therapex,Div of E-Z-EM			*						*														*	*	*	*	*	*	*	*	*	*	*	*	*	*		
121. Therapists Choice Med.						*																		*														
122. Theratechnologies																								*														
123. Thoratec Lab.		*																																		*		
124. Thought Technology Ltd.																												*	*	*								
125. Trudell Med. Group																*	*					*	*	*														
126. Ultramed		*																		*																		
127. Universal X-Ray Co.		*											*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	*	
128. Vas-Cath			*	*																																		
129. Vereburn Supp.																	*				*		*	*							*							
130. Vitaid																																						
131. Vitalaire		*																				*				*												
132. Welch Allyn																							*	*														
133. WEX Medical																							*	*		*	*											
134. Xymotech Biosyst.		*																																				

Adapted from MEDEC Director

List of Canadian companies

Name	Type of Business	Country of ownership/ Canadian presence	E-mail address
3M	Distributor/Manufacturer	USA / London-ON	http://www.mmm.com/canada
Abbott Lab.	Distributor/Manufacturer	USA / Montreal-QC	http://www.abbothosp.com
Acklands/Safety	Distributor	CAN / Richmond hill-ON	http://www.acklands.ca
Advanced Cardi. Sys.	Distributor	USA / Markham-ON	http://www.guidant.com
Advantage Medical	Manufacturer	CAN / London-ON	http://www.advmed.com
Alamedic	Importer	CAN / Montreal-QC	N/A
AMG Medical	Distributor/Importer	CAN / Montreal-QC	N/A
Arrow Medical	Distributor	USA / Mississauga-ON	N/A
Associated Health	Distrib./Imp./Manufact.	CAN / Ottawa- ON	N/A
B. Braun Medical	Distributor/Importer	USA / Outremont-QC	http://burronoem.com
Bard	Distributor/Manufacturer	USA/ Mississauga-ON	http://www.bardaccess.com
Baxter Corporation	Distrib./Imp./Manufact.	USA / Mississauga-ON	http://www.baxter.com
Baylis Medical Co.	Distributor/Importer	CAN / Montreal-QC	http://www.baylismedical.com
Becton Dickinson	Distributor/Importer	USA / Mississauga-ON	http://www.bd.com
Benlan	Manufacturer	CAN / Oakville-ON	N/A
Bioma Research	Manufacturer	CAN / Montreal-QC	N/A
Biomation	Distributor/Importer	CAN / Almonte-ON	N/A
Biomedical Industry	Manufacturer	CAN / Ottawa-ON	N/A
Bionetics	Distributor	CAN / Markham-ON	N/A
Biopacific Diagnostic	Distributor	CAN / North Vancouver-BC	N/A
Biosig Instruments	Manufacturer	CAN / Lachine-QC	N/A
Boston Scientific	Distributor/Importer	USA / Toronto-ON	N/A
Brathwaites Olivier	Distrib./Imp./Manufact.	CAN / Winnipeg-MB	N/A
Brent Surgical	Distributor	CAN / Toronto-ON	N/A
Brytech	Manufacturer	CAN / Ottawa-ON	N/A
C.P.C. Healthcare	Distributor/importer	CAN / London-ON	N/A
Canada Care Medical	Dealer	CAN / Ottawa-ON	N/A
Canadian Hospitals	Distributor	CAN / Mississauga-ON	N/A
Canadian Monaghan	Manufacturer	CAN / London-ON	http://www.polarint.com/cndnmngh.htm
Can-Med Surgical	Distributor	CAN / Halifax-NS	N/A
Capital Ostomy Corner	Dealer	CAN / Ottawa-ON	N/A
Carbomedics	Distributor/Manufacturer	Switzerland / Calgary-AB	N/A
Cardiac Pacemakers (CPI)	Distributor	USA / Markham-ON	http://www.guidant.com
Cardiomed Supplies	Distributor/Manufacturer	CAN / Gormley-ON	http://www.ontrac.yorku.ca/cardiomed/
Cascades Dismed	Distributor	CAN / Ville D'Anjou-QC	N/A
CME Telemetrix	Manufacturer	CAN / Waterloo-ON	http://www.cmetele.com
Cobe	Distributor	USA / Scarborough-ON	N/A
Cook	Distributor/Manufacturer	USA / Stouffville-ON	http://www.cookgroup.com
Cowell Home health Care	Consultant-Delivery	CAN / Brantford-ON	N/A
Cryocath Tech.	Manufacturer	CAN / St-Laurent-QC	N/A
Dana Douglas Med.	Distributor/Manufacturer	CAN / Nepean-ON	N/A
Deroyal Industries	Distributor	USA / Etobicoke-ON	http://www.deroyal.com
Devices Vascular (DVI)	Distributor	USA / Markham-ON	http://www.guidant.com
Dumex Medical	Distributor/Manufacturer	CAN / Scarborough-ON	http://www.dumex.com
Duraline Medical	Distributor	CAN / Biggar-SK	N/A

Name	Type of Business	Country of ownership/ Canadian presence	E-mail address
Durham Medical	Distributor	CAN / Oshawa-ON	N/A
ECI Medical Tech.	Manufacturer	CAN / North York-ON	http://www.elastyren.com
ESNA Biomedical	Distributor	CAN / Markham-ON	http://www.ourworl.compuserve.com
Force 3 Medical	Distributor/Importer	CAN / Pierrefonds-QC	N/A
G.A. Ingram's Co	Dealer/Consultant	CAN / Windsor-ON	N/A
Guidant Canada	Distributor	USA / Markham-ON	http://www.guidant.com
H. & H. Care	Distributor/Importer	CAN / Calgary-AB	N/A
Health care Products	Distributor/Manufacturer	CAN / Mississauga-ON	N/A
Heart Rhythm Tech.	Distributor	USA / Markham-ON	http://www.guidant.com
Hewlett-Packard	Distributor/Manufacturer	USA / Mississauga-ON	http://www.hp.com
Homecare & Surg. Whyte	Distributor	CAN / Edmonton-AB	N/A
Instrumed Surgical	Distributor	CAN / Mississauga-ON	N/A
Inter v Medical	Distributor	CAN / Montreal-QC	N/A
Inter Radiochemical	Distrib./Imp./Manufact	CAN / Edmonton-AB	N/A
International Joliance	Distributor/Manufacturer	CAN / St-Pacide-QC	N/A
Johnson & Johnson	Distributor/Manufacturer	USA / Montreal-QC	http://www.jnj.com
Karl Storz	Distributor	CAN / Toronto-ON	http://www.karlstroz.com
Laborie Medical	Distributor/Manufacturer	CAN / Brossard-QC	http://www.laborie.com
Les Equip. Paramed.	Distributor	CAN / Jonquiere-QC	N/A
Lifecare Medical	Manufacturer	CAN / Kitchener-ON	N/A
London Scientific	Distributor/Importer	CAN / London-ON	N/A
Ludlow Medical	Consultant/Dealer	CAN / Oakville-ON	N/A
Mallinckrodt Medical	Distrib./Imp./Manufact	USA / Pointe Claire-QC	http://www.mallinckrodt.com
Maxxim Medical	Distributor/Manufacturer	USA / Mississauga-ON	http://www.maxximmedical.com
McLean Medical	Distributor	CAN / Oakville-ON	N/A
Mdicl	Distributor/Importer	CAN / Concord-ON	N/A
MDS Doncaster Home	Dealer	CAN / North York-ON	N/A
MDS Ingram & Bell	Distributor/Manufacturer	CAN / Don Mills-ON	http://www.mds.ingrambell.com
Medical Mart Sup.	Distributor/Importer	CAN / Mississauga-ON	http://www.medimart.com
Medicana	Distributor	CAN / St-Laurent-ON	N/A
Medstent	Manufacturer	CAN / Rexdale-ON	N/A
Medtronic	Distrib./Imp./Manufact	USA / Mississauga-ON	http://www.medtronic.com
Mevex Corp.	Distributor/Manufacturer	CAN / Stittsville-ON	N/A
Michel Cullen Med.	Distributor/Manufacturer	CAN / Blainville-QC	http://www.generation.net/~culmed/
Minogue Medical	Distributor/Importer	CAN / Montreal-QC	http://www.minogue-med.com
Mitroflow	Manufacturer	CAN / Richmond-BC	N/A
Motion Specialities	Distributor/Manufacturer	CAN / Toronto-ON	N/A
Narco Scientific	Distributor/Importer	USA / Downsview-ON	N/A
Nellcor Puritan-Bennett	Distributor	USA / Pickering-ON	http://www.nellcorpb.com
NMS Systems	Distributor	CAN / Toronto-ON	N/A
Northand Healthcare	Distributor	CAN / Winnipeg-MB	N/A
NuMed	Manufacturer	USA / Cornwall-ON	http://www.dorex.com
Ohmeda	Distributor	UK / Mississauga-ON	http://www.ohmeda.com
Omnium Medical Devices	Distributor	CAN / Richmond-ON	N/A
Oxybec Medical	Distributor/Importer	CAN / Sherbrooke-ON	N/A
Pall Biomedical	Distributor	CAN / Mississauga-ON	http://www.pall.com
Physio-Control	Distributor	USA / Richmond Hill-ON	N/A
Preston Medical Pharm.	Distributor	CAN / Cambridge-ON	N/A
Pro Medical Services	Distributor	CAN / Blezard Valley-ON	N/A

Name	Type of Business	Country of ownership/ Canadian presence	E-mail address
Quadromed	Distributor/Importer	CAN / Dorval-QC	N/A
Quinton Electrophysiology	Manufacturer	USA / Richmond Hill-On	N/A
Regency Medical	Distributor/Importer	CAN / Burnaby-BC	N/A
Reno Micro Precis.	Manufacturer	CAN / Montreal-QC	N/A
Respirecare	Distributor	CAN /Ottawa-ON	N/A
Rico Medical	Distributor	CAN / Laval-QC	N/A
Roxon Medi-Tech	Distributor	CAN / St-Leonard-QC	N/A
Schaan Healthcare	Distributor	CAN / Saskatoon-SK	N/A
Schiller Canada Inc	Distributor/Manufacturer	Switzerland / Nepean-ON	N/A
Schneider	Distributor	USA / Guelph-ON	N/A
Sherwood-Davis	Distributor	USA / Markham-ON	N/A
Siemens Electric Ltd	Distributor/Manufacturer	Germany / Mississauga-ON	http://www.sms.siemens.com
Sims	Distributor/Importer	USA / Markham-ON	http://www.smithsind-medical.com
SMV Canada	Distributor	France / Laval-QC	http://www.smvnet.com
Sonometrics	Manufacturer	CAN / London-ON	http://www.sonometrics.com
Sorin Biomedica	Distributor	Italy / Richmond Hill-ON	N/A
Spacelabs Medical	Distributor	USA / Mississauga-ON	http://www.spacelabs.com
St.jude Medical	Manufacturer	USA / St. Hyacinthe-QC	http://www.sjm.com
Starkman Surgical	Distributor	CAN / Toronto-ON	N/A
Stat Healthcare	Distributor	CAN / Calgary-AB	N/A
Superior Medical	Distributor	CAN / Downsview-ON	N/A
Tache Medical Supp.	Distributor	CAN / Winnipeg-MB	N/A
Terumo Medical	Distributor	Japan / Mississauga-ON	N/A
The Stevens Co.	Distributor	CAN / Bramalea-ON	http://www.stevens.ca
Therapex,Div of E-Z-EM	Distributor/Manufacturer	USA / Anjou-QC	http://www.ezem.com
Therapists Choice Med.	Delivery/Repair	CAN / North York-ON	N/A
Theratechnologies	Manufacturer	CAN / Montreal-QC	http://www.theratech.com
Thoratec Lab.	Manufacturer	USA / Nepean-ON	http://www.thoratec.com/thoratec
Thought Technology Ltd.	Manufacturer	CAN / Montreal-QC	http://www.thoughttechnology.com
Trudell Med. Group	Distributor/Manufacturer	CAN / London-ON	N/A
Ultramed	Distrib./Imp./Manufact	CAN / Milton-ON	N/A
Universal X-Ray Co.	Distributor/Importer	CAN /Dorval-QC	N/A
Vas-Cath	Manufacturer	USA / Mississauga-ON	N/A
Vereburn Supp.	Distributor/Wholesaler	CAN / Calgary-AB	N/A
Vitaid	Distributor/Importer	CAN / Toronto-ON	N/A
Vitalaire	Distributor	CAN / Edmonton-AB	http://www.VitalAire.ca/home/htm
Welch Allyn	Distributor	USA / Mississauga-ON	N/A
WEX Medical	Distributor/Manufacturer	CAN / Vancouver-BC	http://www.wextech.ca
Xymotech Biosyst.	Distributor	CAN / Mount Royal-QC	N/A

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Key Government Addresses

1. Health Canada:

<http://www.hc-sc.gc.ca>

2. Health Canada -Therapeutic Products Program (TPP):

<http://www.hc-sc.gc.ca/hpb-dgps/therapeut>

3. Industry Canada:

<http://www.strategis.ic.gc.ca/hib>

4. Department of Foreign Affairs and International Trade Canada:

<http://www.dfait-maeci.gc.ca/menu.asp>

5. Department of Justice Canada:

<http://www.canada.justice.gc.ca/ftp/en/laws/index.html>

6. Canadian Standards Association:

<http://www.csa.ca>

Italy-Canada Economic Indicators

(all currency figures in Canadian \$ unless otherwise specified)

	Italy	Canada
Population	57,6 m.	28,8 m.
Surface (in sq.km)	302.000	9,970,000
GDP 1996	\$1,608 bn	\$780 bn
GDP growth 1996	+ 0.8%	+ 1.5%
GDP growth 1997 forecast	+ 1.2%	+ 3.3%
Industrial production last 12 months	+0.2% (10/96)	+2.8% (10/96)
Consumer price index last 12 mos	+ 2.9% (12/96)	+1.5% (6/96)
Unemployment	12% (12/96)	10% (11/96)
Public Debt (Canada = Federal)	\$1,962 bn (9/96)	461bn (3/96)
Public debt as % of GDP	122%	61%
Central Bank Discount Rate	6.75% (1/97)	3.5% (10/96)
Pub. Acct Deficit 1996	\$130 bn (7% GDP)	\$23.4 bn (3.1% GDP)
Foreign Reserves	\$98 bn	\$16.2 bn
Personal savings (as % of income)	12.5	8.1
Trade - exports fob	\$258 bn	\$223 bn
Trade - imports cif	\$228 bn	\$211 bn
Trade balance	\$30 bn	\$11.9 bn
Ranking as reciprocal export market	9th	22th
Ranking as reciprocal source of imports	7th	20th
Automobile production (units)	1.341.000	1.211.000
Workforce:	21,700,000	13,500,000
Employment: Agriculture	8%	3,3%
Industry	29%	26%
Services	52%	33,5%

Commercial Division / Canadian Embassy Rome January 22, 1997 Note on energy:

Italy imports 83% of its primary energy requirements, mainly in the form of oil & gas. Italy produces 89% of its own electricity, importing the remainder from France.

Italy GDP growth 1996 0.8%

Italy GDP growth forecast 1997 1.2%

Italy Industrial production growth 1996 0.2%

Italy Export Growth 1996 +16.9%

Italy percentage of GDP from exports (1992= 27%) 38%

Italy Year-Over-Year inflation now down to 2.6%, from 5.4% in 1995

Canada GDP growth 1996 +1.5%

Canada GDP growth forecast 1997 +3.3%

Unemployment now at 12 % after dipping to 11.5% in early 1996. Even the most optimistic Government forecasts do not see it going below 10% in the next three years. Unemployment in the south 21%. Youth unemployment 33% nationally, 55% in the south.

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Appendix

The Italian Medical Devices Industry

Over 70% of medical devices in Italy are imported, mainly for hospital use and mainly from Germany, France and the USA. The volume and value of devices makes the Italian market one of ten most active in the world. The Italian National Association of Biomedical and Diagnostic Products Suppliers, Assobiomedica, has estimated the value of the cardiology market alone at over \$350 million (Canadian), of which 30 % relates to pacemakers.

The Italian Health Service (SSN) includes 21 regional health authorities and 295 local health authorities (unita sanitarie locali). The regional authorities handle the planning of healthcare 'co-services' such as the provision of some services to the public sector by private hospitals. They are also responsible for hospital purchase programs. Reorganization of the public health sector from 1995 on has improved efficiency in hospital purchases and increased competition among the medical device companies. Note that medical device companies in European Union countries must conform to European Union directives on the manufacture, use, and sale of medical devices.

Many Italian companies are distributors of medical equipment as opposed to manufacturers; nonetheless, there are around 50 major Italian manufacturers of medical devices, including:

- Sorin Biomedica Cardio SpA (cardiology/cardiovascular and blood management equipment)
- Dideco SpA (blood management equipment)
- Soxil (anaesthesia and respiratory equipment)
- Esaote (electrical and monitoring equipment)
- EL.EN (biomedical laser systems)
- Gilardoni (digital radiology equipment)
- General Medical Merate (diagnostic imaging)
- Remco (cardiology equipment)
- Cosmed (cardio-respiratory and lung function analysis).
- Villa Sistemi Medicali (CAT scanners)

(See end of Appendix for contact information).

Potential for Canada-Italy Co-operation

There is good potential for co-operation between Canadian and Italian companies in the medical device field, as well as with hospital and university research institutes involved in development, testing, technology transfer and clinical trials. Such co-operation is most effective when organized and managed by the companies and laboratories themselves. Enterprises and institutions are free to co-operate on joint research, or to reach agreement on funding arrangements, product development, clinical trials and licensing, in accordance with institutional norms, intellectual property requirements and negotiated agreements. The following section outlines some funding sources for product development and partnerships.

Funding for Canada-Italy Collaboration

EUROPEAN UNION

Generally, Italian and Canadian researchers and companies must identify their own funding for collaborative work. Italians are eligible for EU project funding, while Canadians are not. Under the terms of the Canada-EU Agreement², Canadians can participate as full partners in most EU Fifth Framework projects on a self-funded basis and Italian (and other European) researchers have access most science and technology activity funded or performed by the Government of Canada. Since 1996, more than 100 Canadian businesses, universities and research institutes have partnered with Europeans in European Union programmes; 28.7 % of these have been in medical research and health areas.

There is no central mechanism to fund Canadian researchers involved in EU projects. Faculty members have access to funding from research granting councils, some of which have special mechanisms to support participation in international programs. The three main federal granting councils are the Natural Sciences and Engineering Research Council of Canada (<http://www.nserc.ca/intern/europe.htm>), the Medical Research Council of Canada (<http://www.mrc.gc.ca/>) and the Social Sciences and Humanitarian Research Council of Canada (<http://www.sshrc.ca/>). National Networks of Centres of Excellence (<http://www.nce.gc.ca/>) have potential for collaboration in the context of the 5th Framework Program. Federal research laboratories such as the National Research Council of Canada support the participation of their own researchers using their agency budgets.

Canadian business is encouraged via R&D tax incentives. About \$1.3 billion of federal assistance is delivered annually through the Scientific Research and Experimental Development Program of Revenue Canada (<http://www.rc.gc.ca/sred/>) In addition, small and medium-sized companies (SMEs) can qualify for support from the National Research Council's Industrial Research Assistance Program (<http://www.nrc.ca/irap>) and from a number of sectoral, regional and provincial research support programs.

Some aspects of collaboration may be eligible for targeted support from other sources (e.g. for the stipend of a postdoctoral fellow, or for travel support).

European Union 5th Framework Programme

The European Union's "Fifth Framework Programme 1998-2002" (FP5) incorporates four theme areas, one of which is **Quality of Life and Management of Living Resources**. The budget for the component totals 2,413 Euros. The Work Program covers a range of research and technological development areas, and activities of a generic nature. These include chronic and degenerative, cardio-vascular and rare diseases.

In its first call for proposals in March 1999, the Secretariat focused on three areas, including 'Cardiovascular and cerebrovascular system, notably atherosclerosis and stroke'. The deadline for RTD (Research and Technological Development) proposals under the specific programme on 'Quality of life and management of living resources' is **15 November 1999**. Calls for proposals for 2000 have not yet been announced, thus researchers should keep in touch with contact persons at their national EU offices and at the European Union. (Addresses follow).

Future deadlines for actions under the transversal program "Technology Stimulation to Encourage and Facilitate SME Participation in Research and Technological Development" activities are:

- SME exploratory awards – January 12, 2000; April 26, 2000; September 13, 2000; January 17, 2001; April 18, 2001
- Cooperative research – same as above; also September 19, 2001; January 16, 2002; April 17, 2002.

Researchers can use the EU Cordis website to find project partners (<http://www.cordis.lu/life/src/eoi.htm>).

² EU-Canada Agreement for Scientific and Technological Co-operation (1995)

Contacts for information on EU programs/procedures

- EU Program Information, Journal and Calls for Proposals:
<http://www.cordis.lu/life/>
<http://europa.eu.int/comm/dg12/rtdinf22/ftoc.html>
<http://www.cordis.lu/fp5/src/particip.htm>
- Preparation of proposals
European Commission
Life Info-desk
SDME 9/34
Rue de la Loi/Wetstraat 200
B-1049 Brussels
BELGIUM
Fax. (32-2) 299 1860
E-mail: life@dg12.cec.be
Web: <http://www.cordis.lu/fp5/home.html>
- Generic Activities under the Quality of Life and Management of Living Resources component:
 - Chronic and degenerative diseases: E-mail: Maria.Vidal-ragout@dg12.cec.be
 - Socio-economic aspects of life sciences and technologies: E-mail: Maria.Theofilatou@dg12.cec.be

- Country-specific information or general advice:

Italy: Dr.ssa Diassina DI MAGGIO
 Agency for the Promotion of European Research (APRE)
 Grattacielo Italia
 Piazza G. Marconi 25
 1-00144 ROMA
 E-mail: dimaggio@apre.it

Canada: Ms. Claude Gagné
 Science and Technology Counsellor
 The Permanent Mission of Canada to the European Union
 Avenue de Tervuren 2,
 1040 Brussels
 BELGIUM
 Tel: (32 2) 741-0686
 Fax: (32 2) 741-0629
 e-mail: claud.gagne@dfait-maeci.gc.ca

Mr. Alex Jones (First Secretary)
 Commercial Officer
 Canadian Embassy
 Via G.B. de Rossi 27,
 00161 Rome
 ITALY
 Phone: (39-6) 44598.356
 Fax: (39-6) 44598.754
 E-mail: alex.jones@dfait-maeci.gc.ca

In addition, some agencies offer tax, legal and other services to the business community. Example: Deloitte and Touche is a professional services firm with offices in 129 countries. Its BIOTECH Group specializes in biotechnology and life-science issues. It tracks developments in the European Community life science programs and offers professional services to Canadian and Italian companies (among others) on tax, legal and management issues.

CANADIAN FUNDING SOURCES

Health Canada's **National Health Research and Development Program** supports extramural Canadian health research and researchers. It funds research and development to advance the understanding of, and response to, national health issues. Granting programs of Canada's three federal granting agencies can also assist with the costs of Canadian participation in international collaborations. These councils are the **Medical Research Council, the Natural Sciences and Engineering Research Council and the Social Sciences and Humanities Research Council** The **Medical Research Council of Canada**. The National Research Council of Canada's **Industrial Research Assistance program** can assist in partnerships for small and medium enterprises. Provincial authorities also have programs to support and encourage international links in business and higher education. A summary of some opportunities follows:

[National Health Research and Development Program \(NHRDP\) - Health Canada](#)

Health Canada supports investigator-initiated research projects related to health policy and national health priorities. It does not fund cardiology or critical care research unless there is a policy component. Support is available for new researchers and the academic preparation of outstanding students; for career development through training and career awards programs and for health research conferences and workshops. While NHRDP funding is oriented to Canadian health policy, this can incorporate comparative studies of health statistics and systems. The NHRDP has allocated up to \$6 million for its October 1, 1999 competition.

Topics for full proposals:

- Determinants of Population Health
- Health System Renewal and Restructuring
- Health and Public Policy
- Transfer and Uptake of Knowledge

Topics for Letters of Intent:

- Home Care
- Children and Youth
- Ageing
- Financing of the Health Care System

NHRDP and other federal agencies funding health research, are currently engaged in transition to the new Canadian Institutes for Health Research (CIHR) announced in the 1999 Canadian Federal Budget. NHRDP will ensure that the perspectives, values, and interests of the health research community it serves are represented in CIHR programs and mechanisms.

Medical Research Council of Canada

The Medical Research Council of Canada is the major federal agency responsible for funding health research in Canada. It promotes, assists and undertakes basic, applied and clinical research in the health sciences in Canada. It also supports the research training of health scientists and acts as an advisor to the federal Minister of Health. MRC invests close to 10% of its budget in co-funded initiatives, where funding is shared with private sector partners. The ratio of MRC to partner funding has averaged 1 to 2.9 over the last few years. Partners include Canadian and international health charities, pharmaceutical and medical device companies, federal and provincial agencies. Many of the companies are transnational.

Example: MRC/PMAC³ Health Program

This partnership was launched in 1994. To date, industry commitments under this industry – government partnership have exceeded \$122 million.

MRC encourages international collaborations. Eligible applicants apply through MRC's regular grants competitions for funds to support research to be carried out in, or in collaboration with, scientists based in other countries. Under MRC's support for international collaboration:

³ Pharmaceutical Manufacturers Association of Canada

- the MRC applicant can work in a research centre in Canada and/or abroad, or use resources in another country to carry out the proposed research. Review of the application will consider the rationale for performing the work abroad.
- the applicant can collaborate with one or more scientists in another country, on a self-funded basis. MRC's review of such collaborations is based on the full research program. MRC may decide to fund only the component(s) to be carried out in Canada, and may encumber funds, pending assurance that the component(s) to be carried out abroad is also funded.

Natural Sciences and Engineering Research Council of Canada (NSERC)

NSERC fosters the discovery and application of knowledge through support of university research and the training of scientists and engineers. It does this by awarding grants and scholarships through a competitive process and by building partnerships among universities, government and the private sector.

The International Opportunity Fund (IOF)

This Fund was established in 1998 to promote new Canadian participation in international research collaborations of significant potential benefit to Canada. The Fund supports the initial (pre-research) stages of international collaborative research projects and programs, and Canadian participation in workshops and symposia designed to lead to international collaborations. Applications can be submitted at any time. (Web address: <http://www.nserc.ca/intern/iof.htm>)

Collaborative Research Opportunities Grants (NSERC)

Collaborative Research Opportunities (CRO) grants facilitate the participation of teams of Canadian researchers in major national and international research projects that present a special opportunity for collaboration. They support special research initiatives whose objectives or size (over \$100,000 annually) do not fit other NSERC programs. Projects capitalize on opportunities for collaboration, such as:

- participation in a major international research initiative, such as the European Union's Fifth Framework program;
- the need for a large-scale interdisciplinary effort to address a specific problem;
- the timely availability of a particular research resource or facility;
- the outcome of an international workshop to plan a research collaboration;
- a specific world event.

The initiatives can require co-ordination of efforts from various countries, agencies and sectors and co-applicants from other sectors (government and industry) or countries are welcome. Any grant awarded will be for the research activities of persons eligible for NSERC grants

Collaborative Health Research Projects

Two competitions in 1999 and in 2000 will fund collaborative proposals for specific research projects of up to a three-year duration in any field of natural sciences and engineering which, if successful, will lead to health benefits for Canadians. The applicant must be eligible for NSERC grants and be proposing work in an area that falls primarily under the mandate of NSERC. Interdisciplinary proposals and those involving collaboration with medical researchers, clinicians, social scientists and humanists are encouraged. The next deadline is July 1.

Other NSERC programs

Canadians can use other NSERC's programs to participate in the EU Fifth Framework projects:

- Researchers holding Research Grants may use their grant to support travel related to the research, and to bring visiting researchers to Canada for a period of up to three months. There is no obstacle to holders of Research Grants using these funds to support their participation in a 5th Framework application, provided it is related to their NSERC-funded research program.
- The Research Partnerships Program (RPP) requires the participation of partners from outside the academic sector. Foreign partners may participate in the project with non-academic Canadian partners. They must make a real contribution to the project, and there must clearly be a receptor capacity in Canada for the results of the research. Membership in a Fifth Framework consortium would be a legitimate type of partnership, since European members of the consortium would be actively involved in the research. The application would be reviewed just like any other RPP application; however, if successful, disbursement of the funds might be conditional on the success of the 5th Framework application.

Canadian Institutes for Health Research (CIHR)

The Canadian Institutes for Health Research, announced early in 1999, is a broad national coalition, supporting the development of an organization that can provide the federal government with an effective and imaginative means of fostering a holistic national health research effort.

Getting Ready for CIHR: A Tri-Council Workshop/Networking Program

To promote multi- and inter-disciplinary research linkages and stronger proposals to the CIHR, the three federal research councils (MRC, NSERC and SSHRC) will support inter- and multi-disciplinary workshops, or a series of workshops and related networking activities. A budget of \$1.5 million has been allocated for two competitions in 1999-2000. Applicants are encouraged to seek support from other funders of health research, including voluntary health agencies, industry, and other government agencies. The 1999 application deadline is November 1, 1999.

National Research Council of Canada

The Industrial Research Assistance Programme (IRAP) exists to encourage innovation in small and medium Canadian enterprises. Of its budget of \$96 million: \$22 million is used in Quebec. The program provides help with information gathering, patents and licensing, contacts with experts and agencies and establishment of contacts abroad. Financial support is provided for:

- 1) Technological improvements (grants up to \$15,000; loans to \$500,000);
- 2) Research, Development and Adaptation (grants up to \$350,000).

Strategic Alliances (National/International)

A new Strategic Alliances office has recently been established to enhance IRAP's ability to help Canadian SMEs with international collaborations. This office will work closely with regional Industrial Technology Advisors to connect opportunities with the most appropriate organisations, both in Canada and abroad. SMEs that are looking for international collaboration opportunities can contact their local IRAP representative to explore opportunities and to access the mechanisms available in Canada to assist and support them.

Foreign organizations that want to collaborate with Canadian firms, universities or research organizations, can contact Mr. Doug Colley or Dr. Denys Cooper at the IRAP office in Ottawa:

E-Mail: Doug.Colley

E-Mail: Denys.Cooper

Tel: (613) 993-1933
Fax: (613) 952-1079

Tel: (613) 993-7620
Fax: (613) 952-1079

Canadian Medical Discoveries Fund Inc.

This fund was launched in December 1994 as a venture capital investment fund focusing on the life sciences industry. It is a partnership involving the Medical Research Council of Canada and MDS Capital Corp. The Fund is managed by the Medical Discovery Management Corporation. To date the fund has invested \$147 Million in support of emerging health industries.

Le Ministère de la Recherche, de la Science et de la Technologie (Quebec)

In June 1999 the Quebec government created a new ministry to co-ordinate provincial action in research, science and technology, and to develop international co-operation. A new MRST program is being developed. The "Programme d'assistance financière à la co-opération scientifique et technologique" (PAFCST) is expected to receive provincial approval in October 1999. When operating, it will contribute up to \$200,000 towards the involvement of small or medium enterprises in Quebec, or of university or other researchers, in co-operative international research programs, international research consortia and demonstration projects arising from Quebec's bilateral agreements. The program is expected to support involvement in European Union's 5th Framework projects.

Contact addresses: Medical Device Industries/Agencies

Selected Italian Companies

COSMED S.r.l.

Via dei Piani di Monte Savello, 37

PO Box 3, Pavona di Albano

Rome I-00040

ITALY

Tel: 39 (06) 931 5492

Fax: 39 (06) 931 4580

<http://www.cosmed.it>

Dideco SpA

via Statale 12

Nord 86

PO Box 87

41037 Mirandola (MO)

ITALY

Tel: 39 (0535) 298 11

Fax: 39 (0535) 252 29

Villa Sistemi Medicali SpA

Via delle Azalee, 3
20090 Buccinasco (Mi)
ITALY
Tel: 39 (02) 488 591
Fax: 39 (02) 488 1844

Elettronica Trentina SpA

Via De Zinis 6
I - 38011 Cavareno TN
ITALY
Tel: 39 (0) 463/850 125
Fax: 39 (0) 463/850 088
E-mail: eltreolog@mbov.vol.it

ESAOTE SpA

via Colombo 49
Trezzano Sul Naviglio MI, I-200090
ITALY
Tel: 39 (2) 484 58315
Fax: 39 (2) 445 0589

Giacomo Bertocchi SNC

Via de Berenzani 8 a/b/c
Nuova Zona Industriale Casa Postale 115
Cremona CR, I-26100
ITALY
Tel: 39 (0372) 471 000
Fax: 39 (0372) 471 533

LEM Biomedica srl

Cavallina Di Ungello
Firenze FL, I-50030
ITALY
Tel: 39 (055) 842 0130
Fax: 39 (055) 210 587

Medical Merate SpA.

Via Partigiani, 25
Seriate, BG 24068
ITALY
Tel: 39 035 452 5311
Fax: 39 035 297 787

EL.EN. Electronic Engineering SRL

Via Provinciale Lucchese, 145
50019 Sesto Fiorentino LI
ITALY
Tel: 39 (055) 308 830
Fax: 39 (055) 308 840

Gilardoni SpA

Via E Fermi 2
Mandello de Lario CO, I-22054
ITALY
Tel: 39 (0341) 731583
Fax: 39 (0341) 735 046

Remco Italia SpA

Strada Rivoltana Nuova 53
San Pedrino di Vignate
Milano MI, I-20060
ITALY
Tel: 39 (02) 950 5181
Fax: 39 (02) 956 6013

Sorin Biomedica SpA

Via Crescentino
Saluggia VC, I-13040
ITALY
Tel: 39 (0161) 487 693
Fax: 39 (0161) 487 524

Soxil SpA

Via Cassanese 100
Segrate MI, I-20090
ITALY
Tel: 39 (2) 216 93420/1
Fax: 39 (2) 216 93419

Italian and European Agencies/Associations

ASSOBIOMEDICA

(National Association of Biomedical and Diagnostic
Products Suppliers)
ITALY
Web Site: <http://www.assobiomedica.it>

Congresso Nazionale della Societa Italiana di Cardiologia

(National Congress of Cardiology)

Aisc
Via Parioli, 2
00197 Roma
Tel: 39 06 8088148
Fax: 39 06 8088491

European Confederation of Medical Devices Associations (EUCOMED)

Rue Du College
Saint-Michel 17 Box 8
Brussels, B1150
BELGIUM
Tel: 32 2 772 22 12
Fax: 32 2 771 39 09

Istituto di ricerche cardiovascolare

Università degli studi
Via Bonfadino 214
20138 Milano
Tel: 39 02 5064427

ANMCO (National Association of Cardiology) O.I.C.

Via A. Lamoarora, 24
50121 Firenze
Tel: 39 055 5000631
Fax: 39 055 570227

Selected Quebec & Canadian Institutes and Companies

Montreal Heart Institute

5000 rue Bélanger
Montreal, Quebec H1T 1C8
CANADA
Tel: (514) 376-3330
Fax (514) 593-2540

World Heart Corporation

1 Laser Street
Nepean, Ontario K2E 7V1
Tel: (613) 226-4278
Fax: (613) 226-4744
Web: <http://www.worldheart.com>

CoroNéo

819 Germaine Guevremont
Montréal, Québec H4N 3H3
CANADA
Tel: (514) 336-9230

Cryocath Technologies Inc.

6700 chemin de la Côte-de-Liesse 102
Saint-Laurent, Québec H4T 2B5
CANADA
Tel (514) 737-0424
Fax: (514) 737 0506
Web: <http://www.cryocath.com>

VMI Medical Inc.

400 - 126 York Street
Ottawa, Ontario K1N 5T5
CANADA
Tel: (613) 241-4040
Fax: (613) 241-4044
Email: info@vmimedical.com
Web: <http://www.vmimedical.com>

Cardiovascular Devices Division

University of Ottawa Heart Institute
1053 Carling Avenue
Ottawa, Ontario K1Y 4E9
CANADA
Tel: (613) 761-4545
Fax: (613) 761-5448

Baylis Medical Company

5253 Décarie Blvd., Suite 540
Montréal, Québec H3W 3C3
CANADA
Tel: (514) 488-8801
Fax (514) 488-7209
E-mail: info@baylismedical.com
Web: <http://www.Baylismedical.com>

Electromed International Ltée

310 Boul Industriel
St-Eustache, Québec J7R 5R4
CANADA
Tel: (450) 491-2100
Fax: (450) 491-4138

AMI Alliance Médical Inc.

4800 chemin de la Côte-de-Liesse
Saint-Laurent, Québec H4T 1G1
CANADA
Tel: (514) 344-3030
Fax: (514) 344-3131

Sonometrics Corporation

4056 Meadowbrook Drive, Unit 135
London, Ontario N6L 1E4
CANADA
Tel: (519) 652-6464
Fax: (519) 652-6426
Web: <http://www.sonometrics.com/home.htm>

Andromed Inc.

630 René-Lévesque Blvd. West, Suite 500

Montréal, Québec H3B 1S6

CANADA

Tel: (514) 877-0043

Fax. (514) 877-4177

E-mail: andromed@andromed.com

Theratechnologies Inc.

630 René-Lévesque Blvd. West

Montréal, Québec H3B 1S6

CANADA

Tel: (514) 877-0077

Fax. (514) 877-3177

Canadian Agencies/Associations

Medical Devices Canada (MEDEC)

401 The West Mall, Suite 510
Etobicoke, Ontario M9C 5J5
CANADA
Tel: (416) 620-1915
Fax: (416) 620-1595
E-mail - medec@medec.org
Web: <http://www.medec.org>

**Canadian Coordinating Office for Health
Technology Assessment (CCOHTA)**

10-955 rue Green Valley Crescent
Ottawa, Ontario
K2C 3V4
Canada
Tel/: 613.226.2553
Fax: 613.226.5392
Email: <http://www.ccohta.ca/>

**Therapeutic Products Programme
Health Canada**

Holland Cross, Tower "B", AL # 3102D1
2nd Floor, 1600 Scott Street
Ottawa, Ontario K1A 1B6
CANADA
Medical Devices HOTLINE: 1-800-267-9675.

- Device Evaluation Division of the Medical Devices Bureau (613) 954-0297
- Medical Devices Licences (613) 957-1909
- Standards: Research and Surveillance Division (613)-954-0288

Fax: (613) 941-6458
Web: www.hc-sc.gc.ca/hpb-dgps/therapeut

International agencies**BIOTECH Group****Deloitte Touche Tohmatsu International**

Brussels Airport Business Park
Berkenlaan 6,
B-1831 Diegem
BELGIUM
Tel: 32 2 718 60 27
Fax: 32 2 718 60 50
E-mail slebris@deloitte.be

**National Health Research and Development
Program (NHRDP)**

Health Canada
15th Floor, Jeanne Mance Building
Tunney's Pasture / Ottawa, Ontario / K1A 1B4
Address Locator: 1915A
E-mail: nhrdpinfo@hc-sc.gc.ca

Canadian Medical Discoveries Fund

Talbot Centre, Suite 2006
148 Fullarton Street
London, Ontario
N6A 5P3
Canada
Tel: (519) 858-1582
Fax: (519) 858-9121

**Conseil d'Évaluation des Technologies de la Santé du
Québec**

201 Boul. Crémazie Est, bureau 1.01
Montréal, Québec H2M 1L2
CANADA
Tel: (514) 873-2563
Fax: (514) 873-1369