



## **MEDIA STATEMENT**

### **Verity Firth**

**Minister for Women  
Minister for Science and Medical Research  
Minister Assisting the Minister for Health (Cancer)  
Minister Assisting the Minister for Climate Change, Environment and Water**

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Tuesday, 4 December 2007

#### **NSW MEDICAL DEVICES ARE RAKING IN BIG EXPORT DOLLARS**

The State's leading medical device manufacturers have raked in sales of more than \$100 million following their attendance at the world's biggest annual medical technology fair in Germany – Medica.

Minister for Science and Medical Research Verity Firth said nineteen locally-based companies exhibited their products at Medica 2007 (14 to 17 November), giving substance to the NSW Government's efforts to promote the State's expertise in researching, developing and manufacturing medical devices.

"A treatment for varicose veins; kits that prevent the spread of HIV/AIDS and Hepatitis C; carbon fibre hydraulic operating tables; a 60 second diabetes test; affordable prosthetic legs; and equipment that allows doctors to remotely monitor the health of their patients, are just a few examples of the locally produced medical devices in high demand internationally," said Ms Firth.

"Preliminary results collated by the Department of State and Regional Development show sales generated by just six of the nineteen companies at Medica 2007 have already reached \$45 million – with this figure sure to rise as more results come in.

"A further five companies have clocked up sales worth almost \$58 million as a result of contracts they signed at last year's Medica.

"These are terrific results, and testimony to the quality and innovation of our researchers and businesses."

NSW companies now have customers worldwide including in the United Kingdom, United States, Scandinavia, the Czech Republic, Bangladesh, Sri Lanka, Thailand, Indonesia, Turkey, Poland and South Korea.

Ms Firth said Medica attracts over 4,000 exhibitors and about 140,000 registered trade visitors from almost 100 countries, providing an ideal platform for NSW companies to seek out new export markets and keep one-step ahead of their competitors.

“In fact, since the establishment of an Australian pavilion at Medica in 2003, NSW is the only state government that’s been consistently represented,” said Ms Firth.

“This has provided a unique and unchallenged opportunity to position NSW at the forefront of medical device manufacturing and exporting.

“Medical devices are an important contributor to the State’s rapidly maturing advanced manufacturing sector, an area of the economy targeted for growth in the NSW Government’s Innovation Statement.

“NSW has a strong global reputation in medical device innovation – and that’s why our companies are successfully selling and exporting to the world.”

NSW is home to 285 medical device companies or 45 per cent of the Australian industry – compared to Victoria's 29 per cent and Queensland's 11 per cent.

Globally, the medical devices industry is worth an estimated \$214 billion and is projected to grow by about 10 per cent a year.

**Media contact:     Jeff Singleton     0410 476 890**

## **MEDICA 2006 EXHIBITORS**

- **AllVascular Pty Ltd** focuses on the research, development, and commercialisation of unique medical devices and treatments in the field of vascular surgery. Its products include the Venocuff II® for the repair of incompetent veins associated with varicose veins
- **ASP Plastics/ASP HealthCare** designs, manufactures and distributes an extensive range of complex custom-moulded plastic products for contract manufacturers. It also provides the healthcare sector with customised sharps containers and kits to help prevent HIV/AIDS and hepatitis C (HCV) transmission
- **BMDi Pty Ltd** develops, manufactures and distributes a range of safety medical devices including safety syringes, medical waste and sharps collectors, needle disposal systems
- **Coefficient Surgical Systems** has developed innovative carbon fibre hydraulic-operated theatre tables. The company also distributes various Australian and international medical devices and products
- **Enersol** operates a busy testing laboratory in Annandale for condom, glove, syringe and other medical devices
- **General Healthcare Supplies** develops and supplies products that improve personnel safety in the healthcare and industrial environments, including disposable protective apparel, wound care, and surgical and laboratory supplies
- **Global Medisafe Holdings** produces pharmaceutical products that eliminate the risk of needle stick injury, including a range of safety retractable and auto retractable needles and syringes
- **MedCare Systems** manufactures and supplies home telecare monitoring systems
- **MediVac Limited** has developed an on-site device called the MetaMizer to convert clinical and sharps waste into sterilised granules that can be safely disposed of as general health care facility waste resulting in lower costs, improved infection control and reduced landfill waste
- **Neomedix Systems Pty Ltd** specialises in the design, manufacture and marketing of clinical diagnostic equipment for use in ICU, gynaecology, urology, anorectal surgery, gastroenterology and spinal injury evaluation
- **Tuta HealthCare Pty Ltd** manufactures a full range of intravenous lines and also manufactures the world's first disposable one piece laryngoscope, the "Yeescope"
- **Aaxis Pacific** manufactures and distributes surgical sets and instruments, dressings, medical supplies, and medical consumables
- **Betachek Ltd** is a specialist in diabetes management and has developed a range of electrodes, biosensors and devices for glucose determination and has a 60 second diabetes test
- **Bioclone Australia Pty Ltd** manufactures high quality immunodiagnostic products for the medical and research laboratory markets
- **Rye/Burnaid Europe Pty Ltd** develops and exports a range of burn gels, gel dressings and burn kits. These offer rapid cooling to the burn, and fast ongoing pain relief
- **RiTract Ltd** is a medical technology company with patented products and technologies to meet world demand for innovative, commercial needlestick solutions in global health markets.

## **MEDICA 2007 EXHIBITORS**

- **ASP Healthcare** - designs, manufactures and distributes an extensive range of sharps containers and harm reduction kits
- **BMDi International Limited (BMDi)** – specialises in the sourcing, development and manufacture of safety collection and injection products designed to reduce needle-stick injury and hazardous waste

- **Burnaid** - manufactures Hydrogel Burn Dressings for the treatment of burns. Burnaid is exported into over 30 different countries
- **General Healthcare Supplies Pty Ltd (GHS)** develops and supplies products including disposable protective apparel, wound care and surgical and laboratory supplies
- **Global MediSafe** produces a range of safety retractable and auto-retractable needle and syringes
- **Imaxeon Pty Ltd** is an Australian-based subsidiary of Medrad Inc. specialising in the design and manufacture of medical devices for clinical radiology markets.
- **Lifehealthcare** is a leading medical distribution and healthcare service with interests in manufacturing and distributing operating tables, surgical instruments and aged care/rehabilitation equipment, including a high quality carbon fibre surgical table with a unique cantilevered design to allow full surgical access without having to move a patient
- **Prosmedix** specialises in the design and manufacture of affordable, high-quality and high-performance prosthetic legs for global markets
- **EIM Medical Consulting Pty Ltd** provides manufacturing capabilities and clean-room assembly outsourcing to medical device manufacturers
- **REIM Technologies** provides manufacturing capabilities and clean-room assembly outsourcing to manufacturers in product design and development, tooling and rapid prototyping, plastic and silicone moulding, and clean room assembly work
- **Tuta Healthcare** manufactures plastic medical devices and supplies a full range of gravity and electromedical intravenous lines. It also manufactures the world's first disposable one piece laryngoscope, the Yeescop.
- **Ulco Medical** has been involved in the design and manufacture of anaesthetic products for more than 30 years. Ulco's latest release is the IntegrusPSV Anaesthesia Workstation that combines simplicity of operation with advanced intensive care ventilation technology
- **National Diagnostic Products** is a developer, manufacturer and marketer and a world leader in rapid point-of-care tests with a focus on diabetes detection and monitoring. NDP markets its products under the brand name BETACHEK
- **Bioclone** is an Australian-based subsidiary of Hitachi Chemical Co. Ltd specialising in the design and manufacture of high-quality immunodiagnostic products for medical and research laboratory markets. Kits include tests for pregnancy, fertility monitoring, thyroid disease, anaemia, allergy, growth factors, prenatal, neonatal and population screening, and also some infectious diseases
- **Vital Diagnostics Pty Ltd** is a leading Australian manufacturer of autoimmune diagnostics and a distributor of medical laboratory consumables and equipment to the Australian pathology market
- **Acu Rate**'s core business is innovative flow control devices, providing a cost-effective alternative to expensive electronic pumps to regulate the flow of intravenously infused fluids - such as saline, dextrose and drugs
- **Innovative Sorting Solutions** specialises in the design and development of equipment acting as an interface between existing analysers in blood laboratories. This includes the handling and sorting of test tubes
- **Maverick** is an Australian-based processor and global exporter of animal derived biologicals to manufacturers of human and veterinary pharmaceuticals and vaccines, media and diagnostics, nutraceuticals, and medical devices.
- **Whiteley Corporation** is a global leader in products that clean and disinfect to international standards.

**ENDS**