

Medical Equipment and Supplies Manufacturing Market Profile

Overview

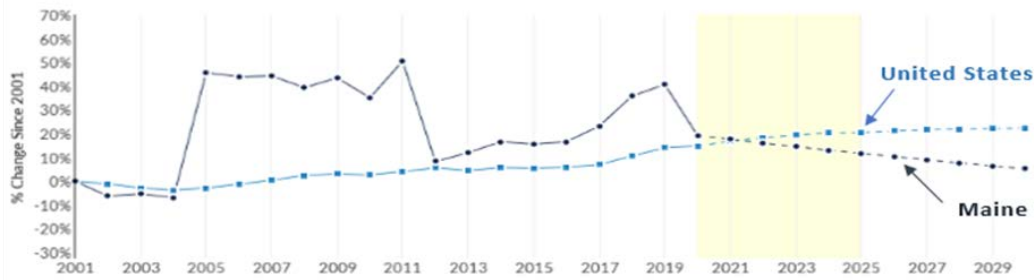
Medical Equipment and Supplies Manufacturing includes two specific subsectors:

- ◆ 339112 Surgical and Medical Instrument Manufacturing - This U.S. industry comprises establishments primarily engaged in manufacturing medical, surgical, ophthalmic, and veterinary instruments and apparatus (except electrotherapeutic, electromedical and irradiation apparatus). Examples of products made by these establishments are syringes, hypodermic needles, anesthesia apparatus, blood transfusion equipment, catheters, surgical clamps, and medical thermometers.
- ◆ 339113 Surgical Appliance and Supplies Manufacturing - This U.S. industry comprises establishments primarily engaged in manufacturing surgical appliances and supplies. Examples of products made by these establishments are orthopedic devices, prosthetic appliances, surgical dressings, crutches, surgical sutures, personal industrial safety devices (except protective eyewear), hospital beds, and operating room tables. *Source: www.census.gov/eos/www/naics/*

National Industry Trends

Over the five years to 2025, industry revenue is projected to grow at an annualized rate of 1.1%. Recently revenue has been increasing as a result of rising demand for medical instruments and supplies brought on by the COVID-19 pandemic. The market has shifted partly due to COVID as well towards products that are disposable for both safety and cost reasons. Operating profit, measured by earnings before interest and taxes, has increased in the past five years and is estimated at 10.9% of industry revenue, up from 10.0% in 2015. Additionally, COVID has caused demand to skyrocket for medical instruments and supplies contributing to higher prices and therefore, higher profit. Looking forward profit may be constrained by the growing presence of group purchasing organizations (GPO), which purchase medical instruments and supplies in bulk for groups of healthcare providers.

Medical Equipment and Supplies Manufacturing Jobs, 2001 - 2029



Source: EMSI

Over the five years to 2020, the number of industry operators is expected to fall. This is mainly attributed to industry consolidation, driven by large industry operators acquiring smaller companies that may be able to offer access to new technologies or markets. Downstream customers are also consolidating. Hospitals are increasingly acquiring doctors' practices, putting physicians closer to hospital administrators that want to control costs for pricey instruments and supplies. Large industry operators can benefit as hospitals thin their lists of product vendors. Smaller companies with less negotiating leverage will likely experience significant downward pricing pressure and struggle to maintain profitability as a result. By 2025 the average industry profit is projected to decrease and account for 10.3% of revenue, down from 10.9% in 2020. *Source: IBISWorld*

Key Industry Drivers

The following are key factors that drive the industry market (IBIS):

- ◆ Number of physician visits
- ◆ Number of adults aged 65 and older
- ◆ Research and development expenditure

¹ Location quotient (LQ) is a method of quantifying how concentrated a particular industry is in a region as compared to the nation. It can reveal what makes a particular region “unique” in comparison to the national average. An LQ of 1 indicates that a particular industry represents the

- ◆ Healthcare insurance - number of people with health insurance

The trade-weighted index (TWI) - measures the strength of the US dollar relative to the currencies of its major trading partners. When the value of the US dollar declines, imported goods become more expensive for US consumers, increasing demand for the domestic Medical Instrument and Supply Manufacturing industry. The TWI is expected to rise in 2020.

National Performance

In 2020 the Medical Equipment and Supplies Manufacturing industry consisted of 5,565 payrolled businesses in the US employing a total of 241,812 workers with average annual earnings of \$117,868. Between 2015 and 2020, employment grew 9% and is projected to grow by 6% between 2020 and 2025. From 2015 to 2020, Medical Equipment and Supplies Manufacturing business locations grew from 4,859 to 5,667 for a growth of 17%. 2019 sales in this industry in the US totaled \$86.7 billion of which an estimated \$66.8 billion (77%) were domestic sales (made to entities in the US) and \$19.9 billion (23%) were exports (made to entities outside of US). *Source: EMSI*

Maine Performance

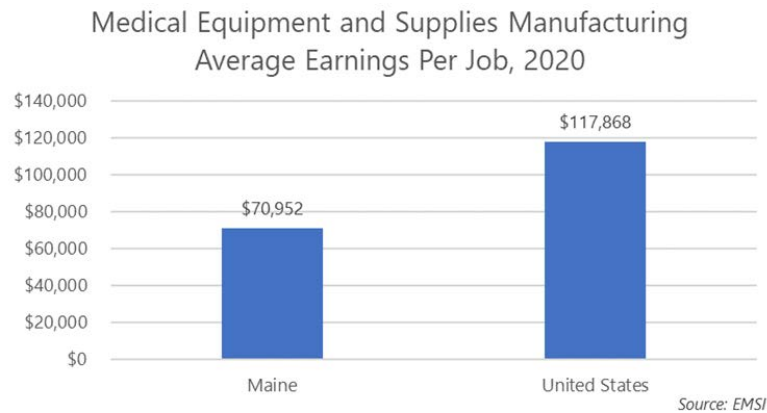
In 2020, the Medical Equipment and Supplies Manufacturing industry consisted of 20 payrolled businesses in Maine employing a total of 744 workers with average annual earnings of \$70,952. Between 2015 and 2020 employment grew 25% and is projected to grow 5% between 2020 and 2025. During that time, payrolled business locations in Maine grew from 16 to 20 for a growth of 25%, outpacing national growth. In terms of industry concentration¹, Maine, with a location quotient of 1.59, is more concentrated in Surgical Appliance and Supplies Manufacturing compared to the US as a whole and less concentrated than the US as a

same share of jobs locally as it does nationally, i.e. is equally concentrated. An LQ greater than 1 indicates a higher-than-average level of concentration, while an LQ less than 1 indicates a lower-than-average level of concentration.

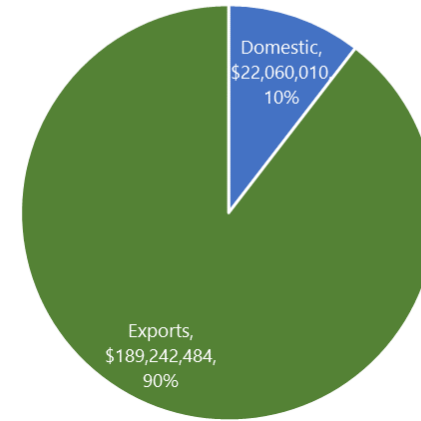
whole in Surgical and Medical Instrument Manufacturing, with a location quotient of 0.07. *Source: EMSI*



Sales in this industry in Maine in 2019 totaled \$211.3 million, of which an estimated \$22.0 million (10%) were domestic sales (made to entities in Maine) and \$189.2 million (90%) were exports (made to entities outside of Maine).

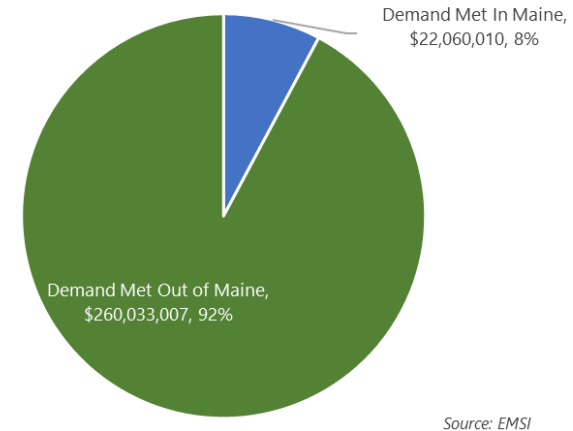


Total Medical Equipment and Supplies Manufacturing Sales in Maine, 2019



In total in 2019, entities in Maine purchased \$282.1 million in Medical Equipment and Supplies \$22.1 million (8%) of which were purchased from other businesses in the state, and \$260.0 million (92%) were purchased from businesses located out of the state. *Source: EMSI*

Total Medical Equipment and Supplies Manufacturing Demand in Maine, 2019



Supply Chain & Domestic Trade

Key Buying Industries (IBISWorld)

- ◆ 1st Tier
 - Medical Supplies Wholesaling in the US
- ◆ 2nd Tier
 - Hospitals in the US
 - Dentists in the US
 - Primary Care Doctors in the US
 - Specialist Doctors in the US

Key Selling Industries (IBISWorld)

- ◆ 1st Tier
 - Plastic Pipe & Parts Manufacturing in the
 - US Hose & Belt Manufacturing in the US
- ◆ 2nd Tier
 - Iron & Steel Manufacturing in the US
 - Glass Product Manufacturing in the US
 - Plastic & Resin Manufacturing in the US

The following tables display the industries that Medical Equipment and Supplies Manufacturing are selling to and buying from in the United States and Maine. The top industries that Medical Equipment and Supplies Manufacturing in the United States purchases from are Surgical Appliance and Supplies Manufacturing with over \$1.4 billion in purchases followed by Corporate, Subsidiary, and Regional Managing Office (\$41.3 billion) and Computer and Computer Peripheral Equipment and Software Merchants Wholesalers (\$1.1 billion). Top industries Medical Equipment and Supplies Manufacturing sells to in the nation include General Medical and Surgical Hospitals (\$9.7 billion), Office of Physicians (\$2.7 billion), and Surgical and Medical Instrument Manufacturing (\$1.4 billion).

Top Industries Selling to Medical Equipment and Supplies Manufacturing in Maine, 2020

NAICS	Sales to	Total In-Region Sales
622110	General Medical and Surgical Hospitals	\$2,760,879
621111	Offices of Physicians (except Mental Health Specialists)	\$740,500
902999	State Government, Excluding Education and Hospitals	\$546,147
339113	Surgical Appliance and Supplies Manufacturing	\$528,758
903999	Local Government, Excluding Education and Hospitals	\$278,163
621210	Offices of Dentists	\$214,151
561730	Landscaping Services	\$169,274
624120	Services for the Elderly and Persons with Disabilities	\$167,086
901199	Federal Government, Civilian, Excluding Postal Service	\$149,394
623110	Nursing Care Facilities (Skilled Nursing Facilities)	\$113,963
622210	Psychiatric and Substance Abuse Hospitals	\$101,337
561720	Janitorial Services	\$88,506
901200	Federal Government, Military	\$85,614
624190	Other Individual and Family Services	\$84,928
621420	Outpatient Mental Health and Substance Abuse Centers	\$83,621
541940	Veterinary Services	\$79,571
621498	All Other Outpatient Care Centers	\$72,338
624110	Child and Youth Services	\$65,466
562111	Solid Waste Collection	\$54,463
623312	Assisted Living Facilities for the Elderly	\$44,050

Source: EMSI

Top Industries Medical Equipment and Supplies Manufacturing is Purchasing from in the United States, 2020

NAICS	Purchases from	Total Purchases
339113	Surgical Appliance and Supplies Manufacturing	\$1,418,720,544
551114	Corporate, Subsidiary, and Regional Managing Offices	\$1,260,702,365
423430	Computer and Computer Peripheral Equipment and Software Merchant Wholesalers	\$1,133,311,067
423450	Medical, Dental, and Hospital Equipment and Supplies Merchant Wholesalers	\$1,029,582,658
326199	All Other Plastics Product Manufacturing	\$937,955,863
325211	Plastics Material and Resin Manufacturing	\$884,792,334
541110	Offices of Lawyers	\$761,828,015
339112	Surgical and Medical Instrument Manufacturing	\$580,203,721
332114	Custom Roll Forming	\$505,788,601
325220	Artificial and Synthetic Fibers and Filaments Manufacturing	\$448,534,049
331110	Iron and Steel Mills and Ferroalloy Manufacturing	\$439,386,937
425120	Wholesale Trade Agents and Brokers	\$422,547,027
541990	All Other Professional, Scientific, and Technical Services	\$401,718,139
326113	Unlaminated Plastics Film and Sheet (except Packaging) Manufacturing	\$384,909,224
333314	Optical Instrument and Lens Manufacturing	\$346,860,344
332710	Machine Shops	\$337,386,413
541611	Administrative Management and General Management Consulting Services	\$318,923,455
322211	Corrugated and Solid Fiber Box Manufacturing	\$315,339,501
533110	Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)	\$298,801,679
326111	Plastics Bag and Pouch Manufacturing	\$292,254,411

Source: EMSI

Top Industries Selling to Medical Equipment and Supplies Manufacturing in the United States, 2020

NAICS	Sales to	Total In-Region Sales
622110	General Medical and Surgical Hospitals	\$9,713,290,442
621111	Offices of Physicians (except Mental Health Specialists)	\$2,650,689,968
339112	Surgical and Medical Instrument Manufacturing	\$1,420,053,075
902999	State Government, Excluding Education and Hospitals	\$1,190,539,345
903999	Local Government, Excluding Education and Hospitals	\$963,639,772
339113	Surgical Appliance and Supplies Manufacturing	\$578,871,190
541940	Veterinary Services	\$504,025,381
901200	Federal Government, Military	\$483,303,739
622310	Specialty (except Psychiatric and Substance Abuse) Hospitals	\$466,594,428
621210	Offices of Dentists	\$460,403,494
623110	Nursing Care Facilities (Skilled Nursing Facilities)	\$421,372,315
621491	HMO Medical Centers	\$381,642,015
901199	Federal Government, Civilian, Excluding Postal Service	\$364,094,106
902622	Hospitals (State Government)	\$229,947,456
621498	All Other Outpatient Care Centers	\$217,309,882
561730	Landscaping Services	\$215,972,730
561720	Janitorial Services	\$213,080,946
624120	Services for the Elderly and Persons with Disabilities	\$207,601,137
621420	Outpatient Mental Health and Substance Abuse Centers	\$197,790,719
622210	Psychiatric and Substance Abuse Hospitals	\$195,464,969

Source: EMSI

The Medical Equipment and Supplies Manufacturing industry in Maine purchases over \$2.9 million from Corporate, Subsidiary, and Regional Managing Offices with 44% of those purchases coming from within the state. In total Maine and the United States share seventeen of the top twenty purchasing industries for Medical Equipment and Supplies Manufacturing. In terms of industry sales, Maine's Medical Equipment and Supplies Manufacturing sector sells to general Medical

and Surgical Hospitals (\$2.8 million), Office of Physicians (\$740,000), and State Government, Excluding Education and Hospitals (\$546,000). Of the top twenty industries that Medical Equipment and Supplies Manufacturing are selling to, Maine and the United States share fifteen in common. *Source: EMSI*

Top Industries Medical Equipment and Supplies Manufacturing in Purchasing from in Maine, 2020						
NAICS	Purchases from	In-region Purchases	% In-region Purchases	Imported Purchases	% Imported Purchases	Total Purchases
551114	Corporate, Subsidiary, and Regional Managing Offices	\$1,304,750	44.4%	\$1,637,099	55.6%	\$2,941,849
423430	Computer and Computer Peripheral Equipment and Software Merchant Wholesalers	\$141,642	6.8%	\$1,932,942	93.2%	\$2,074,583
339113	Surgical Appliance and Supplies Manufacturing	\$567,295	27.7%	\$1,479,686	72.3%	\$2,046,981
541110	Offices of Lawyers	\$858,657	43.6%	\$1,110,082	56.4%	\$1,968,739
423450	Medical, Dental, and Hospital Equipment and Supplies Merchant Wholesalers	\$208,059	11.0%	\$1,678,021	89.0%	\$1,886,079
332114	Custom Roll Forming	\$0	0.0%	\$1,643,999	100.0%	\$1,643,999
425120	Wholesale Trade Agents and Brokers	\$852,012	52.5%	\$770,798	47.5%	\$1,622,810
333314	Optical Instrument and Lens Manufacturing	\$24,985	1.6%	\$1,535,570	98.4%	\$1,560,554
325211	Plastics Material and Resin Manufacturing	\$30,734	2.9%	\$1,044,418	97.1%	\$1,075,152
325220	Artificial and Synthetic Fibers and Filaments Manufacturing	\$0	0.0%	\$1,035,380	100.0%	\$1,035,380
541990	All Other Professional, Scientific, and Technical Services	\$606,522	64.5%	\$334,484	35.5%	\$941,006
541611	Administrative Management and General Management Consulting Services	\$534,228	57.0%	\$403,795	43.0%	\$938,023
326199	All Other Plastics Product Manufacturing	\$172,152	18.7%	\$747,852	81.3%	\$920,004
339112	Surgical and Medical Instrument Manufacturing	\$10,041	1.2%	\$834,793	98.8%	\$844,834
332710	Machine Shops	\$223,516	27.0%	\$605,091	73.0%	\$828,607
325520	Adhesive Manufacturing	\$0	0.0%	\$823,846	100.0%	\$823,846
335312	Motor and Generator Manufacturing	\$11,253	1.4%	\$773,775	98.6%	\$785,028
327420	Gypsum Product Manufacturing	\$139,319	18.1%	\$631,401	81.9%	\$770,720
322211	Corrugated and Solid Fiber Box Manufacturing	\$97,786	12.8%	\$666,024	87.2%	\$763,810
326113	Unlaminated Plastics Film and Sheet (except Packaging) Manufacturing	\$51,361	6.8%	\$703,077	93.2%	\$754,438

Source: EMSI

Demand by State

The top ten states by total demand for medical equipment and supplies manufacturing are listed in the table to the right. California has the greatest demand at nearly \$3.5 billion, followed by Texas (\$2.1 billion), and New York (\$1.8 billion). Maine does not fall within the top ten states but is ranked 40th out of all states.

Medical Equipment and Supplies Manufacturing Top Ten States by Total Demand, 2015 - 2020						
Region	Payrolled Business Locations	Demand met in-region	% Demand met in-region	Demand met by imports	% Demand met by imports	Total Demand
California	735	\$7,087,907,912.82	80.0%	\$1,775,753,184.93	20.0%	\$3,477,929,846.56
Texas	379	\$1,226,737,769.88	23.3%	\$4,028,550,805.45	76.7%	\$2,101,095,193.10
New York	235	\$795,482,394.37	16.6%	\$4,007,143,567.60	83.4%	\$1,833,042,483.91
Florida	437	\$1,666,151,720.07	43.3%	\$2,182,110,166.77	56.7%	\$1,480,933,565.92
Pennsylvania	169	\$830,064,475.32	29.8%	\$1,958,071,821.01	70.2%	\$1,040,482,772.55
Illinois	303	\$1,144,423,658.05	42.1%	\$1,575,245,873.46	57.9%	\$1,020,628,413.25
New Jersey	189	\$1,039,631,459.74	49.1%	\$1,076,814,642.82	50.9%	\$866,247,176.37
Ohio	140	\$495,175,922.62	21.2%	\$1,842,967,430.98	78.8%	\$823,423,878.75
Virginia	132	\$206,016,372.74	12.3%	\$1,471,467,381.10	87.7%	\$742,691,736.97
Massachusetts	146	\$1,101,922,309.13	54.5%	\$919,289,546.47	45.5%	\$713,293,012.20

Source: EMSI

The states with the highest percentage of imported Medical Equipment and Supplies Manufacturing are listed to the right. Nearly all of Wyoming's demand for Medical Equipment and Supplies Manufacturing is met by imports at 99.8% with only 0.2% of the demand for the industry being produced within the state. Several states with the highest demand for imports are located within the West and Midwest regions including Wyoming, North Dakota, Idaho, Montana, and Iowa. Maine ranks 19th out of all states in terms of the highest percentage of imported demand. *Source: EMSI*

Medical Equipment and Supplies Manufacturing Top Ten States by Percent of Imports, 2015 - 2020						
Region	Payrolled Business Locations	Demand met in-region	% Demand met in-region	Demand met by imports	% Demand met by imports	Total Demand
Wyoming	4	\$165,917.56	0.2%	\$108,082,423.84	99.8%	\$45,996,701.55
Hawaii	2	\$2,262,880.41	0.7%	\$305,240,845.87	99.3%	\$115,796,257.12
District of Columbia	10	\$4,052,726.81	1.2%	\$321,495,009.67	98.8%	\$86,267,088.62
North Dakota	9	\$3,735,314.18	2.0%	\$180,485,133.61	98.0%	\$63,239,297.47
Louisiana	46	\$18,189,389.66	2.2%	\$790,526,656.20	97.8%	\$314,547,757.74
Mississippi	24	\$12,259,721.90	2.8%	\$421,281,724.01	97.2%	\$191,482,701.23
Idaho	39	\$10,608,427.94	3.5%	\$290,119,792.42	96.5%	\$111,040,589.43
Montana	26	\$7,782,607.69	3.7%	\$204,163,970.99	96.3%	\$72,813,497.50
Arkansas	30	\$18,446,577.23	3.8%	\$464,978,575.50	96.2%	\$182,837,353.23
Iowa	45	\$22,897,328.46	3.9%	\$565,085,771.26	96.1%	\$228,801,841.46

Source: EMSI

Sales and Exports

The table to the right displays the sales and exports for Medical Equipment and Supplies based on EMSI and US Census data. Medical Equipment and Supplies in Maine have total sales of \$211.3 million of which 89.6% are exported out of state (\$189.2 million). Foreign exports are valued at \$6.9 million based on US Census data, leading to an export value of 3.3% of total sales. Within the United States, foreign exports are 42.8% of total sales.

Top exports by value for Maine's Medical Equipment and Supplies sector are displayed in the table to the right by US Census commodity² code. The top foreign export is X-rays including parts and accessories at \$5.2 million. X-rays account for 45.4% of all Medical Equipment and Supplies exports. The Medical Equipment and Supplies sector accounts for 0.2% of all foreign exports in the State of Maine.

Medical Equipment and Supplies Sales and Exports, 2019					
	Total Sales	Sales Exported Out of State	Percent of Sales Exported out of State	Foreign Export Value	Export Value Percent of Total Sales
Maine	\$ 211,302,494	\$ 189,242,484	89.6%	\$ 6,921,541	3.3%
United States	\$86,740,574,930			\$ 37,082,620,749	42.8%

Source: EMSI, US Census

Top 25 Exports by Value for Maine Medical Equipment and Supplies, 2019			
	Foreign Export	Foreign Export Percent of Total Medical Equipment and Supplies Exports	Foreign Export Percent of Total Exports in All Sectors
902290 X-ray/hi Tnsn Genr Cntr Pnl & Dsk Exm/trtmnt Tb Pt	\$ 5,192,461	45.4%	0.1%
901890 Instr & Appl F Medical Surgical Dental Vet, Nesoi	\$ 1,822,532	15.9%	0.0%
902300 Inst, Appts&models,for Demonstrational Use& Parts	\$ 702,104	6.1%	0.0%
902480 Machine&appliance,test Hardness,strength,etc,nesoi	\$ 561,724	4.9%	0.0%
902000 Breathing Appliances & Gas Masks Nesoi; Parts Etc	\$ 531,056	4.6%	0.0%
901839 Med Needles. Nesoi, Catherers Etc And Parts Etc	\$ 419,726	3.7%	0.0%
902490 Pts, Machine & Appln, Test Hardness/strength, Etc	\$ 353,057	3.1%	0.0%
902610 Inst & Apprts, Measure/checking Flow/level Of Liq	\$ 328,854	2.9%	0.0%
902690 Pts, Inst & Apprts Measure/check Variables Liq/gas	\$ 289,925	2.5%	0.0%
901819 Electro-diagnostic Apparatus Nesoi, And Parts Etc.	\$ 172,447	1.5%	0.0%
901849 Inst & Appln For Dental Science, & Pts & Acc,nesoi	\$ 170,676	1.5%	0.0%
902519 Thermometers/pyro Nt Combnd W Oth Instrum, Nesoi	\$ 146,489	1.3%	0.0%
902590 Pts, Hydrometers, Therometers, Pyrometers, Etc	\$ 146,125	1.3%	0.0%
902680 Inst Measure/checking Variable Of Liq/gases, Nesoi	\$ 142,760	1.2%	0.0%
901831 Syringes, With Or Without Needles; Pts & Access	\$ 108,144	0.9%	0.0%
902620 Inst & Apprts, Measuring/checking Pressure	\$ 75,220	0.7%	0.0%
902511 Thermomtrs/pyro N Cmbnd W Ot Inst Liq-flld Drct Rd	\$ 72,000	0.6%	0.0%
901910 Mech-thrpy Appl;mssg Appr;psych Apt-test;appr; Pts	\$ 34,515	0.3%	0.0%
902190 Oth Artificial Pts Of The Body & Pts & Accessories	\$ 28,052	0.2%	0.0%
902110 Orthopedic Or Fractre Appliances, Parts & Accessor	\$ 25,476	0.2%	0.0%
901811 Electrocardiographs, And Parts And Accessories	\$ 20,696	0.2%	0.0%
902139 Artificial Joints & Parts & Accessories Therof,nes	\$ 19,590	0.2%	0.0%
902131 Artificial Joints And Parts And Accessories Therof	\$ 14,252	0.1%	0.0%
901832 Tubular Metal Needles & Needles For Sutures &parts	\$ 14,171	0.1%	0.0%
902410 Machines And Appliances For Testing Metals	\$ 13,292	0.1%	0.0%
Total	\$ 11,432,146	100.0%	0.2%

Source: US Census

² The import statistics are initially collected and compiled in terms of approximately 18,000 10-digit commodity codes in the Harmonized Tariff Schedule of the United States Annotated (HTSA). The HTSA is maintained

by the U.S. International Trade Commission and is based on the 2-, 4-, and 6-digit headings and subheadings of the international Harmonized System (HS).

Demand and Imports

Medical Equipment and Supplies Manufacturing has a total demand of \$282.1 million of which 92.2%, or \$260.0 million, is met out of state. According to the US Census, the foreign import value of this sector is \$3.3 million in Maine. Foreign imports account for 1.2% of total demand in the State of Maine compared to 66.2% for the United States.

Top imports by value are displayed to the right by commodity code. X-rays are both the top export and top import, with nearly \$7.2 million imported into Maine as of 2019. X-rays account for 48.3% of the total imports for the Medical Equipment and Supplies Manufacturing sector. Considering all sectors within the State of Maine, Medical Equipment and Supplies account for 0.2% of all foreign imports.

Medical Equipment and Supplies Demand and Imports, 2019					
	Total Demand	Demand Met out of State	Percent of Demand Met out of State	Foreign Import Value	Foreign Import Value Percent of Total Demand
Maine	\$ 282,093,017	\$ 260,033,007	92.2%	\$ 3,265,591	1.2%
United States	\$66,845,513,453			\$ 44,229,515,774	66.2%

Source: EMSI, US Census

Top 25 Imports by Value for Maine Medical Equipment and Supplies, 2019			
	Foreign Import	Foreign Import Percent of Total Medical Equipment and	Foreign Import Percent of Total Imports in All Sectors
902290 X-ray/hi Tnsn Genr Cntr Pnl & Dsk Exm/trtmnt Tb Pt	\$ 7,191,441	48.3%	0.1%
902214 Appts Base On X-ray, Medical,surgical,vetry,nesoi	\$ 1,674,844	11.2%	0.0%
901813 Magnetic Resonance Imaging Apparatus	\$ 1,636,714	11.0%	0.0%
901920 Ozone,oxygen,etc Therapy, Respiration Apparatus,pt	\$ 1,108,760	7.4%	0.0%
901819 Electro-diagnostic Apparatus Nesoi, And Parts Etc.	\$ 832,380	5.6%	0.0%
901890 Instr & Appl F Medical Surgical Dental Vet, Nesoi	\$ 561,422	3.8%	0.0%
902110 Orthopedic Or Fractre Appliances, Parts & Accessor	\$ 296,028	2.0%	0.0%
902300 Inst, Appts&models,for Demonstrational Use& Parts	\$ 236,043	1.6%	0.0%
901910 Mech-thrpy Appl;mssg Appr;psych Apt-test;appr; Pts	\$ 212,428	1.4%	0.0%
902519 Thermometers/pyro Nt Combind W Oth Instrum, Nesoi	\$ 196,323	1.3%	0.0%
902610 Inst & Appts, Measure/checking Flow/level Of Liq	\$ 171,437	1.2%	0.0%
901820 Ultraviolet Or Infrared Ray Apparatus, & Pts & Acc	\$ 129,627	0.9%	0.0%
902620 Inst & Appts, Measuring/checking Pressure	\$ 122,545	0.8%	0.0%
902480 Machine&appliance,test Hardness,strength,etc,nesoi	\$ 119,190	0.8%	0.0%
901831 Syringes, With Or Without Needles; Pts & Access	\$ 100,080	0.7%	0.0%
902190 Oth Artifical Pts Of The Body & Pts & Accessories	\$ 62,405	0.4%	0.0%
902219 Apparatus Base On X-ray For Oth Use,ex Medical,etc	\$ 46,978	0.3%	0.0%
902680 Inst Measure/checking Variable Of Liq/gases, Nesoi	\$ 31,578	0.2%	0.0%
902690 Pts, Inst & Apprts Measure/check Variables Liq/gas	\$ 31,483	0.2%	0.0%
902000 Breathing Appliances & Gas Masks Nesoi; Parts Etc	\$ 26,037	0.2%	0.0%
901850 Other Ophthalmic Instruments & Appliances & Parts	\$ 20,152	0.1%	0.0%
902580 Hydrometers & Sim FI Inst, Hygrometers, Etc, Nesoi	\$ 16,760	0.1%	0.0%
901811 Electrocardiographs, And Parts And Accessories	\$ 15,756	0.1%	0.0%
902129 Dental Fittings And Parts And Accessories	\$ 15,528	0.1%	0.0%
901849 Inst & Appln For Dental Science, & Pts & Acc,nesoi	\$ 13,191	0.1%	0.0%
Total	\$ 14,892,864	100.0%	0.2%

Source: US Census

Establishment Locations in the US

Driven by population size (proximity to healthcare providers and downstream and consumer demand); proximity to inputs and upstream suppliers; proximity to major infrastructure, such as railroads, waterways, and major highways. Industry locations are concentrated in the West (21.4% of establishments), the Southeast (19.5%), the Great Lakes (15.8%), and the Mid-Atlantic (14.7%) regions. *Source: IBISWorld*

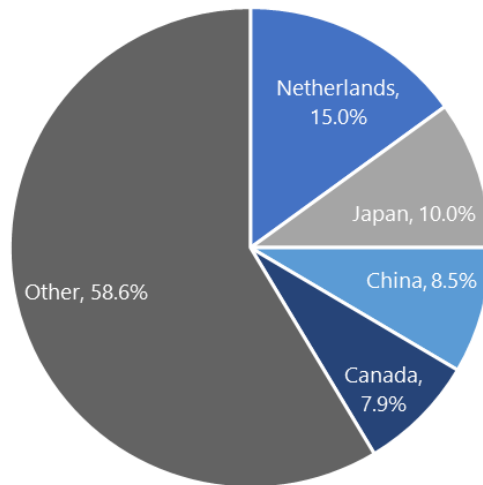
Foreign Exports & Imports

To understand foreign exports and imports we use IBISWorld data which breaks down Medical Equipment and Supplies Manufacturing into Medical Instrument & Supply Manufacturing. Total Foreign Exports from the US are estimated at \$39.2 billion in 2020 with the largest amount of exports going to the Netherlands, Japan, China, and Canada. In 2020 total imports into the US are estimated at \$44.0 billion with the largest amount of imports coming from Mexico, Ireland, China, and Germany. *Source: IBISWorld*

Medical Equipment and Supplies in the United States, 2020							
	Revenue (\$ Millions)	Businesses	Exports (\$ Millions)	Imports (\$ Millions)	Domestic Demand (\$ Millions)	Annual Growth in Revenue 2015 - 2020	Annual Growth in Revenue 2020 - 2025
Medical Instrument & Supply Manufacturing	\$ 93,560	16,494	26,414	39,218	106,364	0.4%	1.1%

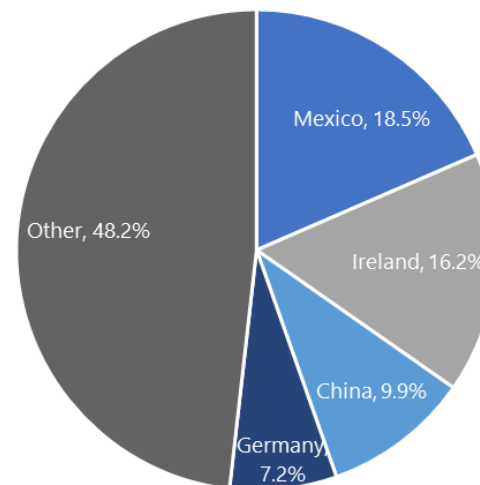
Source: IBISWorld

Medical Instrument & Supply Manufacturing
Top Exporting Countries by Percent



Source: EMSI

Medical Instrument & Supply Manufacturing
Top Importing Countries by Percent



Source: EMSI

Maine Assets

There are several business associations and industry leaders throughout Maine that can serve as assets for Medical Equipment and Supplies Manufacturers to leverage for growth opportunities. These assets include:

- ◆ Bioscience Association of Maine (BioME) <https://biomaine.org/> - BioME is the state's bioscience industry association that advocates and serves a broad array of biosciences sectors including those that are manufacturing related. They also represent the industry outside of Maine including at national and international trade shows.
- ◆ Manufacturers Association of Maine <https://mainemfg.com/> - Through its Business Services Division, MAME provides business growth consulting, B2B Lead Generation, and Business Retention and Expansion services. All of these can be leveraged to grow Maine's domestic trade in Medical Equipment and Supplies Manufacturing.
- ◆ Maine Manufacturing Extension Partnership (Maine MEP) <https://www.mainemep.org/> - Maine MEP provides direct service to small and medium sized manufacturers in Maine to help them become more efficient, productive, profitable, and globally competitive.

Together these organizations can be supported and leveraged to help Maine Medical Equipment and Supplies Manufacturers increase sales to in state purchasers including hospitals, health care offices, and life science labs, as well as identify markets and secure contracts outside of Maine.

Large Medical Equipment and Supplies Manufacturers in Maine include: Hardwood Products Company LP; Abbott Diagnostics Scarborough, Inc.; Hanger Prosthetics & Orthotics Inc; Idexx Distribution, Inc.; Covetrus; Acme Monaco; and Puritan Medical Products.

National Resources

- ◆ Medical Device and Diagnostic Industry - <http://www.mddionline.com>
- ◆ Medical Device Manufacturers Association - <http://www.medicaldevices.org>
- ◆ Advanced Medical Technology Association - <http://www.advamed.org>
- ◆ Medical Equipment and Technology Association - <http://www.mymeta.org>

Key Tactics for Supporting Maine Growth

In addition to leveraging the assets outlined above, Maine Medical Equipment and Supplies Manufacturing businesses interested in developing their products, customer bases, and networks can attend the following tradeshow:

- ◆ AORN Global Surgical Conference & Expo <https://www.aorn.org/surgicalexpo>
- ◆ Medtrade Conference and Expo <https://medtrade.com/>
- ◆ BIOMEDevice Boston Conference <https://biomedboston.com/>
- ◆ Northeast Laboratory Conference www.northeastlaboratoryconference.org/
- ◆ MEDICA Trade Fair <https://www.medica-tradefair.com/>
- ◆ MD&M West Convention <https://www.mdmwest.com/en/home.html>

Data Sources

Economic Modeling Specialists International (EMSI)

To analyze the industrial makeup of a study area, industry data organized by the North American Industrial Classification System (NAICS) is assessed. Camoin Associates subscribes to Economic Modeling Specialists Intl. (EMSI), a proprietary data provider that aggregates economic data from approximately 90 sources. EMSI industry data, in our experience, is more complete than most or perhaps all local data sources (for more information on EMSI, please see www.economicmodeling.com). This is because local data sources typically miss significant employment counts by industry because data on sole proprietorships and contractual employment (i.e. 1099 contractor positions) is not included and because certain employment counts are suppressed from BLS/BEA figures for confidentiality reasons when too few establishments exist within a single NAICS code.

IBISWorld

IBISWorld is one of the world's leading publishers of business intelligence, specializing in industry and procurement research. Through its detailed industry reports available at 5-digit NAICS level, IBISWorld provides insight into market conditions for targeted industries, helps to identify major suppliers or supply chain, and provides an understanding of competitor activity. More at www.ibisworld.com