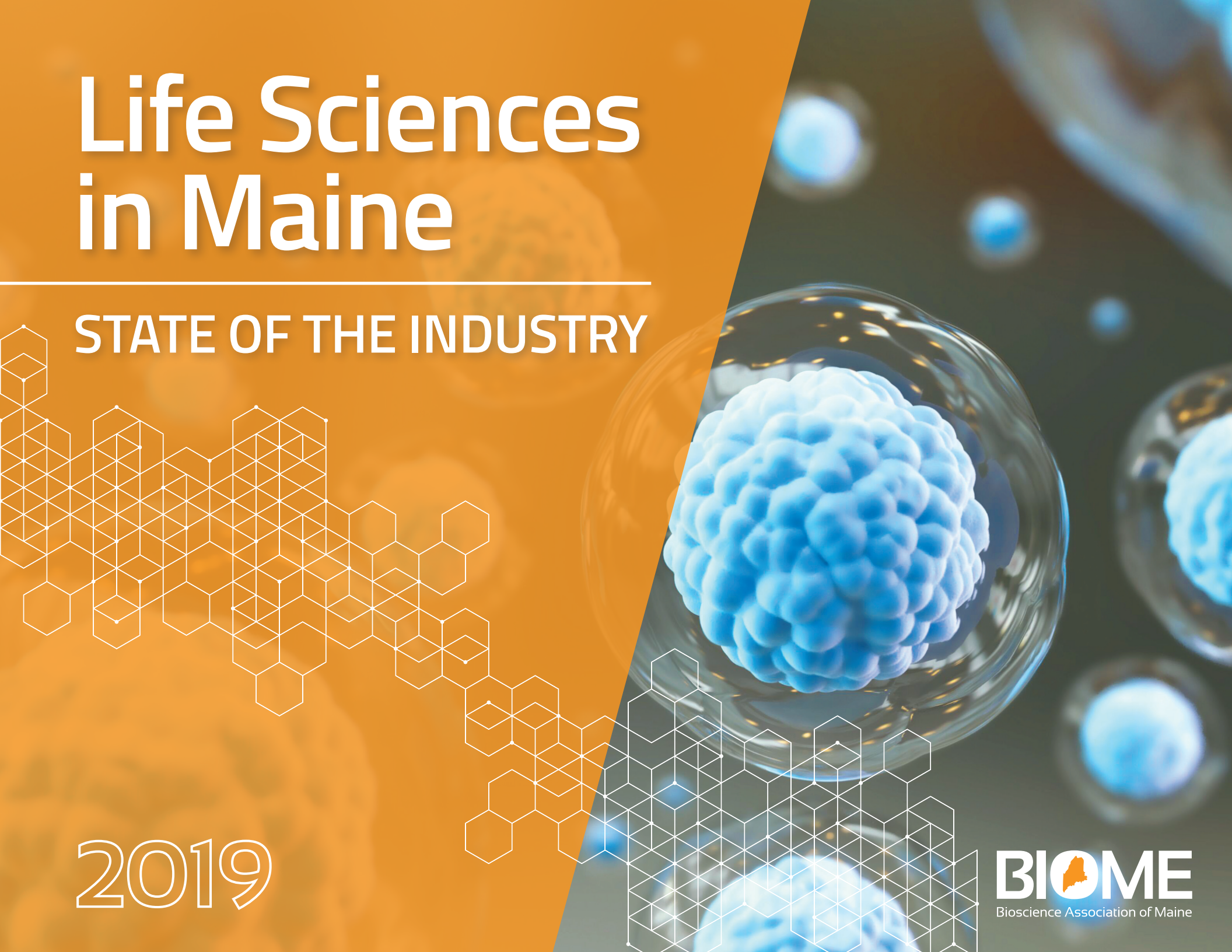
Life Sciences in Maine

STATE OF THE INDUSTRY



2019

BIOME
Bioscience Association of Maine

About Us



BioME's mission

is to advance economic growth and opportunities within the life sciences community in Maine by allocating equal involvement in life sciences advocacy, education, economic development, workforce development, and attracting out-of-state business.



The Bioscience Association of Maine (BioME) is a trade organization which promotes the industry's steady growth, interprets its benefits to the public, and influences pertinent public policy.

biomaine.org

BIOME
Bioscience Association of Maine



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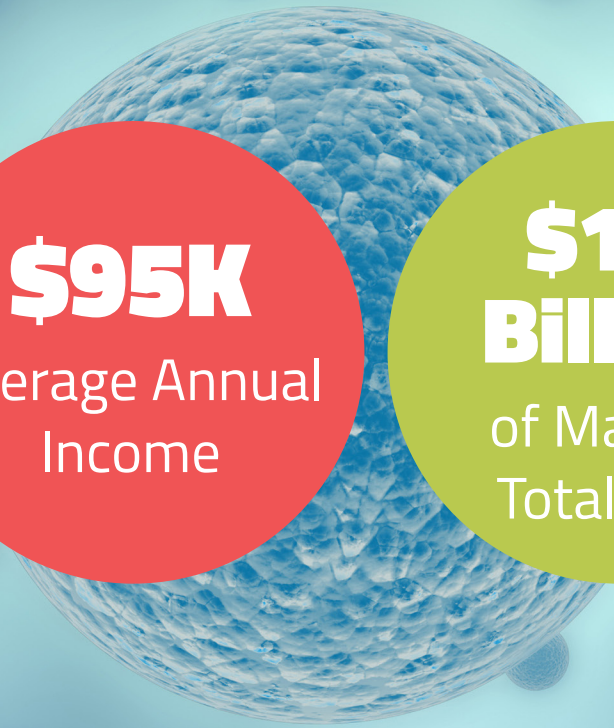
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Economic Impact



7,433
Jobs

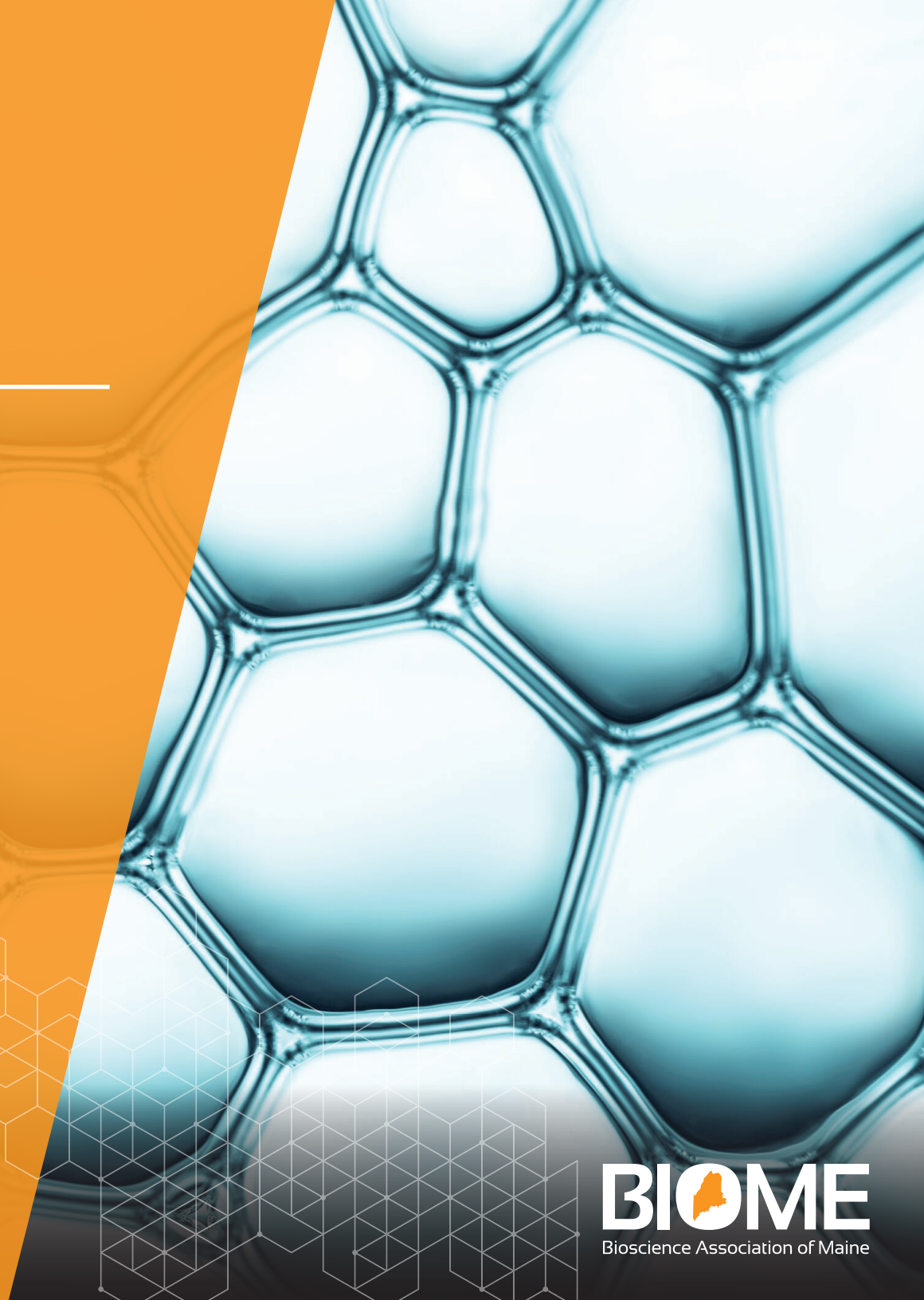
$95K
Average Annual Income

$1.5 Billion
of Maine's Total GRP

5%
of Maine's Total Exports

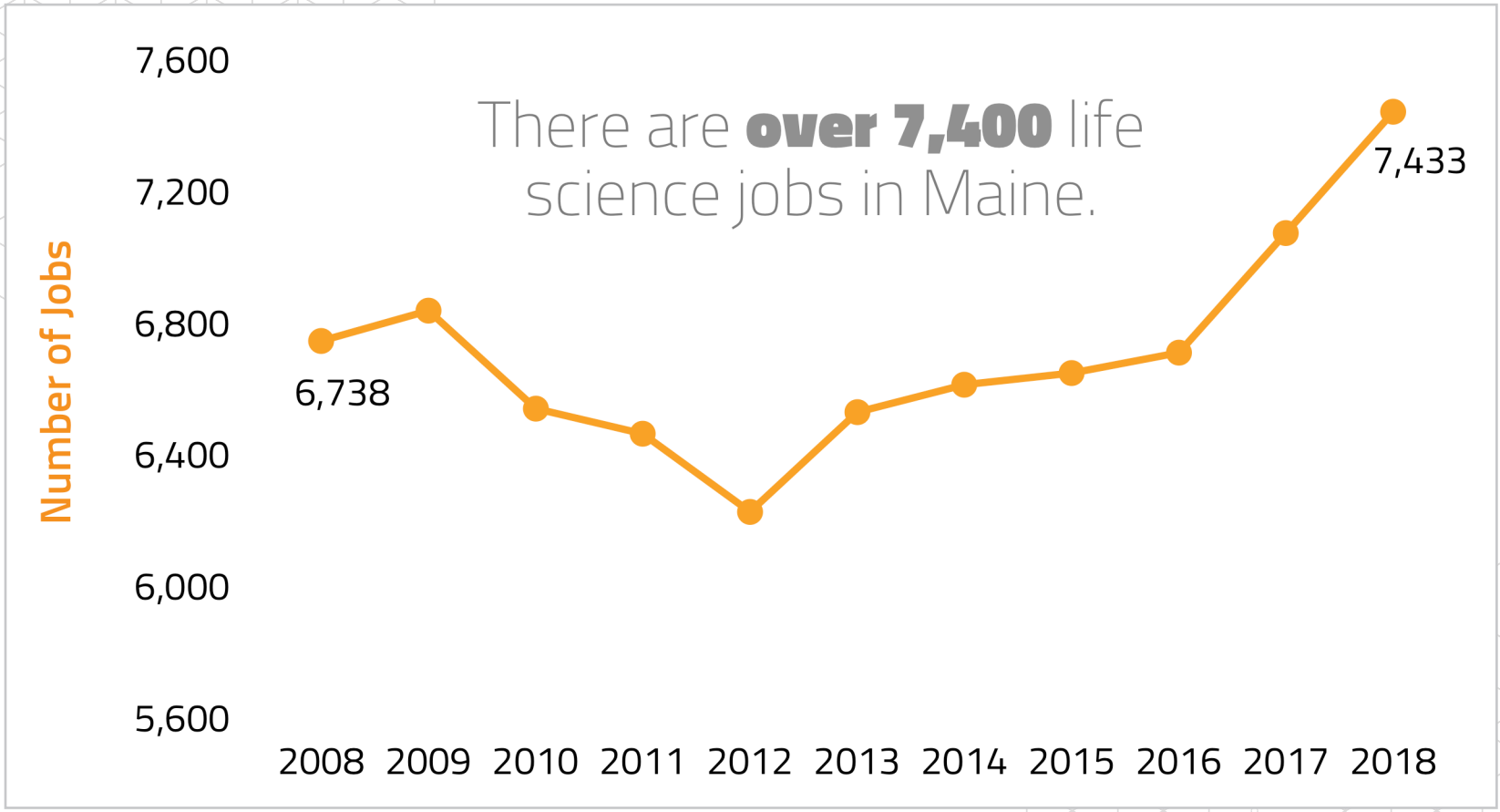
Industry Overview

- Jobs
- Employers
- Job Growth
- Jobs Multiplier
- Earnings
- Sectors
- Subindustries
- Occupations



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Jobs



Source: EMSI

*Note: Data does not capture life science related employment at Maine's higher education institutions and undercounts related employment at Corning Incorporated. Please see the Higher Education section for additional information on the impact of these institutions to Maine's life science industry. Additional information on the industries included in this analysis can be found in the attachments.

Employers

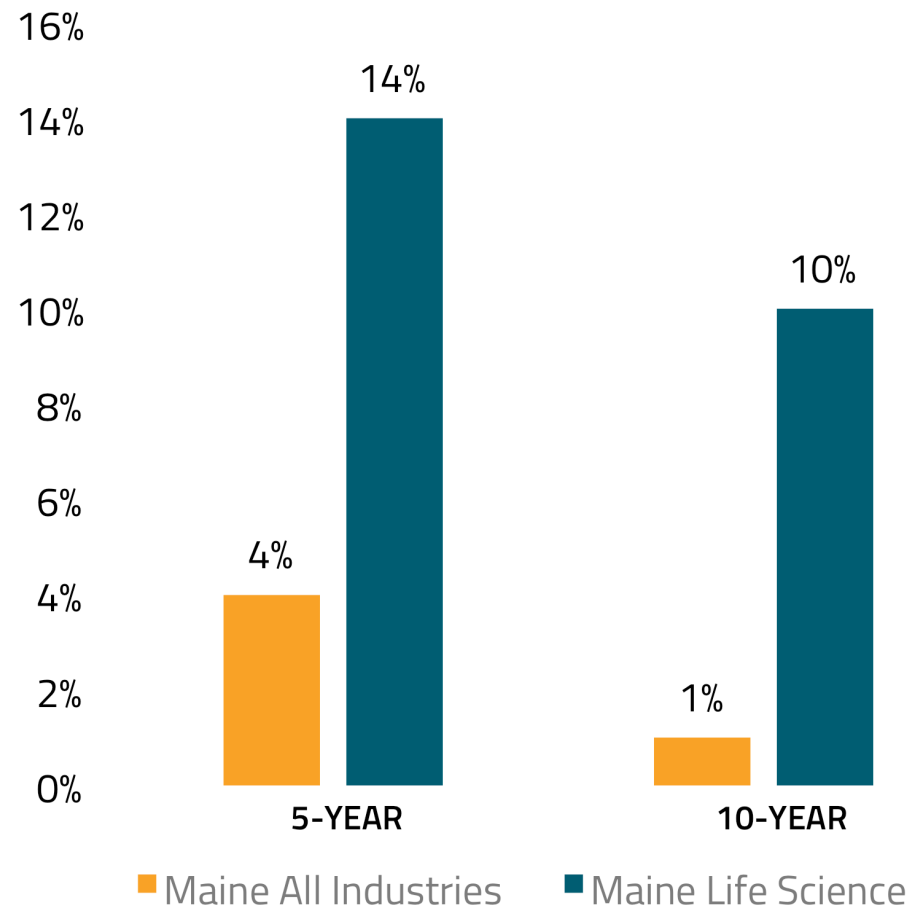
Some of Maine's largest life science employers include:

- Idexx (3,100+)
- Jackson Laboratory (1,300+)
- Corning Inc. (400+)*
- Puritan Medical Products (350+)
- Abbott (300+)
- Covetrus (300+)
- University of Maine (300+)*
- Maine Medical Center Research Institute (200+)
- The Baker Company (150+)
- Elanco (120+)
- Envirologix (120+)

Source: BioME Survey, 2019

*Corning Incorporated and University of Maine's employees are not included in the overall number of Maine life science jobs. Please see note on previous page.

Job Growth

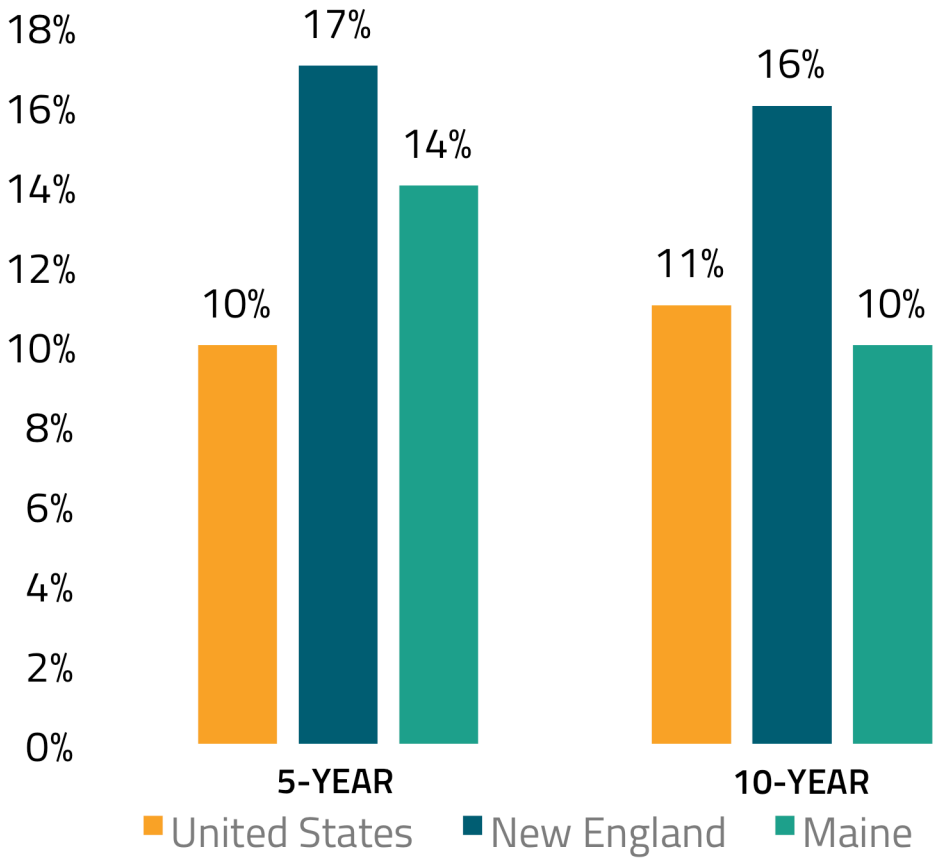


Life science **job growth of 14%** in the last 5 years has significantly outpaced job growth in all industries in Maine.

Source: EMSI

Job Growth

Over the last 5 years the life science industry has shown **stronger job growth** in Maine than in the United States.



Source: EMSI

Job Growth

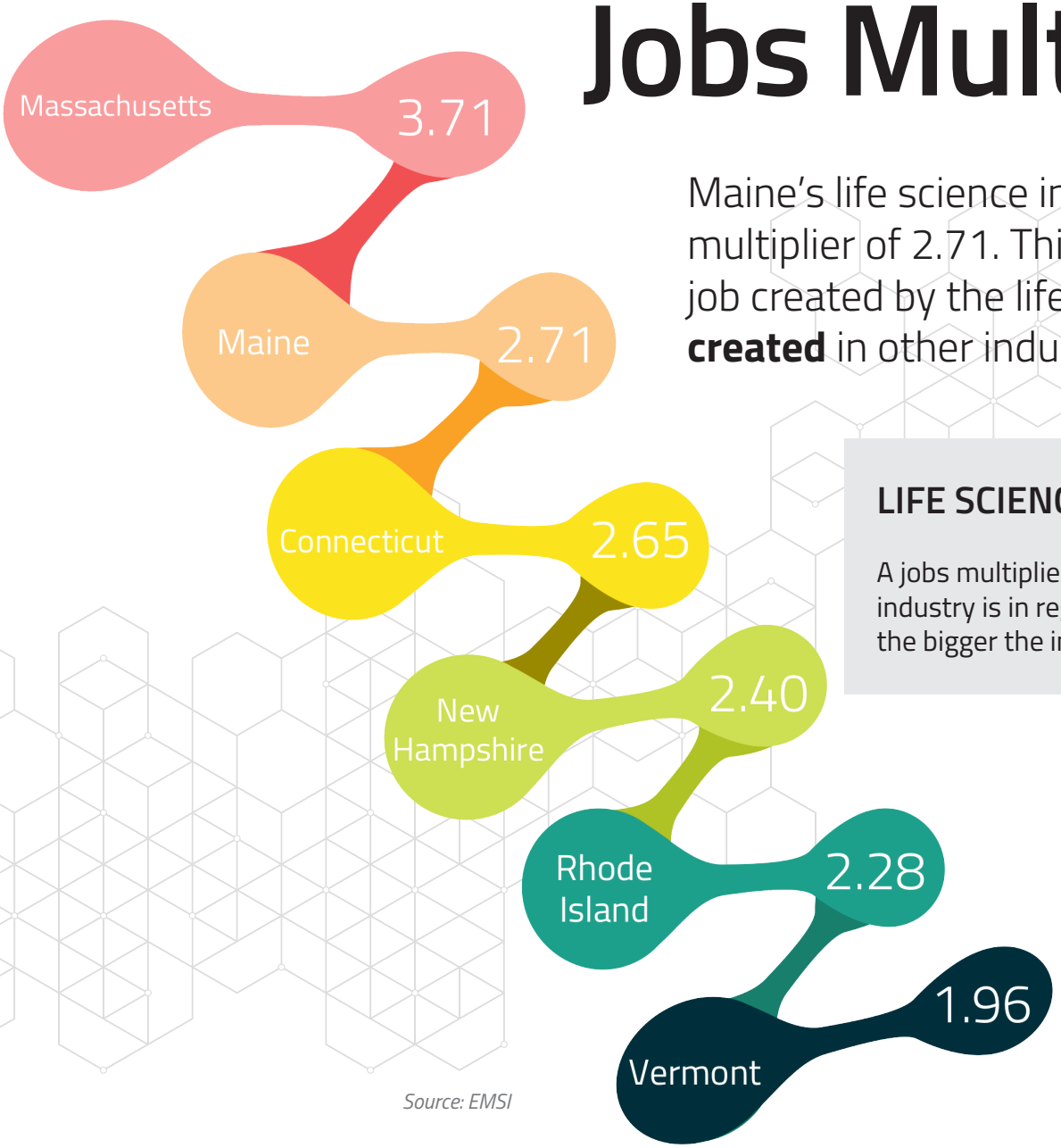
LIFE SCIENCE JOBS

Year	CT	ME	MA	NH	RI	VT	New England	U.S.
2008	31,468	6,738	96,203	9,406	6,531	2,509	152,855	2,005,078
2009	30,982	6,829	96,506	9,237	6,436	2,628	152,618	1,981,796
2010	30,179	6,532	96,450	9,064	6,449	2,501	151,175	1,988,478
2011	30,131	6,456	98,251	8,633	6,545	2,522	152,538	2,009,478
2012	28,623	6,219	96,789	8,558	6,624	2,822	149,635	2,021,195
2013	27,900	6,522	97,893	8,787	6,518	2,863	150,483	2,025,775
2014	27,832	6,605	100,553	8,791	6,594	2,782	153,157	2,043,716
2015	27,418	6,641	103,730	8,832	6,566	2,789	155,976	2,082,329
2016	26,552	6,703	109,292	9,001	6,431	2,791	160,770	2,124,954
2017	25,779	7,066	114,117	9,266	6,465	2,575	165,268	2,124,639
2018	26,749	7,433	123,538	9,848	6,386	2,637	176,591	2,231,087
2013-2018 % Change	-4%	14%	26%	12%	-2%	-8%	17%	10%
2008-2018 % Change	-15%	10%	28%	5%	-2%	5%	16%	11%

Maine is **one of three** New England states with **positive job growth** in the industry over the last 5 years.

Source: EMSI

Jobs Multiplier



Maine's life science industry has a job multiplier of 2.71. This means that for every job created by the life sciences, **1.71 jobs are created** in other industries in Maine.

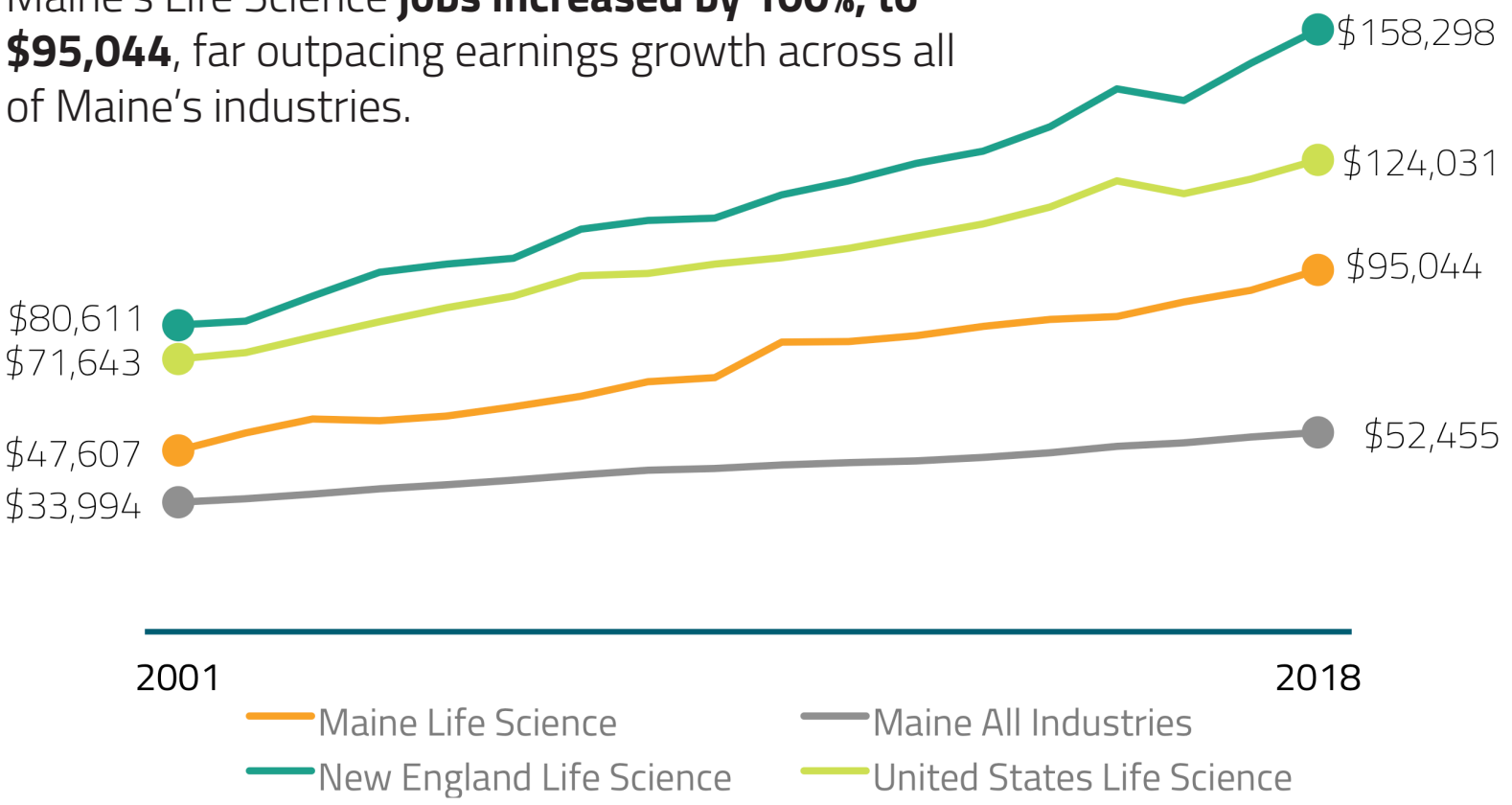
LIFE SCIENCE JOBS MULTIPLIER

A jobs multiplier is used to indicate how important an industry is in regional job creation. The higher the multiplier, the bigger the impact on the economy.

Source: EMSI

Earnings

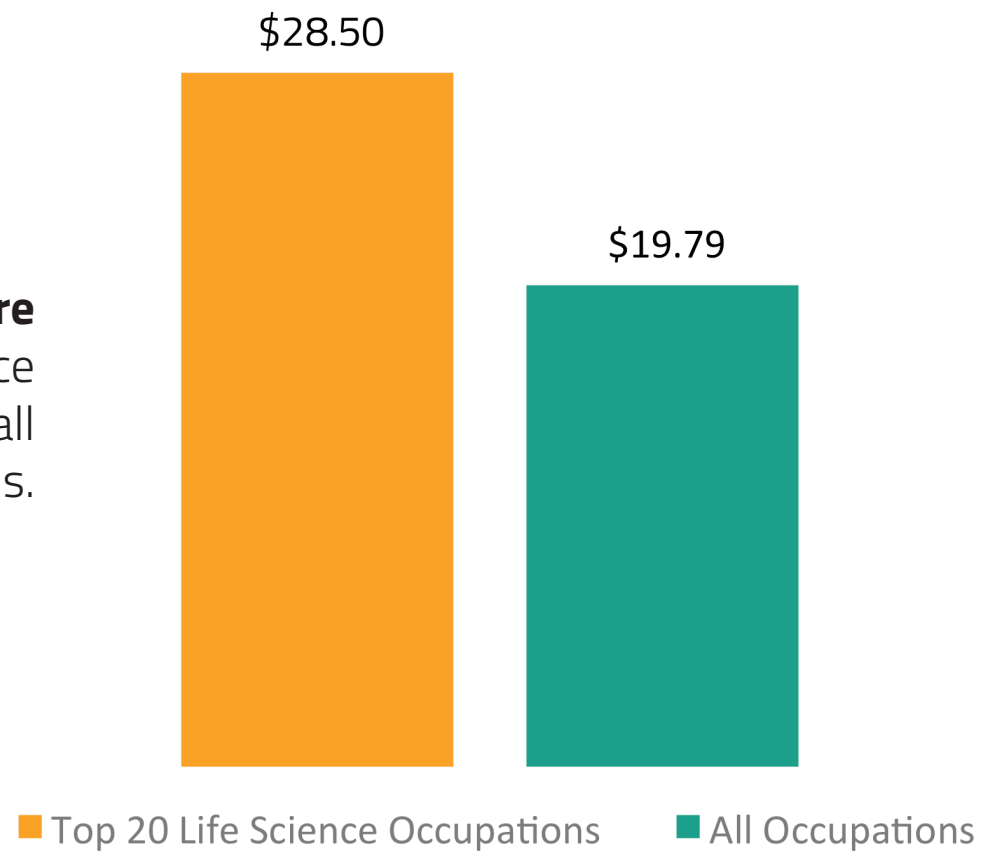
Between 2001 and 2018, average earnings of Maine's Life Science **jobs increased by 100%, to $95,044**, far outpacing earnings growth across all of Maine's industries.



Source: EMSI

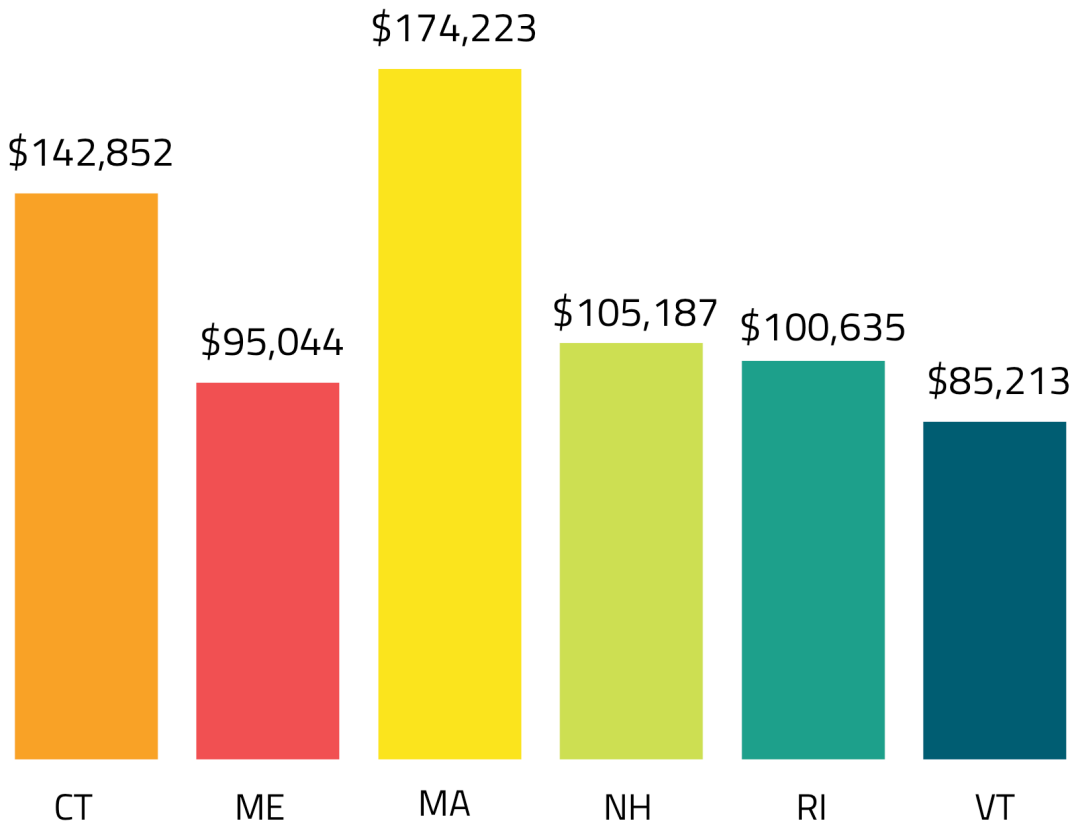
Earnings

Median hourly **earnings are higher** for Maine's life science occupations than for all occupations.



Source: EMSI

Earnings



Average Annual Earnings of Life Science Industry (2018)

Average annual earnings of **$95,044** rank Maine's life science industry fifth in New England.

Source: EMSI

Top Occupations

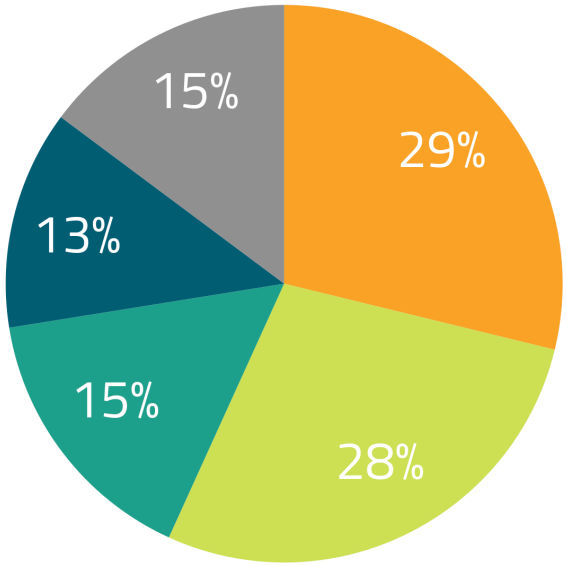
Maine's life science occupations are **highly competitive** with a **variety of education** requirements.

LIFE SCIENCE OCCUPATIONS

Occupation	Employed 2013	Employed 2018	Median Hourly Earnings	Typical Entry Level Education
Packaging and Filling Machine Operators and Tenders	187	287	$15.42	High school diploma or equivalent
Clinical Laboratory Technologists and Technicians	282	267	$25.11	Associate's degree
Phlebotomists	211	235	$14.75	Postsecondary nondegree award
General and Operations Managers	165	203	$39.00	Bachelor's degree
Biological Technicians	156	184	$20.04	Bachelor's degree
Biochemists and Biophysicists	146	163	$34.38	Doctoral or professional degree
First-Line Supervisors of Production and Operating Workers	121	148	$29.74	High school diploma or equivalent
Assemblers and Fabricators, All Other, Including Team Assemblers	181	148	$16.39	High school diploma or equivalent
Customer Service Representatives	115	147	$15.69	High school diploma or equivalent
Inspectors, Testers, Sorters, Samplers, and Weighers	110	145	$20.92	High school diploma or equivalent
Natural Sciences Managers	96	119	$51.63	Bachelor's degree
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	114	113	$17.53	High school diploma or equivalent
Industrial Engineers	79	112	$41.34	Bachelor's degree
Chemists	100	104	$28.42	Bachelor's degree
Office Clerks, General	105	104	$16.03	High school diploma or equivalent
Sales Representative, Wholesale and Manufacturing, Technical and Scientific Products	45	102	$27.11	Bachelor's degree
Engineering Technicians, Except Drafters, All Other	68	98	$39.00	Associate's degree
Business Operations Specialists, All Other	82	98	$29.85	Bachelor's degree
Mechanical Engineers	91	92	$42.21	Bachelor's degree
Medical Scientists, Except Epidemiologists	81	87	$45.35	Doctoral or professional degree

Source: EMSI

Top Sectors



Life Science Employment by Sector

Over half of Maine's life science jobs are in the **Pharmaceutical and Medicine Manufacturing** and **Scientific Research and Development Services** sectors.

2,144 jobs | 29%
Pharmaceutical and Medicine Manufacturing

2,083 jobs | 28%
Scientific Research and Development Services

1,167 jobs | 15%
Medical and Diagnostic Laboratories

947 jobs | 13%
Medical Equipment and Supplies Manufacturing

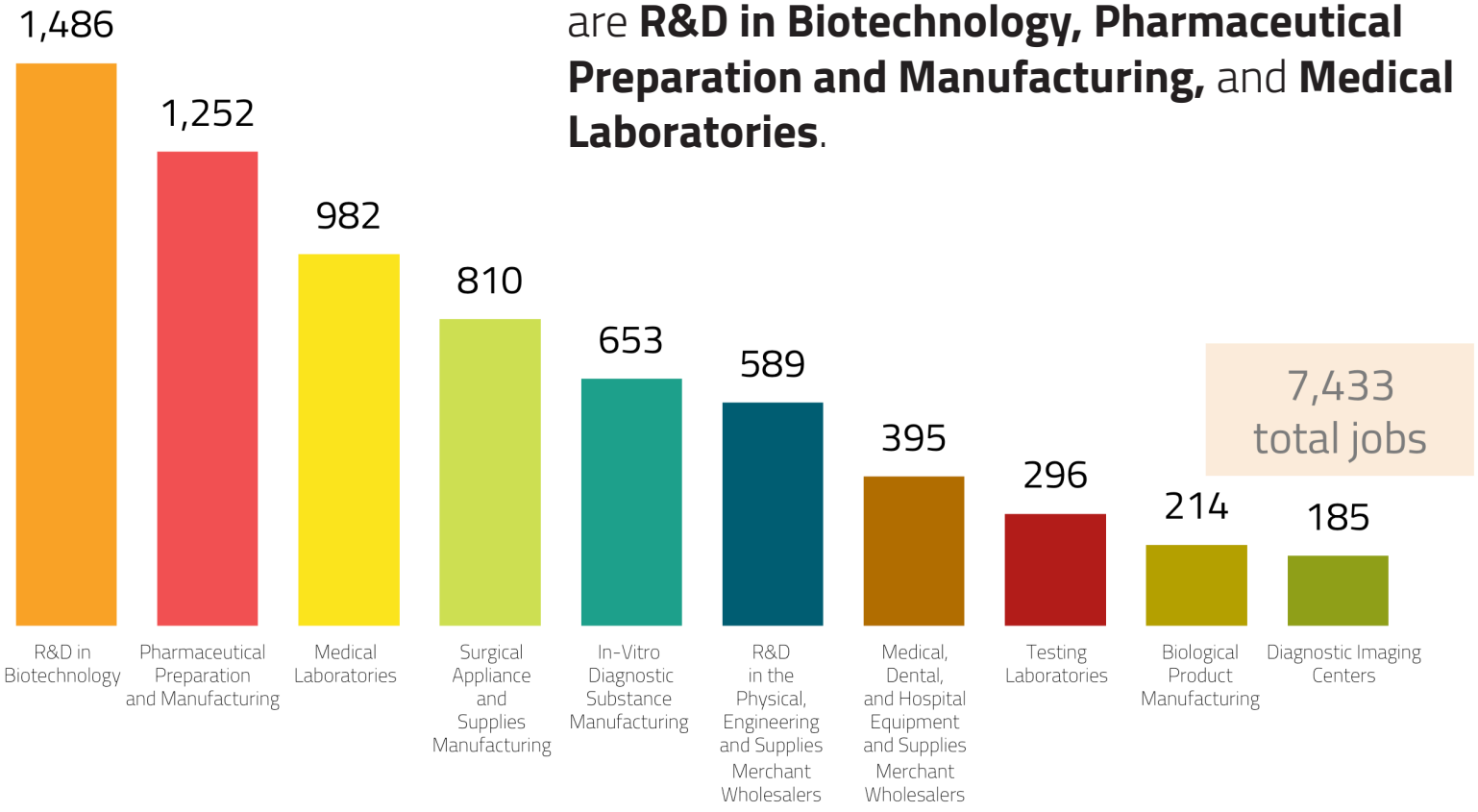
1,102 jobs | 15%
All Other

7,433 total jobs

Source: EMSI

Top Subindustries

Maine's top three life science subindustries are **R&D in Biotechnology, Pharmaceutical Preparation and Manufacturing,** and **Medical Laboratories**.



Source: EMSI

Industry Comparison

LIFE SCIENCE INDUSTRY COMPARISON 2018

	Establishments	Jobs	Total Jobs	% Total Jobs	2013-2018 % Job Change	Avg. Earnings per Job
Connecticut	1,422	26,574	360,205	7%	-4%	$142,852
Maine	426	7,433	705,403	1%	14%	$95,044
Massachusetts	4,061	120,750	3,965,574	3%	26%	$174,223
New Hampshire	551	9,625	735,550	1%	12%	$105,187
Rhode Island	536	6,375	538,683	1%	-2%	$100,635
Vermont	257	2,594	360,205	1%	-8%	$85,213
New England	7,282	146,777	6,305,415	2%	17%	$158,298
United States	108,044	2,231,087	11,905,427	19%	10%	$124,031

Source: EMSI

Industry Investment

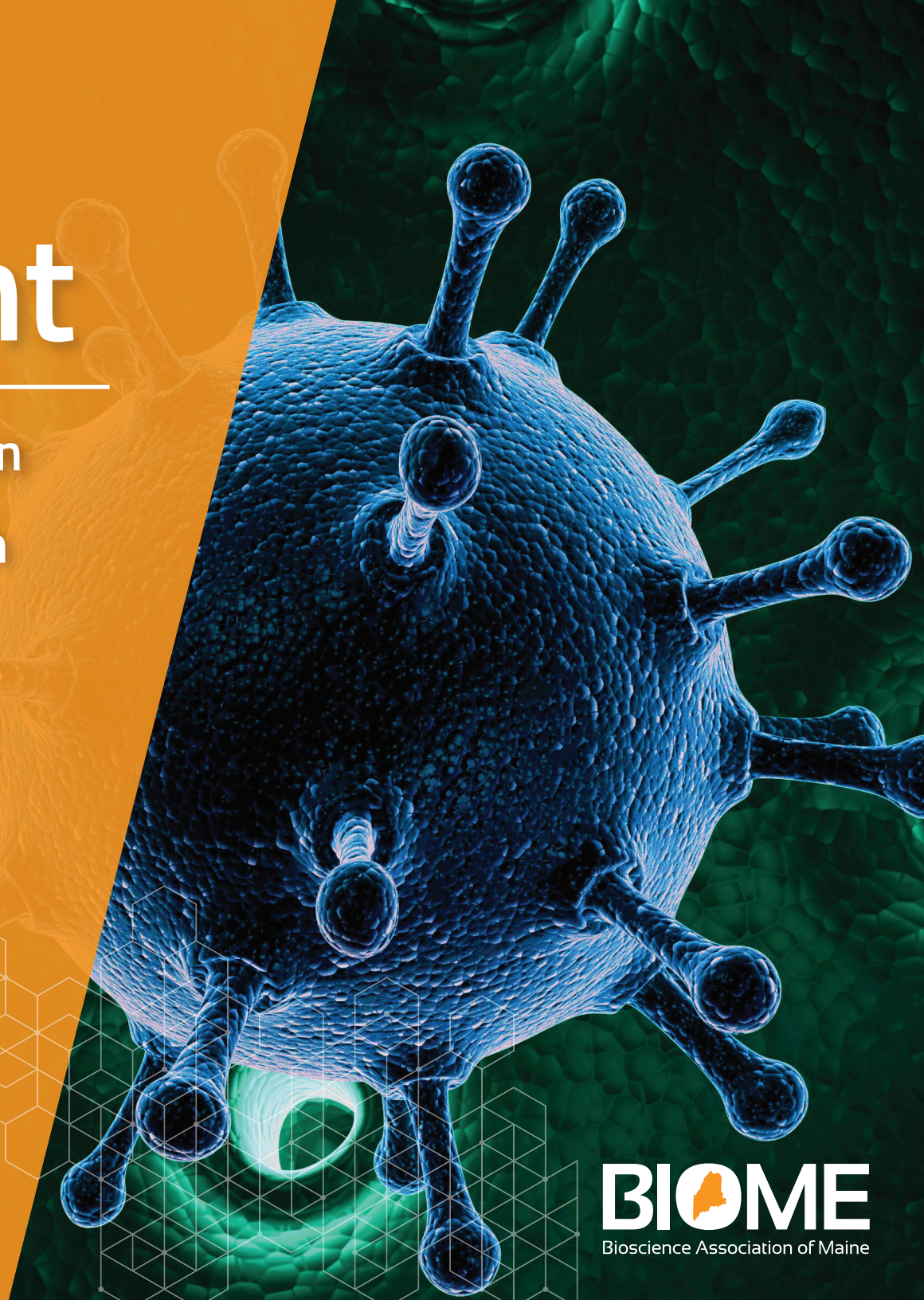
National Science Foundation

National Institute of Health

SBIR/STTR

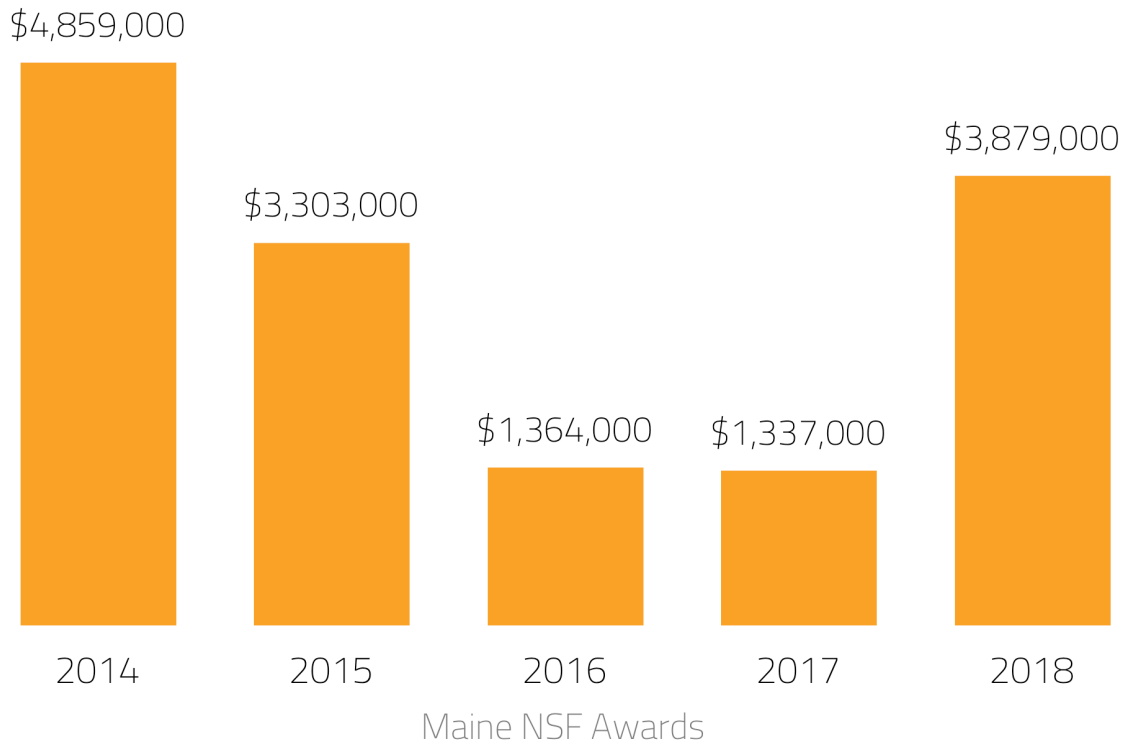
Maine Technology Institute

Venture Capital



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NSF Awards



Between 2014 and 2018 Maine has received over **$14.7 million** in NSF biological sciences awards.

Source: NSF (National Science Foundation) Budget Internet Information System, Award Summary by State/Institution; https://dellweb.bfa.nsf.gov/starth.asp
**Includes NSF Biological Sciences Awards*

NSF Awards

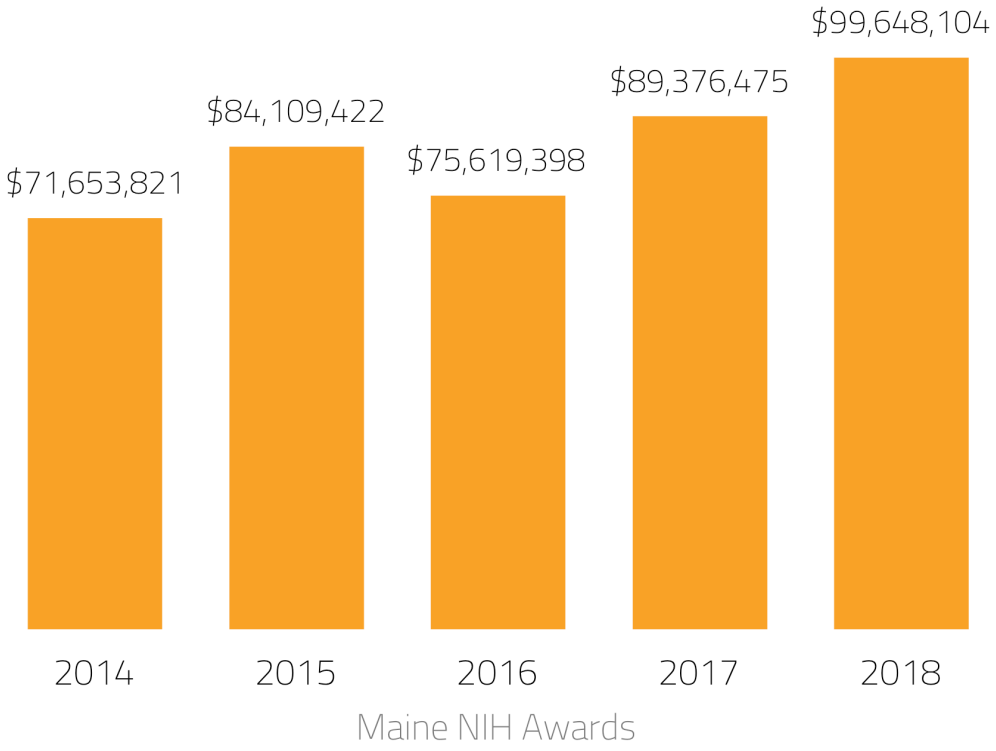
NSF awards support higher education and nonprofit research institutions.

NSF BIOLOGICAL SCIENCES AWARDS, 2014-2018

Institution	Award Amount ($)	% of Total	Number of Awards	% of Total
University of Maine Orono	$4,022,000	27%	19	33%
Bowdoin College	$3,424,000	23%	14	24%
Bigelow Laboratory for Ocean Sciences	$3,376,000	23%	7	12%
University of New England	$1,512,000	10%	4	7%
Bates College	$1,061,000	7%	4	7%
Colby College	$800,000	5%	5	9%
Individual Awards*	$276,000	2%	2	3%
Mount Desert Island Biological Laboratory	$210,000	1%	1	2%
University of Southern Maine	$40,000	0.3%	1	2%
Jackson Laboratory	$22,000	0.1%	1	2%
Total	**$14,743,000**	**100%**	**58**	**100%**

Source: NSF (National Science Foundation) Budget Internet Information System, Award Summary by State/Institution; https://dellweb.bfa.nsf.gov/starth.asp
**Includes NSF Biological Sciences Awards*

NIH Awards



Maine received over **$420 million** in NIH awards between 2014 and 2018. The amount received each year has trended upwards over this period.

Source: NIH (National Institute of Health) Research Portfolio Online Reporting Tools, https://report.nih.gov/award/index.cfm

NIH Awards

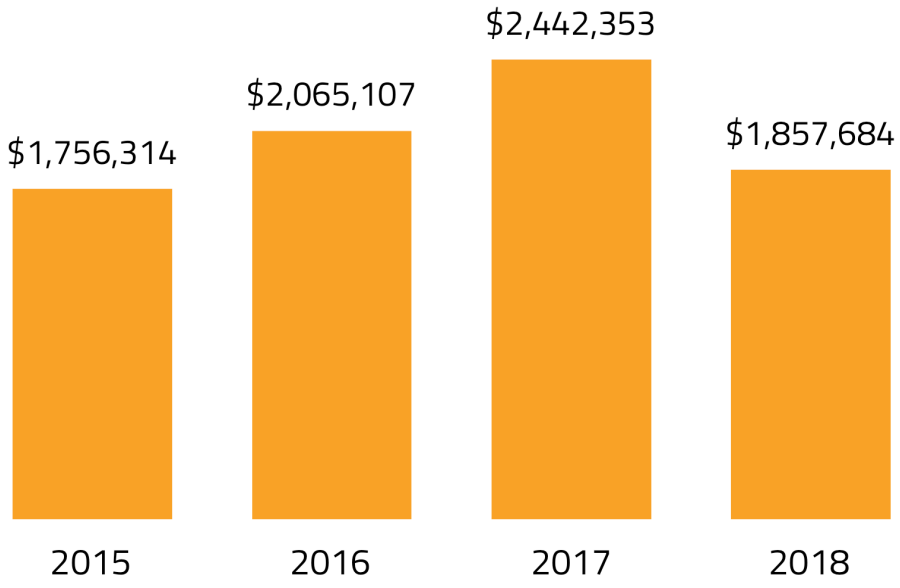
Top award recipients include: **The Jackson Laboratory, Maine Medical Center,** and **Mount Desert Island Biological Lab.**

TOP NIH FUNDING RECIPIENTS, 2014-2018

Institution	Award Amount ($)	% of Total	Number of Awards	% of Total
The Jackson Laboratory	$297,676,571	71%	430	68%
Maine Medical Center	$48,504,225	12%	84	13%
Mount Desert Island Biological Lab	$36,482,852	9%	40	6%
University of New England	$16,470,734	4%	27	4%
National Partnership for Environmental Technology Education (PETE)	$7,732,395	2%	13	3%
University of Maine, Orono	$4,472,267	1%	16	2%
Total: Top Recipients	$411,399,044	98%	610	96%

Source: NIH (National Institute of Health) Research Portfolio Online Reporting Tools, https://report.nih.gov/award/index.cfm

SBIR/STTR Awards



Award Obligations to Life Science Companies in Maine

Between 2015 and 2018 Maine's life science companies received over **$8 million** in SBIR/STTR awards. Between 1997 and 2019, the state of Maine has seen $114,277,124 federal R&D dollars come into the state via 401 Phase I/II awards to 104 companies.**

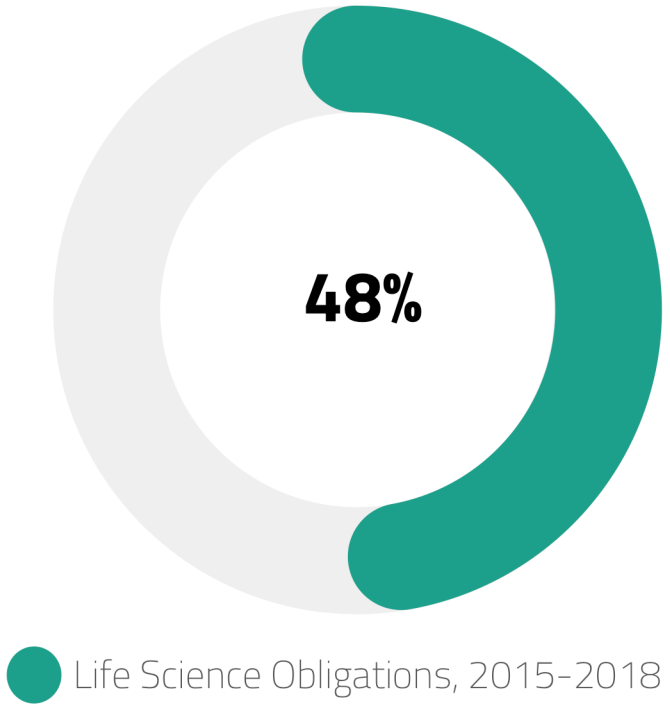
SBIR/STTR

The Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs are competitive programs that expand R&D funding opportunities for small businesses. These are intended to promote entrepreneurial R&D and the commercialization of resulting innovations. Life science related awards are those from the following agencies: National Institute of Health, Department of Health and Human Services, Office for Chemical and Biological Defense, and Defense Health Program.

Source: SBIR/STTR Awards Database, https://www.sbir.gov/analytics-dashboard? and Maine Technology Institute, 2019
**Obligated amount is available beginning in year 2015*
***Note: These numbers include 1 award of a Broad Agency Announcement and several Phase II supplements or enhancements which are program award dollars put on top of a Phase II.*

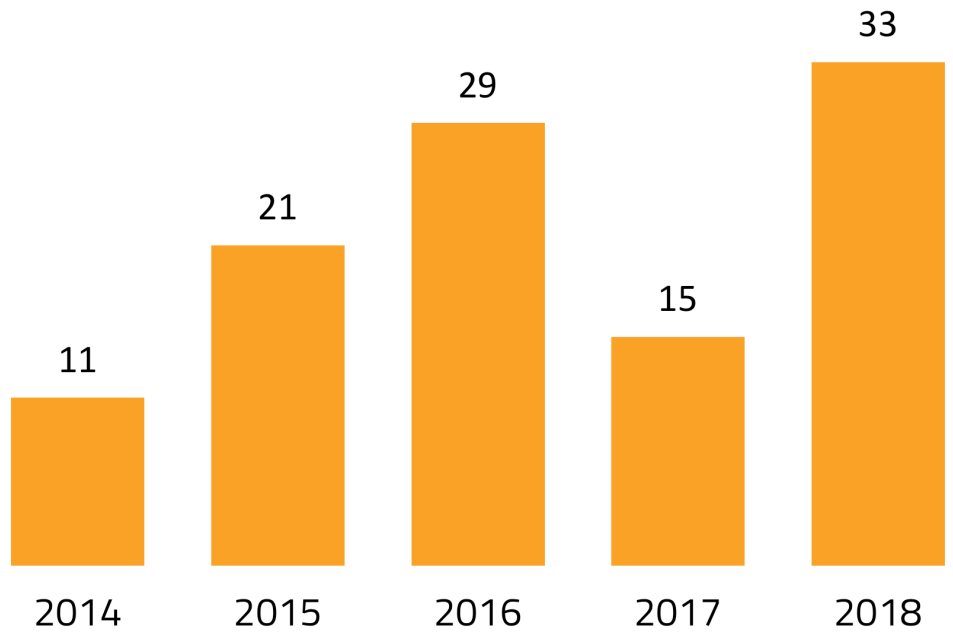
SBIR/STTR Awards

Life science SBIR/STTR award obligations represent **nearly half** of all of Maine's SBIR/STTR award obligations (2015-2018).



Source: SBIR/STTR Awards Database, https://www.sbir.gov/analytics-dashboard?
**Life science awards are those from the following agencies: National Institute of Health, Department of Health and Human Services, Office for Chemical and Biological Defense, and Defense Health Program*

MTI Awards



Number of MTI Awards to Life Science Companies in Maine

Life science companies received **109 awards** valued at over **$31 million** between 2014 and 2018.

Source: MTI

MTI

Maine Technology Institute (MTI) offers grants, loans, equity investments, and services to support Maine's innovation economy. Through these awards, MTI supports new ideas, products, or methods with the potential to grow and diversify Maine's economy and increase the number of quality jobs throughout the state.

MTI Awards

The Jackson Laboratory received 75% of the total amount awarded and **The University of Maine Orono** received the largest number of awards.

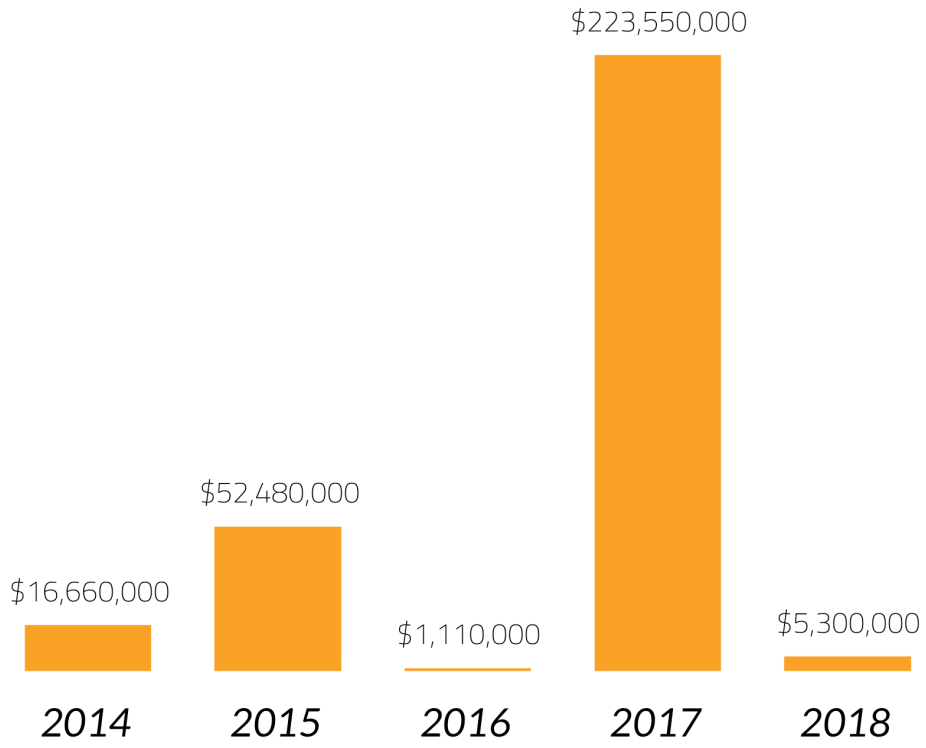
TOP AWARD RECIPIENTS, 2014-2019

Institution	Award Amount ($)	% of Total
The Jackson Laboratory	$24,265,000	75%
The Mount Desert Island Biological Laboratory	$3,030,000	9%
Bangor Target Area Development Corporation	$344,312	1%
Rockport Medical Technologies, LLC	$318,750	1%
Accelera, Inc.	$265,226	1%
The University of Maine Orono	$343,965	1%
Total Top 6	$28,567,253	88%
Total All	$32,295,543	100%

Institution	# of Awards	% of Total
The University of Maine Orono	9	7%
Rockport Medical Technologies, LLC	7	5%
MedRhythms, Inc.	5	4%
The Jackson Laboratory	4	3%
Niche Diagnostics, LLC	4	3%
Bioscience Association of Maine	4	3%
Total Top 6	33	25%
Total All	134	100%

Source: MTI
**Data through June 2019*

Venture Capital



VC Capital Raised by Maine's Life Science Companies

Maine's life science companies have shown an increasing capacity to attract VC for the life sciences, raising nearly **$367 million** between 2014 and 2018.

Source: PitchBook
**Completed deals in the Healthcare industry or Life Science vertical.*

Venture Capital

Top VC recipients include The Jackson Laboratory, Novo Biosciences, Covetrus, and Medrhythms.

TOP VC RECIPIENTS, 2014-2018

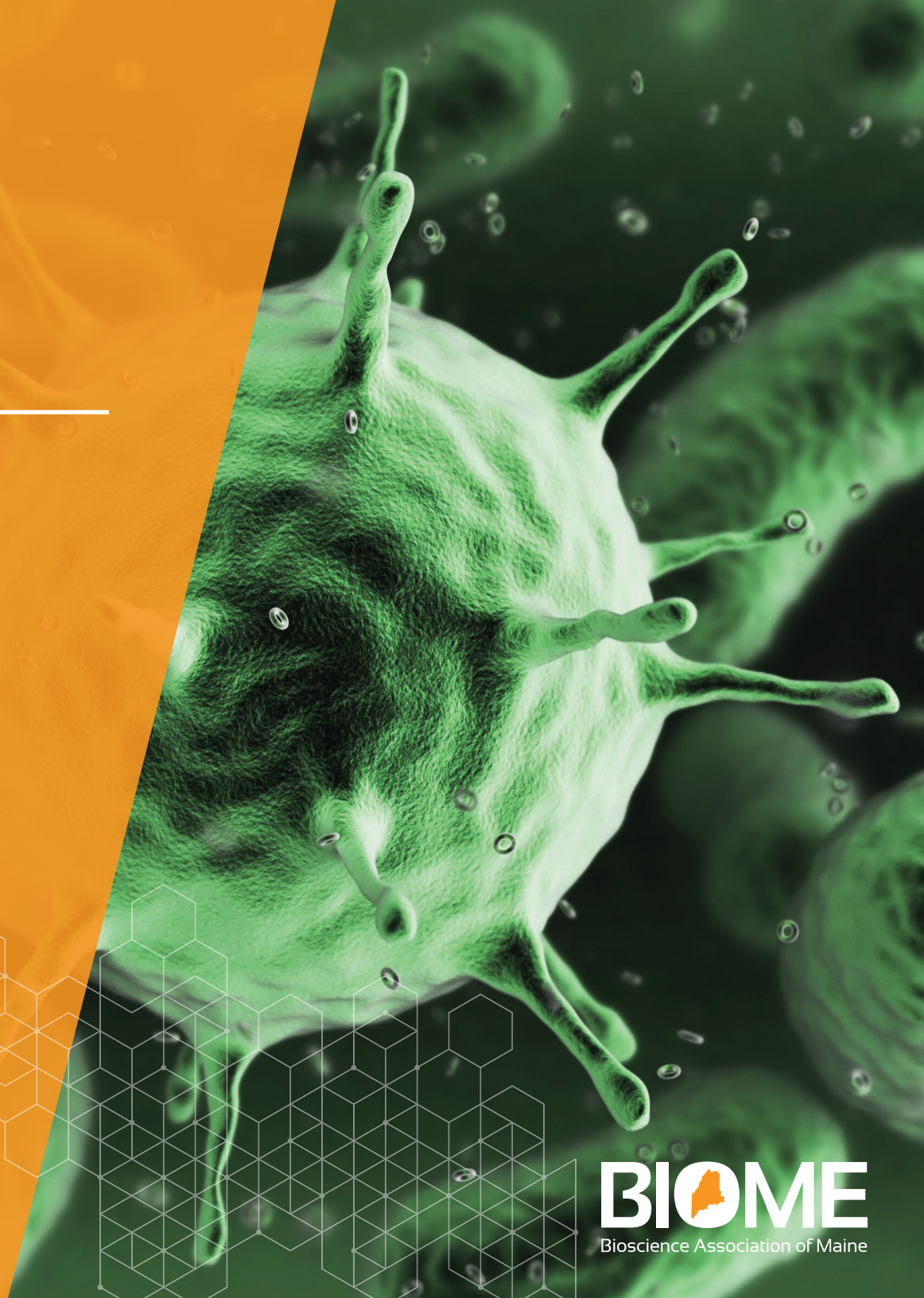
Institution	Capital Raised	% of Total	# of Deals	% of Total
Covetrus	$281,050,000	77%	3	10%
The Jackson Laboratory	$57,820,000	16%	8	28%
Medrhythms	$5,320,000	1%	3	10%
Novo Biosciences	$3,880,000	1%	4	14%
Total Top 4	$348,070,000	95%	18%	62%
Total	$366,630,000	100%	29	100%

Source: PitchBook
Completed deals in the Healthcare industry or Life Science vertical.

Higher Education

Research & Development

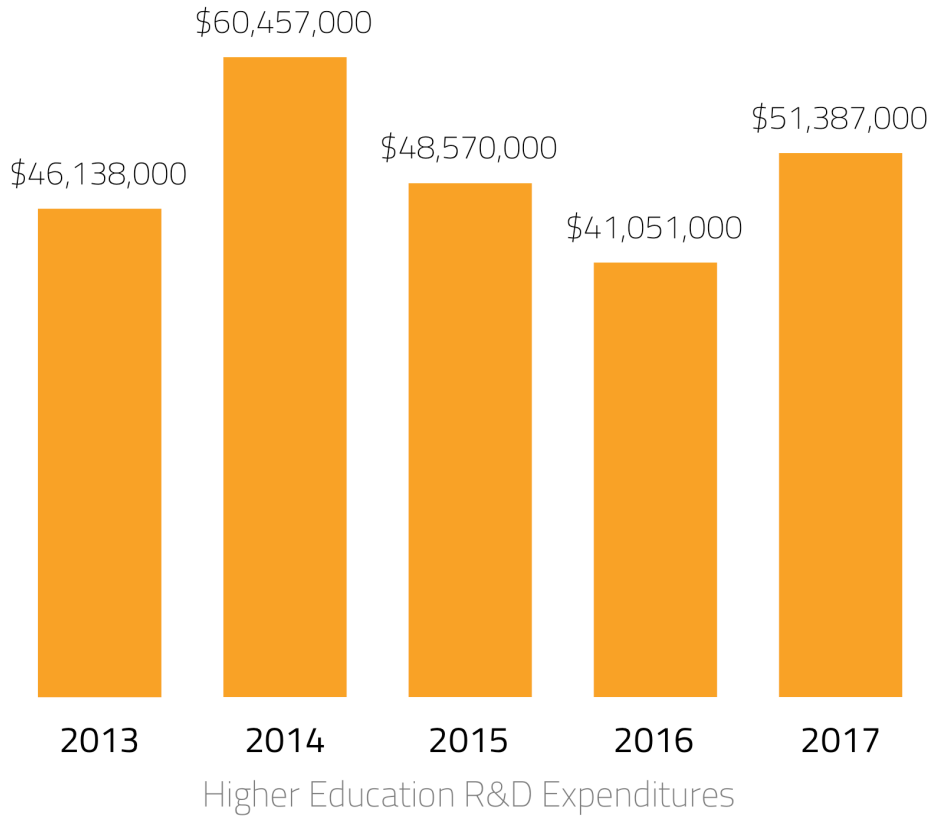
Degrees Issued



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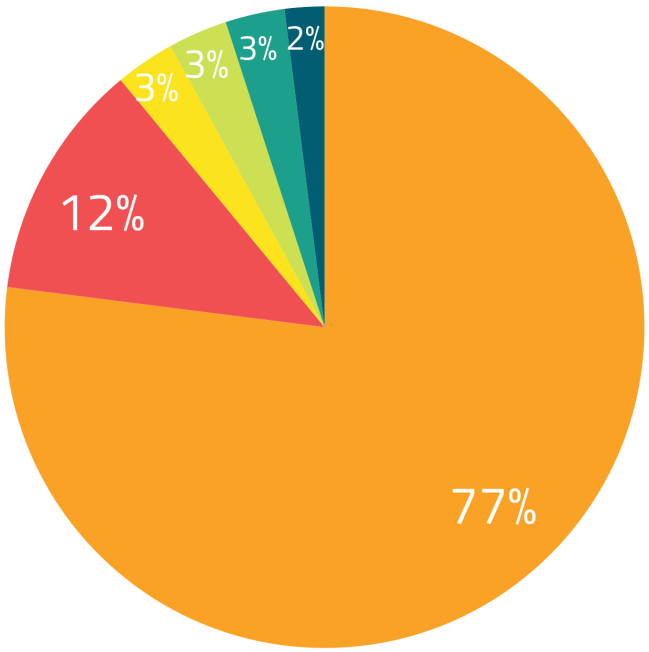
Research & Development

Higher education institutions utilized nearly **$51.4 million** for life and physical science related R&D in 2017.



Source: NSF, National Center for Science and Engineering Statistics, Higher Education Research and Development Survey, https://www.nsf.gov/statistics/srvyherd/
**2017 is the most recent year for which data is available.*

Research & Development



R&D Expenditures

R&D is being led by the **University of Maine Orono**, which accounts for 77% of 2017 expenditures.

$39,505,000 | 77%
University of Maine Orono

$6,268,000 | 12%
University of New England

$1,281,000 | 3%
Colby College

$1,611,000 | 3%
Bowdoin College

$1,460,000 | 3%
Bates College

$1,262,000 | 2%
University of Southern Maine

$51.4 million
total expenditures

Source: NSF, National Center for Science and Engineering Statistics, Higher Education Research and Development Survey, https://www.nsf.gov/statistics/srvyherd/

Research & Development

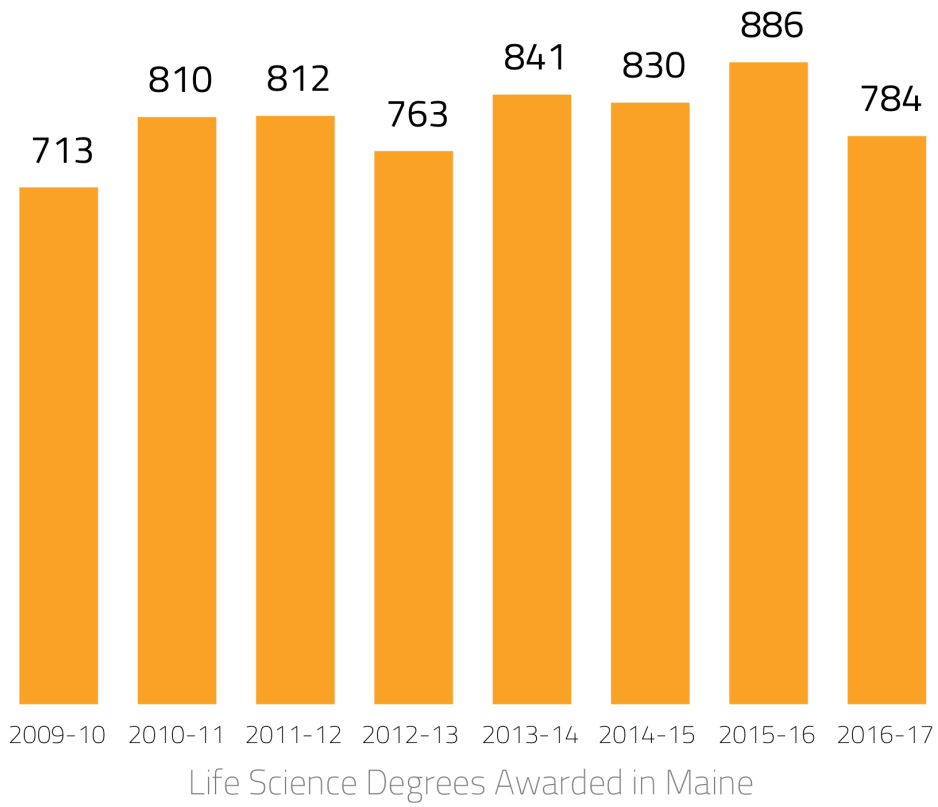
Maine's higher education R&D expenditures are **less than one fourth** that of the other New England states.

R&D EXPENDITURES PER $10 BILLION GDP

Year	CT	ME	MA	NH	RI	VT
2014	$34,195	$10,820	$36,242	$26,235	$36,010	$30,915
2015	$38,019	$8,449	$35,696	$27,034	$33,498	$31,982
2016	$37,544	$6,887	$36,402	$28,405	$27,969	$31,222
2017	$39,360	$8,326	$37,029	$30,475	$25,477	$31,105
Total	$149,118	$34,482	$145,370	$112,149	$122,954	$125,224

Source: NSF, National Center for Science and Engineering Statistics, Higher Education Research and Development Survey, https://www.nsf.gov/statistics/srvyherd/; Bureau of Economic Analysis, https://apps.bea.gov/itable/iTable.cfm?ReqID=70&step=1
**2017 is the most recent year for which NSF data is available.*
**Expenditures benchmarked to GDP in current dollars as of May 1, 2019.*

Degrees



Life Science Degrees Awarded in Maine

Between 2009 and 2017, **6,439** life science degrees were awarded at Maine's higher education institutions.

Source: IPEDS, National Center for Education Statistics, https://nces.ed.gov/ipeds/TrendGenerator
**Degrees/Certificates awarded are for all levels for programs in the Biomedical Sciences, Physical Sciences, and Science Technologies/Technicians.*

Degrees

Life science degrees were awarded at **18 institutions**, led by the University of Maine Orono.

LIFE SCIENCE DEGREES/CERTIFICATES AWARDED 2017

Institution	Degrees
University of Maine Orono	166
Bowdoin College	127
University of New England	121
Bates College	86
Colby College	86
University of Southern Maine	58
Unity College	27
University of Maine at Augusta	16
Saint Joseph's College of Maine	16
University of Maine at Machias	12
Southern Maine Community College	12
Maine Maritime Academy	11
Kennebec Valley Community College	10
University of Maine at Farmington	9
University of Maine at Presque Isle	9
University of Maine at Fort Kent	7
Central Maine Community College	6
Husson University	5
Total	784

Source: IPEDS, National Center for Education Statistics, https://nces.ed.gov/ipeds/use-the-data
**Degrees/Certificates awarded are for all levels for programs in the Biomedical Sciences, Physical Sciences, and Science Technologies/Technicians.*

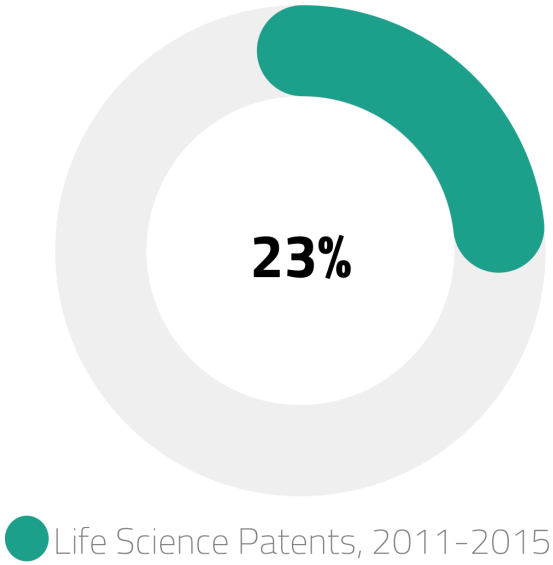
Patents

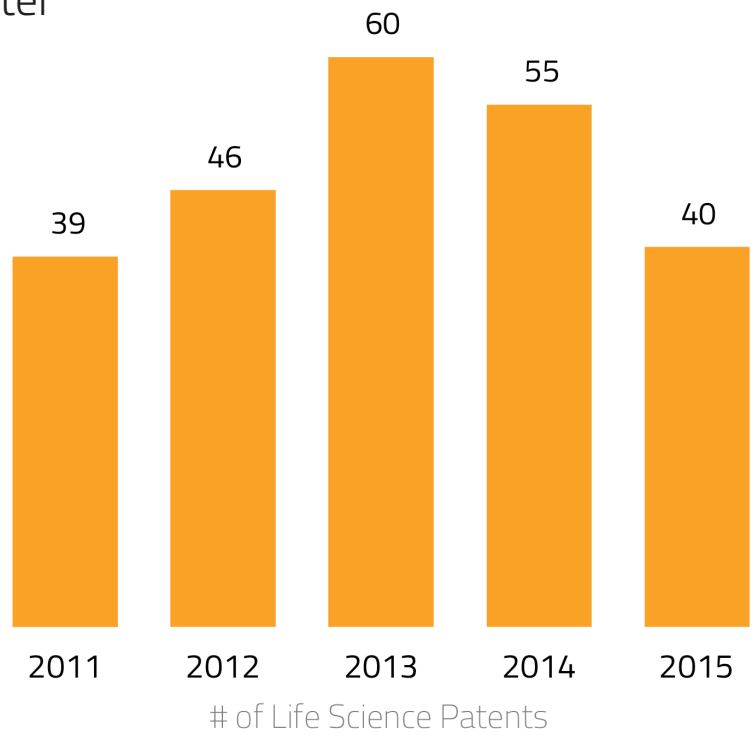


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Patents

Life science patents represent nearly a quarter of Maine's total patents (2011-2015).





Source: U.S. Patent and Trademark Office, Patenting by Geographic Region (State and County), Breakout by Technology Class; https://www.uspto.gov/web/offices/ac/ido/oeip/taf/stctec/mestcl_gd.htm

Patents

LIFE SCIENCE PATENTS

Year	CT	ME	MA	NH	RI	VT
2011	445	39	1,664	114	58	31
2012	536	46	1,919	109	54	27
2013	556	60	2,205	176	63	44
2014	609	55	2,242	183	75	38
2015	531	40	2,340	168	72	33
Total	2,677	240	10,370	750	322	173

Maine **ranks 4th** in New England for life science patents, receiving **240** patents from 2011 to 2015.

Source: U.S. Patent and Trademark Office, Patenting by Geographic Region (State and County), Breakout by Technology Class; https://www.uspto.gov/web/offices/ac/ido/oeip/taf/stctec/mestcl_gd.htm

Exports



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Exports

Maine's exports are diverse and span a variety of life science related fields.

LIFE SCIENCE EXPORTS 2018

Commodity	Amount	% of Life Science Exports
Composite Diagnostic/Lab Reagents, etc Pharmaceutical	$63,817,384	9%
Instruments etc Using Optical Radiations	$36,030,386	5%
Vaccines for Veterinary Medicine	$20,318,486	3%
Immunological Products, In Measured Dose/Retail Sale	$12,090,971	2%
X-Ray Apparatus including Radio Therapy	$7,649,352	1%
Antisera and Other Blood Fractions	$3,196,206	0.5%
Wadding, Gauze and Similar Articles	$2,409,579	0.3%
Industrial and Appliances for Medical, Surgical, Dental and Veterinary Sciences	$2,211,234	0.3%
Electrical Machinery and Apparatus	$1,209,056	0.2%
Prepared Culture Media for Development of Microorganisms	$676,314	0.1%
Total Top 10	**$149,608,968**	**21%**
Total	**$706,465,923**	**100%**

Source: Maine International Trade Center

Attachments

A

SELECTED LIFE SCIENCE INDUSTRIES

6-digit NAICS industries used to define the Life Science industry.

B

SELECTED LIFE SCIENCE PATENT CLASSES

Patent classes included in this report.

C

SELECTED LIFE SCIENCE EXPORT COMMODITIES

Commodities used to define Life Science exports.



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A. Selected Life Science Industries

NAICS Industries	
Pharmaceutical and Medicine Manufacturing (NAICS 32541)	Medical Equipment and Supplies Manufacturing (NAICS 33911)
Medicinal and Botanical Manufacturing (NAICS 325411)	Surgical and Medical Instrument Manufacturing (NAICS 339112)
Pharmaceutical Preparation Manufacturing (NAICS 325412)	Surgical Appliance and Supplies Manufacturing (NAICS 339113)
In-Vitro Diagnostic Substance Manufacturing (NAICS 325413)	Dental Equipment and Supplies Manufacturing (NAICS 339114)
Biological Product (except Diagnostic) manufacturing (NAICS 325414)	Opthalmic Goods Manufacturing (NAICS 339115)
Other Pressed and Blown Glass and Glassware Manufacturing (NAICS 327212)	Dental Laboratories (NAICS 339116)
Optical Instrument and Lens Manufacturing (NAICS 333314)	Medical, Dental, and Hospital Equipment and Supplies Merchant Wholesalers (NAICS 42345)
Navigational, Measuring, Electromedical, and Control Instruments Manufacturing (NAICS 33451)	Opthalmic Goods Merchant Wholesalers (NAICS 42346)
Electromedical and Electrotherapeutic Apparatus Manufacturing (NAICS 334510)	Testing Laboratories (NAICS 54138)
Analytical Laboratory Instrument Manufacturing (NAICS 334516)	Research and Development in the Physical, Engineering, and Life Sciences (NAICS 54171)
Irradiation Apparatus Manufacturing (NAICS 334517)	Research and Development in Nanotechnology (NAICS 541713)
Medical and Diagnostic Laboratories (NAICS 62151)	Research and Development in Biotechnology (except Nanobiotechnology) (NAICS 541714)
Medical Laboratories (NAICS 621511)	Research and Development in Biotechnology (except Nanobiotechnology) (NAICS 541714)
Diagnostic Imaging Centers (NAICS 621512)	Research and Development in the Physical, Engineering, and Life Sciences (except Nanotechnology and Biotechnology
Blood and Organ Banks (NAICS 621991)	

EMSI

EMSI (Economic Modeling Specialists International) was used throughout this report. EMSI organizes data by the North American Industrial Classification System (NAICS) and aggregates data from approximately 90 sources. For more information on EMSI, please see www.economicmodeling.com.

B. Selected Life Science Patent Classes

Patent Classes	
Drug, Bio-Affecting and Body Treating Compositions	Optics: Measuring and Testing
Chemistry: Molecular Biology and Microbiology	Measuring and Testing
Multicellular Living Organisms and Unmodified Parts Thereof	Chemistry: Analytical and Immunological Testing
Surgery	Fluid Handling
Surgery (instruments)	Organic Compounds
Surgery: Light, Thermal, and Electrical Application	Optics: Eye Examining, Vision Testing and Correcting
Surgery: Splint, Brace, or Bandage	Image Analysis
Surgery (Medicators and Receptors)	Liquid Purification or Separation
Prosthesis (i.e. Artificial Body Members), Parts Thereof, or Aids and Accessories Therefor	Chemistry: Natural Resins or Derivatives; Peptides or Proteins; Lignins or Reaction Products Thereof
Chemical Apparatus and Process Disinfecting, Deodorizing, Preserving, or Sterilizing	Radiation Imagery Chemistry: Process, Composition, or Product Thereof
Sugar, Starch, and Carbohydrates	Optical: Systems and Elements

C. Selected Life Science Export Commodities

Export Commodities		
Composite Diagnostic/Lab Reagents, Exc Pharmaceut	Med Needles. Nesoi, Catheters Etc And Parts Etc	Invalid Carriages, Not Mechanically Propelled
Instruments Etc Using Optical Radiations Nesoi	Artificial Joints & Parts & Accessories Therof, Nes	Extracts Of Glands Or Other Orgs Or Secretions
Vaccines For Vetrinary Medicine	Antibiotics, Nesoi	Antisera And Blood Fractions, Immun Products
Immunological Products, In Measured Doses/Rtl Sale	Oth Artifical Pts Of The Body & Pts & Accessories	Tetracyclines And Their Derivatives; Salts Thereof
X-Ray/Hi Tnsn Genr Cntr Pnl & Dsk Exm/Trtmnt Tb Pt	Dentists, Barbers Or Similar Chairs And Parts	Vitamins, Natural Or Synthetic, Dosage Etc Form
Wadding, Gauze, and Similar Articles Etc Nesoi	Elec Mach and App, Having Indiv Functions, Nesoi	Gloves, Except Surgical Etc. Vulcan Rubber, Nesoi
Instr & Applu F Medical Surgical Dental Vet, Nesoi	Parts For Machinery Plant Or Lab Equipment Etc	Electrocardiographs, And Parts And Accessories
Mech-Thrpy Appl; Mssg Appr; Psych Apt-Test; Appr; Pts	Tubular Metal Needles & Needls For Sutures & Parts	Thermometers/Pyro Nt Combind W Oth Instrum, Nesoi
Prepared Culture Media for Devel of Microorganisms	Malaria Diagnostic Test Kits	Ozone, Oxygen, Etc Therapy, Respiration Apparatus, Pt
Human Blood; Animal Blood Prep, Toxins, Cultrs Etc	Dental Fittings And Parts And Accessories	Invalid Carriages, mechanically Propelled
Apparatus Base on X-Ray For Oth Use, Ex Medical, Etc	Adhesive Dressings And Other Artcl Having Adh Lay	Blood Fractions, Nesoi, Obtained by Biotech
Syringes, With Or Without Needles; Pts & Access	Vitamins And Their Derivatives, Unmixed, Nesoi	Medical, Surgical or Laboratory Sterilizers
Orthopedic Or Fractre Appliances, Parts & Accessor	Other Opthalmic Instruments & Appliances & Parts	Heparin And Its Salts; Other Human Or Animal Subst
Medicaments Nesoi, Measured Doses, Retail Pk Nesoi	Immunological Products, Unmixed, Not in Msre Doses	Amino-Alcohol-Phenols, Amino-Acid-Phenols, Etc.
Inst & Appln For dental Science, & Pts & Acc, Nesoi	Dental Cements And Other Dental Fillings Etc	Antisera And Other Blood Fractions
Made-Up Textile Articles, Nesoi	Life Jackets And Life Belts, Of Textile Material	Antibiotics Nesoi, In Dosage Form
Appts Base On Alpha, Beta, Etc Radiation, Medical, Etc	Breathing Appliances & Gas Masks Nesoi; Parts Etc	Electro-Diagnostic Apparatus Nesoi, And Parts Etc.



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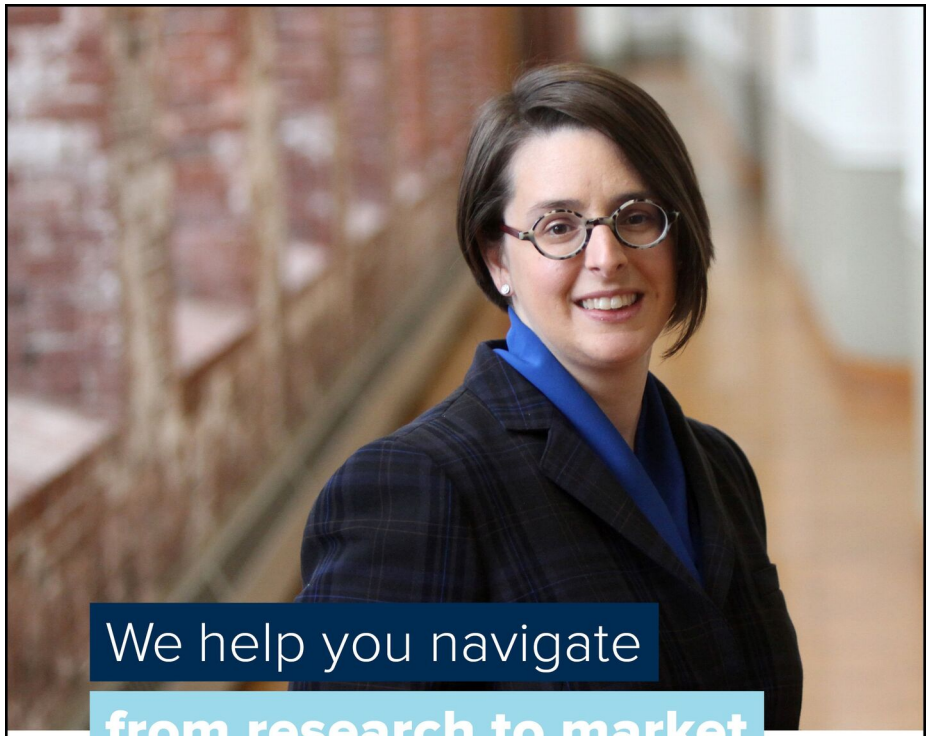
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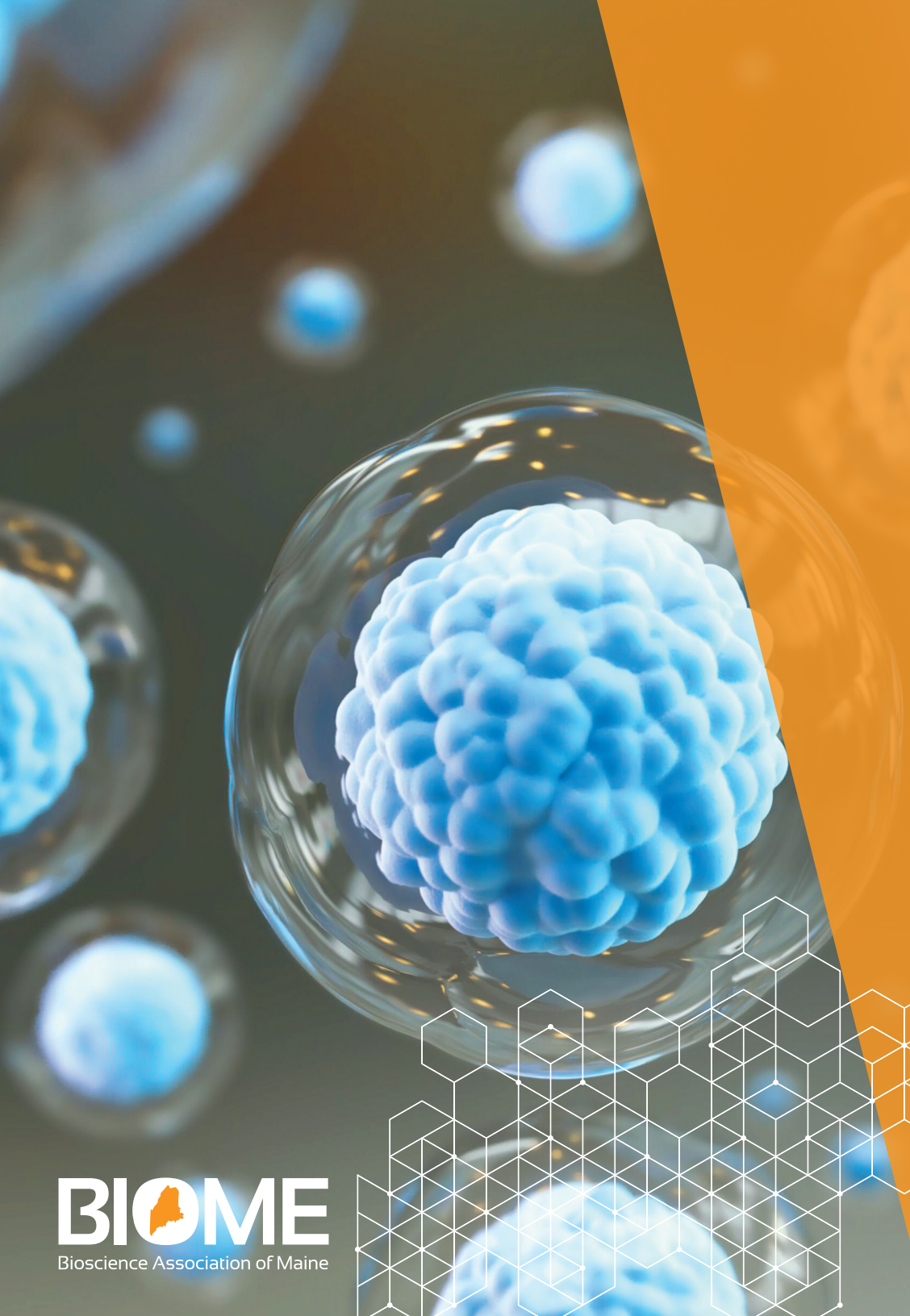
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