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# Medical Equipment & Supplies: United States

December 2019



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# About This Report

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## Scope

This report forecasts to 2023 US demand and shipments for new medical equipment and supplies in nominal US dollars at the manufacturer level. In addition, total demand in real (inflation-adjusted) terms is forecast to 2023. Total demand and shipments are segmented by product in terms of:

- surgical and medical instruments
- surgical appliances and supplies
- electromedical equipment
- dental equipment and supplies
- ophthalmic goods
- irradiation equipment

To illustrate historical trends, total demand, total shipments, the various segments, and trade are provided in annual series from 2008 to 2018. In addition, the number of US firms, establishments, and employment are provided in annual series from 2008 to 2018.

Imports and exports from and to Puerto Rico are included in demand and trade data, as Puerto Rico often serves as a manufacturing base for medical equipment and supplies for the US market.

Re-exports of medical equipment and supplies are excluded from demand and trade figures.

Pharmaceuticals, contrast agents, and other consumables for in vivo diagnostic tests as well as in vitro diagnostic substances are excluded from the scope of this report.

Pharmaceuticals are covered in [Pharmaceuticals: United States](#). Also excluded is analytical laboratory equipment such as hematology instruments and blood bank process equipment; they are covered in [Analytical Instruments: United States](#).

Key macroeconomic indicators are also provided with quantified trends. Other various topics, including profiles of pertinent leading companies, are covered in this report. A full outline of report items by page is available in the Table of Contents.

## Sources

*Medical Equipment & Supplies: United States* (FF40018) represents the synthesis and analysis of data from various primary, secondary, macroeconomic, and demographic sources, such as:

- firms participating in the industry, and their suppliers and customers

## About This Report

- government/public agencies
- intergovernmental organizations
- trade associations and their publications
- the business and trade press
- indicator forecasts by The Freedonia Group
- the findings of other reports and studies by The Freedonia Group

Specific sources and additional resources are listed in the Resources section of this publication for reference and to facilitate further research.

## Industry Codes

Table 14 | NAICS & SIC Codes Related to Medical Equipment & Supplies

NAICS/SCIAN 2017		SIC	
North American Industry Classification System		Standard Industrial Classification	
334510	Electromedical and Electrotherapeutic Apparatus Mfg	3841	Surgical and Medical Instruments and Apparatus
334517	Irradiation Apparatus Mfg	3842	Orthopedic, Prosthetic, and Surgical Appliances and Supplies
339112	Surgical and Medical Instrument Mfg	3843	Dental Equipment and Supplies
339113	Surgical Appliance and Supplies Mfg	3844	X-Ray Apparatus and Tubes and Related Irradiation Apparatus
339114	Dental Equipment and Supplies Mfg	3845	Electromedical and Electrotherapeutic Apparatus
339115	Ophthalmic Goods Mfg	3851	Ophthalmic Goods
339116	Dental Laboratories	5047	Medical, Dental, and Hospital Equipment and Supplies
423450	Medical, Dental, and Hospital Equipment and Supplies Merchant Wholesalers	8072	Dental Laboratories

Source: US Census Bureau

## Freedonia Methodology

The Freedonia Group, a subsidiary of MarketResearch.com, has been in business for more than 30 years and in that time has developed a comprehensive approach to data analysis that takes into account the variety of industries covered and the evolving needs of our customers.

Every industry presents different challenges in market sizing and forecasting, and this requires flexibility in methodology and approach. Freedonia methodology integrates a variety of quantitative and qualitative techniques to present the best overall picture of a market's current position as well as its future outlook: When published data are available, we make sure they are correct and representative of reality. We understand that published data often have flaws either in scope or quality, and adjustments are made accordingly.

## About This Report

Where no data are available, we use various methodologies to develop market sizing (both top-down and bottom-up) and then triangulate those results to come up with the most accurate data series possible. Regardless of approach, we also talk to industry participants to verify both historical perspective and future growth opportunities.

Methods used in the preparation of Freedonia market research include, but are not limited to, the following activities: comprehensive data mining and evaluation, primary research, consensus forecasting and analysis, ratio analysis using key indicators, regression analysis, end use growth indices and intensity factors, purchase power parity adjustments for global data, consumer and end user surveys, market share and corporate sales analysis, product lifespan analysis, product or market life cycle analysis, graphical data modeling, long-term historical trend analysis, bottom-up and top-down demand modeling, and comparative market size ranking.

Freedonia quantifies trends in various measures of growth and volatility. Growth (or decline) expressed as an average annual growth rate (AAGR) is the least squares growth rate, which takes into account all available datapoints over a period. The volatility of datapoints around a least squares growth trend over time is expressed via the coefficient of determination, or  $r^2$ . The most stable data series relative to the trend carries an  $r^2$  value of 1.0; the most volatile – 0.0. Growth calculated as a compound annual growth rate (CAGR) employs, by definition, only the first and last datapoints over a period. The CAGR is used to describe forecast growth, defined as the expected trend beginning in the base year and ending in the forecast year. Readers are encouraged to consider historical volatility when assessing particular annual values along the forecast trend, including in the forecast year.

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## Resources

### The Freedonia Group

#### Freedonia Industry Studies

*Disposable Medical Supplies in the US*

*Global Disposable Medical Supplies*

*Medical Implants in the US*

#### Freedonia Focus Reports

*Analytical Instruments: United States*

*Contacts, Glasses, & Sunglasses: United States*

*Deathcare: United States*

*Healthcare: United States*

*Healthcare Insurance: United States*

*Insurance: United States*

*Medical Services: United States*

*Pharmaceuticals: United States*

#### Freedonia Custom Research

### Trade Publications

*Axis Imaging News*

*FDAnews*

*Health Affairs*

*Health Imaging*

*HME News*

*MassDevice*

*Medical Design Technology*

*Medical Device & Diagnostic Industry*

*Medical Electronics Design*

*Modern Healthcare*

*Radiology Today*

### Agencies & Associations

Advanced Medical Technology Association

American Association for Homecare

Association for the Advancement of Medical Instrumentation

Bureau of Economic Analysis

Bureau of Labor Statistics

International Association of Medical Equipment Remarketers and Servicers

Medical Device Manufacturers Association

## About This Report

National Electrical Manufacturers Association  
Medical Imaging & Technology Alliance  
Radiological Society of North America  
United States Census Bureau  
United States Department of Health & Human Services  
Centers for Disease Control and Prevention  
Centers for Medicare & Medicaid Services  
DMEPOS Competitive Bidding Program  
National Institutes of Health  
ClinicalTrials.gov  
United States Food and Drug Administration  
United States Department of Veterans Affairs  
United States International Trade Commission