

Medical science exporters

Compumedics, established in 1987, is a global leader in computer-based patient monitoring and diagnostic systems. The company develops and commercialises technology for the fast growing Sleep Medicine and Neurology markets and continues to expand into a number of related market sectors including cardiac diagnostics, fatigue monitoring, in-depth anaesthesia monitoring and sleep disorders therapy. All products are developed, designed, manufactured and marketed from the company's Australian corporate headquarters in Melbourne, Australia.

www.compumedics.com.au

ResMed was established with nine employees in 1989 to commercialise a device developed by Professor Colin Sullivan of the University of Sydney to treat obstructive sleep apnea, a sleep disorder linked to heart disease and stroke. The company now employs 600 people in North Ryde (NSW) and 1300 worldwide.

ResMed is a 'born global' company – it exported from the start. It now operates in 60 countries using both employees and distributors who have knowledge and experience of overseas markets. Exports account for 96 per cent of the company's total sales. www.resmed.com.au



ResMed nasal mask with ActiveCell technology.

Founded in 1972, **SDI Limited** is becoming a world leader in specialist dental restorative materials for the dental profession. All of SDI's products are manufactured in Victoria and are distributed in over 70 countries throughout the world. SDI has offices and warehouses in Chicago, USA; Cologne, Germany; Dublin, Ireland and Sao Paulo, Brazil.

www.sdi.com.au



SDI radii LED curing light.

Australian owned **Gribbles Pathology** offers quality diagnostic and analytical information services. The pathology business, which began in 1936, has grown to one of the largest in Australia, with 25 laboratories and over 1000 staff, several thousand doctor clients and over two million patients tested each year in Australia. The business went global in 1996 when they created Gribbles Pathology in Malaysia. It now has 14 laboratories and over 350 staff. Gribbles also recently announced a joint venture to set up laboratories in India. Gribbles Pathology has grown through innovation and investment in leading edge equipment and processes. It has an extensive IT network linking all laboratories and collection centres. This allows doctors to download of pathology results directly to their computers. www.gribbles.com.au

A WELL EDUCATED MULTICULTURAL WORKFORCE...
A GOOD START IN KNOWLEDGE EXPORTS..

