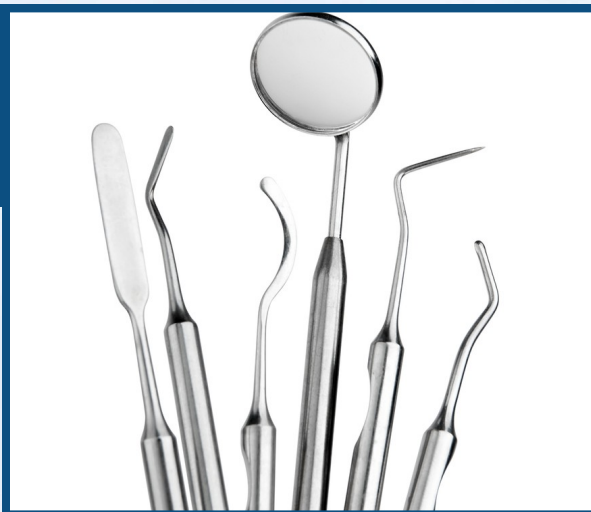


Medical Equipment

The medical equipment and supplies manufacturing industry (NAICS 3391) includes establishments that primarily produce surgical and medical instruments, surgical appliances and supplies, dental equipment and supplies, orthodontic goods, ophthalmic goods, dentures, and orthodontic appliances.



Texas Industry Totals

Firms	701
Employment	11,494
Average Annual Wage	\$49,816
Total Capital Investments	\$100 million
Value Added Per Employee	\$162,815
Value of Shipments	\$3.3 billion

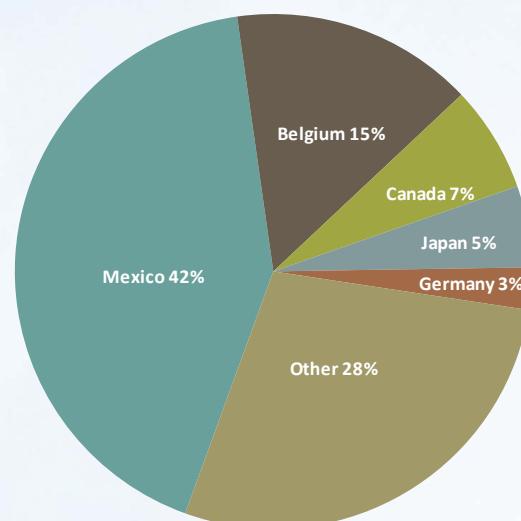
How Texas Ranks in the U.S.

All Employees	No. 6
Production Workers	No. 4
Value Added	No. 12
Value of Shipments	No. 9
Total Capital Investments	No. 7

Texas Exports

- Texas medical equipment exports in 2012 were valued at \$2.3 billion – up 3.9% from \$2.2 billion in 2011.
- In 2012, medical equipment was Texas' 21st largest export sector.

Top Export Markets



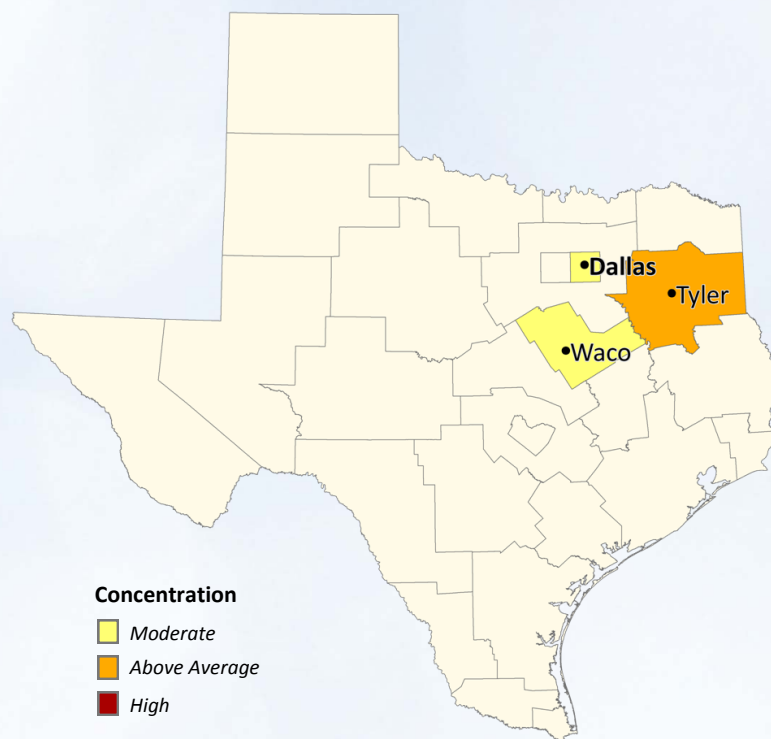
Sources: Texas Workforce Commission, U.S. Census Annual Survey of Manufactures, WISERTrade, Texas Manufacturers Register

Major Industry Employers in Texas

Company	Location(s)	Products
Alcon Laboratories	Houston, Ft. Worth	Ophthalmic surgical kits & lens care products
Ethicon	San Angelo	Cardiovascular surgery & wound closure sutures
Abbott Laboratories	Irving	Diagnostic equipment
Hospira	Austin	Intravenous supplies
Allergan	Waco	Lens care products

Regional Concentrations

The map at right identifies the state's Workforce Development regions with above-average specializations in medical equipment and supplies manufacturing. The highlighted regions are not the only areas in Texas where workers in this sector can be found, but rather represent areas with the greatest concentrations relative to the size of the local labor force. This industry is particularly concentrated around Dallas, Waco, and in East Texas.



Recent Industry Trends

- Texas medical equipment industry wages increased by 4.7% between Q4 2011 and Q4 2012.
- In 2012, Utah-based Merit Medical Systems Inc. broke ground on new surgical device research and manufacturing facility in Pearland, Texas. The new facility is expected to create 220 jobs.
- In 2012, medical device maker Greatbatch announced it would relocate the company's headquarters from upstate New York to Frisco, Texas.