



2018 Annual Review
Australian Dental Industry Association

As the *2018 ADIA Annual Review* notes, the Association is larger and more financially secure than at any time in its history. This outcome is thanks to the work of employees of ADIA member businesses that contribute to our work by serving on the ADIA Board, national committees and participating in state branch activities.

— Phil Jolly, ADIA National President

Australian Dental Industry Association | **ADIA**





Australian Dental Industry Association Limited
ABN 32 003 314 396

The Australian Dental Industry Association (ADIA) is the peak business organisation representing manufacturers and suppliers of dental products.

Our vision is for an industry that empowers oral health professionals to advance the health and well-being of all Australians.

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ADIA National President — Positioned To Support A Changing Industry



Phil Jolly — ADIA National President

Manufacturers and suppliers of dental products have probably seen more change over the past decade than at any time since the Australian Dental Industry Association (ADIA) was founded in 1925. In my last year as ADIA National President it's pleasing to note that, with the support of our member businesses, the Association has worked with stakeholders across government, the healthcare profession and industry to ensure that the dental industry is not only able to understand this change, but also to influence it.

The year opened with *ADX18 Sydney*, Australia's largest healthcare tradeshow, that saw the number of dentists attending increase by around twenty-five percent, reaching an all-time high. The move into the new International Convention Centre Sydney and the involvement of associations representing dentists and allied oral healthcare professionals cemented its status as Australia's premier dental event.

The internet has changed product distribution channels and it is now possible to fully equip a dental practice via online sales sites. The internet is, of course, a perfectly legitimate sales channel used by most ADIA member businesses; however, it can also be used by healthcare professionals to directly source products from overseas in a manner inconsistent with the Australian regulatory standards for dental products. In response, ADIA worked at a parliamentary level to secure legislative amendments, passed this year, that allows the Therapeutic Goods Administration (TGA), the nation's medical devices regulator, to deal effectively with those importing and supplying dental products illegally.

ADIA's policy advocacy to achieve reform to the TGA's regulatory framework has been a major feature of our work this year. The centrepiece of ADIA's political engagement came with the *Dental Industry Meets Parliament* roundtable held in October. Meetings with the Health Minister, shadow ministers and senior public servants ensured that the reforms needed to support the dental industry were clearly understood.

With all of the changes to the market for dental products it's often a challenge for ADIA member businesses to plan for their future growth. That's why ADIA has made a significant investment in a series of tools to analyse the Australian market for dental products. This year the latest edition of the *Australian Dental Industry Intelligence Report*, that scrutinises in detail the \$2.262 billion market for dental products, will be published. ADIA has launched new geospatial analysis tools that allow member businesses to locate dentists and dental practices by post code. These are resources that a decade ago would have been unimaginable.

As the *2018 ADIA Annual Report* notes, the Association is larger and more financially secure than at any time in its history. This outcome is thanks to the work of employees of ADIA member businesses that contribute to our work by serving on the ADIA Board, national committees and participating in state branch activities. In my last year as ADIA National President, I offer them my sincere thanks.

Finally, I want to pay tribute to the team in the ADIA National Office who serve our members and the broader dental industry faithfully and with a high degree of professionalism. At end-2018 the ADIA Chief Executive Officer, Troy Williams, leaves after nearly nine years in the role. Troy's contribution has been significant and his legacy will be enduring. Today ADIA is stronger and more effective in supporting our members than at any time in its history and on behalf of all members I extend our thanks for his contribution.

Phil P Jolly
ADIA National President

ADIA Board of Directors

National President

Phil Jolly — Ivoclar Vivadent

National Vice President

Craig Young — A-dec International

Directors

Samantha Cheetham — SDI Limited

Mike Covey — Henry Schein Halas

Paul Freeman — NAB Medfin

Tanya McRae — Dental Installations

Ian Shapland — Elite Fitout Solutions

ADIA STRATEGIC ALLIANCES —



The Hon. Greg Hunt MP, Minister for Health Launching
The Medical Devices Small Business Coalition
In Parliament House On 15 October 2018



ADIA Chief Executive Officer — Member Engagement Drives Successes



Troy Williams — ADIA Chief Executive Officer

Throughout the course of the past year the ADIA Board, members and staff have built upon the successes of the past to deliver some significant outcomes for member businesses. From legislative reform, new market statistics, enhanced support for exporters to new research on the market for dental products, the outcomes have been good and built upon a strong financial basis and the advice we have received from members.

Operational Outcomes: Membership —

ADIA's membership now represents businesses that supply more than ninety-five percent of the products used by dental and oral health professionals in Australia. Over FY2017-18 membership growth was four percent and approached thirty-five percent growth over the past five years.

Operational Outcomes: Financial —

Total revenue for the year was \$4,023,796 for the year with a surplus of \$312,262. During the course of the year ADIA upgraded its IT infrastructure so that database, event booking, online sales and accounting packages are fully integrated and cloud-based. ADIA's total assets now stand at \$4,361,690.

The ability of the team within the ADIA National Office to deliver the programs and achieve the policy reforms from government would not be possible without the advice and guidance that we receive from employees serving on national committees. Their contribution is what makes the achievements set out in the 2018 ADIA Annual Review possible and I thank the Chairs and committee members who have served on the following committees:

ADIA National Committees —

- ADIA-PRPC Product Regulation Policy Committee
- ADIA-TCPC Trade & Commercial Policy Committee
- ADIA-MSPC Market Statistics Projects Committee
- ADIA-ISPC Industry Skills Projects Committee

Additionally, through the ADIA Special Interest Groups, members with a special area of interest such as dental laboratory product regulation, orthodontic products, dental implants or product manufacturing were able to come together to understand changes to the commercial, technical and regulatory framework.

Throughout this year our engagement with external stakeholders continued to strengthen and it was pleasing to see the Medical Devices Small Business Coalition (MDSBC) launched in parliament house by the Health Minister, the Hon. Greg Hunt MP. The MDSBC brings together four industry associations that share a commitment to reducing the amount of red-tape government places on businesses that manufacture and supply medical devices.

When I accepted the appointment of ADIA Chief Executive Officer back in 2010 the advice given to me was that the dental industry abounds with friendships and a spirit of collaboration. Not only have I found it to be true, but also a truly humbling experience as so many across the industry willingly offered their time and wisdom to help me understand the industry and the issues before member businesses. It's this support that's been the key to ADIA's success and, in my last annual report, I take this opportunity to thank everyone for their support over the years - coupled with a great team in the ADIA National Office, I can't have asked for more.

Troy R Williams FIML MAICD
ADIA Chief Executive Officer



ADX20 Sydney Held Over 23-25 March 2018
In The International Convention Centre Sydney
Attracted A Record Attendance

Exhibitions — Sales Events To Support Member Growth



Ian Shapland, ADIA Director [L]
Phil Jolly, ADIA National President [R]

Providing platforms for dentists and allied oral healthcare professionals to see the latest products from Australia and overseas continued to be a key role for ADIA throughout 2018. From convening Australia's premier dental event, the biennial ADX Sydney exhibition, to supporting trade shows which accompany conferences of other associations, the events managed by ADIA enjoy an enviable reputation as a platform to boost sales.

ADX18 Sydney —

Underpinned by growth of more than twenty-five percent in the number of dentists attending, the *ADX18 Sydney* dental exhibition reinforced its reputation as Australia's premier dental event.

Nearly ten thousand stakeholders from across the dental community participated in the event held over 23-25 March 2018 in the new International Convention Centre Sydney.

The scope of the event continues to be transformative with the continuing professional development program offered by the Australian Dental Association (ADA), the Australian Dental and Oral Health Therapists Association (ADOHTA), Australian Dental Students Association (ADSA), Dental Hygienists Association of Australia (DHAA), Australasian Sleep Association (ASA), Australian Academy of Dental Sleep Medicine (AADSM), Australian Association of Practice Management, and the Oral Health Professionals Association (OHPA).

The team within the ADIA National Office responsible for this work received advice and guidance from members serving on local organising committees. A special thank you is given to Simon Taggart who stepped down as the exhibitions chair after some ten years.

The review of the *2016-20 ADIA Strategic Plan* undertaken by the ADIA Board reaffirmed the commitment to investing in the renewal of the exhibitions and regional trade shows convened to support the growth of member businesses. This saw the creation of new staff positions, engagement of new advertising and marketing firms in addition to enhanced IT infrastructure to ensure that *ADX20 Sydney*, to be offered over 13-15 March 2020, will continue the growth trajectory of the past year.

Policy Advocacy – Reduced Red-Tape And Trade Barriers



ADIA Representatives Outside Parliament House In Canberra

ADIA recognises that policy advocacy is an ongoing and ever evolving process. Sometimes our work is proactive where ADIA presents to government the need for a change in policy. Members serving on the *ADIA-TCPC Trade and Commercial Policy Committee* provided support to staff within the ADIA National Office who worked at a parliamentary and departmental level to achieve the reforms to support the sector.

Dental Industry Meets Parliament Roundtable –

ADIA convened the annual *Dental Industry Meets Parliament* roundtable meeting on 16 October 2018 in parliament house which allowed representatives of ADIA member businesses to meet with key Ministers and their opposition counterparts. On the evening prior to the roundtable meeting ADIA convened a cocktail reception attended by approximately sixty parliamentarians and industry stakeholders, affording a considerable opportunity for ADIA to raise the profile of dental product suppliers and the issues important to the sector.

Consistent with ADIA's policy objective of ensuring that business in the dental industry can grow thanks to an open competitive market, with the support of members a number of policy reform proposals were progressed.

Brexit And The Dental Industry –

The parliament's joint standing committee of foreign affairs, defence and trade accepted ADIA's advice that Brexit offers no new opportunities for enhanced trade and investment between Australia and the European Union. ADIA was joined by the British Dental Industry Association (BDIA) in its advocacy efforts on this matter.

Impediments To Business Investment –

ADIA was called to give evidence to a hearing of the House of Representatives Standing Committee on Economics as part of its review into the impediments to business investment. ADIA highlighted that to be internationally competitive the Australian Government needed to continue its focus on red-tape reduction.

Business Red-Tape Inquiry –

The Senate's inquiry into business red-tape accepted advice from ADIA that the Australian Competition and Consumer Commission's (ACCC) involvement in the regulation of teeth whitening products that created regulatory inconsistencies with existing state / territory governments' regulatory standards.

Comprehensive & Progressive Agreement for Trans-Pacific Partnership –

The Department of Foreign Affairs and Trade has acknowledged ADIA's strong support for the *TPP-11 Comprehensive and Progressive Agreement for Trans-Pacific Partnership* free trade agreement. This agreement provides a meaningful tool to reduce technical barriers to trade amongst the eleven signatory countries.

The high levels of access to parliamentarians and departmental staff that ADIA enjoys and the ability to achieve lasting reform is the product of a considered strategy that views parliamentarians and departmental staff as an important partner as opposed to a third-party stakeholder.

Policy Advocacy — Improved Market Access For Quality Products



ADIA Representatives Outside Therapeutic Goods Administration In Canberra

ADIA continues to serve as the Australian Government's primary consultative partner on matters of dental product regulation. This sees engagement with the nation's regulator of medicines and medical devices, the Therapeutic Goods Administration (TGA) to secure amendments to the *Therapeutic Goods Act 1989 (Cth)* and subordinate legislation. It's been an extraordinary year of success that included the following outcomes.

TGA Fees & Charges —

The introduction of a \$530 fee to place low-risk (Class 1) medical devices on the Australian Register of Therapeutic Goods (ARTG) problematic for the dental industry that, compared to other sectors of the medical devices industry, supplies a large number of low-risk medical devices. ADIA's work with the Australian Government demonstrated that the TGA had failed to follow its own published processes, resulting in the TGA's actions being the subject of parliamentary questions. ADIA was able to secure a review of the fee structure and, as a direct result, the TGA subsequently reduced the application fee for low-risk (Class 1) export-only entries on the ARTG from \$530 to \$90.

3D Printed Medical Devices —

Throughout the year the TGA has engaged extensively with the ADIA membership to develop a new regulatory framework for personalised medical devices, with a particular focus on the use of 3D printing technology. There is a high degree of comfort that the TGA's framework will support the use of 3D printing in dentistry.

Enhanced Sanctions & Penalties For Illegal Supply —

More than five years of ongoing parliamentary engagement by ADIA saw amendments to the *Therapeutic Goods Act 1989 (Cth)* passed in early 2018 that provides the TGA with a greater range of enforcement tools. These include the ability to issue fines when instances of illegal importation and use of dental products can be proven.

Patient Implant Cards —

In a significant outcome for the dental industry, ADIA was able to secure a commitment from the TGA to exclude dental fillings, dental braces, tooth crowns and general (endosseous) dental implants from a new requirement for suppliers to provide a patient information card with all implanted medical devices.

Therapeutic Goods Advertising —

ADIA has provided extensive advice to the TGA as it finalises the regulatory framework for the advertising of therapeutic goods to the public. It represents a significant change for the dental industry as there are now greater restrictions on how dental products can be promoted directly to patients.

The team within the ADIA National Office responsible for this work received advice and guidance from members serving on the *ADIA-PRPC Product Regulation Policy Committee*. In seeking to reform the regulatory framework for dental products ADIA is seeing to develop a regulatory framework for dental products that is based on a risk management approach designed to ensure public health and safety, while at the same time freeing industry from any unnecessary regulatory burden.

Market Research – Data That Drives Informed Decision Making



Westpac's Chief Economist Bill Evans Briefs
Members On The State Of The Economy

In 2018 a major investment was made to develop an increased range of reports to provide ADIA member businesses with data on the Australian market for dental products. It's a transformation from a decade ago where ADIA published no market data and the continued development of new resources is a major outcome of the 2016-20 ADIA Strategic Plan. With oversight of members serving on the *ADIA-MSPC Market Statistics Projects Committee*, ADIA's work concentrated on developing the following resources.

Dental Products Business Conditions Survey –

Twenty editions of the ADIA Dental Products Business Conditions Survey have now been published. This quarterly survey of Australian product suppliers reviews current conditions and future expectations across key measures including sales volumes, selling prices, business costs, wage costs and workforce size. It provides an excellent overview of the commercial environment in which the dental industry operates.

Dental Clients Geospatial Tool –

Available exclusively to ADIA members and unique globally, this online tool allows ADIA members to identify how many dentists and allied oral healthcare professionals reside in a particular postcode. Enhancements to be delivered in the near future include the location of dental practices and the expenditure of dental care within each postcode.

Dental Practice Business Conditions Survey –

The *ADIA Bite Magazine Dental Practice Business Conditions Survey* is produced using feedback from individual dental practices across Australia. It reviews current business conditions and future expectations on a quarterly basis across a number of key indicators including the patient numbers and vacant chair time. Throughout 2018 the data from this survey highlighted how being included in the 'preferred provider' arrangements of private health insurers was positively influencing demand in some dental practices.

Dental Workforce In Numbers Report –

Updated twice per year, this research details the size of the dental professional workforce and key demographics across the various professional groups. It provides guidance on the number of dentists, dental assistants, dental hygienists, oral health therapists and dental prosthetists by state / territory in addition to other statistics including number of hours worked and whether employed in the private or public sector. This data is highly valued as it has allowed ADIA member businesses to develop proactive strategies to benefit from the increasing number of dental professionals in certain geographic sectors.

This research is highly valued by ADIA members and particularly small businesses that would otherwise have limited access to information on the size of the market and current business conditions.

Supporting Innovation — Initiatives That Support Local Manufacturing



ADIA-MIG Manufacturers Interest Group
Meets In Canberra

The 2016-20 ADIA Strategic Plan places a strong emphasis on supporting innovation within Australia in order to grow a local capacity for dental product research, development, commercialisation, manufacturing and exports. In 2018 new investments were made that strengthened ADIA's commitment in this area.

ADIA New Exporters Grant —

To support their outreach to new overseas markets, Osteon Medical has been awarded the *ADIA New Exporter's Grant* which will facilitate their attendance at IDS Cologne, the world's largest dental exhibition.

The grant was awarded for the first time with Osteon Medical having stood-out amongst a strong field of candidates as worthy recipients of the award.

Osteon Medical is a small to medium enterprise (SME) that uses advanced digital design and manufacturing techniques to precision-mill high-quality and safe prosthetics for use in dentistry and maxillofacial surgery to deliver better treatment outcomes for patients.

ADIA's support for local manufacturers has been long standing – indeed, it was one of the key reasons that ADIA was founded in 1925. Throughout 2018 this remained an important focus for the ADIA and businesses benefit via a number of avenues that are set out below.

MTP Connect Agreement —

In October 2018 an agreement was approved between ADIA and MTP Connect, the latter formed by the Australian Government in 2015 as part of its *Industry Growth Centres Initiative*. MTP Connect raises awareness, fosters collaboration and competition, aggregates existing knowledge and shares it with the medical technology and pharmaceuticals sector. It also jointly funds projects that address the Sector Growth Priorities and the constraints and gaps identified in the sector.

ADIA Research Grant —

Pioneering research to address chronic periodontitis has been awarded the Australian Dental Industry Association Research Grant bestowed by the Australian Dental Research Foundation (ADRF), the nation's leading funding body for early-career researchers into dental and oral health issues.

ADRF Funding —

ADIA provided grant funding of \$67,000 to the Australian Dental Research Foundation (ADRF) in 2018 to provide ongoing research for early-career researchers, with ADIA's grant targeted at projects which support development of dental products within Australia. The funds were derived from income received by those attending the industry-sponsored component of the *ADX18 Sydney* continuing professional development program.

Through the *ADIA-MIG Manufacturers' Interest Group* employees of member businesses had the opportunity to meet with other Australian manufacturers to share experiences, tips, and pathways that will help them enter new markets. This is a truly unique benefit of ADIA membership that was highly valued by member businesses through the course of the year.

Recognising Excellence – 2018 Australian Dental Industry Awards



Australian Dental Industry Awards Winners
Celebrate Their Achievements In March 2018

The winners of the 2018 Australian Dental Industry Awards were announced on 24 March 2018 at a gala dinner held in conjunction with *ADX18 Sydney*, Australia's premier dental event. A record number of entries were received with each showcasing the ability of Australia's dental industry to empower oral health professionals to advance the health and well-being of all Australians.

Ultradent Products Australia – ADIA Dental Industry Leadership Award Winner

Ultradent Products Australia was recognised for its ability to grow from a little-known supplier locally, to an industry partner in just a few short years. From a team of one in 2012, to a team of four today who contribute to strengthening the reputation of Australia's dental industry for providing dental professionals quality treatment options.

Henry Schein Halas – ADIA Dental Industry Partnership Award Winner –

Henry Schein Halas was recognised for its ongoing commitment to Youth With a Mission (YWAM) and its medical ships that host a dental outreach program in Papua New Guinea. Since 2010, Henry Schein Halas has supported the program with donations of dental consumables and equipment for the ship.

Centaur Software – ADIA - MTP Connect Dental Industry Innovation Award Winner

Centaur Software was recognised for its development of Mediasuite, software developed locally that integrates most digital imaging (X-Ray) devices used in dentistry, one of only three software packages globally that achieves this. What's impressive is that Mediasuite is the only dental imaging software in the world developed by the providers of a dental practice management software.

My Dental Marketing – ADIA - Bite Magazine Dental Industry Marketing Award Winner

My Dental Marketing was recognised for its development of a pioneering digital marketing course aimed at dental practices. The course demystifies many of the myths associated with marketing, gives practitioners the tools to grow their practice with effective digital marketing and also give them the confidence to talk knowledgeably and confidently to staff or marketing suppliers. It's been delivered to hundreds of practices nation-wide.

The awards program also recognised an industry leader with Ms Carolyn Dean receiving the ADIA Dental Industry Professional Award. Ms Dean was recognised not only for her technical knowledge, but also her collaborative work with industry partners and demonstrated commitment to working with regulatory authorities and dental bodies to further their member's education.

Skills Development — Building The Industry's Workforce Capacity.



ADIA's Training Programs Continue To Provide
The Skills Required By Industry

The significant changes to the commercial, technical and regulatory environment that occurred over 2018 highlight the importance of the commitment to workforce skill development shared by so many member businesses. To best support member businesses, ADIA provides targeted training programs where there is a market gap or where the Association has particular expertise not available elsewhere. Throughout the course of the past twelve months several key continuing professional development programs were refined and new initiatives launched.

Introduction To Dentistry Course —

The widely acclaimed *ADIA Introduction To Dentistry Course* continued to be offered throughout 2018 and this component of ADIA's continuing professional development offering is the must-attend induction program for all new employees. The delivery of this course is made possible thanks to the dedication of employees of ADIA member businesses who volunteer their time to support the next generation of industry leaders.

Medical Device Regulation Basics Course —

A record number of people attended the *ADIA Medical Device Regulation Basics* course in Brisbane, Melbourne and Sydney. The strong attendance reflects the dental industry's strong commitment to compliance with the Therapeutic Goods Administration's (TGA) regulatory standards for dental products.

Dental Laboratory Regulation Course —

Assisting Australia's dental laboratory sector understand and comply with new compliance obligations of this program that was offered in Brisbane, Melbourne and Sydney during the course of this year. It's an important course given the use of CAD-CAM technology has increased the number of businesses, including dental practices, that are now manufacturing dental laboratory products within Australia.

ADIA-MEGT Apprenticeships & Traineeships Partnership —

The continuing partnership between ADIA and MEGT, the nation's foremost provider of apprenticeship / traineeship services, has provided businesses across the dental industry with access to engage entry-level staff across most aspects of a business' operations nationally. The dental industry's access to the MEGT Group Training Organisation infrastructure offers a cost-effective way to employ apprentices and trainees.

2018 Australian Dental Industry Growth Conference —

Held over 26-27 October 2018 on the Gold Coast, this conference provided attendees with an understanding of the changes to the market for dental products. From the most recent statistics to the views of leaders changing the way dental and oral healthcare services are provided, those attending received the insights required to help position their business to grow, create jobs and operate sustainably.

The ability of the dental industry to continue to provide quality products and services depends upon the ability of a knowledgeable, skilled workforce and through the *ADIA-ISPC Industry Skills Projects Committee* employees of ADIA member businesses have volunteered their time to ensure the dental industry is supported in this area through access to quality continuing professional development programs.

Stronger Collaboration – Stakeholder Engagement Expands



ADIA Members Get A Briefing From James Pearson,
Australian Chamber Chief Executive

The 2016-20 ADIA Strategic Plan envisages the organisation taking a leading role in supporting initiatives and creating an environment in which member businesses can grow, create jobs and operate sustainably. To do this, it is often necessary for ADIA to develop partnerships and share information, skills and experience with external stakeholders. These stakeholders are diverse and span most aspects of Australian society and in 2018 there were some significant developments concerning our engagement with them.

ADIA-BDIA Memorandum Of Understanding

Collaboration on efforts to support dental product manufacturers and suppliers in Australia and Britain is the key outcome of a new agreement between ADIA and BDIA signed in March 2018.

ADIA and BDIA share the policy objective of achieving convergence of the regulations for the market approval of medical devices. Given that in Australia and in Britain the regulatory framework for the approval of medical devices is based upon that of the European Union there, the membership of both organisations will benefit as a result of a broad understanding and differing perspectives on matters associated with product regulation.

Medical Devices Small Business Coalition

ADIA took the lead role in establishing the Medical Devices Small Business Coalition (MDSBC), a grouping of likeminded peak business organisations that share a commitment to reducing the amount of red-tape faced by businesses that manufacture and supply medical devices. The MDSBC was launched in parliament house by the Minister for Health, the Hon. Greg Hunt MP and its members include ADIA, the Assistive Technology Suppliers Australasia (ATSA), the Australian Medical Manufacturers & Distributors Association (AMMDA) and the Optical Distributors & Manufacturers Association of Australia (ODMA).

Australian Chamber of Commerce & Industry

The Australian Chamber of Commerce and Industry (AusChamber) is the nation's peak council of business organisations and ADIA, along with other peak representative bodies, is a member of the AusChamber. As in previous years, during 2018 the link with the Australian Chamber allowed ADIA make a constructive contribution to the national policy debate as the Australian Government considers reforms to legislation on business taxation, workplace relations, occupational health and safety, international trade, and business competitiveness.

The ADIA External Stakeholder Engagement Strategy was endorsed by the ADIA Board in October 2018. This significant framework document provides the over-arching direction for ADIA's interaction with industry associations and professional bodies in addition to consumers and their representatives. It provides guidance on what these organisations can expect from ADIA in their dealings with the Association.

Member Recognition — Recognising A Long-Standing Contribution

ADIA Life Members

The highest honour that ADIA can present an employee of a member business, ADIA Life Membership is bestowed on selected individuals who have served the Association with distinction for more than twenty years.

- 1983 Colin W Cormie OBE
- 1983 Sydney Jensen
- 1983 Charles A Harris OAM
- 1986 Donald R Blackie
- 1989 Edward M Donovan
- 1989 Peter J Martin
- 1995 Axel Buchner
- 1995 Ian Hughes
- 1998 Ian S Anderson
- 2001 Armin A Roth
- 2004 Ferd Gritter
- 2004 Geoff D Robinson
- 2004 Ian N Crawford
- 2006 Keith Mentiplay
- 2015 Pamela J Clark AO
- 2018 Nigel H Davis

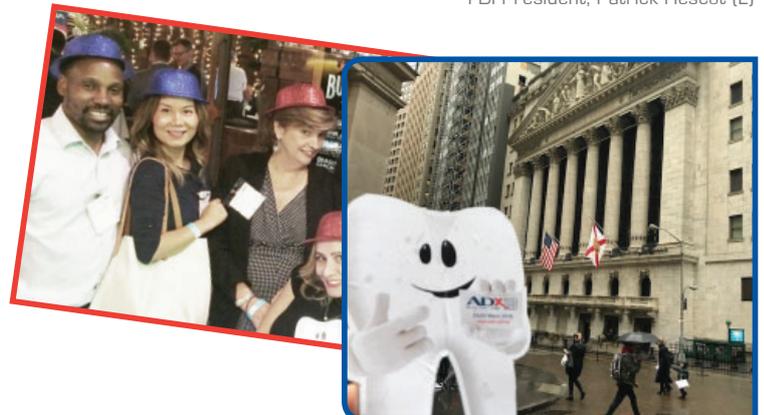
ADIA Meritorious Service Award

Employees of ADIA member businesses that have contributed ten years' distinguished service to the Association may receive this award if considered appropriate by the ADIA Board.

- 1986 Edward Caldwell
- 1986 Peter J Martin
- 1989 Colin Wall
- 1992 Ian Hughes
- 1992 Geoff D Robinson
- 1992 Graham Rogers
- 1994 James (Jim) Turrill
- 1998 Ian N Crawford
- 1998 Ferd Gritter
- 2001 Armin Roth
- 2001 Rodney Anderson
- 2008 Phillip Jolly
- 2010 Nigel Davis AO
- 2013 Pamela J Clark



ADIA National President, Phil Jolly (R)
FDI President, Patrick Hescot (L)



ADX18 Buck At New New York Stock Exchange
Wall Street, New York



Deputy Prime Minister Malcolm McCormack MP



ADX18 Registration



ADIA Chief Executive Officer, Troy Williams (L)
The Prime Minister, Hon Malcolm Turnbull MP (R)

■ ADIA MEMBER BUSINESSES ■

3DMEDiTech 3M Oral Care 3Shape Australia A. R. Medicom AADFA AB Orthodontics Acteon Australia/New Zealand A-dec Australia ADR Dental AHP Dental & Medical Ainsworth Dental Air Liquide Healthcare AJ Barber Ajax Dental Supplies Alldent Alliance Medical Finance Alphabond Dental Amalgadent Dental Supplies Ampac Dental Andent Anthos in Australia ANZ Banking Group Ark Health Auspharm Australasian Dentist Australian Imaging Australian Medical Suction Systems Babich Maintenance and Steriliser Services Biodegree Biomedex Biomil Dental Products Bite Magazine BOQ Specialist Borg Dental Cal-Dent Denture Cleaner Carestream Dental Carl Zeiss Cassin & Sons (Aust.) Cattani Australia Centaur Software City Dental Supplies Clare Martin & Associates CMA Ecocycle Colgate Oral Care Coltene-Whaledent International Commodore Dental and Medical Fitouts Core3dcentres Create Dental Credabl Critical Dental Crown Dental & Medical Curaden Swiss Data Vision Australia Dentacast Australia Dental Axxess Dental Business Brokers Dental Concepts Dental Depot (QLD) Dental Education Centre Dental Essentials Dental Fitout Projects Dental Implant Registries Dental Innovations Dental Installations Dental Premium Engineering and Supplies Dental Profit System Dental Protection Dental Tribune International Dental Wear Dentalife Dentaforum Australia Dentavision Dentplex Dentpro Dentsply Sirona Designer Surgeries Designs for Vision Dr Mark's HyGenie Durodent Dental Supplies DURR DENTAL AG East Coast Dental Services Elite Fitout Solutions Empire Dental Devices EMS Erkodent Erskine Oral Care Essential Medical Dental Health Insurance Services First Dental Dental Geistlich Pharma Australia Gritter Dental Gulmohar Dental Gunz Heine Australia Henry Schein Halas Dental Supplies Hu-Friedy Mfg Co. Australia Independent Dental Innovative Medical Technologies Kavo Kerr Kulzer Australia Leading Livingstone International Lorchant Dental Macono Orthodontic Laboratories Med & Dent (WA) Medfin Australia Medical Dental Solutions NQ Medical Equipment Services Medi-Dent Medifit MediGrow MegaGen Australia Miniflam Australia Minimax Implant (Dentium Australia) Mocom Australia Momentum Management My Dental Marketing Myofunctional Research Co. NAOL Australia Neoss Australia New World Office Fitouts Nobel Biocare NOVA iT Group novaMED NSK Oceania NuMedical One Dental Optima Healthcare Group Orien Dental Supplies Osseo Dental Osstem Australia Osteon Medical Ozdent Dental Products Australia Pacific Dental Specialties Pegasus Dental Services Perfect Practice Philips Oral Healthcare Practice Sale Search Praktika Presidential Prime Practice Professional Dentist Supplies Race Dental Ray Australia RCR International Rhodium Dental Labs Australia Ridley Dental Supplies RJ Dental Sales & Service Roland DG Australia Rosler International RutiniDent Dental Supplies SDI Ltd Septodont Sieverts Radiation Protection Consultancy Smile Marketing Smile Right Software of Excellence South Austral Straumann Supreme Orthodontic Supply (Aust) Surgical Images Teamwork Technology The Health Linc Tomident TrollDental Ultimate Dental Supplies Ultimo Health Technologies Ultradent Products Urban IT Vatech Medical VOCO Australia W&H Wealthpreneur West Coast Dental Depot Westpac Whiteley Corporation William Green Wisbey Dental XAND Innovations Xcellent Dental World XYZ Dental Zimmer Biomet



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