



## **OPTICAL DISTRIBUTORS AND MANUFACTURERS ASSOCIATION**

3 Spring Street, Sydney NSW 2000

Ph: 02 9450 0765

Fax: 02 9450 0962

E-mail: [exec@odma.com.au](mailto:exec@odma.com.au)

ODMA is the professional association for manufacturers, importers and wholesalers of ophthalmic optics products in Australia.

ODMA provides the forum for the interchange of opinions and ideas among its members on matters which affect the Australian optical industry.

ODMA represents its members in lobbying to authorities such as government on issues facing the optical industry.

ODMA is the publisher of Eyetalk Reference Guide (in digital and print), and its supplements Equipment and LOOKBOOK.

### **ODMA EXECUTIVE**

Robert Sparkes (Chairman)	Optimed
Richard Grills	Designs for Vision
Brad Saffin	General Optical
Lionel Minter	Mimo
Craig Chick	Hoya Lens Australia
Hilke Fitzsimons	ZEISS
Mark Altman	Device Technologies
Phuong Nguyen	Essilor Australia
Sean Rosenberg	Frames Etc
Finola Carey	CEO

### **ODMA EXHIBITION**

- ODMA is the owner of ODMAFair, the international optics exhibition held every two years in Australia. ODMA also runs a boutique event called OSHOW.
- ODMAFAIR is the major trade exhibition to reach Optometrists, Ophthalmologists, and Optical Dispensers from Australia and New Zealand
- ODMA members receive substantial discount on space rental as exhibitions at ODMAFAIR

### **ODMA MEMBERSHIP FEE**

Annual Fee \$79.20 (inc gst) per employee\*

< 15 Employees \$1,188 (minimum)

Maximum \$3,036

\* Exclusive Agents to be included in total number of employees

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[www.odma.com.au](http://www.odma.com.au)



## **BENEFITS OF ODMA MEMBERSHIP**

### **ODMA NEWS**

ODMA members are kept informed of ODMA activities through regular bulletins, as well as additional newsletters following specific events such as ODMAFAIR.

### **ODMA TRADE INFORMATION EXCHANGE BUREAU**

ODMA members are invited to participate in the ODMA Trade Information Exchange Bureau or Credit Bureau.

The Credit Bureau is held every quarter when representatives from participating ODMA member companies report on debtors 60 days and over Australia-wide, with minimum reporting amount being \$200. Information exchanged at Bureau meetings is confidential and is limited to debtors' names, locations, amounts owing and action taken.

### **INDUSTRY RESEARCH & QUARTERLY SURVEY**

Another service available to ODMA members is the provision of industry research and a Quarterly survey of the optical industry in annual report, which is conducted in a **totally confidential** manner by FR Perry & Associates at the end of March, June, September & December each year.

Survey participants send quarterly figures to FR Perry & Associates on unit sales and dollar sales for frames, sunglasses and pairs of lenses, and receive a TOTAL figure of unit sales and dollar sales for frames and lenses for the Quarter from FR Perry & Associates.

### **ANALYSIS OF THE AUSTRALIAN EYEWEAR INDUSTRY**

As a member you would receive a free copy of the latest Analysis of the Australian Eyewear Industry conducted since 2002 which retails for \$1100.

### **PRODUCT STANDARDS**

ODMA members have input into standards set for optic products in Australia and are represented on Standards Australia committees for Ophthalmic Optics, Sunglasses, Eye Protection, and Protective Eyewear for Sport.

### **ANNUAL MEMBERS ONLY FUNCTION**

On behalf of the Executive Committee, the ODMA Chairman invites all members to the free Annual End Of Year Members Only Function. This event gives members the opportunity to meet socially and to discuss the industry etc in a convivial atmosphere.

### **EXCLUSIVE MEMBER DEALS**

By utilizing the buying power of all its members ODMA negotiates competitive deals on behalf of members for services such as overnight freight delivery fees. ODMA has negotiated a competitive freight deal with Toll Priority which all members can take advantage of.

### **ODMAFAIR EXHIBITING**

ODMA members who are financial at 30 June in the year prior to ODMAFAIR are eligible for a substantial discount on space rental at ODMAFAIRs

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**Please complete the attached and return with your application for membership to:**

The Secretary  
ODMA  
3 Spring Street  
Sydney NSW 2000

**Principal's Name:** \_\_\_\_\_

**Company Name:** \_\_\_\_\_

**Address:** \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Telephone:** \_\_\_\_\_

**Fax:** \_\_\_\_\_

**Mobile:** \_\_\_\_\_

**E-mail:** \_\_\_\_\_

**Number of Employees:** \_\_\_\_\_

**The following is a brief profile of our company and products:**

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The Secretary  
Optical Distributors & Manufacturers  
Association Of Australia  
3 Spring Street  
SYDNEY 2000

APPLICATION FOR MEMBERSHIP

I ..... (name of applicant) of the Firm or  
Company whose title is ...

.....  
and address is

.....  
.....  
HEREBY APPLY for membership of OPTICAL DISTRIBUTORS AND  
MANUFACTURERS ASSOCIATION OF AUSTRALIA LIMITED (hereinafter  
called "the Company").

It is acknowledged that the Company is a company limited by guarantee and in  
the event that the Company be wound up each member agrees to contribute  
such amount as may be required for the payment of debts and liabilities of the  
Company and the costs charges and expenses of winding up the Company such  
amount not exceeding Fifty Dollars (\$50.00) or such amount pursuant to clause 4  
of the Memorandum of Association of the Company.

I hereby agree to be bound by the provisions of the Memorandum and Articles of  
Association of the Company.

DATED THIS.....DAY OF .....20

SIGNED.....

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