



OPTICAL DISTRIBUTORS AND MANUFACTURERS ASSOCIATION

PO Box 264, Terrey Hills, NSW, 2084

Ph: 02 9450 0765

Fax: 02 9450 0962

E-mail: 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 advocacy and lobbying to authorities such as the TGA, ATO and other Government departments on issues facing the optical industry.

ODMA is the publisher of the Eye Talk Reference Guide (in digital and print), and its supplements, Progressive Lens Guide, Contact Lens Colour Card, Equipment Magazine and the LOOKBOOK.

ODMA EXECUTIVE

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

ODMA EXHIBITION

- ODMA is the co-owner (with Optometry Victoria) of O=MEGA, the international optics exhibition held every two years in Australia. ODMA also runs a boutique event called OSHOW.
- O=MEGA 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 exhibitors at O=MEGA events.

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

Optical Distributors and Manufacturers Association of Australia Limited

PO Box 264, Terrey Hills, NSW, 2084 ABN 31 001 783 071

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www.odma.com.au



BENEFITS OF ODMA MEMBERSHIP

ODMA NEWS

ODMA members are kept informed of ODMA activities through regular e-talk bulletins, as well as additional newsletters following specific events such as O=MEGA and OSHOW.

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 an 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 will receive a "free" copy of the latest Analysis of the Australian Eyewear Industry which has been conducted since 2002 and which retails for \$1100.

PRODUCT STANDARDS

ODMA members have input into the 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 of which all members can take advantage.

O=MEGA EXHIBITING

ODMA members who are financial at 30 June in the year prior to O=MEGA events are eligible for a substantial discount on space rental at the O=OMEGA event.

DISPENSING SCHOLARSHIPS

ODMA provides dispensing scholarships to students employed in independent practices wishing to undertake Cert IV optical dispensing studies subject to an application process. All ODMA member staff are automatically entitled to Dispensing Scholarships to undertake Cert IV optical dispensing studies.



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

The Secretary
ODMA
PO Box 264
Terrey Hills, NSW, 2084

Principal's Name: _____

Company Name: _____

Address: _____

Telephone: _____

Fax: _____

Mobile: _____

E-mail: _____

**Number of Employees
(including agents):** _____

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

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The Secretary
Optical Distributors & Manufacturers
Association of Australia
PO Box 264
TERREY HILLS 2084

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 OF20

SIGNED.....

