

FIDE ANNUAL REVIEW 2004 - 2005

OVERVIEW

In light of the increasing international complexity and the global competition, **FIDE** undertakes its role as a "global player" on behalf of its members in the arena of European interests. FIDE remains focused on cooperation and teamwork with relevant European and international associations. Moreover, opportunities for the advancement of the European dental market are deliberated and researched. The Survey on the European Dental Trade is published annually with the European dealers' association **ADDE**. In addition, the **FIDE** International Dental Exhibition Calendar, with the consolidation and input of the trade fair politics of the global association of dentists, the **FDI**.

FIDE EXECUTIVE COMMITTEE

The executive board's term of office has been under the leadership of **FIDE** President **DR. ALESSANDRO GAMBERINI**, who has held this position since 2001.

➤ Election of the New Executive Committee

At the General Assembly in Cologne 2005, the slate of candidates was presented for election. All candidates were unanimously elected for a two-year term of office. Dr. Jürgen Eberlein, a long-time **FIDE** board member, was elected to the office of president, a post which he previously held from 1995-2001.

The officers for 2005-2007 term are:

President	DR. JÜRGEN EBERLEIN (D)
Vice President	DR. ALESSANDRO GAMBERINI (I)
Vice President	KIM SØRENSEN (DK)
Members:	PETER MALATA (A) JEAN-D. WEILL (CH)

FIDE MEMBERSHIP

FIDE represents the interests of more than 550 dental manufacturers affiliated to FIDE through their membership in national dental manufacturers associations in 13 European countries.

Current **FIDE** members include national manufacturers associations from the following countries:

Austria	Italy	Spain	Turkey
Belgium	Germany	Sweden	The United Kingdom
Denmark	The Netherlands	Switzerland	
France	Russia		

The **FIDE** General Assembly was held on April 11, 2005 in Cologne, one day prior to the opening of the **IDS 2005** at **VDDI**'s invitation. The Executive Committee met on 24.11.04 in Paris during the ADF-Congress, and again on April 11, 2005 at the IDS 2005.

➤ **Finances**

The Secretary General reported that the financial situation is very agreeable, with the income and expenditures remaining within the scope of the budget, as in the preceding year. A positive consequence of **FIDE**'s stable financial picture is that there was no need to increase the annual membership fees for 2005 year.

The General Assembly approved the annual Statement of Accounts and Audit Report of December 31, 2004 and allocated the Annual Surplus 2004 to the **FIDE** Assets. The General Assembly granted release to the members of the Executive Committee, and to the Secretary General, for their activities during the fiscal year 2004. The proposed Budget 2005 was approved.

REGULATORY AFFAIRS

The importance of regular and sustained coordination at the European and international level is demonstrated by the various themes and of challenging topics that were under discussion in the business meetings. The impact of the decisions taken by these bodies - whether fundamentally political or material and operational - may not always be immediately discernible to firms which are members of the national associations within **FIDE**. As opposed to individual firms, the associations that make up this federation are authorized as participants or dialog partners.

In many areas, owing to the participation, input and influence of the associations -in Brussels, as a counterpart to their associates in Europe or abroad, to organisations such as **IDM**, **FDI** or institutions outside of the dental branch,- agreements (i.e., the Mutual Recognition Agreement, REACH, WEEE) are concluded. The end results facilitate individual firms' activities in the market, or actually open new markets.

As **FIDE** has no permanent establishment in Brussels, **FIDE**'s interests are represented by delegates, voluntarily placed at **FIDE**'s disposal from German member, **VDDI**, and Italian member association, **UNIDI**, ensuring continuity in the CEN TC 55 & ISO TC 106. In questions of standardization and regulatory affairs, **FIDE** works successfully with other key European industry associations, notably through the long-standing cooperation with **EUROM VI**.

After many years of energetic service to **FIDE**, EU specialist **DIERK BELLWINKEL** has gone into retirement. As board member Mr. Sørensen succinctly pointed out during the April 11, 2005 General Assembly, Mr. Bellwinkel, in the course of his service in Regulatory Affairs, was "always fighting with enthusiasm" for **FIDE**. Mr. Bellwinkel worked closely with, and is succeeded by, **GREGOR STOCK**, a lawyer with **VDDI**, whose background in medical technology, medical devices and healthcare policy provides the expertise for continuity within **FIDE**'s representation in regulatory affairs.

All pertinent information and documents resulting from these sessions may be viewed on the **FIDE** Website under Regulatory Affairs.

http://fide-online.org/regulatory_affairs.htm

EU ENLARGEMENT

FIDE, which preceded the EU schedule by welcoming Turkey as a member in this European dental federation in March 2003, is looking forward to the possibilities and potential of an

expanded European Union, and is consequently open to membership of the new EU countries.

Consequently at the IDS 2005, **FIDE** hosted an Eastern European Exhibitors' Reception aimed at identifying possible contacts for **FIDE** in the new EU countries. Dr. Eberlein gave an overview about **FIDE** activities, and stressed the importance of forming national or regional dental manufacturer's associations in the new EU countries.

EDBC

The European Dental Business Committee (**EDBC**) is a joint body composed of the executive boards of **FIDE** and the Association of Dental Dealers in Europe, **ADDE**. This body meets annually, most recently during the IDS 2005 as well as 26.11.04 in Paris at the ADF-Congress. The meetings serve as an exchange of experiences and opinions on topics which are relevant to both manufacturers and trade. Discussions and debates focus on potential joint measures in reaching common goals. Recurring themes are bar-coding, value added tax, water quality, waste disposal, questions of technical law and regulation and the international exhibition schedule.

On the agenda in Cologne were concerns about safety data sheets, whereby the specialized trade be inclined to have access to the data sheets on the Internet websites of the manufacturer. In Paris, **FIDE** offered a report on the **idm** activities including international trade fairs.

The next **EDBC** meeting will take place on November 25, 2005 in Paris at the ADF.

➤ **Market Survey**

The Survey **2005 EUROPEAN DENTAL TRADE SURVEY (MARKET TRENDS)** is now in its tenth consecutive year of publication. **DENNIS CARROLL**, Chairman of the **FIDE** Working Group Market Statistics, together with **DR. ULRICH WANNER**, Secretary-General of **ADDE**, have undertaken the supervision and completion of this valuable industry publication. In this joint effort, data submitted by the member associations of both **ADDE** and **FIDE** have been synthesized.

The cost of production has remained steady, allowing the 2005 version to be offered at the same price as in the previous years. The Survey is available to **ADDE/FIDE** members at the price of € 65, and to non-members at the price of € 260. More information, with a preview, is available on the **FIDE** website:

http://fide-online.org/market_survey.htm

WEBSITE

Already a presence on the Internet for a number of years, in October 2003, **FIDE** launched a newly-formatted website. Features include the following:

- All information on the website is publicly accessible.

- **NEWS** page with the latest press releases on member association activities and exhibitions.
- An international **DENTAL EXHIBITIONS** and **MEETINGS** Calendar.
- A comprehensive **REGULATORY AFFAIRS** page.
- User-friendly and colourful, with graphics and photos.
- Additional convenient **LINKS**.

➤ **FIDE Exhibition Report**

The Exhibition Report for 2004 has been published. A modification has been made to include a question and short description about the methods used in counting visitors. This report form is sent by the **FIDE** Headquarters to European event organizers following every major European dental exhibition and/or congress. It affords the advantage of comparing exhibitions by employing the same criteria in reporting. The results are published in graph form on the **FIDE** website.

FIDE HEADQUARTERS

The General Secretariat of **FIDE** is located in the heart of Europe in Cologne, Germany through the auspices of its member association, **VDDI**. The **FIDE** headquarters team works in the interests of their member associations, carrying out the day-to-day business of **FIDE** and Executive Committee directives, in addition to the coordination and execution of liaison and logistical matters. The Secretariat maintains editorial responsibility for the Website and is also responsible for public relations.

In 2005, a number of changes occurred within the **FIDE** headquarters. **FIDE** said farewell to long-time Secretary General **HARALD RUSSEGER**, who left to pursue a very active retirement. **DR. MARKUS HEIBACH**, Managing Director of **VDDI**, installed as the new Secretary General at the November Executive Committee meeting, was formally introduced at the April General Assembly. No novice to the international lobby arena, Dr. Heibach has previous association experience, and functioned in the honorary position as Secretary General of the CLCCR, the Liaison Committee of the Body and Trailer Building Industries, which was composed of 11 European national associations.

In mid-February 2005, Office Director **MARCIA R. SHELTON** took on the challenge of moving the **FIDE** office into the new **VDDI** headquarters in the Aachener Strasse 1053-1055, not far from the old office building. All was in place in time to concentrate on preparations for the **FIDE** General Assembly & Executive Committee Meetings at the IDS 2005.

The new FIDE contact information is the following:

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