

Why Should I Belong to My Industry's Trade Association?

Janice Schramm, President
Contact Lens Manufacturers Association



No doubt that you have been presented with that question. For me, it's a given that my company is a member of the Contact Lens Manufacturers Association (CLMA). To some it is a consideration that is continually questioned.

“What is the value in my membership?”

The answer to that question is broad. I could write in great length of the many benefits that are available to all members who take every opportunity presented and use all of the resources that the CLMA provides. However, I'll save those thoughts for a later date. Right now, I am compelled to write about one particular benefit your trade association membership offers.

Although we face similar challenges every day, our companies are all unique. The manufacture of gas permeable and custom soft contact lenses is often referred to as a “cottage industry.” Who, other than our fellow CLMA members, is equipped to assist us in the event of a situation that creates a hardship or dilemma, which, consequently, affects our ability to supply our customers with the quality product that they expect within the timeframe to which they are accustomed. *The friendships that we make within the CLMA membership are worth their weight in gold.*

As an example, I'll share a situation that recently occurred at my company. For several days, a piece of laboratory equipment was playing the key role in causing stress and unwanted turmoil. During the seemingly endless repair process, it became necessary to contact a couple of alternate laboratories to inquire whether they might be able to take on additional lens orders and assist with our workload. In a very short time, some very good friends were manufacturing lenses at a nominal fee and expediting the shipping so that we could seamlessly accommodate our customers. Their assistance was a considerable relief to our crew and the overall morale in our laboratory.

Our manufacturing facility is now back to full speed and we have corrected the problem. We are now able to operate with a contingency plan in place. We realize what a benefit of enormous value it is to be able to rely on industry friends. We also realize the importance of a back-up system and a system for the procurement of replacement parts obtainable in a reasonable amount of time.

While investigating our options and creating a plan to be better prepared for such unfortunate events, we discovered another very important benefit that is also available to us, as members of the CLMA. The Sentry Insurance program is tailored specifically to suit our needs as manufacturers and business owners. The property coverage you receive from Sentry Insurance automatically includes Equipment Breakdown Coverage. This insurance will cover loss that results from accidental breakdown of electrical and mechanical equipment, air conditioning, refrigeration, boilers, pressure vessels, and production and processing equipment. An Equipment Breakdown loss will be valued either on a replacement Cost Value or Actual Cash Value basis depending on how the property policy is programmed. If you haven't already called your Sentry Insurance representative in your area, I suggest you make that call and inquire about the full benefits that have been created around the unique needs of every CLMA member. You can also visit their booth during our Annual Meeting.

The next time that you are presented with a question about the value in belonging to your trade association, I sincerely hope that you have an automatic answer by saying, “Why wouldn't I belong to my association? My company relies on my ability to protect myself with a little help from my friends and ample insurance coverage.”

One should never say never and one should never say no because you never know.

CLMA Committee Activities

Associate Members

Jim Drain, Chair
DAC International, Inc.
Jdrain@dac-intl.com

The committee has determined that as of this date, 3 companies will be bringing lathes to our Annual Meeting and Exhibition - November 8-10, 2007 at the Hyatt Regency Tamaya Resort and Spa located between Albuquerque and Santa Fe, New Mexico. The convention committee is working with the associate members committee to see that proper air will be provided. The companies that have committed to bringing their lathes are: Contamac Inc and Contamac US, DAC International and Sterling Ultra Precision. Other equipment suppliers will also be visible and supporting your needs as contact lens manufacturers such as Larsen Equipment Design and Polychem USA, Inc. This annual exhibition promises to be a full service arena dedicated to bringing you the latest advances in our industry. You won't want to miss it.

If you have any ideas for our associate members, I would love to hear from you.

Awards Committee

Daniel Bell, Chair
Corneal Design Corporation
danbell12@aol.com

Several names have been submitted for various awards. We are still looking for more names to be submitted from the members.

Convention Committee

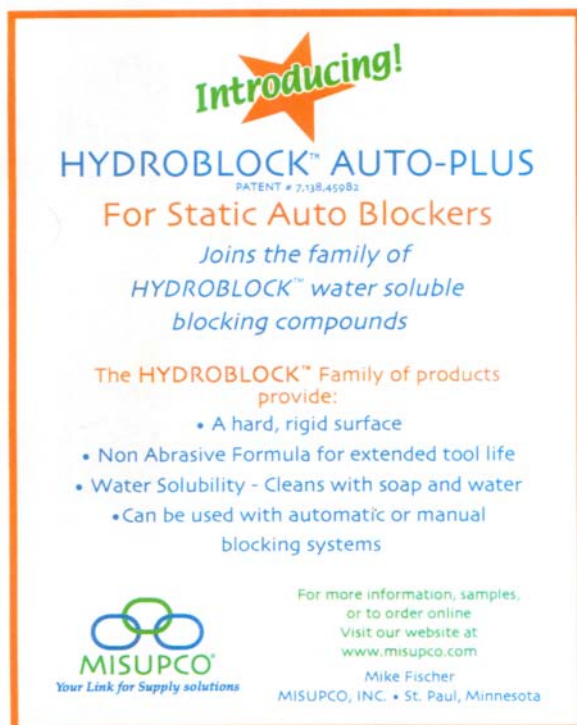
David Bland, Chair
B & L - the Boston Group
david.bland@bausch.com

The convention plans are coming together nicely. The initial outline of the program has been determined as have the events for the meeting. Now in development is a combined Exhibitor and General Registration brochure. This differs from last year in that two separate brochures were created, one for exhibitors then a second for general registration.

Combining all registrations into one brochure will enable the CLMA to get the meeting information out earlier and allow all to register as early as possible. This brochure should be ready for mailing in early July.

The initial exhibit hall booth diagram has been received from the drayage company. Members of the committee met with the hotel on June 25th to ensure the proposed set up will function properly given we will have all the lathe companies exhibiting this year. In addition we are in the process of securing the proper compressor and dryer from a rental firm for the operation of the lathes.

Finally and very importantly - **40 %** of our room block is already booked for this meeting and the meeting is still nearly 6 months away! **This is very early to be this far along with room bookings.** If you haven't booked your rooms then do so now to ensure your room. Please visit www.clma.net and take either the link found on our home page or the link provided under our Annual Meeting information to make your reservation with the Hyatt Regency Tamaya Resort and Spa.



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GP Lens Committee
Dr. Robert Breece, Chair
MedLens Innovations, Inc.
Drbreece@yahoo.net

Internal Affairs Committee
Al Vaske, Chair
Lens Dynamics, Inc.
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WINK Productions, Inc. has submitted the script for the video production for Vistakon's Vision Care Institute. The script is undergoing final review by the GP Lens committee members and many have already provided thoughtful comments and suggestions. We are planning to have this project completed in time to provide the students attending the VCI program this fall with an understanding of the role of gas permeable lenses in their practice. This represents one of the best opportunities to present the message to these future eye care practitioners as well as introduce the resources available from the CLMA/GPLI.

Also, WINK Productions, Inc. has submitted the script for the Application and Removal Video to the committee. Based on the demand for our other care and handling materials, we expect this new, updated video to be widely distributed. Everyone who has seen both of these scripts is favorably impressed; the staff at WINK Productions, Inc. has once again shown why we put our faith in them to make us look good. We also need to thank Mike Johnson for investing his time in working with WINK Productions, Inc. on these videos. Mike's volunteering gives the productions the input from an experienced GP practitioner and CLMA member.

The Article Incentive Plan (AIP), the writing and publication of articles that focus on gas permeable lenses, specifically the clinical or practice management aspects, is currently undergoing evaluation.

Government Affairs Committee
Daniel Bell, Chair
Corneal Design Corporation
danbell12@aol.com

Grant application for education programs is pending approval of the 2008 budget request.

The Internal Affairs Committee is continuing the budget process for the 2008 budget. All committee heads need to submit their funding requirements by Monday, July 16, 2007.

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A Mother and Father had just given their teenage daughter a key to the family car. On Saturday night she went to a party and returned home late. The next morning her father went out to the driveway to get the newspaper and came back into the house frowning. At noon, the girl sleepily walked into the kitchen, and her father asked her, "Sweetheart, what time did you get in last night?" "Not too late, Dad," she nervously replied. "Well, then," her father said, "I guess I'll have to talk with the paperboy about putting my paper under the front tire of the car."

.....The American Legion Magazine/July 2007/pg. 80



International Committee

Bill Hoffman, Chair
The Lagado Corporation
lagado@mac.com

The International Committee (Bill Hoffman and Dave Rusch) continues work on the CLMA International Newsletter. We have been advised that an Associate member has submitted a large mailing list of International laboratories for CLMA to use for this project. The committee plans to send the first newsletter by email as soon as the database has been cross referenced and updated.

Membership/Membership Services

Ken Leonhard, Co-Chair
Quality Contact Lens, Inc.
Ken@qualitycontactlenses.com
Chris Pantle, Co-Chair
DAC International, Inc.
Cpantle@dac-intl.com

The Members Services and Membership Committee are asking for your thoughts and ideas on how to build on the success we have had on our 2007 Membership Directory booklet. We were able to cover our cost with the help of advertisers putting ads in the booklet to sell their services and products to our members. The goal is to make this booklet a valuable tool for you and your lab. Advertising is what makes this possible - those labs that manufacture a proprietary design and would like to sell through distributors (CLMA Members) - this would be your booklet to do it with.

Send us your ideas. (Here are 3 that were submitted)

- 1) List or show on a calendar - Optical Conventions for the upcoming year.
- 2) Code of Ethics
- 3) Photo of the CLMA Board Members
- 4)*******your idea*******

Nominating Committee

Daniel Bell, Chair
Corneal Lens Design, Inc.
Danbell12@aol.com

Please continue to submit names to serve on the CLMA Board of Directors. Two regular

representatives and one Associate member representative seats are available.

Program Committee

Jan Svochak, Chair
Tru-Form Optics, Inc.
Jan_svochak@tfoptics.com

The CLMA is honored this year to announce Dr. Earl Smith III as the Keynote Speaker at the 46th CLMA Annual Meeting and Exhibition. Dr. Smith will share his recent findings that support a non-traditional optical approach for slowing the progression of myopia.

Other program topics will include:

Utilizing the newest CLMA sponsored practitioner and patient tools.....Ursula Lotzkat

Developing and implementing your own academic program....Dr. Ed Bennett and Ursula Lotzkat

Keratoconus: *A case for GPs*.....Patrick Caroline, COT, FAAO

FDA, how are you doing? *Compliance, Inspection & Approvals*.....Marty Dalsing and Tom McCarthy

Wavefront technology in Contact Lenses, *From aberration control and high definition lenses to more complex applications*....Dr. Dan Neal, Dr. Eef van der Worp, Tony Hough

Automating the fitting process of GP lenses, *a distinguished international panel of experts will present their experiences and progress in going from topography to a finished lens.*

An interesting, yet diverse program will be presented with something for everyone from your company. Make plans to attend **YOUR MEETING!**

Make your hotel reservations NOW. Access the link to make your hotel reservations at www.clma.net.

Technical Affairs Committee

Arch Holcomb, Chair
Westlens, Inc.
Westlens@aol.com

Since this is an off year for the *Seal of Excellence in Manufacturing*, the Technical Affairs Committee is involved in the inclusion of a presentation on FDA related matters (specifically how to survive an FDA inspection) at the meeting in New Mexico in November. Tom McCarthy and Marty Dalsing are teaming up to present to the membership an outline of how to survive an FDA inspection. This may seem a dull and boring topic except by those that have been through such an ordeal. Giving the members an outline by which to evaluate their own processes and prepare themselves for an inspection not only provides them a sense of confidence, but also makes their processes more accurate, efficient and thorough. If manufacturing problems or product recalls occur, they have the paper trail to either solve the problem or pin down the offending lots of raw materials that are being recalled. This makes life easier and their business more secure.

Also, the Technical Affairs Committee would appreciate feedback (email) on the perceived value by the membership at large of the *Seal of Excellence in Manufacturing* (SOE) process. An informal poll of the board showed enough interest in the SOE to continue it another round, but I would encourage CLMA members to email me at westlens@aol.com and express their opinions of the SOE going forward.

GP Lens Institute Update

Edward S. Bennett, OD, MEd
Executive Director



Our academic program for the 2007-2008 CL & Cornea Residents will occur the weekend of August 24, 2007 at Ohio State University in Columbus, OH. Fully funded and supported by the membership of the CLMA, twenty three (23) newly appointed residents will gather for 2 ½ days of GP

contact lens education, hands on experience with actual patients in a clinical environment as well as fellowship with each other. Under the coordination of WINK Productions, Inc. we have put forth an outstanding weekend of learning to encourage each of these residents to acquire an ease of fitting with GP contact lenses and to incorporate the advantages of GP lenses in their clinicals, with fellow students and ultimately in their private practices.

Have You Read About... Current News Releases Received

6/4/07 - Paragon Vision Sciences Receives FDA Approval for Expanded Indications for Paragon GP Materials

6/5/07 - Paragon CRT® Get's a New Laser Mark
For more information contact pfcoggins@aol.com

7/1/07 - Misupco, Inc. announces a new grade of Hydroblock™ - Auto-Plus has been developed to address the industry's need for a water soluble blocking compound that is both hard and easy to deblock.

For further information, contact mikef@msiupco.com or call 651-353-8632.



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The next issue of THE CONTACT REPORT - August, 2007

Make your hotel reservations to attend the 46th Annual CLMA meeting and Exhibition - www.clma.net.