

DIAC FACTS



Join us for the **DIAC Annual General Meeting**

May 5, 2017

The Fairmont Royal York,
Tudor 7&8, Main Mezzanine Level
100 Front St W, Toronto



Julie Charlestein,
Premier Dental Products

Wins, Losses and Lessons: A Century of Evolution **Guest Speaker: Julie Charlestein**

Julie Charlestein is a 4th generation leader at Premier Dental Products Company. Started in 1913 by her great grandfather Julius Charlestein; Premier develops, manufactures and distributes innovative consumables to the dental professional worldwide. Julie currently serves as President & CEO.

A native of Philadelphia. Julie attended Emory University for her undergraduate studies and Temple University for her graduate work.

In her role at Premier, Julie was voted to The Top 25 Most Influential Women in Dentistry by Dental Products Report. Julie is proud to serve on the Board of Overseers for The University of Pennsylvania School of Dental Medicine, the

Dean's Advisory Council of Temple University Dental School, as well as the Board of the Alliance for Oral Health Across Borders. She also serves on the Board of ASDOH (Arizona school of dentistry and oral health).

Julie is an honorary member of Alpha Omega Dental Fraternity, and sat on the Board of Directors of the Dental Trade Alliance, where she Chaired the Government Relations Committee. She also served on the Dean's Advisory Board of the School of Dental Medicine at Harvard University

Julie is also a member of The Young Presidents' Organization (YPO), and sits on the Board of Directors for the ALS (Lou Gherig's Disease) Association.

Welcoming New Board Members to Diac

DIAC is thrilled to welcome three strong and experienced new directors to our board. Sindy Herrera CAD/CAM Marketing Manager Ivoclar Vivadent, Dave Sammut Ontario Sales Manager Sinclair Dental and James Ryan Managing Director Canada Patterson Dental



Sindy Herrera is the Clinical CAD/CAM Marketing Manager of Ivoclar Vivadent, Inc. Canada. From 2013 until today, her mission is to lead innovative and quality products into the modern age of marketing.

Having worked for a dental dealer and manufacturer for over 10 years, Sindy's strong background in marketing is evident. Passion goes into the design, execution and follow through for every campaign she creates while keeping a close eye on ROI and growth potential.

Sindy holds a degree in Business Marketing from Sheridan College.



Dave Sammut is the Director of Sales and Business Development for Sinclair Dental Co. Ltd. He started with the company in 2006 and has enjoyed his tenure with this family run organization.

In his downtime, he enjoys spending time with his wife and three children, and playing hockey. He has a love for all sports and believes the maple leaves might one day win the cup.... we all have to have dreams.



James Ryan is a passionate leader, husband and father and is currently the Managing Director at Patterson Dental/Dentaire based in the corporate offices in Montreal, Quebec.

He graduated from the US Naval Academy in Annapolis, MD and began his military career in naval aviation as a Naval Flight Officer, eventually retiring with the rank of Commander. After a 13 year career Silicon Valley, California, he began a career in Dental. After a short stint with Sirona, he moved his family to Roseville California to become the General Manager of the Patterson Dental Branch in Sacramento, eventually earning Branch of the Year honors in 2013.

NEWS

DIAC

Dental Industry Association of Canada

Suite 407, 18b – 3200 Dufferin Street

Toronto, ON M6A 0A1

www.diac.ca info@diac.ca



KULZER
MITSUI CHEMICALS GROUP

Heraeus Kulzer LLC in South Bend, Indiana is changing its name and logo effective July 1, 2017. At that time, the company will simply be called Kulzer and noted as a member of the Mitsui Chemicals Group



MNP
LLP

Tax Alert - U.S.

IRS Announcement of International Campaign Targeting Foreign Corporations

The IRS Released the “Form 1120-F Non-Filer Campaign” on January 31, 2017 as follows:

Foreign companies doing business in the U.S. are often required to file Form 1120-F. IRS has data suggesting that many of these companies are not meeting their filing obligations. In this campaign, IRS will use various external data sources to identify these foreign companies and encourage them to file their required returns. If the companies do not take appropriate action, IRS will conduct examinations to determine the correct tax liability. The goal is to increase voluntary compliance by foreign corporations with a U.S. business nexus.

Carestream

ROCHESTER, N.Y., April 13 — Carestream, working with its parent company, Onex Corporation (TSX: ONEX), has entered into an agreement to sell its dental digital business to funds managed by Clayton, Dubilier & Rice (CD&R), a leading global private investment firm, and CareCapital Advisors Limited (CareCapital),

a specialist investment platform focused on dental and consumer health in Asia and part of Hillhouse Capital Management (Hillhouse). The new independent company will be named Carestream Dental...

Visit us at: <http://www.carestream.com/publicNewsEventsArticle.aspx?vertical=news&id=478863>



Changing the Face of Orthodontics Together

Dentsply GAC and Dentsply Raintree Essix - Part of the Global Strategic Business Unit Dentsply Sirona Orthodontics

Islandia, NY - Recently DENTSPLY and Sirona united to form the world's largest manufacturer of professional dental products and technologies - Dentsply Sirona. With the formation of this new company, we are proud to introduce Dentsply Sirona Orthodontics, a division that includes Dentsply GAC and Dentsply Raintree Essix.

Bradford Clatt – Vice President, Orthodontics: “We are still very much two businesses aligning under one strategic business unit to leverage our assets across our product lines at a level that no other company in the orthodontic space can match.”

This alignment under Dentsply Sirona Orthodontics will strengthen both businesses and product lines by leveraging our infrastructure of capabilities to support the customer.

For more details visit: <https://www.dentsplysirona.com/en-us/news/changing-the-face-of-orthodontics-together.html>

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TECHNORAMA™ 2017

Technorama 2017 was a huge success. With 1000 attendees over two days, it was one of the busiest shows to date. Whether you were an exhibitor, speaker or attendee, this year's show added value to the dental industry.

There was an education-rich schedule of 21 seminars. With the digital age upon us and many attendees starving for knowledge, many of the seminar rooms were standing room only.

We were thrilled to have 54 companies, occupying 76 exhibit booths. Over 217 exhibit staff were there to showcase their products and services.

Thank-you to Henry Schein for providing the delegate conference bags, and 3M ESPE for sponsoring the hospitality evening.

Thank-you to the ADTO, DAO and DAC for supporting Technorama this year. Without your members' support, the show would not be as successful.

Finally, I would like to thank all the DIAC volunteers that were involved to make this show a success.

Next year's show is scheduled to be April 6-7, 2018 at the Hilton Suites in Markham. See you there!

Bill Dowe, B.A., Bus. Econ., CSP
Technorama Chairperson
Dental Industry Association of Canada



Remembering Dean Rusland

1960 – 2017

It is with great sadness that we mourn the recent passing of Dean Rusland, National Accounts Director for Canada at DIAC member Medicom. After a brief, but fierce battle with cancer, Dean passed away sadly on March 3rd, 2017. During the 17 years Dean worked at Medicom, he endeared himself and built strong and lasting relationships with many folks in the Canadian Dental Industry. It did not matter whether you were an end-user customer, a distributor, or a competitor, Dean was your friend. Some words and attributes that immediately come to mind when we think about Dean:

- | | | | |
|------------------|---------------------|---------------|----------------|
| - Love of life | - Positive attitude | - Hardworking | - Selflessness |
| - Love of family | - Warmth | - Sincerity | - Competitive |
| - Courageous | - Loyalty | - Generous | |

Dean exhibited all of these fine attributes

Dean was highly devoted to his wife Helen and 4 wonderful boys Taylor, Jordan, Mathew and Blayne. He had an unbelievably strong sense of family values. Those who knew him would be in awe of the respect and love that Dean showed to his wonderful family. His world revolved around them – they were the centre of his universe.

The Canadian Dental Industry is much poorer for this loss. Dean will be missed greatly by all of us who knew him.

Save the Date:



Join us for the **DIAC Annual General Meeting**

May 5, 2017

The Fairmont Royal York,
Tudor 7&8, Main Mezzanine Level
100 Front St W, Toronto

May 4 - 6, 2017
Metro Toronto Convention Centre, South Building

The Ontario Dental Association invites you to join us for the 150th Annual Spring Meeting (ASM150), taking place at the Metro Toronto Convention Centre from May 4 – 6, 2017. Now in its 150th year, the ASM attracts over 12,000 attendees, and features 75,000 square feet of exhibit space and over 300 exhibiting companies from across Canada, the United States and internationally.

ODA's 150th Anniversary Bash

Join The Celebration!

Date: Thursday, May 4, 2017

Time: 6 to 10 p.m.

Location: Metro Toronto Convention Centre, Hall C, North Building

Register now: <https://www.xpressreg.net/register/asmm0517/start.asp>



JDIQ 2017

May 28 - 5:00pm - 7:00pm

L'Assommoir Notre Dame, 211 Rue Notre-Dame Ouest
Montreal, Quebec H2Y 1T4 Canada

May 28, 2017

Montreal (JDIQ)

3rd Annual DIAC Social Event
from 5pm to 7pm



RSVP to
Marcell@DIAC.ca

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