

APPENDIX 1

Rates of import duties levied on selected dental goods

	<i>United Kingdom</i>								<i>EEC</i>		
	<i>Full Rate</i> 1975 %		<i>From EEC</i> 1975 %		<i>From Commonwealth</i> 1975 %		<i>From EFTA</i> 1975 %		<i>CCT*</i> %	<i>From United Kingdom Present</i> 1977 %	
Dental alloys, dental cements and other dental fillings	13·6	12·0	6·4	Free	7·2	12·0	Free	Free	12·0	4·8	Free
Dental plate—fixative preparations	10·3	11·2	3·6	Free	6·7	11·2	Free	Free	11·2	4·4	Free
Dental waxes	9·4	10·4	3·2	Free	6·2	10·4	Free	Free	10·4	4·1	Free
Dental instruments and appliances, incorporating optical elements	12·8	8·0	8·0	Free	4·8	8·0	Free	Free	8·0	3·2	Free
Other dental instruments and appliances (including burs)	8·8	8·0	4·0	Free	4·8	8·0	Free	Free	8·0	3·2	Free
Artificial teeth and dental fillings	7·0	7·0	3·2	Free	4·2	7·0	Free	Free	7·0	2·8	Free
Apparatus based on use of X-rays	8·9	6·5	5·0	Free	3·9	6·5	Free	Free	6·5	2·6	Free
Dental furniture	8·2	7·0	4·0	Free	4·2	7·0	Free	Free	7·0	2·8	Free
Dental brushes	17·0	15·0	8·0	Free	16·2	15·0	Free	Free	10·0	4·0	Free

*Common Customs Tariff (also known as Common External Tariff).

APPENDIX 2

Dentsply International Inc Divisions and subsidiary companies

USA	Dentsply International Inc Dentsply—York Division L D Caulk Division Ransom and Randolph Division F & F Koenigkramer Division Imperial Optical Manufacturing Division Dentsply Puerto Rico Division US Optical Frame Division Denslite Lens Division Export Division Duling Optical Corporation Duling Optical Corporation of South Dakota Kindy Optical Corporation
Puerto Rico	Dentists' Supply Company of Puerto Rico
Italy	De Art SpA (50 per cent owned)
France	Dentalina SA
Argentina	Dentsply Argentina SA CeI
Australia	Dentsply (Australia) Pty Ltd
Mexico	Dentsply—Caulk de Mexico SA de CV
United Kingdom	Dentsply Ltd
Brazil	Industrias Dentarias Dentsply SA
West Germany	Dentsply GmbH Zahnfabrik Wienand Soehne & Co GmbH (86.4 per cent owned)
Canada	Dentsply Canada Ltd

All subsidiaries are 100 per cent owned unless otherwise stated.

APPENDIX 3

Dentsply International Inc
Adjustment of financial data

As stated in paragraphs 39, 42 and 43 Dentsply considered that the figures taken from the annual accounts for the years indicated in those paragraphs should be adjusted for 'pooling of interests'. The adjusted figures as supplied by Dentsply and the comparable figures taken from the audited accounts are given below.

Paragraph 39

		<i>Adjusted for pooling of interests</i>	<i>Taken from audited accounts</i>
		1969	1969
Capital employed	£'000	14,239	14,084
Sales	£'000	20,142	19,205
Profit before interest and taxation	£'000	3,867	3,804
Percentage return on capital employed		27.2	27.0
Percentage return on sales		19.2	19.8

Paragraph 42

Sources and uses of funds statement.

Sources

	<i>Adjusted for pooling of interest</i>		<i>Taken from audited accounts</i>	
	1969	1970	1969	1970
	£'000	£'000	£'000	£'000
Profit before interest and taxation	3,867	3,703	3,804	3,703
Interest	(44)	(178)	(41)	(178)
Taxation	(1,935)	(1,644)	(1,909)	(1,644)
Dividends	(1,178)	(1,192)	(1,173)	(1,192)
Adjustments relating to prior years	—	—	(498)	(133)
Retained profits	710	689	183	556
Depreciation and amortisation	427	513	415	513
Deferred taxation	53	32	(199)	32
Minority shareholders movements	4	6	5	6
Net cash flow from profits	1,194	1,240	404	1,107
Bank balances and marketable securities	1,786	(187)	1,734	(213)
Share capital issued less repurchases	(878)	(212)	(511)	21
Long term liabilities	27	2,925	62	2,988
	<u>2,129</u>	<u>3,766</u>	<u>1,689</u>	<u>3,903</u>

Uses

Working capital				
Stock	623	975	1,061	1,159
Debtors	(158)	770	76	844
Creditors	405	(759)	(101)	(950)
	<u>870</u>	<u>986</u>	<u>1,036</u>	<u>1,053</u>
Fixed assets, goodwill and other assets acquired (less disposals)	1,259	2,780	653	2,850
	<u>2,129</u>	<u>3,766</u>	<u>1,689</u>	<u>3,903</u>

Paragraph 43

Balance sheets as at 31 December 1968

	<i>Adjusted for pooling of interest</i> £'000	£'000	<i>Taken from audited accounts</i> £'000	£'000
Fixed assets				
Land and buildings at cost	3,158		2,715	
Plant and machinery at cost	4,753		4,482	
	<u>7,911</u>		<u>7,197</u>	
<i>Less: Accumulated depreciation</i>	3,872	4,039	3,532	3,665
Goodwill	239			
Other assets	194	433		927
	<u> </u>			
Investments in subsidiaries		—		401
Current assets				
Stock	5,478		4,859	
Debtors	3,535		3,227	
Debtor for sale of business	776		776	
Cash and marketable securities	3,122		3,044	
	<u>12,911</u>		<u>11,906</u>	
Current liabilities				
Creditors	2,256		1,632	
Taxation	474		400	
	<u>2,730</u>		<u>2,032</u>	
Net current assets		<u>10,181</u>		<u>9,874</u>
Long term liabilities		14,653		14,867
		223		125
		<u>14,430</u>		<u>14,742</u>
Share capital		1,876		1,997
Share premium account		1,658		1,509
Retained earnings		10,756		11,179
		<u>14,290</u>		<u>14,685</u>
<i>Less: Shares repurchased</i>		58		387
		<u>14,232</u>		<u>14,298</u>
Minority interests		60		56
Taxation equalisation account		138		388
		<u>14,430</u>		<u>14,742</u>

APPENDIX 4

A D International Limited Subsidiary companies and trade investments

United Kingdom operations

Manufacture

Hallam Dental Ltd (London)	Dental and medical accessories
Diamond Precision Tools Ltd (London)	Diamond dental burs and diamond coated products for industry
A D Engineering Company Ltd (Walton)	Dental equipment and instruments; medical equipment
Amalgamated Dental Chemicals Ltd (Weybridge)	Dental and medical chemical products
A D Engineering Ltd (Gloucester)	Tungsten carbide dental burs
Dental Manufacturing Engineering Ltd (Blackpool)	Dental equipment and precision instru- ments
Lynton Waxes Ltd (Erith)	Dental waxes

Wholesale

Amalgamated Dental Trade Distributors Ltd (London)	
The Dental Manufacturing Company (Sales) Ltd—Wholesale Division (London)	
A D Distribution Ltd (Walton)	Warehousing

Service

ADI Services Ltd (Weston-Super- Mare)	
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Retail

Claudius Ash, Sons & Company Ltd (London)	
The Dental Manufacturing Company (Sales) Ltd—Retail Division (London)	
Killiner McCourt Ltd (Belfast)	
Robert McPherson Ltd	Mail order

Finance

Dental Rentals Ltd	Leasing of dental equipment
Micro Turbines Ltd	Royalty income from dental patents

Trade investments—retail

Baxters of Bradford Ltd
William Carruthers & Company
Davis Schottlander & Davis Ltd Mail order

Non-dental

Keith Wilson Ltd
 (Sunbury-on-Thames) General light engineering
CMW Laboratories Ltd
 (Blackpool) Bone cement
ADI Plastics Ltd (Blackpool) Acrylic polymer products for industrial
 (and some dental) uses
Medical & Industrial Equipment Ltd
 (London) Medical equipment

Overseas operations

Manufacture

De Trey Frères SA (Switzerland)—Chemicals
De Trey GmbH (West Germany)—Chemicals
The Amalgamated Dental Co of South Africa (Pty) Ltd—Chemicals
Quétin SA (France)—Equipment

Wholesale

Société De Trey SA (France)
De Trey GmbH (Wiesbaden, West Germany)
The Dental Manufacturing Company GmbH (West Germany)
A D International (Australia) Pty Ltd
The Amalgamated Dental Co (Canada) Ltd
Claudius Ash Inc (USA)

Retail

Société Française et Ash Réunis SA (France)
Tourdent-Blondeau SA (France)
Dental Houses of Australia Pty Ltd (Australia)
John T Jennings Pty Ltd (Australia)
P Grant Smith (Pty) Ltd (South Africa)
National Refining Co Ltd (Canada)
Canadian Dental Supply Ltd

Trade Investments

Manufacture Ash de Trey SA (Argentina)—Chemicals
 Dental Products of India Ltd—Chemicals
 Ultradent Private Ltd (India)—Equipment
 De Art SpA (Italy) (subsidiary of Dentsply)—Teeth

Non-dental

Groupement D'Intérêt Economique Dentaire (France)—Property company
Société Immobilière Solifa (France)—Property Company

APPENDIX 5

**A D International Ltd
Research and development organisation**

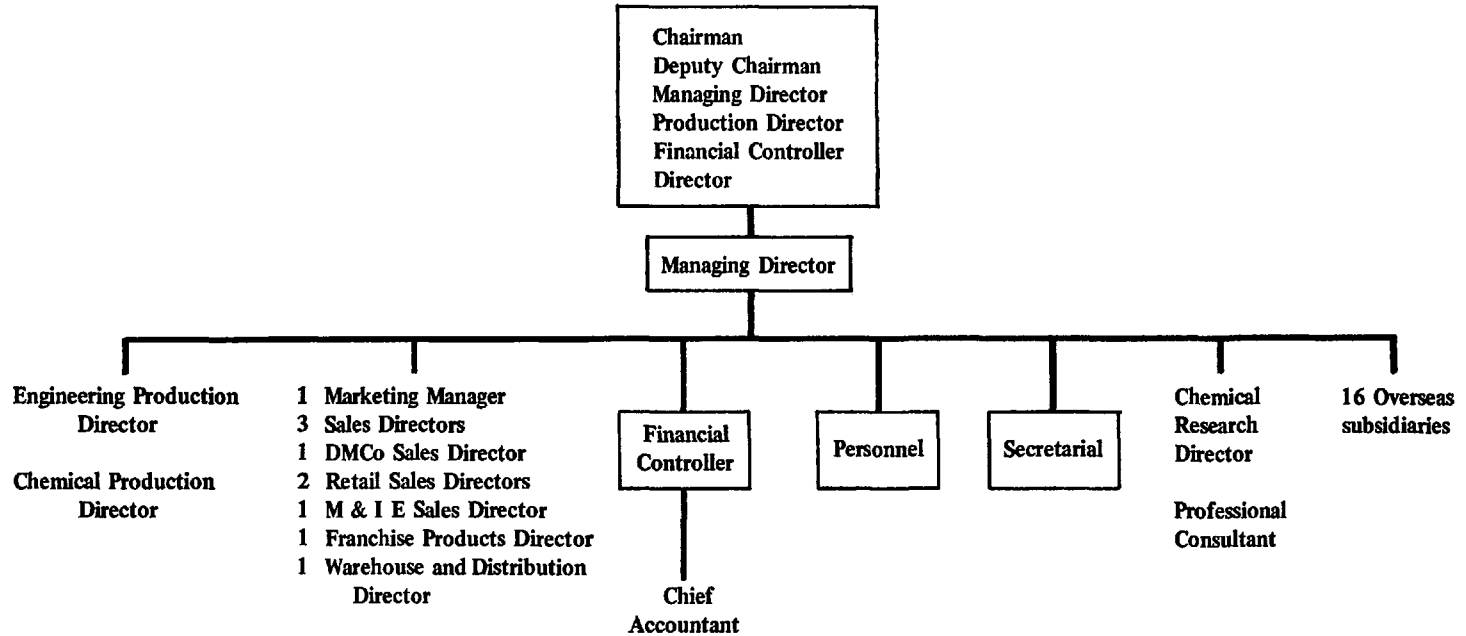
<i>Subject</i>	<i>Location</i>	<i>Number employed</i>
Chemical	Broadwick Street London	32
Chemical	De Trey Zurich, Switzerland	8
Bone Cement	CMW Laboratories Blackpool	2
Polymer	ADI Plastics Blackpool	2
Engineering	A D Engineering Walton-on-Thames	16
Engineering	Quétin Nantes France	4
Precision Engineering	D M Engineering Blackpool	6
		—
	Total	70
		—

This total excludes specialists employed in production departments designing and developing burs, forceps and hand instruments.

APPENDIX 6

**A D International
Present organisation chart**

BOARD OF DIRECTORS



APPENDIX 7

**A D International
Future organisation chart**

BOARD OF DIRECTORS

