



OANY Views

President's Message

The leaves are changing color, the holidays are around the corner and the fall season of OANY is in full bloom. We have had 2 very exciting meetings and our November meeting will be more of the same. We are enjoying our new location and most of you that have attended a meeting have had positive feedback. Your Executive Board has been working hard to make future meetings both interesting and informative. I would first like to thank Nick Palmiotto from Morel Eyewear for making the long journey

to sponsor our meeting. Nick showed us some beautiful frames and a line well worth looking at. We are sorry that Ed Svec was unable to attend but you can always contact him for

President's Message

more information. I would also like to thank Mike Sparacino from Blu-Tech for a most informative seminar on

Blu-Tech lenses. It was greatly appreciated. This month we have a dual sponsor in Luxottica and Tri-Supreme. Both companies have always been very supportive of OANY and we greatly appreciate them being there. A special thanks to this month's speaker, our own Mark Cohen who will be bringing his Alex Trebeck impression to his version of Optical Jeopardy. It should be a great meeting and a lot of fun as well. It will also be good for a continuing education credit. We will have more information

(Message on page 5)

The Opticians Alliance of New York meets the 3rd Thursday of the month.

Schedule, sponsors and speakers are subject to change

2015-2016 Schedule

- November 19, 2015
Tri-Supreme Optical
Luxottica
December 17, 2015
20/20 Vision Center
CE Presentation:
Refraction Re-Imaged
- January 21, 2016
21st Century Optical
A&A Optical
- February 18, 2016
To be announced
- March 17, 2016
MH Optical



Join us at our upcoming meeting on
Thursday, November 19, 2015
at the Holiday Inn Plainview



Sponsor: Tri-Supreme Optical/Luxottica
Speaker: Mark Cohen
Presentation: Optical Jeopardy
CE Credit 1 Ophthalmic Dispensing Credit

Continuing Education Speakers

Dr. Joseph Bacotti

Mark Cohen

Ray Dennis

Herb Fletcher

Eric Meyers

Robert Russo

Barry Santini

and many others

General Information

- It is the responsibility of all members to sign in at the beginning of the meeting. This means sign-in on at least 2 sheets and sometimes 3. You will not receive credit for the continuing education course if you are not signed in. Our CE provider and that of the New York State Education Department prohibit issuance of credits to anyone who has not properly signed in or has not stayed for the complete course.
- If you have received a notice that your membership has to be renewed, please send in your check today. Better yet, if you're attending our upcoming meeting, bring your check with you. Remember when renewing your membership, it must be in the form of a separate check. If you're writing a check from your business, we kindly request that you *clearly print your name on your check* so we can properly credit you. We regret that if your dues is not paid and up to date, you will not receive your CE credits.
- Donated gifts for our raffle are greatly appreciated and will be acknowledged
- Check your e-mail daily or call any member of the Executive Board for updates to our schedule for our upcoming meeting.

Dinner Menu and Schedule of Events for Our November Meeting

7:00 to 8:00PM Social hour, buffet dishes, meet with sponsor

(Cash bar until 7:30PM)

8:00 to 8:30PM Business meeting

8:30 to 10:00 PM Continuing education and raffle

Please note that no liquor can be ordered after 7:30 and no alcoholic beverages can be brought into the meeting room after 8:00

Buffet Dishes

Buffet Medley

Salad

Classic Caesar Salad

Choice of Entree

Turkey w/trimmings

Beef /w Broccoli

Salmon with a mustard glaze



All served w/vegetables and potato

Dessert

Sliced cake or Chef's choice

Coffee & Tea

- Dinner is \$40 per person
- 50/50 raffle optional.
- Please bring exact cash or check for dinner.
- Can't make dinner? Come for the CE credits!

Kosher meals are available

- Contact David Cohen
- 2 weeks advance notice needed
- Credit card pre-paid
- Call 516-569-2335. Leave message

OANY

130 Forest Ave.
Glen Cove, NY 11542
516-671-6883

Email: office@oany.org

Website: www.oany.org

OANY Officers

President: Steven Lehrer
Vice President: Paul Heller
Treasurer: Charles Bonafede
Secretary: Maribel Barajas
Directors: Chuck Abramson
Mark Cohen
Arthur Rose
Alan Smith

Past Presidents:

Judith Deucht
2012-2014
Joseph Monestere
2010-2012
Anthony Rebaldo
2008-2010
Peter Bacotti
2005-2008

Membership Committee:

Paul Heller

Event Committee:

Audrey Mazzeo
Annette DiMeo

Attendance Committee:

Lisa Greenwald
Robert Higgins Jr.

Newsletter Committee:

Editor: Mark Cohen
Publisher: Alan Smith

Education Coordinator: Peter Bacotti
516-671-6883

Liaison for Education: David Cohen

Advertising: Andrew Cullen

Official Photographer: Drew Washton

Regional

Office of Professional Discipline

250 Veterans Memorial Highway Room 3A-15
Hauppauge, NY 11788
Phone: 631-952-7422
Complaint Hot Line: 800-442-8106

NYS Education Department James Hinds

Acting Executive Secretary for the State Board
In Ophthalmic Dispensing
The New York State Education Department
89 Washington Ave. 2nd Floor
Albany, NY 12234
Phone: 518-474-3817 extension 180
Fax 518-402-5944

*Congratulations to the
Opticians Alliance of New York
on its 10th Anniversary!*



Match[®]
EYEWEAR

*Successfully Servicing New York
& Long Island for 14 years*

For more information contact:

MICHAEL GIANGRANDE
Northeast Regional Manager

Match Eyewear

☎ 516.877.0170

☎ 516.877.0160

☎ 516.551.4501



ADRIENNE VITTADINI



ADRIENNE VITTADINI
STUDIO

AERO
FLOAT MILAN

DANNY GOREY

FLOAT
KIDS

FLOAT
TITANIUM

HELIUM

Match
EYEWEAR



LT
lighttec



STAINLESS STEEL - SCREWLESS - LIGHTWEIGHT

MOREL
LUNETTES
www.morel-france.com
toll free : 800 526 8838

What Would You Do? Thinking Outside the Box



We are pleased to present our monthly installment of "What Would You Do? Thinking Outside the Box." Each month we'll present an optically related topic. Maybe it's a question you need answered, a 2nd opinion regarding how you would handle or advise a patient or how you solved a special visual challenge or need for a patient. We'll describe the details in our newsletter and then discuss the topic at our upcoming meeting and get your feedback on the subject. We'd like to thank Peter Bacotti for providing this month's topic. If you have an optical topic you'd like to discuss and would like to share it with us, please let us know so we can present it in future newsletters.

Optical Topic #22

A male age 56 who is a new patient to the practice comes in with an Rx for glasses. He states that he has had cataract surgery with implants but has problems driving at night and with his computer work. He uses two monitors on his desk and a laptop on his lap for working. The distance to the laptop is 6" less than the monitors which can be set at 26". Upon further questioning it is established that the implants were the new multi focal ones. The Rx is:

-1.00 +0.25 x 90
-0.75 +0.75 x 80
+1.50 Add

As the dispenser, what glasses would you fit the patient with for his needs?

What would you do?

(Continued from page 1)

shortly about a special December meeting and plans for an even more special June event. I once again ask that everyone please support our sponsors that support us. Take a few minutes at each meeting to speak with our sponsors and look at what they have to offer. I look forward to a great turnout for our November meeting on the 19th at the Holiday Inn in Plainview.

Steven Lehrer

Welcome New Members

We are pleased to welcome the following new members to OANY:

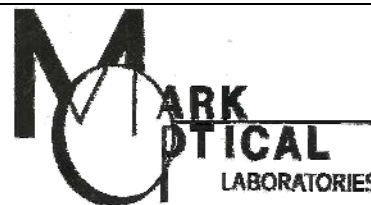
Jay Cohen

Adrienne Druiett

We hope to see you at our monthly meetings!

Our Condolences

We regret to hear about the passing of Jerry Geier, from Luxottica. Our condolences to his family.



39 Cain Dr. Plainview, NY 11803
Phone: 516-249-5175 Fax: 516-249-5785
www.markoptical.com

On-line Ordering Available
Expert Craftsmanship
Customized Work
Tom Ford Snap-in Lenses
Drill Mountings
Wrap Frames
Personalized Service
Quick Turnaround
Competitive Pricing
Same Day Service Available
Glass Surfaced On Premises
Rewards Program For
Travel Or Merchandise

Charmant
GROUP

Koos Van Witzenburg
Territory Manager
President's Club

CHARMANT USA

400 The American Road | Morris Plains | New Jersey | 07950-2400
Phone: 800-272-2042 Ext. 4055 | Fax: 800-443-2238 | Cell: 516-984-0772
Email: kvanwitzenburg@charmant.com | www.charmant-usa.com



Michael Kwartner



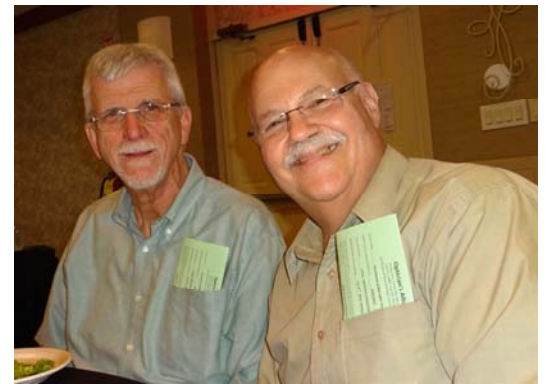
Marty Mast



Brian Gerard, left, Mike Sabia



*Chuck Abramson, left,
Mark DiMeo*



Walter Nacinovich, left, Fred Rapps



Steven Lehrer, left, presents certificate of appreciation to Nick Palmiotto and Talia Caterina of Morel Eyewear. Morel Eyewear co-sponsored our October meeting..



Steven Lehrer, left, presents certificate of appreciation to Mike Sparacino of Blu-Tech. Blu-Tech co-sponsored our October meeting and Mike presented our continuing education course

You talked. We listened.

We listened when you asked for more consistent product quality, improved turntime, and better customer service at all levels. Here's what our new management team has implemented to serve you better:

- Invested in new equipment, better designed to meet the demands of our customers
- Expanded our facility to include more digital capacity, AR capacity, and an in-house stock lens division
- Streamlined the layout of the lab for improved efficiency and turn time
- Dedicated Varilux S Design™ digital line with specialized technicians
- Raised the bar on our customer care team to better serve you
- Multiple daily deliveries throughout the NY & NJ metro market, allowing you to better serve your patients

Call 21st Century Optics today at **800.221.4170** and let us prove to you the difference!

21st Century Optics
4700 33rd St. | Long Island City, NY 11101
800.221.4170
www.21stcenturyoptics.com





Credit Card Processing & Point of Sale Systems

Excellent Rates & Service

Since ✦ 1987

CALL ROB APPEL FOR A FREE EMV TERMINAL TODAY!



ams

AUTOMATED MERCHANT SERVICES

269 HEMPSTEAD AVE MALVERNE, NY 11565

516-887-1797 | WWW.AMSPROCESSING.COM





NOVEMBER 2015
FEATURED PRODUCTS!

NO ONE LIKES DIRTY GLASSES!

1 Pint Ultrasonic Cleaner

Cleans 1-2 frames Tank dimensions:
5.75"L x 3.25"W x 2"D; 117V - 0.2 Amps
22 Watts 43 KHz

5874799
Reg. \$69.95

\$59⁹⁵
EACH!

2 or more
\$49⁹⁵
EACH



Ultrasonic Solution

Quart

1003332
Reg. \$24.95

\$19⁹⁵
EACH!

4 or more
\$15⁹⁵
EACH

- Our ultrasonic solution is very effective for those hard to clean eyeglasses
- It is superconcentrated and requires only 2 ounces to make a full quart

3 Pint Ultrasonic Cleaner

Cleans up to 6 frames Tank dimensions:
6.5"L x 5.25"W x 2.25"D; 117V - 0.2 Amps
22 Watts 43 KHz

5874800
Reg. \$149.95

\$119⁹⁵
EACH!

- Clean tint pans without scrubbing

TINTING TIP: A clean tint pan helps reduce color shifting

Dye Be Gone

Gallon

1402501
Reg. \$42.95

\$29⁹⁵
EACH!

4 or more
\$22⁹⁵
EACH



- Completely odorless
- Neutralizes spilled dyes
- Corrosion resistant

TINTING TIP: Old Heat Transfer Fluid creates multiple tinting problems. – Fresh Fluid provides more even tinting results and eliminates nasty odors!

Heat Transfer Fluid

Gallon

1303001	8+
Reg. \$72.95	\$39.95

4 or more
\$44⁹⁵
EACH



\$59⁹⁵
EACH!

BUY ON THE WEB USING YOUR BUYING GROUP OR DYNAMIC LABS ACCOUNT! CALL US FOR MORE INFO.



SEE OUR SPECIAL FACEBOOK PROMOS at:
www.facebook.com/dynamiclabsny



30 Haynes Court
Ronkonkoma, NY 11779

1-888-339-6264
www.dynamiclabs.net

MICHAEL KORS



The launch of Michael Kors latest collection captures the glamorous and sophisticated lifestyle that defines the brand's identity. Inspired by Michael Kors' signature jet set sensibility, Michael's newest collection of sun and optical styles showcase a variety of designs, from cool cat-eye shapes to sporty aviators to vintage-inspired frames and more. The newest collection features custom-made materials that are inspired from the ready-to-wear collection—a true celebration of the luxury derived from Michael Kors' profound vision of women's fashion!

Contact your sales consultant or our customer service representative at 1-800-422-2020 to learn more about Luxottica's newest Michael Kors Collection.

LUXOTTICA

TEL: (516) 887-1797
CELL: (516) 815-2355
FAX: (516) 593-8352

ROB APPEL

VICE PRESIDENT

AUTOMATED MERCHANT SERVICES
VISA/MASTER CARD
ELECTRONIC DRAFT • CAPTURE SYSTEMS

3 Leonard Drive • East Rockaway • New York 11518
Rappel@amsprocessing.com

Dave's



Duck City Eyewear

Fucci Frames, Fitovers
Clips, Nupolar, KBCo
Peeper Keepers, Croakies
Cases & Cloths
Nose pads & Screws
Grobet Vigor & Hilco

Dave Nuss

631-682-4401 (cell)

WaterskiDave@gmail.com

Visibly Different **Tri-Supreme-Hirsch** OPTICAL

MISSION STATEMENT

Tri-Supreme is a family of Optical Professionals with a customer-centric focus and a mission of helping people see the world around them better!

We're here for you and we care



Locally based on **Long Island** for the past 29 years



Open 7 days a week including **Saturday**
Customer Service Hours



Local delivery services for same day and next day
delivery (New York City Metropolitan Area)



Combining your Rx orders and finished lenses from
our huge inventory of stock lenses will **save you**
money on shipping costs



Authorized Laboratory for **Eyemed, VSP** and **VBA**



Laboratory price list updated monthly for the most
up-to-date availability

trisupreme.com

Our website, trisupreme.com, offers unique and
comprehensive lens availability for our accounts.

91 Carolyn Blvd. | Farmingdale, NY 11735 | 631.249.2020 | 800.321.1100 | www.trisupreme.com

VARILUX

Crizal

Transitions



First Class

The Opticians Alliance of New York
130 Forest Ave.
Glen Cove, NY 11542
516-671-6883
E-mail: office@oany.org
Website: www.oany.org

Please deliver by Nov 16, 2015

SEIKO

Jeff Lesner

Frame & Lens Consultant

Voice Mail: 800-284-9051, Ext. 1120

Cell: 516-302-7738

E-mail: coachjef59@aol.com

SEIKO OPTICAL PRODUCTS OF AMERICA, INC.

575 CORPORATE DRIVE, MAHWAH NJ 07430 (Billing only)

11545 ENCORE CIRCLE, HOPKINS, MN 55343

Customer Service: 800-401-9101 Fax: 800-367-1665

www.seikoeyewear.com • www.perfas.com

Sir Speedy
PLAINVIEW

Printing and Marketing Services

ALAN SMITH

P 516.935.4567

F 516.935.4736

E alan@sirspeedyplainview.com

MORE WAYS TO GROW YOUR BUSINESS.™

MOREL
L U N E T T E S

Edward Svec

Territory Sales Consultant

Voicemail: #329

Cell 516-659-4323 • es@morel-eyewearusa.com

OGA KOALI lightec

www.morel-france.com

500 W. Main St. Wyckoff, NJ 07481
p: 800 526 8838 f: 888 631 9796

KENMARK
JEFF BALLEEN

TERRITORY MANAGER

JEFFBALLEEN@KENMARKOPTICAL.COM

T: 800.627.2898 x2389 C: 631.241.2459

11851 PLANTSIDE DRIVE • LOUISVILLE, KY 40299

WWW.KENMARKOPTICAL.COM

VERANO ZACPOSER        