



OANY Views

“New Beginnings”

- *New OANY*
- *New Venue*
- *New Continuing Education Credits*

The President's Corner

I want to thank all who attended our March meeting at Trento restaurant in Farmingdale, N.Y. The new venue, and change of weeknight to Wednesday, appears to have been successful! The meeting was attended by 43 members. Most agree the restaurant was, no doubt, an upgrade, as was the food. And, Barry Santini, as usual, was outstanding. I personally believe it was one of his better

performances. Once again, I need to remind us that operating a non-profit

“Please make a mental note to invite colleagues to our meetings”

organization is a financial challenge. We have limited sources of revenue to keep OANY healthy and growing.

So please make a mental note to invite colleagues to our meetings and encourage reps that you buy from to consider taking out a business card ad in our newsletter. As a perk, if you can get the ad placed, we will thank you with a free dinner at a future meeting!

Please note that our April 20, 2022, meeting will be virtual, online, due to Passover. The

(Continued on page 5)

Never Taking Our Vision For Granted



2022 Schedule

| | |
|---|---------------------|
| April 20th | Diane Drake |
| May 19, 2022 | To Be Announced |
| June 16, 2022 | Tri-Supreme Optical |
| Meetings and sponsors subject to change | |

Continuing Education Speakers

- Dr. Joseph Bacotti
- Mark Cohen
- Herb Fletcher
- Joe Forte
- Robert Russo
- Barry Santini

DUE TO THE PASSOVER HOLIDAY, THE OANY MEETING ON APRIL 20TH WILL BE A VIRTUAL MEETING INSTEAD OF A LIVE IN-PERSON MEETING. SEE DETAILS BELOW

Speaker: Diane Drake
 Presentation: Preventing Medical Errors in the Optical Environment
 CE Credit: 2 Ophthalmic Dispensing or Contact Lens Credits

This is a Zoom Meeting that will start at 8:00 PM
 You will be provided with a Zoom invitation on Mon, Apr 18th

Dinner Options and Schedule For Our Live Meetings

Schedule of Events

- | | |
|------------------|---|
| 7:00 to 8:00PM | Social hour, 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

We would like to welcome the following new OANY members:

- Nina Dubitsky, Levittown NY
- Joseph Rizzo, Amhurst NY
- Andrew Polan Nesconset NY



Welcome Returning members

- Nancy Feldman
- Richard Benjamin
- Lisa Ann Bachety
- Patrice Schutzenbach
- Robert Friedman

We hope to see you at our monthly meetings.

General Information

- | | |
|---|--|
| <ul style="list-style-type: none"> • The Opticians Alliance of New York meets the 3rd Wednesday of the month. Schedule, sponsors, and speakers are subject to change. • 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 | <p>send in your check today. Better yet, if you're attending our upcoming meeting, you can pay by either check or credit card. If you're writing a check from your business, we kindly request that you <i>clearly print your name on your check</i> 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.</p> <ul style="list-style-type: none"> • 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. |
|---|--|

OANY

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2019-2021

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Essilor Eyezen Kids Available on April 12th

Essilor Eyezen® Kids lenses are designed for children between the ages of 6-12 years old and are uniquely optimized for how children see the world. Unlike adults, children tend to be “eye movers” and subsequently use a larger surface of the lens. With standard single vision lenses, aberrations occur in the periphery of the lens, a zone highly favored by children. Eyezen Kids lenses take into account 3 children’s parameters: their morphology, object distance and gaze directions, to provide them with a better all-around visual experience¹. Eyezen Kids lenses also help reduce exposure to harmful Blue Light by at least 20%².

Morphology

Children have different facial features than adults as they continue to grow that are not addressed with standard single vision lenses. Eyezen Kids lenses consider children’s distinct facial features by adapting the lens calculation to include children’s standard measurements for Vertex, Pantoscopic Tilt, and Wrap Angle³.

Object Distance

Children’s stature and their arms are shorter than adults and therefore they look at objects at a closer distance.

Eyezen Kids lenses optimize design calculation to include a near vision distance of 10 inches vs. 16 inches for adults.

Gaze Directions

Eyezen Kids lenses consider that children are eye movers and use the upper part of the lens and the periphery more than adults. Eyezen Kids lenses are optimized in all gaze directions to provide the wearer the right power in all parts of the lens, not just at one central point.

Availability

Eyezen Kids are available in clear Polycarbonate and Transitions Polycarbonate in Gray, Brown and Graphite Green. Check with your lab for additional information and pricing.

¹Compared to standard single vision lenses.

²Eyezen Kids lenses filter at least 20% of blue light, which is the high energy wavelengths found between 415- 455 nm on the light spectrum (blue-violet light).

³Based on Essilor examination and measurement of the eye head coordination in 169 children aged between 6-14 years old.

(Continued from page 1)

course will be a 2-hour CE. So, watch for the Zoom invite and don’t miss this opportunity. Happy healthy holiday to all.

We recognize that many colleagues are employed by box stores such as Costco, and Walmart, etc. and work nights. There are also colleagues in private practice working nights and

are unable to attend our monthly meetings. To accommodate their CE requirements, we are exploring the possibility of a Sunday 2 credit seminar. This, along with our online courses, will offer them alternatives. Remember, this is your organization and we welcome your comments and ideas.

Anthony Fulco



Koos Van Witzenburg
Territory Manager
President's Club

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Pictures from our March Meeting



*Anthony Fulco, left,
and Vinnie Russell*



Joe Monstere



Judy Deucht and Mark Cohen



*David Cohen, left, and
Peter Bacotti*



*Mike Sabia, left, and
Brian Gerard*



*Michael Kwartner, left, and
Jeff Heller*



*OANY members agreed that the food and service was excellent
at Trento in Farmingdale.*

Thank you to our speaker



*Barry Santini.
Thank you for
presenting our CE
presentation*

Transitions® Signature® VII

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GOOD TO KNOW:

- *Transitions Signature VII* polycarbonate composite technology now available in FT28 and FT35 bifocal and 7 x 28 trifocal lenses
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Shower Thoughts

This month we present "Shower Thoughts." What do you think about when you're taking a shower? Here's a sampling. Thanks to Peter Bacotti for sending these. Do you have any "Shower Thoughts" you would like to share with us? Just send them to me and I'll publish them a future newsletter. E-mail to: moodymet@aol.com.



1. All humans are vampires to a snowman.
2. "NASA just takes the smartest people on the planet and kicks them out."
3. "If you own a nuclear bunker, you'd need to stay within a 10-mile radius at all times for it to be worth it."
4. "The idea that a business won't survive without good marketing was probably good marketing by marketing businesses marketing the need for marketing."
5. "Hash browns are nothing more than socially acceptable breakfast French Fries."
6. When a centaur wishes to go faster, he can slap his own ass.
7. "Nearly everyone values a human life over the life of a fish, but few people value a single human life over the life of every fish, meaning everyone has a certain number of fish that they would prefer to be alive over Steve from work."
8. "A fat pet is a sign of neglect. A fat animal in the wild is a sign of success."
9. "Cats can probably smell and detect cancer, just like dogs. They just don't care."
10. "When you wait in the self-checkout line vs. the cashier's line, you are waging a competition between one professional and several amateurs."

via Reddit

Legislative Report and Other Important News in Our Industry

By Anthony Rebaldo, Legislative Committee

- In a March 2nd letter to the Centers for Medicare and Medicaid services, the AOA urged more action to support patient access to eye health and vision care under Medicare Advantage plans with a potentially hefty revenue increase for Medicare advantage (MA) plans looming in 2023. The AOA is calling on the Centers for Medicare and Medicaid Services (CMS) to ensure that plans are held accountable for improved patient benefits and care and that it put an end to discrimination against Doctors of Optometry when it comes to participation in the plans.
- Johnson and Johnson Vision Care Inc. announced that the US Food and Drug Administration has approved Acuvue Theravision with Ketotifen. Each lens contains 19 mcg of Ketotifen, an established Antihistamine. Acuvue Theravision with new Ketotifen is the first in an entirely new category of contact lenses and brings forward a wearing experience for contact lens wearers with allergic eye itch," according to a press release from Johnson and Johnson Vision. Johnson and Johnson Vision described the product as "world's first and only drug-eluting contact lens.
- The AOA and South Carolina doctors expose and defeat retail lobby group's influence scheme. Already the subject of one complaint to the IRS, the National Association of Optometrists and Opticians (NAOO), lobbying "front" for large optical retailers, was called out to legislators for deceptive tactics and seeking a self-serving overhaul of patient health and safety standards. The AOA follows up on winning activism of South Carolina doctors with a new push for a federal investigation of NAOO tax exempt status.
- Eyebio raises \$65m to develop eye therapies. Eyebio has completed a \$65 million round of funding. The company will use the money "to assemble and develop a diversified pipeline of product candidates that combines scientifically compelling targets with innovative translational approaches," according to a press release, which will serve patients with eye diseases who have urgent and unaddressed medical needs.



WELCOME TO



Rochester Optical, now known as RLab, has an 80 year history of manufacturing eyewear for the Independent Eye Care Professional. We are still true to our heritage of independence and are proud to be serving you, our partners, as one of the few remaining independent labs manufacturing in the USA. We provide wholesale solutions for eye care professionals across the US, and our full-service optical lab has the latest technology for surfacing, coating, and finishing an infinite variety of exceptional and innovative eyeglass products. We offer exclusive Free Form lens designs, Branded Lens designs, in-house coatings, as well as Crizal offerings. In addition, we provide both branded and proprietary frame products along with FREE next-day shipping.



Though we are still proud of our Rochester Optical history, we've listened to valued customer feedback very intently over the last few years and are excited to present to you how we've put that feedback into effect. What we heard from you was *Quality, Lead-time and Service*. To deliver on these three guiding principles, RLab invested millions of dollars in installing, repairing or rebuilding virtually every piece of equipment in the lab, as well as rerouting our laboratory operations; a process that continues today. We've introduced hundreds of new exceptional products that give you the option of substitution at better cost or providing the best branded products in the industry. We had changed ordering, warranties, returns, expediting, customer service and sales. The only thing we hadn't changed, was the name.



During the Pandemic, we swiftly rerouted some production to PPE, offering much needed equipment to front line personnel, as well as ECP's and private citizens, and launched a virtual catalog for you to use with your customers. In short, there is nothing we have not changed and will not continue to change to better service you, our partner.



We are still true to our independence and are proud of our heritage. If you were a customer of Rochester Optical 5 years ago you simply would not recognize it as the same entity we are today. The change to RLab is, in part, to share our new and exciting story, to reflect the growing National nature of our business and to cast our ship definitively forward on this new exceptional path. In short, if you haven't tried the new RLab you really don't know *RLAB*.

You can rest assured that we will handle any job with expert quality, service, and care. Our commitment is to you and you have our full support. Want to see our improvements for yourself? Contact us and schedule a tour! We'd love to have you here and show you what we have become.



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WestGroupe



LIFE ITALIA *Kids*

Life Italia Kids offers unparalleled flexibility, durability, style and fit. Created for kids who are tough on their glasses, while using hypoallergenic materials to keep them safe.



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Superflex® kids

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FDA Approves EVO Visian Implantable Collamer Lens for Myopia

Published March 28, 2022, By Invision Staff

Over 1 million EVO lenses have been implanted by doctors outside the U.S.

LAKE FOREST, CA—STAAR Surgical Co. announced that the U.S. Food and Drug Administration has granted approval of the EVO/EVO+ Visian Implantable Collamer Lens for the correction of myopia and myopia with astigmatism.

“Following FDA approval, prospective patients in the U.S. and their doctors may now consider EVO for achieving *Visual Freedom* from the limitations, ongoing maintenance and inconvenience associated with glasses and contact lenses,” said Caren Mason, president and CEO of STAAR Surgical.

Over 1 million EVO lenses have already been implanted by doctors outside the U.S., Mason said, adding: “The EVO lens is additive, provides excellent quality of vision day and night, does not cause dry eye syndrome and is removable by a doctor, if ever so desired.

EVOs are implanted within the posterior chamber of the eye directly behind the Iris and in front of the natural crystalline lens, the company explained in a press release.

An estimated 100 million U.S. adults ages 21 to 45 who have myopia are potential candidates for EVO, a biocompatible implantable lens that corrects distance vision, STAAR Surgical stated.

Earlier versions of the Visian ICL lens in the U.S. required a preoperative peripheral iridotomy that is now eliminated with EVO, thereby optimizing patient comfort and time efficiency for both the surgeon and the patient. EVO offers a lens-based alternative for the correction/reduction of refractive error in people who currently use glasses and/or contact lenses for distance vision correction. A U.S. multicenter, prospective clinical investigation confirmed the safety of the EVO family of myopia lenses. There are now more than 100 clinical papers available discussing the safety and efficacy of the Visian ICL family of lenses globally.

Scott D. Barnes, MD, Chief Medical Officer of STAAR Surgical, stated, “We are thrilled to make EVO

available to U.S. surgeons and patients seeking a proven and premium option to glasses, contact lenses or laser vision correction. This announcement is especially important because the prevalence of myopia is increasing quickly, and COVID precautions have presented additional challenges to people wearing glasses and/or contact lenses. EVO adds an important tool for the ophthalmic surgeon seeking to help improve a patient’s quality of life. Different from LASIK, the EVO lens is added to the patient’s eye through a relatively quick surgical procedure where there is no removal of corneal tissue. Moreover, the EVO lens is removable by a doctor if ever desired. Results from our recent U.S. clinical trial are consistent with the more than one million EVO lenses that have already been implanted around the world.”

EVO Visian ICL (Implantable Collamer Lens) is indicated for use in phakic eye treatment in patients 21–45 years of age:

For the correction/reduction of myopia in patients with spherical equivalent ranging from -3.00 D to -20.00 D at the spectacle plane,

For the correction/reduction of myopic astigmatism in patients with spherical equivalent ranging from -3.00 D to -20.00 D with cylinder of 1.00 D to 4.00 D at the spectacle plane,

With an anterior chamber depth (ACD) of 3.00 mm or greater, when measured from the corneal endothelium to the anterior surface of the crystalline lens,

and a stable refractive history (within 0.5 D for 1 year prior to implantation).



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