

DANY Views

President's Message

I hope that everyone had a very happy Thanksgiving and enjoyed being with their family. It's hard to believe that the holidays are just around the corner. We had some great speakers this year, with more to come. I want to thank our own Mark Cohen for the most interesting and fun seminar at our November meeting, Optical Jeopardy. Everyone seemed to really enjoy it and special congratulations to Fred Rapps, who walked away the winner. I would also like to thank David Chernoff and Stephanie

Hess from Luxottica for sponsoring our meeting and for being so supportive of OANY for all these years.
As you all know by now, the December meeting will bring us the first

President's Message

ever Vendor
Appreciation Meeting. I would also like to welcome back Jamie Hansel from Luzerne Labs as our December

sponsor. Our speaker this month will be Barry Santini. We all know that Barry will present a most interesting seminar and one that will have everyone talking. The continuing education will be free this month, so come on down for the free seminar and spend some time with our vendors. Our end of the year meeting is always fun and gives us a chance to reflect and thank the Executive Board for all they have done to make OANY a special organization for Opticianry in New York State. As the year

(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

- December 17, 2015
 Luzerne Optical labs
 Jamie Hansel
- January 21, 2016
 21st Century Optical
 A&A Optical
- February 18, 2016
 Ophthalmic
 Consultants of
 Long Island
- March 17, 2016
 MH Optical
- April 14th-17thVision Expo East



Join us at our upcoming meeting on **Thursday, December 17, 2015** at the Holiday Inn Plainview

Luzerne Optical Labs-Jamie Hansel

Speaker: Barry Santini

Presentation: Smart Phone Refraction

CE Credit 1 Contact Lens or Ophthalmic Dispensing Credit



Speakers
Dr. Joseph Bacotti
Mark Cohen
Ray Dennis
Herb Fletcher
Eric Meyers

Robert Russo
Barry Santini

and many others

DANY Views

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 December 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

Penne Ala Vodka Chicken Fingers

Salad

Farmer Salad

Choice of Entree

Chicken Francese

Strip Sirloin Roast Norwegian Salmon With Creamy Dill All served with vegetable

and potato

Dessert

Black Forest Cake Coffee & Tea



Kosher meals are available

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

OANY

P.O. Box 631 Oceanside, NY 11572 516-234-4040

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

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

The Latest Technology in UV and HEV Blue Light Protection

TheraBlue

The Clearer Choice



TheraBlue is unlike other blue light protection products in today's marketplace in several ways.

- TheraBlue is a clearer lens unlike other products.
- The UV Ray and HEV Blue Light Protection comes from the lens material itself.
- TheraBlue is not a coating like some other products on the market and does not have a purple or blue reflective color that some may object to.
- TheraBlue does not have a yellow, orange, or peach color pigment like some other products on the market that some may object to.
- TheraBlue is available in three different materials: 1.67, 1.60 and an impact resistant 1.56.
- TheraBlue is compatible with a wide variety of Anti-Reflective Coatings and can be ordered with or without AR.
- TheraBlue is available in Single Vision, Progressive lenses, Digital Round 22, Digital Round 25, and Digital Round 28 bifocals and computer lenses in all three materials.
- TheraBlue is also available in finished stock single vision lenses in 1.67 aspheric with AR coating and 1.56 impact resistant lens with AR coating. Both are available in a greater Rx range than other blue light solution products on the market.

Now Introducing

TheraBlue Sun



We are pleased to announce the launch of our new TheraBlue Sun for UV and HEV Blue Light Protection.

TheraBlue Sun provides the ultimate visual experience and protection in various outdoor light conditions.

- Improved Visual Clarity and Color Perception
- O HEV Blue Light Protection
- UVA and UVB Protection
- Glare Protection
- TheraBlue Sun is compatible with a wide variety of Anti-Reflective Coatings and can be ordered with or without AR.

This lightweight and impact resistant polycarbonate polarized lens delivers an incredible outdoor solution for activities such as driving, walking, golfing, cycling, watersports, running, fishing, hunting, hiking or just lounging outside.

TheraBlue Sun is available in single vision, digital single vision, digital progressive lenses, computer lenses and digital round seg bifocals (22, 25, 28). TheraBlue Sun is also available in stock plano lenses.



800-233-9637 www.LuzerneOptical.com

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.



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 #23
What characteristics makes a good Dispensing Optician and salesperson?

Vendor Appreciation Evening

You'll want to attend our December meeting as we'll be presenting our very first Vendor Appreciation Evening. All your favorite **frame** vendors will be at our meeting presenting their latest frame offerings. To celebrate this special event, our continuing education course for the evening will be free. So why not bring a fellow Optician with you so they can experience all that our organization has to offer. Hope to see you on December 17th.

(Message from page 1)

draws to a close, I would personally like to thank the Executive Board and all the members that have supported me as President of this great organization.

Please let me extend a Happy Chanukah, a Merry Christmas and a very Happy and Healthy New Year to all our members and their families from your Executive Board. Looking forward to seeing everyone on the 17th.

Steven Lehren

Welcome to our Newest OANY Member

We are pleased to welcome Manuel Carbajal to OANY. We hope to see you at our monthly meetings.

Licensed Optician Wanted

Licensed Optician needed

- · Part Time, 25-40 hours
- · Weekends a must
- · Salary including health benefits
- · Costco Holbrook

Call Nancy: 631-244-9275



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



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



PUREVIEW LENS CLEANER CLEARANCE!

20 ml PureView Lens Cleaner Hard Case Kit (A)

Available in Clear - 2A015800 Pink - 2A215800 Green - 2A415800 Purple - 2A515800

35 ml PureView Lens Cleaner Soft Pack Kit (B)

Available in Light Blue - 2A155808 Green - 2A455808

20 ml PureView Lens Cleaner (C)

Only Available in Pink - 2A235800

35 ml PureView Lens Cleaner (D)

Only Available in Green- 2A455800

\$1.50 ea.

Sold in lots of 48 per case

\$1.50 ea.

Sold in lots of 48 per case

\$0.50 ea.

Sold in lots of 100 per box

\$0.75 ea.

Sold in lots of 48 per box

Uncarded Visor Glasses Clips

Reg. \$1.49
Black - 3675001 -B
Fuchsia - 3675002 -B
Lime - 3675003 -B
Cherry - 3675004-B
Blue - 3675005-B
Champagne - 3675007 -B



\$0.95 ea.
Sold in lots of 25 per color

\$0.75 ea.
100 or more!



Sola Zeiss Photochromic Lenses

WHILE SUPPLIES LAST!



Reg. 30.95 Brown 7863161 ■ Gray 7863174

Limited Quantities! \$19.95 per pair

HAPPY HOLIDAYS FROM YOUR FRIENDS AT DYNAMIC LABS!





30 Haynes Court Ronkonkoma, NY 11779

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





CALL ROB APPEL FOR A FREE EMV TERMINAL TODAY!



AUTOMATED MERCHANT SERVICES269 HEMPSTEAD AVE MALVERNE, NY 11565 516-887-1797 | WWW.AMSPROCESSING.COM







PLAINTALK

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









STRINLESS STEEL - SCREWLESS - LIGHTWEIGHT

MOREL swww.morel-france.com

toll free: 800 526 8838

Congratulations to the Opticians Alliance of New York on its 10^{th} Anniversary!





Successfully Servicing New York & Long Island for 14 years

For more information contact:

MICHAEL GIANGRANDE Northeast Regional Manager

Match Eyewear





















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



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

Duck City Eyewear

Dave Nuss 631-682-4401 (cell) WaterskiDave@gmail.com



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





Transiti@ns

First Class



The Opticians Alliance of New York P.O. Box 631 Oceanside, NY 11572 516-234-4040

> E-mail: office@oany.org Website: www.oany.org

Please deliver by Dec 14, 2015

SEIKO

leff 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 Serice: 800-401-9101 Fax: 800-367-1665 www.seikoeyewear.com • www.perfas.com



ALAN SMITH

P 516.935.4567 F 516.935.4736

E alan@sirspeedyplainview.com

MORE WAYS TO GROW YOUR BUSINESS.™



Edward Svec

Territory Sales Consultant Cell 516-659-4323 · es@morel-eyevvearusa.com



KOALI



www.morel-france.com

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



TERRITORY MANAGER

JEFFBALLEN@KENMARKOPTICAL.COM T: 800.627.2898 x2389 C: 631.241.2459 11851 PLANTSIDE DRIVE • LOUISVILLE, KY 40299 WWW.KENMARKOPTICAL.COM













