October 2015 Volume XI Issue II



DANY Views

President's Message

Who can believe that October is already upon us? The summer seems to have flown by. Before you turn around we'll be complaining of it being too cold out. I would like to thank everyone who attended our first meeting at our new location. By all reports it was very successful and everyone seemed satisfied with the food and new location in general. I would like to see a large turnout for the next meeting. Please remember that for this month only, the meeting will be held on October 22, the fourth Thursday rather than the third. Next month we will return to our regular schedule.

I would like to thank Eric Myers and Vision Ease Lens for giving us a new seminar. I would also like to thank Allison Roscoe from FGX International for sponsoring our meeting. Our next

President's Message

meeting will have Morel Eyewear with Nick Palmiotto and Ed Svec as our sponsors. We will also welcome Mike Sparacino as our speaker from Blu-Tech & Morel Eyewear. Your Executive Board has also started working on something new and exciting for next year. In the past we have had boat rides, dinners and this year's 10th anniversary party. It seems that we made the right move in moving our meetings. It was just announced that The Milleridge Inn sent out pink slips to all its employees for the end of the year. There is talk that it may stay open but at this point we would have been left out in the cold. I look forward to seeing everyone on the 22nd and please remember to support the sponsors that support us.

Steven Lehrer

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

Schedule, sponsors and speakers are subject to change

2015-2016 Schedule

- October 22, 2015
 Morel Eyewear
 Blu-Tech
 (change in date)
- November 19, 2015
 Tri-Supreme Optical
 Luxottica
 CE Presentation:
 Optical Jeopardy
- December 17, 2015
 20/20 Vision Center
 CE Presentation:
 Refraction Re-Imaged
- · Jan 21, 2016
 21st Century Optical
 A&A Optical



Sponsor:

Join us at our upcoming meeting on **Thursday, October 22, 2015** at the Holiday Inn Plainview

Blu-Tech and Morel Eyewear

Speaker: Mike Sparacino

Presentation: Blue Light Technology

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

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 October 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

To Be Announced

Salad

Mesculin Salad

Choice of Entree

Chicken Breast stuffed w/ Spinach, Portobello, Mozzarella Asian Style Sliced Sirloin Herb Crusted Tilapia w/Lemon and Butter Sauce

Dessert

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

Past Presidents:

Judith Deucht

2012-2014

Alan Smith

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
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

Seth Rockmuller

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

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.



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

516.877.0170





















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 #21

According to a recent survey, contact lens wearers, 18 and older, may be engaging in at least one behavior known to increase risk of eye infections. Can you name those behaviors that the patient should be aware of?

What would you do?

Vision Loss in America

The Vision Council has released its latest report, **Vision Loss in America: Aging and Low Vision**, providing an in-depth look at low vision and illustrating the pervasive impact aging eye diseases and vision loss can have on health and well-being of senior citizens.

The report was distributed to more than 100 consumer, aging, lifestyle and health reports and editors to educate them about the issues affecting people with vision impairment due to macular degeneration, diabetic reinopathy, glaucoma, and other eye conditions, and the resources that are available.

The report reveals that more than 39 million Americans suffer from severe vision impairment or a disorder that compromises ocular health with the prevalence expected to rise to 63 million people within the next 15 years.

Our Condolences

We were saddened to hear about the passing of Cosmo "Corky" J. Fratello of Niagara Falls, NY. Corky was a leader in the Optical industry. Our condolences to his family.

Optical Practice For Sale

Optical Practice for Sale-Levittown Contact Andy: 516-731-1400



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

Thank You For Your Boosters

The Opticians Alliance of New York wishes to thank all of our members, sponsors and advertisers who purchased boosters at our 10th anniversary dinner and gave to our special fund for charitable contributions and scholarships. We are pleased to list those who made contributions.

Mr. and Mrs. Charles Abramson Ms. Sheila Gausek Mr. James Orr & Guest Mr. Michael Ackman Mr. Brian Gerard Mr. Nick Palmiotto Mr. Rob Appel Mr. Steven Glanzman Mr. Dick Pennington Dr. and Mrs. Joseph Bacotti Mr. Neil Gleicher & guest Ms. Elizabeth Perauna Mr. Thomas Polizzi & Guest Mr. Peter Bacotti Mr. Jeff Glicksman Ms. Laurie Badone Mr. Jay Goldhaber Mr. Andrew Priesman & Guest Ms. Maribel Barajas and Guest Mr. & Mrs. Richard Greenwald Dr. Micula Ragusa Mr. & Mrs. Paul Heller Mr. Stuart Becker Mr. Fred Rapps & Guest Mr. Richard Benjamin Mr. Jeffery Heller Mr. Anthony Rebaldo & Guest Ms. Demi Benjamin Mr. Doug Hess Mr. & Mrs. Stuart Roman Mr. Charles Bonafede and Guest Ms. Stephanie Hess Mr. & Mrs. Arthur Rose Mr. Jay Brandstein and Guest Ms. Jennifer Rosenberg Mr. Robert Higgins Jr. Ms. Debra Bulkan Ms. Wendy Hollander Mr. & Mrs. Jeff Roth Mr. Thomas Burke Ms. Margaret Curran Rush Mr. Clifford Kaplan Mr. Ian Burke Ms. Kimberly Strickler Mr. & Mrs. Vincent Russel Mr. Pablo Campos Ms. Rosaliya Krentsel & Guest Ms. Helga Russel Mr. Dennis Casey Mr. Howard Kris Mr. Robert Russo Ms. Diane Barter Mr. and Mrs. Jennifer Kuhar Mr. Michael Sabia Mr. Dominick Chaluifan Mr. & Mrs. Stephen Lehrer Dr. David Sachs Mr. David Chernoff Mr. & Mrs. Arthur Leonard Mr. Richie Salberg Mr. & Mrs. David Cohen Mr. & Mrs. Steven Lesetz Mr. & Mrs. Barry Santini Mr. & Mrs. Mark Cohen Mr. & Mrs Jeffery Lesner Mr. John Semioli Mr. & Mrs. Andrew Cullen Mr. & Mrs. Eli Levine Ms. Brandie Shaw, Mr. Joseph Cusimano Mr. Frank Loforte & Guest Mr. & Mrs. Alan Smith Ms. Judy Deucht M Dorian Stern Mr. Robert Lupo Mr. & Mrs Mark DiMeo Ms. Vicki Masliah Mr. Gary Stone Mr. Steven Durso Mr. & Mrs. Walter Mazzeo Mr. Edward Svec Ms. Marie Etts and Son Ms. Alaquah Meighan & Guest Dr. Valerie Trubnick Ms. Nancy Fairbrother Mr. Mordechai Minzer Mr. Seth Ullman Ms. Nancy Feldman & guest Ms. Cristina Mora Ms. Jennifer Vail, Mr. Phil Feldman Mr. Dennis Murphy Mr. Koos VanWitzenberg Mr. Marc Ferrara Mr. David Nuss, Mr. Dan Vogel Ms. Alice Fontanez Ms. Gina O'kane & Guest Mr. & Mrs. Drew Washton Mr. Charles Frank Mr. Edward Oraini Dr. Michelle Yao. Mr. Roy Frank and Guests Mr. Doug Orehosky

Many Thanks to Lisa Greenwald and her front desk staff who made the boosters a great success!







STRINLESS STEEL - SCREWLESS - LIGHTWEIGHT

MOREL swww.morel-france.com

toll free: 800 526 8838

Blue Light Know-How

By Dr. Adam S. Berger

4 groups of people who need to know more—and how to help them understand why it matters. This article originally appeared in the September 2015 edition of INVISION. Thanks to Peter Bacotti for submitting this article.

Blue light is a big deal. Its impact on daily visual performance, eye disease and systemic health is becoming universally accepted, both in scientific literature and in the medical community. As Eye Care professionals, we have a great responsibility to help our patients understand how blue light is affecting their lives—and provide them with solutions to minimize that impact. Four kinds of people would benefit the most from a lens offering broad-spectrum blue-light protection:

- Patients with macular degeneration (or who are at high risk for developing the disease), as well as their family members, who are genetically predisposed.
- Heavy tech users. That's anyone working on a computer or digital device, or under high-efficiency artificial light for more than three hours a day.
- Children have no natural lens pigment to protect their eyes. They also have shorter working distances when using their digital devices, which increases their blue light exposure.
- Post-cataract patients. They now have no natural protection, and since they're also older, they're at high risk for macular disease.

Here are four things they need to know:

Blue light is an increasing environmental hazard. We are used to thinking about protecting our eyes from the sun. But the proliferation of high efficiency light bulbs, flat screen TVs, computer monitors, laptops, tablets and mobile phones means we are continuously bombarded with high energy blue light at unprecedented levels, especially indoors and at night. Blue light degrades the quality of your vision and strains your eyes. Because blue light bends more than other wavelengths (a phenomenon we understand as chromatic aberration), it is actually focused in front of the retina, causing blurring of images. And because short wavelengths scatter more than longer wavelengths (this is why the sky looks blue to us), blue light is responsible for most of the glare that we experience. When our eyes try to focus, they are fighting against these two phenomena, which results in eyestrain, especially when working on the computer and/or under artificial lighting. Blue light is the major environmental factor contributing to retinal disease including macular degeneration. For years, eyewear has been designed to protect us from ultraviolet light. But most ultraviolet light is absorbed by the cornea and the lens before it can reach the back of the eye. Blue light is the highest energy light which actually reaches the

retina and damages our macula. Peerreviewed research going back decade's shows that photooxidation by blue light in the 400-



500nm range is most toxic to retinal cells. Over many years this can cause macular degeneration, the leading cause of blindness in the western world. Exposure to blue light indoors and at night wreaks havoc on our circadian rhythms. There are special light-sensing cells in the back of our eye which control our sleep-wake cycle. They are especially sensitive to blue light in the 459-485nm range. In fact, blue light is a more powerful suppressor of melatonin than any drug known to man. When we are exposed to blue light in the evening hours and especially before bedtime, it is extremely disruptive to our sleep patterns.

According to the National Center on Sleep Disorders Research, sleep-related problems affect between 50 and 70 million Americans of all ages. Sleep disruption adversely affects attention, reaction times and mood. Even more alarming, study after study has linked exposure to blue light at night to several types of cancer (breast, prostate), depression, diabetes, heart disease and obesity. The current recommendation from the Harvard Health Letter is to turn off blue light sources at least three hours before going to bed, or to wear a blue-filtering lens.

Our understanding of blue light's impact is growing every year. We're sure to learn even more, but now is the time to offer our patients real, medically correct solutions to protect their vision and their overall health.

Dr. Adam S. Berger is an Ophthalmologist specializing in retina surgery at the Center for Retina and Macular Disease in Winter Haven, FL. He is former assistant professor in the Department of Ophthalmology and Visual Sciences at Washington University in St. Louis, MO, and he is a widely published author and lecturer.

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







CALL ROB APPEL FOR A FREE EMV TERMINAL TODAY!



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







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

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

Please deliver by Oct 19, 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 Voicemail: #329 Cell 516-659-4323 · es@morel-eyevvearusa.com

ÖGA

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













