



The Contact Report

Updates for the membership of the Contact Lens Manufacturers Association (CLMA)

Poised For Future Growth



**Dan Bell,
President
CLMA**

I have worked with several larger companies in my career and I have always been amazed at the fact that the corporate marketing department is capable of putting a positive spin on any situation. After a particularly bad year of sales, the forecast is developed for the following year. Shareholders are told that “the company is now poised for future growth” as if it had not been prepared for growth in previous months. New plan – same product.

I find many enthusiastic ECPs at every meeting who tell me that they are including more GP fits into their practices and I truly believe that they are doing just that. The past year began as a very promising year for GP products although we did see a decline over the past four months to show that we are about equal to 2004. Bifocals, post surgical lenses, and keratoconus lead the way in solving those problem fits.

We have produced some amazing results over the past twelve months. Our presbyopia tool kit has been a big hit and I hope that all of our members use this opportunity to promote the package with their products. The *Spotlight On* video goes on the air within a few weeks and we will begin to make an impact on the consumer. In 2005 we found that a reduction in myopic progress may be enhanced through more work with orthokeratology lenses.

The GPLI educational materials have been in great demand for the schools and ECPs which may mean that we have more interest in GP products. I only hope that hurricanes, tsunami waves, gas prices and wars will allow our country and our economy a chance to recover. In the meantime, I would have to say that ***we are poised for future growth*** and the phrase has a greater meaning to me now than ever before. I think that we can describe ourselves as being at a turning point with two years of stability behind us – it is time to grow. That being said, the CLMA and it’s members have certainly been poised for some time.



CLMA Board of Directors January, 2006 Meeting

Your Board of Directors will be holding their winter board meeting on Sunday, January 15, 2006 at the Royal Pacific Hotel in Orlando, Florida - Universal properties. Those in attendance at the 2006 CLES meeting, and are CLMA members, are welcome to attend the CLMA Board Meeting

The Board meeting will commence at 8:00 AM (7:30 AM continental breakfast) on January 15, 2005 at the Royal Pacific Hotel, Orlando in the Admiralty Boardroom. Please let the CLMA office know if you will be in attendance.

The 2006 CLMA Board of Directors are:

Dan Bell, President
Janice Schramm, Vice President
Chris Pantle, Secretary/Treasurer
Lee Dickerson, Past President



David Bland
Robert Breece
Bill Hoffman
Arch Holcomb
David Rusch
Al Vaske
John Walfoort

A demonstration version is available at no charge, which can be installed on a “desk-top” computer, allowing the user to view the features, advantages and 50 algorithms provided by Version 5 Software.



Please support these members as they volunteer their time devoted to the issues, programs and benefits for the CLMA. This is your Association.

For more information, please contact DAC International.

The Seal of Excellence Manufacturing Award for 2006 has been electronically sent to those CLMA member laboratories that earned this award for the years 2005-2006.

 **Press Release**
Supplied by DAC International 12/7/05

DAC International Introduces Version 5 Software with Microsoft Windows....

DAC International now offers a version of lathe and mill software that will run under any version of Microsoft Windows. All new machines are furnished with DAC Version 5 Software, which includes Windows XP Professional and allows connectivity to servers, as well as other Windows based components in the manufacturing process. At power up, the operator can choose between DOS and Windows XP, according to his or her preference.

Customers already owning DAC equipment can utilize Version 5 Software, by purchasing the DAC DMC III upgrade and installing a dual-back plane computer.

WELCOME CLMA
Regular Member
Accepted 11/05

Optical Connection, Inc.
Official Representative: John Kenyon
15970 Bernardo Ctr. Drive
San Diego, CA 92127
jkenyon@opticonnection.com
(858) 675.3300
Fax: (858) 675-3375

Those CLMA member laboratories that are entitled to marketing and promote this award are:

Committee Chairs Announced

President Bell has announced the following committee chairs have been appointed for the 2006 year.

Congratulations to:

- Mr. Lee Dickerson - *Awards and Nominating Committees*
- Mr. Jim Drain - *Associate Members Committee*
- Mr. Jan Svochak - *Program Committee* for the 2006 Annual Meeting
- Mr. Ken Leonhard - *Membership Services Committee*
- Mr. Arch Holcomb - *Technical Affairs Committee*
- Dr. Rob Breece and Mr. Keith Parker - *co chairs GP Lens Committee.*

More appointments are forthcoming

- ABB Optical
- ABBA Optical, Inc
- Accu Lens, Inc.
- Advanced Vision Technologies
- Alden Optical Laboratories
- Art Optical Contact Lens, Inc.
- Blanchard Contact Lens, Inc.
- Con-Cise Contact Lens Co.
- Corneal Design Corporation
- Corneal Lens Laboratory
- Diversified Ophthalmics, Inc.
- Essilor Contact Lenses (3 locations)
- Firestone Optics, Inc.
- International Contact Lens Labs, Inc.
- Lens Dynamics, Inc.
- LENSCO
- LifeStyle GP Co., LLC
- Luzerne Optical Labs Ltd.
- Paracon, Inc.
- Precision Optics
- Rooney Optical, Inc.
- Soderberg Contact Lens (4 locations)
- Tru-Form Optics (3 locations)
- Valley Contax



Visionary Westlens
Winchester Optical Company

The Seal of Excellence testing is done through a blind study conducted by the Technical Affairs Committee, Jan Svochak, Chair. Contained within the 2006 Budget for the CLMA is the testing expense for the 2007-2008 Seal of Excellence which should be conducted during the summer/fall of 2006.

AIP Article Grants Update

Barbara Anan Kogan, OD
Article Incentive Grant Coordinator

December, 2005

Primary Care Optometry News
“Researchers find Ortho-K effective for hyperopia, presbyopia, astigmatism”
<http://www.pconsupersite.com/default.asp?ID=11881>

EyeWitness (CLSA) - 4th Quarter 2005

“A Roadmap to GP Lenses” - Jane Beeman

“Contemporary GP Lens Care & Care Systems” - Phyllis Rakow

Eyecare Business
www.eyecarebiz.com

“The ABC’s of Kids and Kontakt Lenses” with the Dr. Jeff Walline CLAMP results update from the GOS.

Optometric Management
www.optometricmanagement.com
“The Latest Lenses for Corneal

Reshaping: Manufacturers strive to deliver the best designs.”

“What’s New in Toric & Bifocal Gps”

January, 2006

Optometric Management
www.optometricmanagement.com

“Contact Lenses for your over 40 Patients”

Annual Meeting, Nov. 06

Update: The Executive Committee of the CLMA Board of Directors has been working with the Marriott Corporation to relocate our Annual Meeting and Exposition to another venue within the Marriott Corporation locations. Originally scheduled for New Orleans, LA. November 2 - 4, 2006 - survey results conducted during November 2005 indicated it was in the best interest of the CLMA membership to relocate the 2006 meeting away from the Gulf Coast states affected by 2005 natural disasters.

As announced earlier in this newsletter, Mr. Jan Svochak of Tru-Form Optics, Inc. has been appointed by President Bell to chair the Program Committee for the 2006 45th Annual Meeting. If any CLMA member is willing to work on this committee or any of the available standing committees of the CLMA, please contact the CLMA office for more information.

And You May Ask.....

What are the available standing committees of the CLMA? The following committees are available for volunteering your expertise in conducting the programs administered by each committee. President Dan Bell is/has appointing chairs for each of the following committees:

- Associates
- Awards
- Convention
- GP Lens
- Internal Affairs
- International
- Member Services
- Nominating
- Program - Annual Meeting
- Technical Affairs

Say **YES** and volunteer your valuable time to the CLMA.

OPTIMUM GP SYSTEM

Simple System ... Complete Compliance

GP Materials	OPTIMUM GP System			
	OPTIMUM (2000)	OPTIMUM (2001)	OPTIMUM (2002)	OPTIMUM (2003)
DK	26	65	100	125
Working Angle	12	6	3	6
Specific Gravity	1.19	1.18	1.17	1.16
Refractive Index	1.4327	1.4406	1.4333	1.4332

GP Solutions

Enhance your Practice Specify the GP SYSTEM!

KEY BENEFITS

- Improved Technology - materials, solutions, eye hygiene
- Higher Compliance = successful patient
- Added Value to Patient - all inclusive
- Innovative Packaging - presents professional image

Contamac US

For More Information or Samples
 Call: 1-800-375-3442 www.optimumgp.com
 Lab: 1-800-375-3442 www.lab400.com
 Contact: 1-800-375-3442 www.optimum.com

Rx for Success - the Presbyopia Tool Kit

Shipping of the *Rx for Success* - the Presbyopia Tool Kit began in December 2005. The requests from CLMA members have been overwhelming for multiple copies of this tool kit. We have temporarily depleted our supply of one of the vital components of this tool kit — as soon as it is received at the CLMA office; shipments will begin again.

Each CLMA member is eligible to receive 20 complimentary tool kits (plus shipping) as a benefit to their continued membership with the CLMA - upon request to the CLMA office or via www.clma.net.

Spotlight On.....

The PBS broadcast on GP contact lenses is due to be released to PBS stations during 1st quarter, 2006. Email announcements will be coming to you during this time giving you more specific release dates.

Footage for this 3-4 minute video was filmed this summer in cooperation with the GP Lens Committee, Dave Rusch - Chair, and TriVue Entertainment with a final edited version to be aired during 2006. Additional footage will be used for upcoming projects through the GP Lens Committee.

The Day After Christmas Legion Issue #56 12/2005

‘Twas the day after Christmas, and all
through the house,
Every creature was hurting, even the
mouse.
The toys were all broken, their batteries
dead,
Santa passed out, with some ice on his
head.

Wrapping and ribbons just covered the
floor, while
Upstairs the family continued to snore.
And I in my T-shirt, new Reeboks and
jeans,
Went into the kitchen and started to
clean.

When out on the lawn there arose such a
clatter,
I sprang from the sink to see what was
the matter.
Away to the window I flew like a flash,
Tore open the curtains and threw up the
sash.

When what to my wondering eyes
should appear,
But a little white truck, with an
oversized mirror.
The driver was smiling, so lively and
grand;
The patch on his jacket said “U.S.
Postman.”

With a handful of bills, he grinned like
a fox
Then quickly he stuffed them into our
mailbox.
Bill after bill after bill they still came.
Whistling and shouting he called them
by name:

“Now Dillard’s, now Broadway’s,
now Penney’s and Sears
Here’s Levitz’s and Target’s and
Mervyn’s - all here!
To the tip or your limit, every store,
every mall,
Now charge away, charge away,
charge away all!”

He sprang to his truck, and he drove
down the road,
Driving much faster with just half a
load,
Then I heard him exclaim with great
holiday cheer,
“Enjoy what you got – you’ll be
paying all year!”

***A blessed and Prosperous
2006 for all.***

**The next issue of
The Contact Report –
February, 2006.**