

Let AIT Show You How to Increase
Profits and **Service**
with the VSP[®] In-Office Finishing Program



ait
can help



224 W. James St.
Bensenville IL, 60106

www.aitindustries.com

Ph. 800-729-1959
Fx. 800-729-7489

VSP and Vision care for life are registered trademarks of Vision Service Plan.

Purchase Program for VSP Providers

AIT has tailored special programs for VSP Providers to enhance the purchasing experience and make the process of starting a lab an enjoyable, positive experience focused on value added service. We offer an a la carte pricing program tailored to meet your needs and concerns. Below are some of the additional services we can offer included in your purchase to capitalize and maximize your tax benefits.

Stock Lens Vouchers

In order to take advantage of this special purchase program for VSP providers, it's important to have stock lenses on hand to provide timely delivery to your patients and minimize shipping costs. Instead of offering a standard lens inventory, AIT provides stock lens vouchers of **\$300**, **\$600** and **\$900** for use on eBay at eyefinity.com, so you can choose your stock powers and types of lenses. If you desire to have a larger inventory we will gladly accommodate your needs.

Extended Warranties

on AIT Equipment

All AIT edging systems come with a standard one year warranty for parts and labor. Beyond the first year, AIT offers extended warranty programs and maintenance programs which can be added to your purchase to capitalize the cost and provide a predictable cost of services and maintenance in the future.

Simple Interest Finance Programs

AIT works with Vision-One Credit Union as our primary lender for equipment purchases. Working with Vision-One, we are able to offer a low simple interest loan which gives you the flexibility to pay off your loan early without any penalties. The approval process is a one page credit form and approvals generally are done within a 24 hour period. Purchases above \$25,000 require proof of income and require previous year tax returns.

ROI Analysis

Your AIT Sales Consultant will provide a ROI analysis on several different edging solutions based on your current lab volume and projected number of jobs for VSP patients both before and after tax benefits.

Free Lab Design Services

AIT Engineering and Technical Staff will provide a drawing on how to layout your lab based on your room layout.

Free Press Release

AIT Marketing Department will send a press release with a picture of the AIT Edging System purchased to your local newspaper to help establish community awareness and free advertising for your business.

Free Customized Sign

AIT Marketing department will develop and produce a customized sign with your input to help advertise the on-site lab services to develop walk-in business.

ECONOMY

VALUE

PREMIUM

You have options

We have spent years of market research tailoring our edging systems to meet the needs of eye care professionals of all types, whether you are low or high volume, high-end or discount, we have the edging system that perfectly meets your needs.



continuum solo

Continuum Solo offers beveling, grooving, safety bevel and polishing of all plastic materials to deliver a lens edger that meets the core lens processing needs of every lab. This lens edger is ideal for price conscious low to mid volume retail optical shops.

FEATURES

- Grooving and Beveling
- 3D Tracing
- LCD Assisted Blocking
- Intuitive Interface
- Super Hydrophobic Lens Cycle
- All-Material Edging(CR-39,Glass,Trivex,Poly)

WECO Edge 550

The WECO Edge 550 is a durable, high speed production edger designed for medium to high volume optical shops. It offers an excellent compromise of performance and value when combined with our CNC-3D Tracer / Blocker.

FEATURES

- Grooving and Safety Beveling
- 3D Tracing
- High Speed
- LCD Assisted Blocking
- Easy Touch-Screen Interface
- Super Hydrophobic Lens Cycle
- All-Material Edging(CR-39,Glass,Trivex,Poly)



WECO Edge 680

The WECO Edge 680 represents the best technology available in the market today. Able to tackle the slickest lenses and the most challenging frames, the Edge 680 is your lab's best friend. The Edge 680 is designed for an optical shop that dispenses the most cutting edge eyewear in the industry.



FEATURES

- Grooving and Beveling
- 3D Tracing
- High Speed
- Integrated Drilling
- Fully Automatic Camera-Assisted Blocking
- Advanced Wrap Beveling for 8D Base Curve Frames
- Intuitive Touch-Screen Interface
- Super Hydrophobic Lens Cycle
- All-Material Edging(CR-39,Glass,Trivex,Poly)

Build your own system

The needs of every practice is different, what fits one optical shop may not fit for another. To address this we have integrated a number of Tracer / Blocking solutions to help get you the right amount of features for a price that is within your budget.

continuum solo



ECONOMY

VALUE

PREMIUM



continuum TRACER AND BLOCKER

- 3D Tracing
- LCD Assisted Manual Blocking



CNC-3D TRACER / BLOCKER

- 3D Tracing
- LCD Assisted Manual Blocking
- Space Saving



CAD4 & TRACE 3 TRACER / BLOCKER

- Camera-Assisted
- 3D Tracing
- Automatic Blocking
- Space Saving

WECO Edge 550



ECONOMY

VALUE

PREMIUM



CNC-3D TRACER / BLOCKER

- 3D Tracing
- LCD Assisted Manual Blocking
- Space Saving



CAD4 & TRACE 3 TRACER / BLOCKER

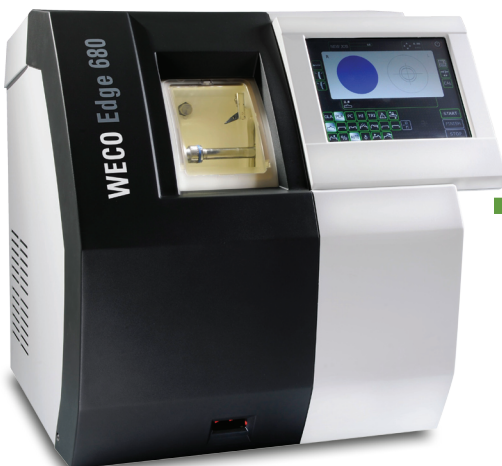
- Camera-Assisted
- 3D Tracing
- Automatic Blocking
- Space Saving



CAD5 & TRACE 3 TRACER AND AUTO BLOCKER

- Camera-Assisted
- 3D Tracing
- Fully Automatic Blocking
- Autorecognition of progressive lens markings

WECO Edge 680



ECONOMY

VALUE

PREMIUM



CNC-3D TRACER / BLOCKER

- 3D Tracing
- LCD Assisted Manual Blocking
- Space Saving



CAD4 & TRACE3 TRACER AND AUTO BLOCKER

- Camera-Assisted
- 3D Tracing
- Automatic Blocking
- Space Saving

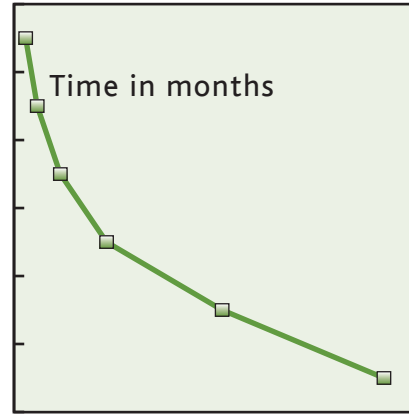


CAD5 & TRACE 3 TRACER AND AUTO BLOCKER

- Camera-Assisted
- 3D Tracing
- Fully Automatic Blocking
- Autorecognition of progressive lens markings

Get A Free Profit Analysis

AIT can help you decide whether or not it is worthwhile to start a new finishing lab, we carefully analyze your business metrics to construct a comprehensive profit and return on investment analysis to help you decide if edging is right for you. Simply fill out the form below to the best of your abilities, then Email or Fax it to us at mattv@aitindustries.com or 800-729-7489. After receipt, we will send you a detailed return on investment analysis tailored to your practice.



Jobs per month
RETURN ON INVESTMENT

COMPANY NAME: _____

BUSINESS ADDRESS: _____

CITY: _____ **STATE:** _____

ZIP CODE: _____

BUSINESS PHONE: _____

BUSINESS FAX: _____

SAVINGS PROFIT ANALYSIS

EYEWEAR COST SAVINGS WITH IN-HOUSE EDGING

- | | | |
|---|-------------|----------------------|
| 1. Average Lab Bill Per Month | | <input type="text"/> |
| 2. Average Monthly Savings Percentage (Line 1 x .3) | 30% | <input type="text"/> |
| 3. Additional VSP In-Office Finishing Revenue Earned* | \$15 | <input type="text"/> |
| <small>*Revenue earned is calculated as the VSP In-Office Finishing Service Fee, which is in addition to your lens dispensing and option fees, less the lens purchase price. Prices are subject to change without notice.</small> | | (Line 4 x 15) |
| 4. Single Vision Jobs for VSP Patients Per Month | | <input type="text"/> |

PROFIT FROM INCREASE WALK IN WITH "SAME DAY MENTALITY"

- | | |
|---|----------------------|
| 5. Average Profit - Frame and Lenses | \$200 |
| 6. Patients Per Month | <input type="text"/> |
| 7. Total Monthly Increased Profit (Line 5 x Line 6) | |

A. MONTHLY LAB SAVINGS (Line 2)

B. MONTHLY GROSS PROFIT (Line 2 + Line 7)

I hereby authorize VSP to release to AIT information regarding my practice's VSP revenue for the purpose of AIT's providing me with an ROI calculation. Completing this form and e-mailing it to AIT qualifies as my digital signature and authorization.

DOCTOR'S AUTHORIZED SIGNATURE