

Your FRONTLINE Source of Canadian Optical Industry News

The news items identified with **P** were covered more in-depth on the ClipInfo Portal, www.clipinfo.ca

News briefs

Patricia Davidson, the Conservative MP for Sarnia, in Ontario, recently rolled out a private Member's bill in the House of Commons to amend the federal Food and Drugs Act to ensure that corrective contact lenses and cosmetic contact lenses are subject to the same regulations. Once regulated, cosmetic lenses would only be available through an eyecare professional. The bill is supported by Health Minister Leona Aglukkaq, as well as the Canadian Association of Optometrists, the Opticians Association of Canada and the Canadian Ophthalmological Society. **P**

CooperVision has expanded its recall of **encore100**[®] toric contact lenses to include a limited number of lots of **encore100 Sphere** contact lenses. The company has identified certain lots of these lenses with excessive levels of silicone oil residue, which may cause hazy vision or discomfort, severe eye pain or eye injuries. CooperVision is asking eyecare professionals to notify their patients. On November 18, the company launched a website to help users determine if their lenses come from one of the affected batches. www.coopervision.com/international-recall **P**

TMS Optik has halted its eyewear distribution activities in Canada. TMS Optik—specializing in sports eyewear—was the exclusive distributor in Canada for the **Demetz** brand and **ROS** (Revolution Optic Sunglass). Affected by the difficult economic context, the company saw its sales evaporating since 2008. TMS Optik is now trying to sell off its inventory by offering its customers discounted prices. **P**

Operations at the **HOYA** production facility in Pathumthani, in Thailand, where semi-finished and stock lenses are produced, resumed November 21, a month after having been interrupted for precautionary reasons. The situation is more difficult at the factory in Ayutthaya, which was flooded. The water level has dropped by 30 cm in the factory, but is still around 1.85 m in neighbouring streets. HOYA management hopes to be able to provide an inventory of the damage by late November and to re-open the facility in early 2012. **P**

Appointments

At **Rodenstock**, **François Goulet** has been appointed as Territory Manager, Lenses, for Quebec. François Goulet started out practicing optometry from 1986 to 2000, and has been working as a licensed optician since 2005. In his new position, he will be responsible for training and product knowledge for eyecare professionals for the province of Quebec.

Antonio Bortuzzo recently became the new CEO of the **Alain Mikli International** group. He previously held this position at **Marcolin** and at **Allison Eyewear**. He is replacing **Dominique Alba**, who left the position after two years but remains as shareholder and director. Alba will continue to oversee the acquisition of **Vuarnet** and its integration into the Mikli portfolio.



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It is with sadness that **Rodenstock** wishes to inform the industry about the death of **Mr. Henryk Barski**, a true legend in the optical industry. He was a frame rep with Rodenstock for over 35 years and was very well known and loved in the optical industry. Capsule DotClip would like to offer their condolences to his wife and all of you in the optical industry who miss him.

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Agreements and partnerships

Sàfilo has acquired **Polaroid Eyewear**, a transaction estimated at over \$87 million. Subject to certain conditions, the acquisition is expected to be completed in the first quarter of 2012. The company, formerly owned by StyleMark, will finish out the year 2011 with sales exceeding \$63 million.

Armani will return to **Luxottica** in 2013. The two companies signed a letter of intent that should move them towards an exclusive 10-year licensing agreement for the design, manufacturing and distribution of **Giorgio Armani**, **Emporio Armani** and **Aix** brand prescription and sunglass eyewear. Armani had been under license with **Sàfilo** since 2003, an agreement that brought in nearly \$225 million in 2010.

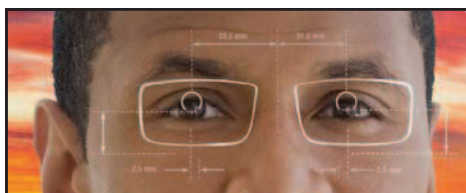
Alain Mikli International and **Jean Paul Gaultier** have announced the launch of a new joint line. They describe their collaboration not as a licensing agreement, but as a partnership between two long-time friends. Their collection will be introduced in North America in January 2012 and will be distributed by Alain Mikli stores and by independent opticians. Jean Paul Gaultier previously had an agreement (licence) with DeRigo S.p.A.

NEXT ISSUE: DECEMBER 9, 2011



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New products and promotions

Signet Armorlite announced that **KODAK** lenses will now be available with **Crizal® Avancé™** with **Scotchgard™ Protector**, **Crizal Alizé®** and **Crizal Easy™** from **Signetek™** coatings. Digitally created **KODAK Unique**, **KODAK Precise®** and **Precise Short** as well as **KODAK Concise®** progressive lenses can now be ordered with Crizal. www.signetarmorlite.com

Katy Perry is wearing **Carrera 1** metal aviator sunglasses in her new music video "The One That Got Away," from her album Teenage Dream. These frames are part of the new retro **Carrera** collection, distributed in Canada by **Sàfilo**. www.mysafilocanada.com

Just use good old paper!

Kamigu, the Japanese paper and cardboard product company, is marketing a pair of glasses made entirely of paper to help you when there is an emergency. With two circles perforated with 1-mm holes, the eyes can focus without lenses. The company says itself that in case of an accident, paper glasses can also serve as a tool to improve your vision.

Science box

Controversy around screening for glaucoma in the United States

The Agency for Healthcare Research and Quality is questioning the effectiveness of glaucoma screening. According to the Agency, there is no evidence of a link between glaucoma screening and early detection or more effective treatment. The American Academy of Ophthalmology and the American Glaucoma Society are criticizing the Agency for overlooking the value of screening in at-risk groups and ignoring published studies and anecdotal experience demonstrating the clinical benefits of screening. They are concerned about the impact of this negative analysis, which could discourage at-risk individuals from undergoing glaucoma screening. **P**

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\$ Financial news

Marcolin has reported sales of 169 million euros for the first nine months of 2011, up by 9% compared to 2010. Its net profit for this period is 17.3 million euros. The positive performance has helped the company reduce its debt, which rose from 13.8 million euros in September 2010 to 9.4 million euros a year later.

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Fad for Steve Jobs' frames

Classic Rund frames by the German company **Lunor** have sharply increased in popularity since the death of their most famous wearer, Steve Jobs. They were a huge success at the recent optical trade show in Hong Kong, where the Asian distributor of the frames, **Power Bloom**, featured a special display case for them. The German manufacturer was not mistaken, and its home page features a photo of the frames with this simple text: "the glasses of Steve Jobs." **P**



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ONTARIO EDITION

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The ads will also be posted on www.clipinfo.ca

Career Opportunities

New Look Eyewear, a leader in the Canadian optical industry, has now nine locations in the National Capital Region. The company is proud to be able to count on over 600 employees, including 150 opticians. The vision of New Look Eyewear is to develop and expand within the Canadian optical market, particularly in Ontario. New Look Eyewear is looking for full-time and part-time **OPTICIAN, STORE MANAGER, SALES CONSULTANTS**, and **ASSISTANT-OPTOMETRISTS** to join its growing team in the National Capital Region. Registered student opticians are invited to plan their careers while interning or waiting for provincial licensing. New Look Eyewear's mandate in offering career opportunities emphasizes premium customer service and optical care as priorities for interested candidates. We offer competitive salary packages, excellent benefits, and promising careers. If you are an enthusiastic team player and would enjoy working in a professional environment, we encourage you to forward your resume to Human Resources department by fax: 418-624-6140 or e-mail: emploi@newlook.ca. Confidentiality guaranteed. For more information about New Look Eyewear, visit our website at www.newlook.ca.

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