



Don't miss out on additional profit.
Bring finishing in-house!



20/20 VM
EYEVOTE
READERS' CHOICE 2025

Winner of 2025
Readers' Choice Award
ECP/Retail In-Office
Lab Equipment

WHY YOU SHOULD ADD IN-OFFICE FINISHING TO YOUR PRACTICE



Like most eye care professionals, you have the goal of increasing profits, providing better service, improving patient satisfaction and growing your business for long-term success. Here are several ways that adding an in-office finishing lab can benefit your optical business:

DIFFERENTIATING YOUR PROFESSIONAL IMAGE

Adding an in-office finishing lab can allow you to:

- > Improve your professional identity and the patients' perceptions of your practice's technical ability and sophistication
- > Increase patient satisfaction with quicker turn-around time
- > Provide exemplary service to patients to improve your competitive advantage

ENHANCING EFFICIENCY

Adding an in-office finishing lab can allow you to:

- > Determine the quality of products dispensed to your patients
- > Save staff time, with less job tracking and re-scheduling for glasses not ready when promised
- > Offer possibly same-day service, receive same-day payment, solve patient eyewear emergencies and produce eyewear more quickly and efficiently

BROADENING PATIENT BASE

Adding an in-office finishing lab can allow you to:

- > Help retain patients who will be pleased with the speedy timeframe
- > Gain additional patient base if you can participate in more vision-care plans

BUILDING PROFITS

Adding an in-office finishing lab can allow you to:

- > Add a new source of income for the practice
- > Reduce lab costs, potentially thousands of dollars a year depending on the number of jobs
- > Produce premium products such as Chemistrie™ clips for virtually any frame on your board

COST ANALYSIS

Below is a sample cost analysis to show that you can earn significant savings on your lab bills by having an in-office finishing system.

You may be concerned about the staff training required for an in-office finishing lab. Just note that modern lens finishing equipment makes the process of finishing lenses in-house much easier than just a few years ago. Edging systems take less time, finish all lens types, and offer built-in accuracy along with ease of use.

Base Product	Outsource Finishing	In-Office Finishing
CR39 and Poly SV Pair of Lenses	\$21.00	\$5.00
Edging Cost	\$8.00	\$0
Polishing Cost	\$7.00	\$0
In-Office Finishing Cost	\$0	\$4.00
Total	\$36.00	\$9.00

Worldwide Leader in In-Office Finishing



Premium **ES 700/800 Series**
Reveal your creativity



High-Volume **ES PRO Series**
Supercharge your edging system



Mid-Range **Neksia v2 Series**
Ignite your productivity



All-In-One **Delta Series**
Reinvent simplicity for you

- > **Experience** – Celebrating 70+ years of best-in-class R&D and manufacturing of lens finishing systems
- > **Quality** – ISO 9001-certified, Essilor Instruments performs quality-control procedures at all stages of the manufacturing process
- > **Service** – All services performed by Essilor Instruments certified technicians



8600 W. Catalpa Avenue, Suite 703 | Chicago, IL 60656 - USA
Phone: 855.393.4647 | Email: info@essilorinstrumentsusa.com | www.EssilorInstrumentsUSA.com