

# INTERSTATE

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As a part of the Essilor Lab Network, we wanted to share this message from Rick Gadd, President of Essilor of America:

3.23.2020



Dear Friends -

I wanted to take a moment to check in. I hope that your family, friends and associates are all safe and healthy. It's been a scary few weeks, one we couldn't imagine if we tried. It's a pivotal moment for us -- personally, professionally, as businesses, as an industry.

We are in this together. Keeping private practice and optometry strong is in our DNA and the foundation on which Essilor was built. This time of adversity has only strengthened this foundation and you have our unwavering support.

We've mobilized our sales consultants to work virtually to help your practice navigate this crisis and we have created initiatives to help your practice survive. This includes efforts to support our independent practice partners such as a grace period on payment of your lab bill, education at no cost to keep your staff engaged, and extending warranties and promotions to drive consumer demand when the recovery begins. Please reach out to your Essilor sales consultant so they can help you leverage these initiatives to meet your unique needs.

Unprecedented times call for deep partnerships, close connections and a strong community. Your Essilor family is working on your behalf to keep our community strong. Navigating the COVID-19 crisis is uncharted territory -- and we're here for you through thick and thin. As the situation continues to evolve, we'll stay close you with other ways we can support you and optometry overall.

Thank you for your continued partnership. Stay safe.

Rick Gadd  
President, Essilor of America

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