



Getting the most from the EyeTalk Reference Guide

The Eye Talk Reference Guide is used in most optometry practices in Australia. These notes will help you obtain the most benefits from the valuable resources it contains. All information is updated every 3 months and price suggestions are based on the wholesale prices (averaged when the same product is available from different suppliers).

Four Issues Per Year

Each subscription to the Eye Talk Reference Guide includes 4 issues per year.

Spectacle Lenses

◆ Lens Price Suggestions

- These are suggestions for each lens and per pair.
- They include the material cost, ordering, freight costs, verification and patient delivery.

Data Code	Description	Index	Diam	Features	Mat'l	Each	Pair
PEST9M	Essilor Varilux S 3D 1.74 Crizal UV	FF14↑	1.74	(80)	DAH~	MU R	390.00 780.00
◆ PESU1D	Essilor Varilux S 4D 1.5	FF14↑	1.50	(80)	DA~	~ ~ ~ R	207.00 ◆ 414.00
PESU2D	Essilor Varilux S 4D 1.5 Xperio Grey	FF14↑	1.50	(80)	DA~	Z~ U R	284.00 568.00

◆ Lens Data Codes

- Data Codes are part of computerised dispensing management and allow for more convenient automatic sorting in computer software & "Pick Lists". They consist of 6 alpha-numeric characters. For example:

P ES U1 D

P: Lens type **ES:** Company **U1:** Product **D:** Variation

- The company codes are shown in the current Eye Talk issue.
- The variation codes refer to lens treatments available on the same base lens:

N	No coating	H	Hard-coat single-sided	M	Multi-coat option 1
R	Multi-coat option 2	D	Hard-coat double-sided	S	Multi-coat option 3

◆ Updates & New Products

- New products are indicated the first time they are listed in Eye Talk with a **green star**
- All products with changes in the current issue are listed with a **red star**

★ASH16M	Shamir 1.6 Glacier Plus	◆	1.60	65/70	DAH~	~ MU R	91.00 182.00
							+6.00/-2.00...-6.00/-2.00
★ASH18M	Shamir Glacier Blue-Shield 1.6 UV		1.60	65/70	DAH~	~ MU R	91.00 182.00
							+4.00/-2.00...-6.00/-2.00

◆ Refractive Index

- Material refractive index for every lens is shown. Use this information to select the thinnest and lightest options.



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◆ Lens Diameter

- Each different lens diameter is shown in mm, to confirm that the lens will “cut out” for the frame selected.

DataCode	Description	Index	Diam	Features	Mat'l Each	Pair
PEST9M	Essilor Varilux S 3D 1.74 Crizal UV	FF14↑ 1.74	(80)	DAH~~MU	R	390.00 780.00
PESU1D	Essilor Varilux S 4D 1.5	FF14↑ 1.50	(80)	DA~~~~~R		207.00 414.00
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◆ Special Features of the Lens

- Each lens is coded to indicate special features included:

S Scratch Resistant

D Double-Sided Scratch Resist

A Aspheric design

H High Index

P Photosensitive

Z Polarized

V Variable Polarized

M Multi anti-reflection

U UV Protection

Stock Lens Availability

- Stock single-vision lenses are less expensive than grind lenses, but is the patient's Rx available in the stock range?

- The stock power range is summarised in 2 different ways:

- Sph/Cyl Indicates the individual sphere & cyl limits of the range

- Sph CombPwr(/Cyl) Indicates the maximum sphere & cyl combined power (CombPwr) and the cyl limit for the range.

For example:

-9.00 CombPwr/-2.00 indicates that the limits are..

-7.00/-2.00 -7.25/-1.75

-7.50/-1.50 etc.. (All have a combined power of -9.00)

Brand Finder

This is a comprehensive alphabetical index to the current Australian distributors of all sorts of optical product brand names. This is especially useful when a patient requests a particular brand or requires a spare part you are unfamiliar with:

- **Brand name & the current distributor**

- **No Distrib** .. indicates there is no current distributor for this range in Australia

- ***PARTS** .. indicates they are no longer the distributor, but they may still have spare parts for some models.

- **[L]** .. indicates the category of the product brand name. Sometimes there may be multiple products with the same brand name, but in different categories. For example, “Freedom” contact lenses, “Freedom” spectacle frames and “Freedom” spectacle lenses.

[A] ...Accessories **[C]** ...Contact lenses **[E]**... Equipment **[F]**....Frames & Sunglasses

[L]....Lenses (spectacle) **[CO]**...Spec Lens Coating **[M]**...Miscellaneous **[O]** .. Ophthalmics

[S]...Solutions **[T]**...Spectacle Lens Tint

Tears Again [O] .. No Distrib
Tears Naturale [O] .. Alcon Labs
Technolite [F] .. No Distrib
Ted Baker [F] .. Mondottica
Ted Lapidus [F]*PARTS .. Shaan
Teddy [F] .. No Distrib
Teeny Weenies [F] .. No Distrib
Teflon [L] .. No Distrib



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Spectacle Frames

Recommended prices for individual spectacle frames are not listed. However, a Suggested Pricing Table or an Excel Calculator can be accessed through Eye Tools Software.

- The suggestions include the material cost of frame, assistance with selection, facial measurements, ordering & freight costs, quality spectacle case and any future adjustments needed.

Fitting Surcharges

- The suggested price for a pair of spectacles consists of the lens price for 2 lenses, the frame and a fitting surcharge to have them fitted (or fabricated). The fitting surcharges are listed in the "Supplementary Charges" section of the listings for Spectacle Lenses.

For example: A patient may have their own old lenses and a frame they have been given or purchased elsewhere. These same fitting surcharges would apply.

- Some practices use different fitting fees for different frame types (shell, metal, half-eyes etc.) Others use a standard fitting fee for all frame types.

Contact Lens Care Products

- ◆ As well as the current suggested retail prices, the listing also shows the size options and the components of "starter kits" and "value packs".

Once again, new products and changes since the last issue are marked.

XABA19	renu sensitive multi-purpose solution Duo Pack	2 x 355ml/case		31.30
XABA26	Biotrue multi-purpose solution Value Pack	1 x 120ml ◆ 2 x 300ml/2 cases		36.25
XABA27	Biotrue multi-purpose solution Travel Pack	60 ml/case		6.60

OTC Ophthalmic Products

- "Over the Counter" Ophthalmic products are also listed in a similar style, showing current suggested **retail prices** and the **size options**.

Contact Lenses

• Contact Lens Price Suggestions

- Calculated by Eye Talk every 3 months from average wholesale prices.
- These are suggestions for each lens.
- They include material cost of a single lens (not pairs), ordering, freight costs, verification & initial Starter Kit of solutions.
- **Per Lens** is usually identical replacements.
- **Per Case** is usually for new fittings.

DATA CODE	DESCRIPTION™	H ₂ O Dk	Features	Per Lens	Per Case	Qty & Price
SOFT TORICS (CONT'D)						
YCCA41	Capricornia NuToric	38	9 ~ ~ ~ ~	239.00	3X 6M..75%C..	309.00
YCCA43	Capricornia NuToric Sil Hyd	74	60 ~ ~ ~ ~	289.00	3X 6M..75%C..	360.00
YCCA51	Capricornia 49G NuToric	49	15 ~ ~ ~ ~	239.00	3X 6M..75%C..	309.00
YCCA53	Capricornia Omega 58					



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• Lens Data Codes

Data Codes are again provided for automatic sorting in computer software & "Pick Lists". For contact lenses they consist of 6 characters.

YJ BA 36 **YJ:** Lens type **BA:** Company **36:** Product or Variation

- The company codes are shown in the current Eye Talk issue.

• Updates and New Products

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• Warranty Information

- The full Per Case warranty details are summarised for every lens:

- The number of exchanges allowed within the warranty period (U indicates 'Unlimited')
- The number of months in the warranty.
- The credit % for an unsuccessful patient within the warranty (pl indicates that the credit is the Per lens amount).

DATA CODE	DESCRIPTION™	H ₂ O	Dk	Features	Per Lens	Per Case	Wty	& Price
SOFT TORICS (CONT'D)								
YCCA41	Capricornia NuToric	38	9	~ ~ ~ ~ ~	239. ⁰⁰	3X	6M	.75% C ..309. ⁰⁰
YCCA43	Capricornia NuToric Sil Hyd	74	60	~ ~ ~ ~ ~	289. ⁰⁰	3X	6M	..75% C..360. ⁰⁰
YCCA51	Capricornia 49G NuToric	49	15	~ ~ ~ ~ ~	239. ⁰⁰	3X	6M	..75% C..309. ⁰⁰
YCCA53	Capricornia Omega 58							

• Disposable Lenses

- In addition to the standard information for all types of contact lenses, the disposable lens listings also show:

- Lens features, Intended days wearing, Water content, DK (material thickness), Pack prices, Pack sizes and Unit cost for lenses in multi-packs.

• Stock Lens Availability

Stock contact lenses are consistent, available quickly and less expensive than custom lenses, but is the patient's Rx available? These listings will tell you.

- Which lenses are offered as "stock".
- Water content (%)
- The maker or supplier.
- Parameters (base curve, diameter, thickness, etc)
- The limits of the stock power range, and the steps.

Veterans Affairs Schedule

This schedule includes all optical item numbers and rates for frames, lenses, add-ons and low vision aids.

Getting the most from the EyeTalk Reference Guide

Consultations

- Medicare scheduled fees in a handy summary format.
- Suggestions for ancillary tests like Digital Retinal Imaging (DRI), Corneal Topography, Pachymetry, Visual Perceptual Assessments, Vision Training, Home Visits or Domicillary Surcharges, Vision Screening Fees and hourly rates for Industry Consulting.



Health Fund Rebates

Optical rebate tables are summarised for the major private health funds.

- This information can be used to advise patients on the "likely" rebates. It is best to phrase this as an estimate because:
 - Patient may have already claimed elsewhere in this membership year?
 - Patient may not be certain of which table they are in?
 - There may have been a more recent change made by the fund ?

OPTICAL APPLIANCE	ITEM NO (*)	Saver Tables, Ess, Standard Prime	Extra Essentials
SPECTACLES:			
Single Vision Stock	110,212	120*LV	150*LV
Single Vision Grind	110,222	120*LV	150*LV
Bifocals	110,312	160*LV	210*LV
Trifocals	110,412	160*LV	210*LV
Progressives	110,512	160*LV	210*LV
FRAMES ONLY:			
Spectacle Frames	110	120	150
Spectacle Repairs (p.a.)	120	120	150


Clinical Charts & Tables

- This section presents a collection of handy charts for contact lenses and spectacles.
- The valuable Progressive Lens Guide is also available from Eye Talk Consultants. This includes an excellent summary of engravings for progressive lens identification.

Australian Optical Suppliers Guide

- This is another very useful summary for the contact details of all the major suppliers. This directory style format includes:
 - Brand names available
 - Mailing address
 - All contact details (phone, fax, call-free and e-mail).
 - Symbols to indicate credit card payments, OGS charity support and website hotlink available at www.eyetalk.com.au.

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