

TOP REASONS TO USE ESCHENBACH...

1) We're easy to work with!

There is no minimum order to open an account, there are no handling charges and there is no restocking fee on returns received within 30 days!



2) We offer one of the broadest ranges of magnification products so we have what you need!

Eschenbach carries over 800 products including:

- Hand-held magnifiers
- Stand magnifiers
- Spectacle magnifiers
- Ready-made readers
- Absorptive filters
- Telescopes
- Video magnifiers
- Reading machines
- Lamp magnifiers
- Task lighting
- Screen magnification software
- Test charts
- Reading charts
- Binoculars

3) We manufacture the highest quality products in the industry so you won't have product complaints!



Our products are manufactured at our ISO 9001 Certified state-of-the-art facility in Germany that has produced products that have won design awards such as the prestigious Red Dot and iF awards. We back up our product quality with a minimum 1 year warranty--even on readers. And a Lifetime Warranty against manufacturing defects is offered on our popular hand-held and stand magnifiers!

4) We produce innovative products so you can offer your patients the newest technology!

We are a pioneer in the industry having been the first to offer low vision devices that feature injected-molded aspheric and aplanatic lenses, built-in illumination and diffractive optics--a technology that allows for the creation of ultra-thin lenses.

5) We have excellent Customer Service and Shipping Departments so you get the right product at the right time!

85% of calls get answered without being put on hold, and if a call is put on hold, the wait time is less than 3 minutes on average. Our warehouse ships 95% of orders complete with 95% of them shipping error free!

6) We maintain a team of well-trained Territory Managers to help you!

Each Territory Manager receives 80 hours of optometric caliber training when they are hired—some are even ABO certified! Our Territory Managers provide in-office support including staff training, in-services, and new product demonstrations. They can also provide reimbursement and marketing guidance.



7) We support you, the eyecare and vision rehabilitation professionals, so you can support the visually impaired!

Eschenbach exhibits at over 50 eyecare and vision rehab conferences each year where our fees help reduce your registration costs and support your professional organization. We also refer over 1,000 patients each year to eyecare and vision rehab customers which increases the number of visually impaired people that are aware of their services and helps their business thrive.



8) We provide education to enhance your low vision care service!

Eschenbach offers both in-office training and online webinars. Our Territory Managers are available for hands-on training sessions that allow you and your staff to learn about our products and experience them first hand. Our webinars (some of which are conducted by leading low vision optometrists) are presented on a monthly basis and are free!

9) We help enhance your reputation so you'll get more patient referrals!

Any product you dispense to a patient is a reflection of you and your practice or organization. Eschenbach's high quality products and practice management support help you produce more successful patient outcomes which enhances the image and reputation of your organization. This means your patients are sure to be satisfied with the service you provide and return for follow-up evaluations. They'll also be more likely to refer your organization to friends and family in need!



 **ESCHENBACH**
Better Vision. Better Life.

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