WVA
EYE CARE DISTRIBUTION

YOUR PREMIER OPTICAL BUYING GROUP

WELCOME TO THE WVA BUYING GROUP

VENDOR DISCOUNTS

Our network of more than 100 vendors has partnered to offer you industry leading discounts on your everyday purchases. Our Buying Group vendors offer a wide range of products and services, including marketing, patient management software, selling tools, optical labs, and frames to name a few. Examples of those vendors include: Essilor, Zeiss, Hoya, Luxottica, Safilo, Art Optical, Marchon, Silhouette, Marcolin, Charmant, Clearvision, Kenmark, L'amy, Match Eyewear, and a considerable amount more.

FOR A FULL VENDOR LIST, PLEASE VISIT WWW.WISVIS.COM/DISCOUNTS

RETURN PRIVILEGES

When a return is processed under your WVA Buying Group Account Number, the credit resides with WVA and you may use it to purchase any optical goods available through WVA.

You will always receive full credit on qualifying returns according to the manufacturers' policies.

YourRewards

We know you have options, and appreciate your business. To honor your loyalty, WVA will return **1.5%** of your soft contact lens purchases in the form of YourRewards points when you pay your monthly statement by check, and meet minimums.

(Bausch & Lomb, CooperVision, Alcon)

Please review back of brochure to view redemption options and details of our YourRewards program

The WVA Buying Group is designed to complement the various needs of your practice. We understand your practice may have requirements that vary greatly from others. Whether you are independent, multi-location, part time, or affiliated with a National Alliance, the benefit to your practice through WVA remains the same. Our goal is to deliver the ease, value and experience that allows your practice to thrive.

MANAGING YOUR WVA BUYING GROUP ACCOUNT

In addition to your customer service support, your WVA representative will help you manage all of your optical purchases. Since your purchases are billed through WVA, they will provide you with monthly reports to help analyze profitability and your overall purchases by vendor.

CONSOLIDATED BILLING – ALL BUYING GROUP VENDOR PURCHASES ON ONE MONTHLY STATEMENT

Pay by check and receive:

- No administration fee
- Full vendor discounts
- No restocking fee on soft contact lens returns
- WVA contact lens YourRewards

Pay by credit card and receive:

- No administration fee
- Vendor discounts, less 4%
- No restocking fee on soft contact lens returns

**If paying by check, a minimum of $6,000 in Buying Group purchases is required quarterly with a 3 vendor minimum.*

**Soft contact lens sales do not qualify toward the Buying Group minimum.*

**Payments must be made in full each month to claim vendor discounts. Delay in payment will result in lost discounts.*

*EXAMPLE FROM MONTHLY REPORT

		YTD SALES			ENTIRE YEAR PREV	
VENDORS	% OF BUSINESS	2018	2017	+/-	DISCOUNTS	SALES
Marchon	31.3%	$49,469.78	$43,203.40	14.5%	$13,286.20	$82,978.60
Southern - WOS	17.3%	$27,405.53	$65,000.94	-57.8%	$0.00	$111,753.98
WVA Optics	13.8%	$21,735.00	$0.00	100.0%	$0.00	$0.00
Luxottica USA	9.7%	$15,352.25	$25,024.27	-38.7%	$2,743.99	$41,230.05
Match Eyeware	5.0%	$7,933.59	$3,934.57	101.7%	$1,960.62	$11,127.18
Safilo USA, Inc	5.0%	$7,910.44	$10,308.17	-23.3%	$2,351.77	$18,775.99
Pech Optical	3.4%	$5,373.46	$247.89	2075.1%	$2,217.35	$27,399.97
L'AMY	2.5%	$3,951.85	$2,285.21	72.9%	$438.51	$5,103.95
Clearvision	2.4%	$3,803.53	$5,744.33	-33.8%	$1,440.82	$10,859.58
Tura	2.4%	$3,769.26	$1,958.71	92.5%	$475.21	$4,024.17
Silhouette	2.1%	$3,344.09	$2,838.94	17.8%	$586.62	$5,839.89
Art Optical	1.9%	$2,973.00	$2,145.00	38.6%	$943.59	$3,448.00
ProDesign Denmark	1.3%	$1,998.10	$5,194.26	-61.5%	$1,317.43	$13,172.80
Liberty Sport	1.0%	$1,544.10	$804.45	92.0%	$26.23	$1,129.00

Using YourRewards Points

Redeem YourRewards points for WVA credit or gift cards.

1. WVA CREDIT, IF CHOSEN, WILL BE APPLIED DIRECTLY TO YOUR WVA STATEMENT

2. GIFT CARDS TO THE FOLLOWING PLACES

AND MANY MORE!

- MACY'S
- MARRIOTT HOTELS
- AMERICAN AIRLINES
- CABELA'S
- ITUNES
- HOME DEPOT
- BARNES AND NOBLE
- BEST BUY
- STARBUCKS
- TARGET