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ABB Optical Group Begins Distribution Services in Canada

CORAL SPRINGS, Fla. – ABB Optical Group (ABB), a leading provider of optical products and business solutions in the eye care industry, announced it has commenced distribution of contact lenses to Canadian eye care professionals (ECPs).

ABB brings best-in-class distribution services of the four major soft contact lens manufacturers to Canadian ECPs, offering them access to the largest consolidated inventory in Canada, with the ability to ship directly to patients' homes. Single-source distribution, according to the company, allows ECPs to improve efficiencies in their practice, leading to improved patient care, satisfaction and retention.

"ECPs in Canada previously have not had the opportunity to benefit from contact lens consolidation and business management best practices with one distributor - a common model in the United States which provides efficiency, cost savings, and better, faster service for practices and patients," said ABB's Country Manager for Canada, Marc Tersigni. "Now, with ABB, Canadian ECPs have access, choice, value and service, all at their fingertips from one single source. We look forward to being a trusted distribution partner committed to the success of ECPs across Canada."

To serve its Canadian customers, ABB has opened a distribution center in Delta, British Columbia, and will employ approximately 20 staff members, with plans for expansion and growth later in 2020. Tersigni also noted that expansion into Canada also benefits the Canadian economy, stating, "ABB is proud to be making a long-term economic investment in Canada and providing job opportunities to Canadians."

ABB also offers other business solutions for the optical industry that could benefit Canadian eye care professionals in the future, such as lens fabrication, ophthalmic lens distribution, frames distribution, practice development strategies, a suite of business and technology solutions, and gas permeable contact lens manufacturing.

The company will be launching its Canadian B2C website in August. For more information on ABB's Canadian and United States business operations, visit abboptical.com.

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About ABB Optical Group

ABB Optical Group is a leading provider of optical products, services and business solutions in the eye care industry. ABB operates through three business pillars: ABB Contact Lens, ABB Labs and ABB Business Solutions. ABB is focused on the future of eye care professionals, helping them succeed by making practices more efficient and assisting providers to effectively navigate market changes. Visit abboptical.com for more information.