

# INSIGHT

April  
2026  
Newsletter

with Interstate Lab Group

## LAST CHANCE: The Varilux Perfect Pair Promotion

Promotion Ends: April 30th, 2026

**THE Varilux<sup>®</sup> PERFECT PAIR PROMOTION**  
February 2 - April 30, 2026

Upgrade your vision with a **FREE** second pair of Varilux<sup>®</sup> Occupational Lenses when you purchase select Premium Varilux Progressive Lenses  
Terms & Conditions Apply

Book your appointment today!



When a patient purchases a pair of premium Varilux progressive lenses out of pocket without use of vision insurance, they will receive a FREE second occupational pair. **Must order both pairs at the same time.**

### Qualifying Primary Lenses:

- VX XR Design, VX XR Track, Physio Extensee or Physio Extensee Track
- Transition Gen S or Transitions Xtrative
- AR treatment Crizal Sapphire or Crizal Rock

### Bonus Free Pair:

- Varilux Immersia
- Clear or Essential Blue series
- AR Treatment Crizal Easy

## Basic Dispensing Classes: Upcoming Classes Mansfield, OH April 7- 9, 2026 9am- 3pm

Classes for training anyone who is unfamiliar with the glasses industry. Come to one day or come to all three, whatever fits your need.

- **Day 1** - covers basic optics and lens design.
- **Day 2** - focuses on practical dispensing and frame fitting.
- **Day 3** - turns the focus toward the patient experience.

**Cost:** \$89.95 per person per day

### Contact:

Call: 1-800-472-5790

Email: [info@interstatelabgroup.com](mailto:info@interstatelabgroup.com)

Fax: 1-800-342-4136 in the registration form to sign up



## Interstate Frame Club

Turn Every Rx Into Revenue with Frame Club—earn \$25 on every eligible Rx, including Managed Care orders, simply by selecting qualifying lab-supplied frames.

No workflow changes. No added complexity. Just smarter ordering and consistent returns.

Just 20 qualifying Rx jobs per month = \$500 back.

Contact your sales representative or call 800-472-5790 to learn more and get started.



30TH ANNIVERSARY



# Debi Hoover

ACCOUNTS PAYABLE/RECEIVABLE

**HOBBIES:** QUILTING, CAMPING, AND CRAFTING

**FAVORITE FOOD:** PEPPERONI PIZZA

**FAVORITE COLOR:** PURPLE

## Employee Spotlight

In March 1996, Debi Hoover joined Interstate Lab Group in an accounting role—an opportunity that came after initially being passed over, only to later receive a call offering her the position. Thirty years later, that moment has grown into a lasting and impactful career.

Today, Debi works in Accounts Payable and Accounts Receivable Administration, where her precision and appreciation for working with numbers make her a steady and reliable presence, approaching each day one task at a time.

Over the years, Debi has witnessed significant growth and change, including transitions in ownership and the evolution from a small, privately owned business to a larger organization. She has witnessed the company grow and evolve—and played a key role in that progress—helping transition processes from paper-based systems to more streamlined digital workflows.

Throughout it all, she has remained committed—drawn to the close-knit environment the company was built on and the strong benefits that have supported employees along the way. She also credits the founding family—John, Rob, and Deb Art—as meaningful influences to her. Deb encourages new employees to work hard, get along with others, and do their job well.

As she celebrates 30 years, Debi Hoover’s commitment and consistency stand as a testament to the impact of long-term dedication and the value of taking each day one step at a time.

## A HUGE THANK YOU TO DEBI HOOVER FOR HER COMMITMENT AND DEDICATION OVER THE LAST 30 YEARS!

### Friendly Shipping Reminder

To help us provide the fastest and most efficient service, please send all “frame to come” jobs in one box using a single return label per day whenever possible. This helps ensure smoother tracking and quicker turnaround times.



#### Fun Fact:

The human eye can distinguish around 10 million different colors, which is why precise lens design and coatings play such a critical role in how patients experience their vision.

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