



LE LABORATOIRE FRANÇAIS
Verres Optométriques

satisloh



FRENCH FAMILY-OWNED BUSINESS VENTURES INTO OPHTHALMIC LENS MANUFACTURING

LESAsign, a 42-year-old French family enterprise now led by its second generation, has made significant strides in the realm of visual aids. Originating with the production of magnifying glasses, lenses, and other optical instruments, the company expanded its horizons in 2020 by delving into ophthalmic lens manufacturing, all proudly produced in France.

OPHTHALMIC LENSES DESIGNED FOR SPECIAL PURPOSES & MADE IN FRANCE

Nestled in the picturesque village of Milly-la-Forêt, approximately 60 km south of Paris, LESAsign France has been a stalwart in the industry for over four decades. Initially specializing in magnifying lenses, glasses, and specialized medical lamps, the company diversified its offerings to include spectacle lenses and optician sales aids over the past four years.



General Manager and Owner, Aurélien Pedler

With a workforce of five, the company made a strategic decision in 2020 to internalize its lens production due to dissatisfaction with external suppliers in terms of delivery times and quality. "Initially, we outsourced our lens production, but were not content with the results," remarks Aurélien Pedler, the Managing Director of LESA.

Consequently, LESA embarked on producing its own lenses, opting for Satisloh machines – renowned for their quality and reliability in the optical industry. The decision to invest in Satisloh machines was made quickly.

"We knew Satisloh from optical trade shows. For us, Loh was well known for its quality and reliability of their generators and polishers and Satis for the quality of coating machines. We received excellent advice from the sales manager, which made the decision to use Satisloh machines very easy."

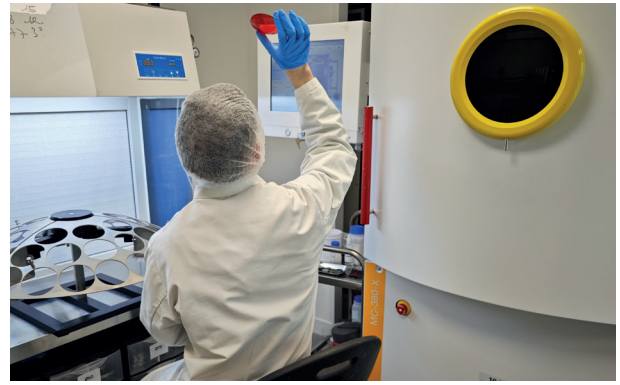
LESA currently uses manual blocking and polishing machines, a VFT-orbit, an SCL dip coater and an MC-380-X.



Operator, Kevin Grison

CURRENT CHALLENGES

In addition to broadening its customer base, LESA faces the challenge of catering to its niche market effectively. Apart from standard prescription lenses, the company specializes in high-prism lenses for congenital strabismus, lenses for computer use, and sporting applications such as mountaineering.



"We have the capability to manufacture lenses with prism up to +23dpt," states Aurélien Pedler proudly. "We assist our clients in providing their customers with the perfect lens, and Satisloh machines enable us to work efficiently."

LESA distinguishes itself further by developing its own coating recipes, catering to various visual impairments such as color blindness, headaches, dyslexia, and epilepsy. The company's showroom presents an extensive array of colors and coatings, reflecting the founder's unwavering commitment to innovation. Aurélien Pedler continues to refine his recipes, viewing each challenge as an opportunity for growth.

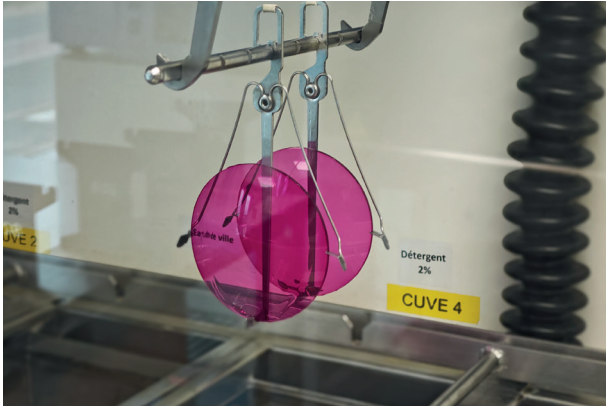
SPECIAL LENS PRODUCTION

WITH PRISMS UP TO CA. +23dpt.

LENSES FOR SPORTS APPLICATIONS

COATING AS KEY FACTOR

Recognizing the pivotal role of coating in ophthalmic lens production, LESA aims to differentiate itself from competitors by offering superior coatings that address specific customer needs. The Satisloh Box Coater MC-380-X has been instrumental in achieving this goal, praised for its user-friendly interface and reliability.



"Providing high-quality coatings is essential for us, and the MC-380-X has been exceptional in meeting our requirements," remarks Aurélien Pedler. "The MC-380-X boasts exceptional intuitiveness, making recipe editing a breeze. Thanks to thorough guidance from a knowledgeable Satisloh technician, our operator gained a comprehensive understanding of the machine, resulting in flawless performance without any errors or defects."

With regard to color options, LESA offers an extensive palette, leaving virtually no hue beyond their reach. The breadth of their color spectrum is truly remarkable.

**HIGH-END
COATING**

**AS THE KEY USE OF
SATISLOH MC-380-X**

**FOR LENSES
AGAINST**

**HEADACHES, DYSLEXIA,
COLOR BLINDNESS, ETC.**



6,000+ CUSTOMERS

1,600+ PRODUCTS

**42+ YEARS IN
LOW VISION
BUSINESS**

INTO THE FUTURE

With a customer base of approximately 6,000 in the vision aids sector, LESA is poised for expansion in the spectacle lens market. Equipped with state-of-the-art Satisloh machines, the company is confident in its technical capabilities. Aurélien Pedler expresses satisfaction with the ongoing support from Satisloh, affirming that queries are addressed promptly, reflecting a commitment to customer satisfaction beyond the point of sale.

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