

Dear Wal-Mart Doctors:

When my father, Seymour Marco OD started our company in 1967, he could not have imagined the proliferation of vision diagnostic technology that we are becoming familiar with today.

Marco, as The Leader in Vision Diagnostics™, designs and manufactures diagnostic products from the simplest to the most sophisticated on the market today. Marco is the only company that you will find, that maintains leading market share in all major diagnostic product categories.

However, we do more than just provide Vision Diagnostic Products. We become your Partner for Life, working with progressive doctors like you, to improve the everyday quality of your work life, and the overall quality of your patient's exam.

The EPIC/TRS are examples of this. The EPIC and TRS are both Refraction Systems that import the objective refractive data and lensmeter information into a console that you can use to further refine the patients refractive data. You are able to pre-program your refractive steps to assure that your refractions are consistent or, if others refract, your steps are followed. At the end of the refraction, you are able to show the patient the difference between their current glasses and the new refraction at the touch of a button.

The 3-D Wave provides refractions, keratometry, and corneal topography using wavefront technology. The 3-D Wave takes measurement of the entire optical system, thus providing you with information that was never available before. Cataract screenings, postoperative complaints, and pathology diagnosis are all achieved as a result.

The RTA 5 is the new Retinal Thickness Analyzer that is the only unit that will allow you to get reimbursed for both photos and scans. Its unique design will also enable you to market a "wellness exam" to your patients; this can provide another level of care while also giving you another revenue stream.

In partnership with Wal-Mart, Marco is making the EPIC/TRS, RTA 5 and 3-D Wave available to you through participation in the Advanced Instrumentation Program.

We would like to provide you with additional information concerning these products, or others. Please do not hesitate to contact me at 800-874-5274 or get more details on www.marco.com.

Thank you for your support. Marco looks forward to becoming your Partner for Life.

Sincerely,



David Marco
President



Jocelyn Hamilton
National Accounts Manager