

The TRS-5100 Makes a Difference

Patients see it. Clinicians feel it.



I live in Lakeville, MN, a suburb south of Minneapolis, where I have a small but growing practice that I opened in 2006. I employ three full-time optometrists, and it's likely I will be hiring another one within the next six months.

I acquired the TRS-5100 digital refractor about a year ago, when my exam chair broke and I decided to upgrade the technology in my clinic. The TRS-5100 package for the exam lane was ideal for my needs, and I chose this system for two reasons.

Patients Notice the Difference

First, I wanted reliable, accurate equipment, and Marco has both great technology and a terrific reputation in the industry. The TRS-5100 is a technology that patients will notice and comment about in your practice. I decided a long time ago to try to add at least one new major component to my practice every year. And although I do add something new each year, I was surprised at how many positive comments I received from patients about this upgrade.

updates in lens technologies — e.g., blue-light filtering lenses, updated prescription sunglasses, or computer task-specific eyeglasses — and patients are much more willing to consider them.

I have discussed these options in the past, but since I installed the TRS-5100, patients seem more inclined to purchase at least one pair of eyeglasses, and often an additional task-specific pair — even if their Rx change is small and/or they may not have been thinking about it when they arrived for their appointment.

Clinicians “Feel” the Difference

The second major reason I went with the TRS-5100 is that I needed better ergonomics than I was getting with my previous standard refractor. Before I acquired the TRS-5100, my right shoulder was making cracking noises at least 20 to 25 times a day. There was no pain or loss of range of motion, but I asked myself: Why wait for one or both of those things to happen before doing something about it?

With the TRS-5100, the difference has been remarkable. Just one day after installing the system, the number of ‘cracking episodes’ dropped to fewer than five a day. Today,

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— Amy M. Rudser, OD

there are days when I go without any cracking at all in my shoulder.

An Exceptional Choice

I plan to equip another exam lane with the TRS-5100 in early to mid-2019. I wish I'd started my practice with the TRS-5100 from the beginning. This has been one of the best decisions I have made for my practice. ●

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Dr. Rudser in an exam lane at her practice



As a digital technology, the TRS-5100 dramatically speeds up refractions and, in my experience, permits acquisition of more accurate cylinder measurements. Compared with a manual refractor, the TRS-5100 also provides patients with an easier experience when it comes to differentiating between their previous prescription and the new one. If patients notice the difference in the exam room, that usually translates to noticing — and appreciating — the difference in the real world. Our patients feel good about their purchases, and they know that their dollars were well spent on improving their vision with their new prescription. Instead of guessing if the often small change in the technical numbers of the refraction are actually going to be noticeable in real-world use, now I can know for sure. As a result, I feel much more confident recommending prescription updates and less like a “sales person.” It's easier to discuss



The TRS-5100 speeds up refractions, and patients appreciate the difference



The TRS-5100 digital refractor

Amy M. Rudser, OD



Dr. Rudser is the owner of Advanced Eyecare Professionals in Lakeville, MN.