

Angel Alvarez

Founder and Chief Executive Officer

Angel Alvarez is founder and chief executive officer of **ABB OPTICAL GROUP**.

Alvarez oversees the strategic direction and vision of the South Florida-based, billion dollar optical company. With four distribution centers and more than 1,000 employees across the United States, **ABB OPTICAL GROUP** is a leading distributor of optical products supplying nearly two-thirds of eye care professionals across the country with brand name contact lenses, custom specialty contact lenses, ophthalmic lenses and more. The company's Digital Eye Lab is a fully automated optical lab dedicated to freeform digital lens fabrication. **ABB OPTICAL GROUP** also offers practice building services such as pricing strategy tools, business reviews, annual supply staff training and e-commerce solutions.

Alvarez began his career in the optometry industry 30 years ago as a senior sales representative for CibaVision. With the advent of disposable contact lenses in the mid-1980s, he realized that as small business owners, optometrists would not be able to keep up with consumer demand, delivery and logistics. Alvarez saw the paradigm shift and knew he could help them increase efficiency, drive costs down and ultimately grow profitability. So in 1989, Alvarez purchased Co-Optics Distribution and formed Alvaco Trading Company, which became **ABB Optical** a year later.

Under Alvarez's leadership, the company experienced rapid growth and expansion in the 1990s and 2000s, acquiring several regional contact lens companies, most notably CON-CISE Contact Lens Company in California, establishing **ABB CONCISE** as the largest contact lens distributor at the time. In 2012, private equity

firm New Mountain Capital of New York recapitalized **ABB CONCISE** to support continued growth and expansion. Later that year, the merger of **ABB CONCISE** and Optical Distributor Group, the second largest contact lens distributor in the nation, established **ABB OPTICAL GROUP**.

Alvarez is not only an industry leader but a community leader as well. **ABB OPTICAL GROUP** proudly supports industry-related organizations including Optometry Giving Sight and Optometry Cares – the AOA Foundation as well as educational and human services organizations including the American Cancer Society and The United Way, among others.

Alvarez earned a bachelor's degree in business administration from the University of Miami and is an active supporter of the national Network for Teaching Entrepreneurship.