

The struggle against the "Cut-Rate" retail advertisers is not just the problem of optical workers unions, but should be the concern of everyone in the optical industry. If the ethical Doctors and Dispensing Opticians do not believe this is true time will teach them it is true.

This union has started a picketing campaign against King, Lee and Douglas Optical Companies and others in Kansas City and St. Louis.

Lee Optical expects to open four or five more stores in the St. Louis Area. One will be in the vicinity of 6th or 7th and Olive Streets. At least that is the information that is being spread at the moment. No doubt Douglas will do the same in Kansas City and other Cities.

Each of these Lee and Douglas Stores are geared to do about \$100,000 worth of business a year. Divide the prices they get into their take. The total number of prescriptions involved is staggering. We need all the help we can get in our efforts. You can help by sending your work to Optical Wholesalers in your area. If these "Cut-Rate Stores" are not in your area. It is only a matter of time when they will be.

Unfortunately we start out under a handicap because we must divert some of our pickets to *Some so called* legitimate Doctors and Opticians who are now sending their work out of town to "Cut-Rate Optical Wholesalers." We have a list of some of these people. Most of them bust their vocal chords screaming about Lee, Douglas and King. We see no difference between the two groups.

When our pickets are placed in front of any Doctor or Store they will remain there indefinitely. There will be nothing we can do about it. One thing you can be sure of we are going to use every means at our disposal in our efforts to carry out our campaign against these chiselers.

We are sending letters to over 1800 local unions in Missouri calling their attention to the activities of these "Cut-Rate Non-Union Retailers."

Your written comments would be appreciated. Not anonymous please.

Yours truly,

THOMAS E. ANDERT,
President and Director.

P.S. Members of this union are presently on strike at Bausch and Lomb Incorporated in Kansas City, Missouri.

AOA—H.R. 1283, ATTACHMENT No. 6
UNITED OPTICAL WORKERS UNION No. 878,
St. Louis 1, Missouri, August 1960.

DEAR DOCTOR: The letter you just read is being sent to some 5,000 local unions in Missouri and Illinois.

Our organization has consistently fought cut rate retail optical price advertising in the interest mainly of the Optometrists and Opticians.

Cut rate non-union wholesale houses such as Commercial and Daltex and others are just as much a blight on the industry and just as much unfair competition on the wholesale basis as the cut rate retail advertisers are to the decent Optometrists and Opticians.

We are starting a program to promote the purchase of union made eyeglasses. The same unions will be contacted. There are about 300,000 union people in the State of Missouri and we suppose twice that many in Illinois.

Just as the Optometrists and Opticians are trying to do something for themselves we too are interested in the well being of our union members.

It would be nice if the Optometrists and Opticians whom we are trying to help would send their work to one of the union wholesale optical companies in St. Louis and Kansas City. In that way they would be helping us to help them with legislation and in other ways too. Some of these union wholesale houses have prices comparable with the non-union wholesale houses.

We are enclosing a list of union wholesale houses in St. Louis and Kansas City for your information. Remember Lee and Douglas optical companies are subsidiaries of Daltex in Texas.

Soon now our union label advertisers will appear before all King, Lee, Douglas and other non-union retailers throughout the States of Missouri and Illinois, also Nebraska.

With sincere best wishes. We are,

THOMAS E. ANDERT,
President and Business Representative.