

who do not have a doctorate degree—the ability to use the title legally without authority.

Now, let's look at what this practice does. A privately practicing optometrist sells eyeglasses according to prescription which he himself issues. This is one of his functions. We have proven in the *Sterling v. Regents* case that it is extremely rare for an optometrist to voluntarily issue to a patient a prescription to permit that patient to seek his eyeglass needs from an optician or from a more economical source.

In addition, many optometrists, including optometrists here in the District of Columbia, will fill prescriptions emanating from ophthalmologists or other optometrists. In other words, in that respect an optometrist is nothing more than, or less than, an optician. He is a merchant in a sense, the same as a pharmacist, selling a product, because in that latter instance he does not examine the eye; he merely duplicates lenses and fills prescriptions.

As I say, most optometrists in the District of Columbia will fill not only their own prescription, but the prescriptions of others. In that regard, as I say, optometrists are really comparable to pharmacists.

As a matter of fact, some less skill is involved for this reason: Optometrists usually, when they sell or dispense eyeglasses, do not fabricate the eyeglass. They don't grind lenses. They buy a finished product. Most eyeglasses—I am now talking about perhaps 75 or 80 percent of the eyeglasses supplied to the public by privately practicing or employed optometrists, are glasses made from stock lenses so that the fabricator doesn't even have to surface-grind the lenses.

In any event, optometrists rarely, in the District of Columbia, grind or assemble eyeglasses. They buy a finished product and deliver it to the customers.

We have said that 75 percent of the income of optometrists is derived from the sale of glasses. Mr. Harsha, this morning, asked what proof we had of that and the proof is this: We have had a survey made here in the District of Columbia. We took a comparison shopper, gave her a pair of glasses which sell for \$12.75 at Sterling and asked her to have them duplicated by the privately practicing optometrists in the District of Columbia.

We have that survey. The survey indicated that the average price charged by the privately practicing optometrist for the same pair of glasses that Sterling charged \$12.75 for would cost at the privately practicing optometrist approximately \$25.

Now, this morning Dr. Warren used the term "license to steal." I ask you who is exercising that license when I point out this following fact: That pair of glasses that the privately practicing optometrist charged \$23 or \$24 or \$25 for cost that optometrist perhaps \$7. No more.

Let me say that the persons who made those charges are not the exceptions. As a matter of fact, among those persons who made those charges are the spokesmen for the District Optometric Society, including Dr. Berlin, who charged \$23 for a \$12.45 pair of glasses.

Dr. Warren, who charged \$23, also, for that same pair of glasses. And I have here, and would offer into evidence, Dr. Warren's bill.

Mr. SISK. Without objection it will be included in the record.

(The bill referred to follows:)