

Mr. SISK. Those are the types that we are trying to weed out.

Mr. STEIN. The bill does not do that, Congressman Sisk.

Mr. SISK. We think it is a big step in that direction because if we can weed out the profit motive I think we will have made some gain in this area.

Mr. STEIN. We have not weeded it out under this bill.

Mr. SISK. Counsel, do you have any questions?

Mr. GARBER. Mr. Stein, one or two questions here along the line that we have been discussing.

Any corporate group that is engaged in the practice of optometry, they are in business to make a profit primarily, isn't that right?

Mr. STEIN. As the private practice optometrist, yes, sir.

Mr. GARBER. In other words, if the corporation did not make a profit it would go out of business and there would be no reason for existence?

Mr. STEIN. That is true.

Mr. GARBER. Do you make a profit off of your examinations as a corporation profit?

Mr. STEIN. I do not know.

Mr. GARBER. Has it ever occurred to you that is a pretty important thing for a corporation to know, whether it is making a profit or not?

Mr. STEIN. I think it is certainly important to know that the bottom line is in the black, yes.

Mr. GARBER. Would you say that the principal profit made by the corporation is derived from the sale of glasses, frames, and lenses?

Mr. STEIN. I don't know that but I would suspect that is true in the private practicing optometrist.

Mr. GARBER. If the corporation could exist and do very well on the profits it makes from the sale of—

Mr. STEIN. No, let me answer that. Fifty percent of our business, or perhaps 35 percent of our business is derived from prescriptions emanating from persons other than optometrists which we employ. Almost all of that comes from ophthalmologists, prescriptions.

Ophthalmologists don't issue prescriptions. If we did not have ophthalmologists performing examinations, the only business we would get would be the 35 percent which we now derive from prescriptions emanating from ophthalmologists. That is the reason why I say that the crux of this matter is whether or not privately practicing opticians should sell eyeglasses.

If they were not permitted to sell eyeglasses, we would be able to fill their prescriptions and remain in business.

Mr. GARBER. Mr. Stein, you say that you fill prescriptions for ophthalmologists?

Mr. STEIN. Yes.

Mr. GARBER. You fill prescriptions for optometrists, too, do you not?

Mr. STEIN. If we can get them. The only ones we would get are optometrists that we employ.

Mr. GARBER. Is there in this bill anyplace that precludes you in any respect from selling glasses, lenses, frames, in any respect whatsoever?

Mr. STEIN. Yes, in this sense—

Mr. GARBER. Where is the language?