

Mr. SISK. I would like a little more information on the people you represent. As I understand it, you represent the National Association of Optometrists and Opticians. Are you president of an Association?

Dr. ROWE. I work for the Cole National Corporation. I am not president of it.

Mr. SISK. What is your official capacity?

Dr. ROWE. My official capacity is Director of Dispensing, Development and Research.

Mr. SISK. What is Cole National Corporation?

Dr. ROWE. Cole National Corporation is a publicly-held company.

Mr. SISK. I beg your pardon?

Dr. ROWE. Cole National Corporation is a publicly-held company with five major divisions, one of which is the Optical Division. This division operates an optical department in various department stores, in exclusive locations. They employ opticians and optometrists.

Mr. SISK. Do you know approximately what your company grossed last year?

Dr. ROWE. The total of the company or the Optical Division?

Mr. SISK. Your total company?

Dr. ROWE. It grossed—this is a pro forma figure, because one of the divisions has been sold and the gross sales have been revised to reflect the sale. The total was \$34,000,000 for the fiscal year, last year.

Mr. SISK. The optical section earned about how much?

Dr. ROWE. About \$10 million.

Mr. SISK. You operate primarily, as I understand it, in the Penney, Montgomery, Sears-Roebuck stores, for example?

Dr. ROWE. The majority of our offices are in the Sears-Roebuck stores, yes, sir.

Mr. SISK. One other question with reference to the people you represent. I note in your statement that your Association is a national organization comprised of optical firms, companies, and individual optometrists and opticians engaged in the optical business throughout the United States.

Last year, as I recall, from the record, Congressman Whitener of North Carolina, questioned you as to whether or not individual opticians could become members of your organization.

Has your position changed from that of last year or not? I note you stated then: "No, an individual optician can not be a member".

Is that correct or not correct at this time? You state today that you do represent individual optometrists and opticians.

Dr. ROWE. May I take a look at the statement?

Mr. SISK. That is on page 234 of last year's hearings. I am not trying to trap you.

Dr. ROWE. That is all right.

Mr. SISK. This was the discussion occurring between Congressman Whitener, yourself and some other members of the committee.

Dr. ROWE. They would probably have to be on the premises, the owner of the firm or company—limited to a number of the general offices which would be a qualification. This does hold true.

Mr. SISK. That is what I wanted to make clear.

Really, then, you represent the owners or the management of the corporate interests concerned with the optical stores rather than the professional people? I am using professional in regard to the optometrists and even the technical professional opticians.