

Dr. ROWE. Yes, sir.

Mr. JACOBS. Directly from the patient and receives no compensation?

Dr. ROWE. He receives the fee.

Mr. JACOBS. Does he pay any rent on the equipment?

Dr. ROWE. He pays a flat rental on the place and the equipment.

Mr. JACOBS. That price does relate to the going rate of rental on the space and on the equipment?

Dr. ROWE. Yes, and it will rent from \$100 to \$200 a month.

Mr. JACOBS. You say the rent is \$100 to \$200 a month for, let us say, in Sears Roebuck in Fort Wayne, Indiana. And how many square feet, if you know, would he be getting for that rental?

Dr. ROWE. He would be getting about, let us say, somewhere between 160 and 200 square feet plus the equipment.

Mr. JACOBS. That is a rather small space.

Dr. ROWE. That is right.

Mr. JACOBS. 16 by 10 feet.

Dr. ROWE. The refracting room is 6 by 10 feet and the reception space.

Mr. JACOBS. Would he get, for example, those 160 square feet plus the equipment to work with for as little as \$100 a month?

Dr. ROWE. It ranges from \$100 to \$200. I am not familiar with the leases in Indiana.

Mr. JACOBS. Would that not leave the impression that there is a little bit of implied income from the rental itself?

I do not have much of an apartment at all here, and I have to pay \$140 a month.

Dr. ROWE. I am familiar somewhat with how much money these optometrists do make, based upon the patients that they see and the examination fees that they collect. They are making at least as much as the average optometrist in private practice is making.

Mr. JACOBS. Is not the income augmented by the low rental?

Dr. ROWE. It is based on the space and the equipment.

Mr. JACOBS. \$100 in a Sears-Roebuck store. That is a pretty good business location for \$100, is it not?

Dr. ROWE. It is.

Mr. JACOBS. Plus the equipment?

Dr. ROWE. That is right.

Mr. JACOBS. That leads to this question: Is there not an implied compensation by the corporation, if the rental is very low, a so-called indirect income?

Dr. ROWE. Of course, we have to—

Mr. JACOBS. In the middle of a Sears-Roebuck store, he should do pretty well there.

Dr. ROWE. The optometrist does.

Mr. JACOBS. He does well?

Dr. ROWE. That is the optometrist.

Mr. JACOBS. Not because of the fees when he is paying \$100 for the equipment and those 160 square feet in the middle of the store. At least, there is a great deal of generosity there.

I have no further questions.

I am quite curious about the question, because it was implied in the letter from Dr. Corns.