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There has been a recent development in the optical industry which has created much discussion and is giving some of our members, who have called our office, great concern. Some are even reconsidering their purchasing options.

As many of you have probably heard, VSP Vision Care located in Rancho Cordova, CA purchased Marchon Eyewear for \$735 million. The impact of this purchase may have little day to day effect on most optical shops and we recognize that our industry is consolidating at a rate that we cannot control. Business decisions drive these purchases and we are never asked for our opinion by either party prior to their negotiations.

However, OAA represents Opticians. Our membership consists of a great diversity of opticians from across the country employed in every type of independent, chain and office setting and many members have the hope of perhaps owning their own optical shop in the future. Our members are from both licensed and unlicensed States and are united by a common bond that is a resolute belief in our professions' importance in the eyewear/eyecare delivery system.

VSP is the nation's largest eyecare benefits provider with 55 million members and ***they prohibit opticians from participating on its panels.*** We know that this group was originally formed for Optometrists yet their current size, active pursuit of more and more members and directing their membership away from optical shops not majority owned by an OD is a concern for us and many of our members.

As a result we encourage all opticians to speak to your local Marchon reps and let them know of your concern for their new parent company's exclusion of our profession and to carry these opinions back to their regional managers. In addition you can contact VSP directly to express your thoughts by calling 1-800-877-7195 or using this web site to send comments:
https://www.vsp.com/member/htmls/CMS_Start.jsp?referred=helppage.

We hope to see you in Cincinnati at our National Convention where this topic will undoubtedly receive attention.