

# Congress of the United States

## House of Representatives

COMMITTEE ON OVERSIGHT AND ACCOUNTABILITY

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WASHINGTON, DC 20515-6143

MAJORITY (202) 225-5074  
MINORITY (202) 225-5051  
<https://oversight.house.gov>

August 8, 2023

The Honorable Lina Khan  
Chair  
Federal Trade Commission  
600 Pennsylvania Ave, NW  
Washington, D.C. 20580

Dear Chair Khan:

The Committee on Oversight and Accountability is conducting oversight of the impact consolidation in the vision care market has had on consumers. According to recent reports, two companies control 85 percent of the market share of the stand-alone vision insurance plans.<sup>1</sup> In fact, in 42 states, one company controls at least a plurality of the vision insurance plan market.<sup>2</sup> In 28 states a single company controls more than 75 percent of the vision insurance plan market,<sup>3</sup> raising serious concerns about the potential for increased costs to consumers. Therefore, I request a staff-level briefing on the Federal Trade Commission's (FTC) work to ensure the consolidation in the vision care market does not detrimentally impact consumers.

Concerns over consolidation in the vision insurance market are not limited to stand-alone vision care plans. One company, VSP Vision Care (VSP), provides vision insurance for 82 million Americans nationwide.<sup>4</sup> This includes a reported 1.4 million covered lives in the Federal Employees Dental and Vision Insurance Program (FEDVIP).<sup>5</sup> Several vision insurers have also sought to vertically consolidate, creating their own brick-and-mortar retail stores providing favorable copays and pricing to steer consumers to their stores and away from their competitors.<sup>6</sup> Additionally, many of these insurers own lens and frame manufacturers enabling them to mark up prices by as much as 1,000 percent.<sup>7</sup> VSP has also provided financial incentives to providers who push frames that VSP has owns or has affiliations with without consumer's knowledge.<sup>8</sup>

To understand the impacts consolidation of vision insurance plans and their vertical integration with manufacturers have had on consumers, please make arrangements to schedule a

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<sup>1</sup> Stephanie Guinan, *What Are the Largest Vision Insurance Companies?*, VALUEPENGUIN, (Jul. 6, 2023).

<sup>2</sup> *Id.*

<sup>3</sup> *Id.*

<sup>4</sup>

<sup>5</sup> *Highly-Concentrated Vision Insurance Market Increasing*, MARK FARRAH ASSOCIATES, (Jan. 12, 2023).

<sup>6</sup> David Lazarus, *Column: Vision insurers have rigged the market to get you to buy their glasses*, LOS ANGELES TIMES, (Mar. 19, 2019).

<sup>7</sup> *Id.*

<sup>8</sup> *Id.*

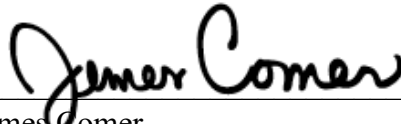
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briefing with Committee staff on this matter as soon as possible, but no later than August 15, 2023.

To schedule the briefing or to ask any related follow-up questions, please contact the Committee on Oversight and Accountability Majority staff at 202-225-5074. Attached are instructions for producing the documents and information to the Committee.

The Committee on Oversight and Accountability is the principal oversight committee of the U.S. House of Representatives and has broad authority to investigate, “any matter” at “any time” under House Rule X. Thank you for your attention to this important matter.

Sincerely,

A handwritten signature in black ink that reads "James Comer". The signature is written in a cursive style with a horizontal line underneath it.

James Comer  
Chairman  
Committee on Oversight and Accountability

cc: The Honorable Jamie Raskin, Ranking Member  
Committee on Oversight and Accountability