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still customers of Precision Optical. "We have customers who feel we're like family."

It's that family-oriented approach Rainhard is most proud of, both with his customers and employees.

"We have a very good rapport with our staff. We have employees who were with us from the beginning and we're quite proud of that."

That same relationship extends to Rainhard's suppliers, further facilitating customer needs.

Many changes have occurred in the optical profession during the last two decades, the largest being the choice of eyewear now available.

"There is something for everybody, from the budget-minded to those who want designer eyewear," says Rainhard. Contact lenses have also undergone many alterations. Today most are the frequent replacement style, which are far healthier for the eye. In the majority of situations, a prescription can be filled in one hour.

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