Representative CURTIS. But obsolescence relates to demand. There is not the demand for buggy whips any more.

Mr. KEYSERLING. I am coming to the demand question second.

Representative CURTIS. You have this thing all wrapped up so we can't follow it.

Mr. KEYSERLING. You can follow it if you let me answer.

Representative CURTIS. All right. I will try.

Mr. KEYSERLING. If you let me answer it you will follow it very well, because you have a tremendous capacity for following it.

Representative CURTIS. You are very kind.

Mr. KEYSERLING. It is true. Let me answer it, and you will follow it.

Representative CURTIS. All right.

Mr. KEYSERLING. I am saying that the argument is made, with respect to the 15 or 17 percent idle plant capacity, that this is not really idleness because we should have a reserve supply of plant. Obsolescence is a relative term. You call that part of idle plant obsolescent in the context of the part of the plant that you now think represents optimum efficiency to have idle.

I say that, if the United States wants to have 15 percent or more of its plant idle, as reserve supply at full employment, then you can make some argument for it, because there wouldn't be people to operate the unused part anyway. But if you have 15 or more percent of your plant idle and 9 percent of your manpower unemployed, then something is wrong, because you can't apply the argument to the 9 percent manpower that you apply to the plants. You can't say people are obsolete. Now, I will come to the matter of training. That is your second question.

Mr. CURTIS. Could I stop on this one first?

Mr. KEYSERLING. Surely.

Representative CURTIS. You say you like to refer to specifics. Let's take this statement, and I think I am about right. Monsanto Chemical Co. says that about 90 percent of their dollar sales today are products they had nothing to do with 10 years ago.

Mr. KEYSERLING. That is the second question. That I was just ready to answer.

Representative CURTIS. You talked about 17 percent of the obsolescence being reserve. It isn't reserve. There is no demand for this.

Mr. KEYSERLING. I am coming to the demand factor. Let us take them one at a time. My first point is that, if you had a large amount of unused plant and full utilization of manpower, you would say that the unused plan was a desirable reserve; for example, if we got into a war and had to call more people into the labor force on a super-labor-force basis, and so forth and so on. But when we have 15 percent or more idle plant and 9 percent idle manpower, which pretty well correlates with it for a variety of reasons, then you can't say that the situation is sound, because you can't treat human beings like plants and you can't say it is perfectly all right if they are idle. You can't say that human beings should be a reserve supply.

Now, to the second question. The second question you asked is, How can you get this idle manpower and this idle plant used if there isn't demand? Let me answer that part of the question.

Representative CURTIS. For the specific products.