

brought into a situation of employability. Through your testimony runs such phrases, with which I am in complete agreement, as we are doing "what is necessary to enable a man to find and hold a decent job at a decent wage."

For some of these people this is marginal as to what we need to do, instead of basic and fundamental. Am I correct?

Secretary WIRTZ. Yes, sir.

Mr. DELLENBACK. It seems to me that if this has been the case, isn't there here a potentially substantial group which would be benefited materially if we were to have a program that would induce private enterprise to bring these people into employment?

They have an almost employable skill. Particularly with rising wage rates, private enterprise says we can't take them on at \$1.60, \$1.75 and still get a profit initially, but we can take them on, perhaps, at \$1.20, because this is a marginal breakpoint for us as to what we can or cannot do. Is that right?

Secretary WIRTZ. There is that group. I am not sure that is the right answer to it. I would like to reserve comment at this point.

Mr. DELLENBACK. I am not trying to lead you up a blind alley. I am with you as I am thinking of this problem.

Secretary WIRTZ. I am with you all the way. I think there is this one alternative. The line of your thinking is exactly the line along which we are proceeding in the concentrated employment program. We are bringing in 200 hard-core cases each 2 weeks in each of the cities in which we are working.

In terms of your distinction, the distinction you made between those who are almost ready and those who require all of the supportive service, we are doing all of our planning on the assumption that out of the 200 we bring in each week, as we are here in Washington this week, and in Cleveland, and so on, 100 of those probably require a lot of additional attention and about 100 of them are just about ready to move on into the private employment area.

We are meeting the problem to which you refer by going to the employers in the community and saying, "Here are these kids." I will give you a typical example.

A boy with a police record who has the stuff may be disqualified from employment under the present established practice, because somebody does not want him and legitimately doesn't want to take a chance because of his police record. That is the typical person to whom you refer, or one of them.

We are going to the employer and saying: "Will you take this boy on? He has what it takes. He has a blur or a scar on his record. We recognize that, and so does he. We are telling you about it. What we are doing is putting one of these coaches with this boy to work with him, stay with him all the way on through. Will you give this fellow a job?"

The answer is "Yes." We are getting this answer.

My point is that I think this situation—and I will go back to the point of the kind of person to whom Mr. Goodell referred—is one in which the employers will be more interested in taking that boy with the addition of the kind of help we are talking about than they will by paying him 25 percent of his wage rate.