

Chairman PERKINS. Let me say that all of these statements will be inserted immediately following the prepared testimony of Mrs. Benson and the comments of Mr. Quie and Mr. Bell, so we can have some continuity. At this point in the record I would like to insert a communication from C. P. McColough, president of Xerox Corp.

(The communication referred to follows:)

XEROX CORP.,
Rochester, N.Y., July 10, 1967.

HON. CARL D. PERKINS,
Chairman, Committee on Education and Labor,
House of Representatives,
Washington, D.C.

DEAR MR. CHAIRMAN: I regret very much that a long-standing travel commitment prevents me from testifying in person before your distinguished committee on July 13.

I do, however, want to make available to the Committee some of the conclusions we at Xerox Corporation have drawn from experience gained in operating the Job Corps Center for Women in Huntington, West Virginia.

By way of preamble, let me explain why Xerox is a contract Job Corps operator.

We are participating in the program primarily because we believe in it, because we feel that the United States cannot afford to waste the human resources of young people who need help in order to fit successfully into our economy and because we recognize our responsibility as an industrial organization to contribute some of that needed help.

At the same time, I by no means want to suggest that our Job Corps participation is a one-way street.

Xerox has undertaken a major commitment to serve the broad field of education. We hope to provide the educational community with the means to impart knowledge more effectively. First-hand experience on the firing line, working with youngsters who have some of the most difficult learning problems of any student group, is therefore extremely helpful to us.

In undertaking to operate a women's Job Corps, Xerox never thought that the task would be an easy one. It hasn't been. Like our brother contractors—and indeed like the Office of Economic Opportunity itself—we have been exploring new routes and navigating uncharted waters. Inevitably, we have come up against our share of sandbars and other hazards. But we have profited from such painful lessons.

For example, the first young women trainees arrived at Huntington in January, 1966. Four months later, we found we were spending about \$1,198 a month for each enrollee. This figure seemed obviously excessive to us, even though it included the anticipated high cost of starting up the program.

Since then, through stern self-examination and with the invaluable cooperation of OEO cost analysis, we have trimmed that \$1,198 figure to a monthly cost of \$546 per enrollee.

But much more significant in my view is the fact that from January, 1966, to the end of May, 1967, we have graduated 230 young women, the great majority of whom are now making a real contribution to the national economy rather than becoming wards of that economy.

We take into our Center girls who are out of school, out of work, really out of any sort of productive society. In six to nine months, we return them to society with the skills to command an average annual income of more than \$3,000. We teach them not only how to be employable, but how to be sought-after for employment, and we also teach them living skills vital to their personal and family lives.

We send them out in the world with a new born realization that hope and ambition are as much their legitimate possessions as they are for those born "on the right side of the tracks."

For what, in the broad view, is an extremely modest cost, we take young women who might otherwise become lifetime recipients of relief—net losses to the economy—and turn them into productive contributors to that economy.

I would like to describe some of the things we are doing in Huntington that I think are particularly noteworthy.

Before vocational training can take hold, a student must have a foundation of basic knowledge—reading, elementary mathematics, and the like. This founda-