

This is not only a fair and equitable conclusion but I think it is a matter of expediency.

As a professional educator, I submit to you here today that not every individual in our society is a member of a professional group—attorney, physician, teacher or something similar.

We need skilled workers both in the office and in the factory and it seems to me that the accredited independent business schools of America serve an important need when they are helping to prepare young people for offices and distributive occupations.

That is all of my comments here; thank you.

Mrs. GREEN. Thank you, Dr. Binnion.

Dr. ROHLFFS. All of us here will be pleased to respond to any questions, if we can.

Mrs. GREEN. Congressman Gibbons.

Mr. GIBBONS. As I understand your main thrust it is that the vocational school loan program we enacted a couple of years ago is not working?

Dr. ROHLFFS. It has only been activated in 26 States. Of course, the need of a bank to accept the loan even though the word guaranteed is in there is the keystone, regardless of what the interest rate might be, and many banks are not doing it.

As I say about 26 States is about correct, just that number of States have implemented any kind of program.

Mr. FULTON. There are just some students who are not going to get credit whether interest rates are higher or lower and it is for these needy students that last year the Congress extended the NDEA. We feel there is a small portion of our students that should have access to this program. For example, if 1 percent of the total NDEA appropriation were to be made available it could make a great difference.

In exhibit 3, for instance, a little girl in Birmingham wants a \$337 tuition loan and \$40 for books. Her family has an income of less than \$3,000 a year and she just got a mimeographed reply from the banks saying "no credit experience or information available" and they go on to say this is not the type of people they loan money to.

Mr. GIBBONS. How many students do you feel would need NDEA-type loans every year?

Mr. FULTON. Probably there are about 100,000 full-time equivalents. I believe there are 80,000 full-time students and about 40,000 part-time students in accredited proprietary schools. I would say our demand factor might run a little higher than the university or college people.

I don't know what it is but somehow the figure 5 percent runs in my mind.

If we ran 15 percent there might be 15,000 students in the United States in our schools that should have access to this program. I may be cutting myself down too much but I am trying to show there are just some students that need to be served.

Mrs. GREEN. Congressman Erlenborn.

Mr. ERLBORN. No questions.

Mrs. GREEN. Congressman Esch.

Mr. ESCH. No questions.

Mrs. GREEN. May I thank all of you for your statements. The parts you did not read will be gone over later.