

Already I can visualize a number of actions which can lead us to the savings inherent in off-season work:

We can request off-season bids along with regular bids as is done in Canada.

We can request off-season bids along with regular bids as is done in summer. Discounts and lower prices are frequent in the off-season.

We can take special steps to eliminate seasonality in warmer parts of the country; and we can develop labor area reports to dovetail governmentwide scheduling.

We can develop scheduling methods by computer techniques to predict when the same kind of operation under several contracts will bunch in local areas. This can be done through cooperation with State and local government officials and other interested parties.

As a result of the study and deliberations which were initiated by the President's request in his 1967 Manpower Report, the executive branch is now actively considering steps to achieve more attention to seasonality in Government procurement. I hope that this consideration will lead to action which can be taken under existing authority.

Mr. O'HARA. Thank you very much, Mr. Secretary.

Mr. REYNOLDS. You are very welcome, Mr. Chairman.

I think that that statement, Mr. Chairman, reflects the fact that the executive branch is going forward with a careful evaluation of this problem. We in the Labor Department and the Commerce Department have been embarked upon this as directed by the President following his Manpower Report of 1967. There are very thoughtful deliberations being indulged in in the Government in the executive department right now.

I am not in position to tell this committee of any specific actions which may be forthcoming, but I can assure you, sir, that the deliberations of this subcommittee could not come at a more felicitous time.

Mr. O'HARA. Mr. Secretary, I am pleased to hear that. I would gather that you have essentially three points.

One is that it certainly would be desirable from a number of standpoints to minimize the seasonality of the construction industry; second, that you feel it would be worthwhile to seek and obtain further knowledge of how this could be done; but I think your third point would be that we already have the technology and the knowledge that would permit actions to be taken that would reduce seasonality in the industry if we were to sit down and figure out just how to go about this. The technology has probably reached a sufficiently advanced state so that, if fuller advantage were taken of it, we could further reduce seasonal fluctuations. The subcommittee staff has made some little study of the experience in other countries and the OECD study of the subject, and we do think that there are things that can be done.

One of the problems is that several of them are outside the jurisdiction of this committee. I think that one thing we have found is that the sort of attack on this problem that you ought to mount would cut across the jurisdictions of a number of committees and executive agencies.

When I was in Sweden a few years ago I was impressed by what they have done and, of course, they tie much of their operation in with their overall manpower policy.

As you know, I have been very desirous of creating in this country