

Mr. FOSTER. That is one of the factors in the survey.

Mr. O'HARA. Does the survey ask at all whether the employment of overtime would be significantly lessened if the job were done at another period of the year?

Mr. FOSTER. Not per se. The reason for that, Mr. Chairman, is that 99 percent of our projects—and the exceptions you can almost count on the fingers of one hand—are lump-sum contracts let after competitive bidding. The overtime costs, if any, are contractors' costs, you see.

What we are trying to predict through out market surveys is whether the bidding will be tight and competitive, whether the contractors will really sharpen their pencils or whether, knowing that they are going to compete for scarce labor and have to work overtime to meet the completion date, they will throw an overtime allowance, if you will, into their bids.

Our market surveys cover three things essentially: the labor market including the availability or shortage of the various trades involved; second, construction bid results, including information obtained from local contractors, local architects-engineers, local governments, a comparison with the preaward.

We go to the city, to the State, to the highway department and ask them what they have awarded lately; did it come in under or over the estimate. We talk to the local chapter of the associated general contractors.

Then finally we look at what other jurisdictions and private enterprise are planning to market within the next few months because the contractors are keeping track of these things and the outlook is going to influence their bidding.

I would not suggest that we have paid proper attention to the labor market as opposed to the other two facets of our market survey.

Mr. O'HARA. Because you have other problems, the need for the buildings.

Mr. FOSTER. That is correct.

Mr. O'HARA. Lots of other things that you have to take into consideration.

Mr. FOSTER. We sometimes take a very parochial view because of the shortage of money.

Mr. O'HARA. Then also you are faced with a rising cost trend of bids so that any time you delay in accepting a bid, your horseback estimate is that if you try to get them in a year it is going to cost a lot more?

Mr. FOSTER. That is correct, sir.

Mr. O'HARA. Do you ever use contract provisions? In other words, you don't actively try to promote off-season construction?

Mr. FOSTER. No; we do not, Mr. Chairman. It might be helpful for me to very briefly explain the way in which we develop a project. We have the requirement stated. We select a professional services contractor, an architect-engineer, and give him these requirements in physical terms, in space limitations, and in dollar terms.

He designs the building using guide specifications and standard specifications. These are all aimed at securing maximum quality at minimum cost.

By virtue of the fact that they are standard, he has to modify them for a particular project. We review his work. It is approved,