

But it is not inevitable. I think you have demonstrated that in your testimony. Not only is it not inevitable but it is a very costly process to our economy and to the construction industry particularly.

I have a hypothetical example.

You quoted Mr. Otto Nelson of the New York Life Insurance Co. on page 6 of your statement. He estimated the financial carrying charges, alone, on a hypothetical construction project could amount to as much as \$45,000 a month for the difference between a 13 and 24 month construction cycle. That must be a pretty big project.

Is it one of a size that is unusual or is it one that is ordinary size?

Mr. FANCHER. We have, of course, figures developed on different sized jobs. The one that you asked about is a 27-story office building and is a rather sizable project.

Mr. O'HARA. Even so, that is a lot of money.

Mr. FANCHER. Well, it is a lot of money but that is why I indicated at the beginning that this subject has really proven to me that once you get into it and study it there are so many fascinating possibilities in this thing and some of the costs that are incurred because of this seasonal operation are in some cases almost unbelievable.

I mean they do appear a little bit illogical but actually this is what develops.

Mr. O'HARA. For \$45,000 a month even on a 27-story office building you could do a lot of heating I might suggest.

Mr. FANCHER. We certainly could.

Mr. O'HARA. That is just the carrying charge on the financing of the job.

Mr. FANCHER. But, Mr. Chairman, of course the cost factor is really important in this subject but I personally lean to the good that can be accomplished in furnishing people steady employment so that they can develop different living practices. I mean to live as ordinarily we do in this society.

Mr. O'HARA. And make more money.

Mr. FANCHER. Because the construction worker is a person apart so to speak because of the seasonal way, the strikes that President Murphy referred to and the long stoppages and this sort of thing, and I think this is all brought about in a way by the seasonal aspect of this work.

I think once we cure the seasonal aspect we will develop new living patterns, new ideas, and today I am sure that the way we envision the elimination of seasonality today, the way President Murphy and myself are accustomed to covering in the bricklayers, I am sure that if we got into this subject and got interested enough in it we would develop entirely new methods that we are not even thinking about today so that you could enclose entire buildings maybe in a practical sense in order to build them.

I think there are so many possibilities in this field but we need somebody to start it as President Murphy has indicated.

It is a competitive situation. You know that employers and contractors who build buildings are real gamblers and they have to take chances and as a result, unless you have guidelines established by architects or owners that insure everybody will bid on an equal and the same basis, the same competitive proposition, therefore you are