

I was on the task force with Secretary Wirtz 3 years ago looking at the U.S. Employment Service. If there is one service in this country that needs complete revitalization in terms of planning and program, it is this service. And I know Secretary Wirtz would agree with me on it. All of these tools somehow were not fitting into place. And I certainly don't have all the answers to it. The only tools that I have got in the SBA I am going to try to use. Because I believe if we don't serve social purposes we are not serving economic purposes. And for the purpose of the development of rural America the 502 corporation you have given us is probably the most important tool in the country.

I will assure you that we will aggressively approach this every place we can.

The CHAIRMAN. I think this committee will be unanimous in stating that we applaud you in saying you will be aggressive in the utilization of the 502 program.

Mr. STEED. Mr. Administrator, in the past the SBA in my State has had a director who has worked hard over the years to involve bankers into the program. And one of the difficulties that was encountered was the redtape and timelag that inevitably came up. After one or two endeavors, the banker would throw up his hands and say, he wants no part of it. I am glad to see that you are now going to the blanket approach, and hopefully down through all the ranks, of getting bankers to understand what they can do and what you can do to help them do to help this program. This, I think, is the most vital thing in the whole picture.

But I hope that in doing this you keep in mind businessmen can lose their enthusiasm as quickly as it has come if interminable delays, redtape, and harassments of this sort are going to be their experience.

Mr. SAMUELS. Congressman, I have been at two hearings this morning. Did I mention the homework we are doing in blanket guarantees to you, that we have really cut the redtape in the SBA? And this was started before me by Mr. Moot. And I have aggressively carried this on. Because I firmly believe that we have got to make it businesslike for banks to do business with us. And today banks can do business with us under our new guarantee, blanket guarantee, in a way which is not much different than a commercial loan as far as they are concerned. And the delay is no more than 5 or 10 days in the SBA office on a loan that they make and that we guarantee. And it may be possible a year from today, after the banks are better trained, that we can let them do it even on their own.

So we have simplified procedures. And I have been working with the ABA. And Mr. Logan Hendricks of our staff, who is a very talented gentleman, and who is one of my associates, has been working with it. And we have simplified the working with the ABA themselves. And the ABA are now convinced that we have a procedure that is easy for the banks of America to work with.

Mr. STEED. I am delighted to know this, because it appears to me that this is the one danger that we must avoid in order to keep this segment of our economy working with you. I know of instances where delay and redtape have dampened the enthusiasm of commercial bankers to participate with SBA programs.