

CANADIAN CONTRACT RECORD

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BRITISH TRADE WITH CANADA.

That Canada is experiencing a period of phenomenal growth is realized not only on the American continent but also across the water, particularly by those firms who have been angling — often with meagre returns — for a share of Canadian trade. The subject is thus discussed in a recent issue of "The Electrical Magazine," London:

Experience proves that where this country is in competition with the foreigners for Canadian orders, the most frequent cause of the settlement away from the British house is on the score of delivery. This is a point which cannot be emphasized too strongly. It would seem that — and particularly for the smaller classes of machinery and supplies — a Canadian stock or even a branch works is essential for the British manufacturer to maintain a continuous profitable business in the Dominion.

From time to time we receive enquiries from readers as to the advisability of the formation of branch factories in Canada. We can here state definitely that in the great majority of cases the establishment of such branches will prove highly successful.

It is difficult to the stay-at-home Englishman to realize the immense rate at which civilization and urban conditions are advancing in Canada; perhaps the quickest way to grasp the real progress made is to compare an

up-to-date map of the country with one of ten or even five years ago. One is inclined to regret the pains of having mastered geography at school — there is so much regarding this Dominion of Canada to be unlearned.

Returning now to the subject of Canadian branch works, we see that the great progress made is but the very small beginning in a vast territory in the further making and maintenance of which an unlimited scope for labor exists for many generations to come. In the course of correspondence with manufacturers we have noticed not infrequently the expressed disposition to postpone active work in Canada "until the country is further developed and offers a more extended market." Surely this is an unreasonable attitude to adopt, and the more one considers the matter in detail the more impossible does it become to justify it.

The towns springing up on every hand are not mere settlements or camps — they are permanent institutions for which nothing will do which is less than the very best and latest in equipment and arrangement. The most advanced practice in civil and municipal engineering is followed. In this systematic building up of towns and cities there is brought to bear, from the beginning, a full sense of the financial or business side of municipal management. In the pursuance of this policy it is a fact that rising Canadian towns welcome the advent of factories into their midst; and, lest any misapprehension as to motive should arise, let us hasten to say that they offer substantial inducements to the manufacturer in the shape of remission of taxes, or cheap land, or even financial support to the contemplated works venture. The fact is that these manufactories are wanted by the country for the sake of their output; the importing of goods, with the consequent delay and high ruling prices, hampers the Canadian. Factories will continue to be started at an ever-increasing rate, and the municipal owners know the immense value of labor-employing concerns to any surrounding or adjacent township: hence this competition for the manufacturer's favor.

General transport facilities by railroad, tramroad and canal already exist in a very complete form, and the active work of extending this essential proceeds without abatement. Capital is readily found for the furtherance of personal enterprise in the manufacturing field; there are partnerships entered into regularly between the experienced British manufacturing man and his moneyed colonial brother. In short, there is everything to be said in favor of the British firm establishing a Canadian works centre. Moreover, as will have been gathered, there is also great certainty in the successful outcome of individual enterprise in works ownership. This latter phase is one to which the young engineers of this country should give the closest consideration; Canada undoubtedly offers much to the well-skilled engineer, and in this trade, as in many others, it gives a full answer to the oft-asked question, "What shall we do with our boys?"

CO-OPERATIVE EMPLOYMENT.

In an article on the relations between labor and capital, by L. V. Makovski, in "Potential Riches of British Columbia," some interesting observations are made by the author on the subject of the possibility of securing more harmonious relations between labor and capital. "At present," says he, "when trouble threatens between employer and employed the union steps in and sends a delegate to the employer. This delegate is often a man of no education, and yet is entrusted with a mission requiring high diplomacy. Is it to be wondered that the employer resents such interference, and determines only to yield the demands made if forced to do so? Whereas if his employees requested that a meeting might be held to discuss the position, and from that meeting a committee of employers and employees could be formed to find a satisfactory solution of the difficulty, the employer would feel that he was being fairly treated and the employees would realize that their interests were in safe hands.

"This leads naturally to the second question. Is co-operation feasible?