



A Few of the Contractors Who Formed the New National Association

tion in Canada, they were in favor of the formation of an organization to be called the Association of Canadian Building Industries. It was later decided by the Conference that this name did not adequately represent the scope of the Association, which includes many general contractors and others who are interested in general construction work rather than in actual buildings, so the words "and Construction" were inserted after the word "Building."

Mr. Anglin stated that the object of the Conference was to stabilize the whole building industry of Canada. "It is a big job," he said, "because the building industry is the poorest organized industry in Canada; yet I am told that we employ the second largest number of men in the country. The farmers come first, and second comes the building industries. I do not mean those actually engaged in construction work, but including the manufacturers of materials entering into structures."

"We who are the responsible men in this business should organize an association to see to it that we get a square deal. We are looking for a square deal not only from those with whom we do business, but from one another. We have had internal troubles, and we sometimes think that the man who is opposing us for a contract is a terrible fellow, but when we meet him we find that he is all right. There is only so much work coming out each year and there is no reason why any of us should take business at a loss."

Must Participate in Reconstruction

"We must take our part also in the reconstruction movement. There are many meanings of this word 'reconstruction.' Many folks think that it only means rebuilding something that is smashed down. That is not the meaning of the word in its present connection. Society has experienced an upheaval and it is up to society to reconstruct itself in accordance with the conditions of the world's new democracy. It is of the utmost importance that we as contractors organize right now, for our share in this reconstruction work, what should ultimately prove to be one of the most important organizations in Canada."

Mr. Anglin called the attention of the members to a large sign which read "Minimum value of Conference time, \$10.00 per minute. Increase it by remarks both direct and brief."

It was decided to limit each speaker to one minute, and although this was later extended to two minutes and

at some of the sessions three minutes, it proved to be a very useful rule in stopping orations when the members wandered from the particular subject in hand.

Ed. Cass, of Winnipeg, stated that as a result of 45 years' experience as a contractor, he had come to the conclusion that one of the greatest difficulties in the business is the form of contract. "In Manitoba," said Mr. Cass, "we have a uniform contract. We got architects, contractors and others to agree to a form of contract which gives the contractor some legal status. It has been in vogue for eight or ten years, and has proved quite satisfactory excepting that it unfortunately exempts Federal and Provincial Governments, railways and municipalities. This is the time to apply such a contract to all persons."

Desirability of Uniform Contracts

"Nobody should expect a contractor to sign a contract which does not give a square deal to both parties. I was recently presented with a contract which occupied not less than 81 pages. The contractor who signed it would be a bond slave with no status or 'say.' There should be a uniform contract of not more than two or three pages."

"The possibility of such a contract was called to my attention many years ago by an American railroad company then operating in Manitoba, who sent me a contract of only one and a half pages, although the work amounted to about \$400,000. I formed the idea then that we should have a contract of that kind adopted throughout the province. A similar form of contract should be adopted by each of the other provinces, and so far as possible all of these contracts should be made alike so that we might have a national uniform contract."

"Another matter with which we should deal is that tenders should be opened publicly. This is the only honest and fair principle. It costs a great deal of money to figure on a contract sometimes, and the tenderer should be allowed to be present when the tenders are opened and read, and the contract should be awarded to the lowest bidder who complies with the conditions. We all know there has been much talk about graft and dishonesty in the letting of some contracts, and after we have won this war for democracy it should be in every one's interest to see that our work in that war is made effective in our own domestic relations."

"The supply man is also interested in seeing that the contractor gets a square deal. If the contractor cannot



Some More of Them on Their Way To Interview "The Government"