

THE ACADEMY OF ELECTRICAL CONTRACTING

Paper presented by

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The Electrical Contractor Ten Years Hence
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THE ELECTRICAL CONTRACTOR TEN YEARS HENCE

Unquestionably in my opinion, the good electrical contractor will continue to grow as a vital and necessary part of our American economy.

With the growth of the electrical construction industry and the development of the electrical contractor from one who in the late 1800's provided the facilities for lighting gas lamps with an electric spark to his present day activity of providing the electrical facilities for commercial and industrial growth, great progress has been made.

While there will always be the need for the small independent electrical contractor to provide the day to day needs of the smaller business and the homeowner, the growth of the industry will necessitate the expansion of the field of activity for the contractor willing to do so in order to protect his business and his industry from being invaded and taken over by others willing and anxious to do so. This growth will require the electrical contractor, and he is already doing so, to become involved in the general contracting business particularly where the amount of general construction in his contract is less than the cost of the electrical work involved.

The present trend of contractors becoming part of conglomerates will no doubt continue because of the growing size of electrical contracts and the need for increased financial capability on the part of the contractor.

I do not believe that this will be generally detrimental to the average electrical contractor because most of these business men are proud

of their individuality and will not want to lose this status. One needs only to look back at the industry growth and changes since the late 1800's to realize the responsibilities and challenges we have shared and successfully met and to have full faith in our ability to successfully solve the problems of the future. No doubt a small percentage of electrical contractors will specialize in some particular aspect of the industry but I believe that the average good contractor will adjust his activities with the changing times and meet the challenges he will be faced with.

The average good contractor is a builder at heart. He is in the construction industry because he believes in it, and loves it. And because he loves it, he is interested in its growth and dedicated to its progress and wants to retain his identity with it.

As an example of the good contractor's ability to adjust to the changing times, I can point to the company I spent thirty-five years with and which our sons, with a dedicated staff, are now very successfully operating.

When the original founder of the company started it in 1896, he specialized in lighting installations for the New York City public Schools and through the years the same company engaged in every conceivable type of electrical work. I doubt that there is any kind of electrical installations they have not made and I am certain that ten years from now the company will still be meeting the challenges of the times. I believe this is a true picture of the average good electrical contractor.

The good electrical contractor will continue to improve his management competency because he could not afford to do otherwise and just as in the past he will improve his financial position to meet current and future requirements and be a good credit risk. Please note that I have constantly used the word "good" in describing the electrical contractor. This adjective simply replaces the one constantly used in referring to the "Qualified" contractor versus the "Unqualified" contractor. I have great faith in the good qualified contractor and I am sure that the next ten years ahead of us will provide continued growth for our industry and that our members will continue to show up well in facing the challenges and solving the problems presented to them.