



HIREQUEST INC.

Marketing Guide



Your guide to nearly 200 different types of business prospects.

HIREQUEST DIRECT
&
HIREQUEST
MARKETING GUIDE

INTRODUCTION

This HireQuest Direct/HireQuest Marketing Guide contains valuable information on nearly 200 different types of businesses that are prospects for HireQuest Direct and HireQuest's temporary staffing services.

The facts on the various businesses were gathered by HireQuest Direct and HireQuest staff through sales and service of each type of business listed.

Studying the narrative before calling on a particular type of business will enhance your knowledge of the business and increase the likelihood that you will make the sale.

If you service types of businesses not listed in this guide, please send Franchise Operations a short write-up so we can share your success with other HireQuest Direct and HireQuest associates when the guide is revised.

The money sign (\$) that appear next to each listing indicate how large a user of temporary help we felt the business represented.

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<p>\$\$\$</p>	<p>ADHESIVES- IN THIS LINE OF BUSINESS WE ARE INTRESTED IN FIRMS THAT MANUFACTURE, PACKAGE, SHIP AND WAREHOUSE. THE MATERIAL CAN BE RUBBER, PLASTIC, ANIMAL OR LACQUER BASE. THE WORK IS LOADING, UNLOADING, MATERIAL HANDLING, PRODUCTION LINE TENDING, LADELING, FILLING AND INSPECTION. THE LIGHT WORK IS LABELING, FILLING AND INSPECTION.CONTACT PLANT OR PRODUCTION MANAGER.</p>
<p>\$</p>	<p>ADJUSTERS/INSURANCE- THIS CATEGORY INVOLVES THE MANY AND VARIED INSURANCE ADJUSTING FIRMS THROUGHOUT THE COUNTRY. THEY HAVE A GREAT POTENTIAL FOR CLEANUP WORK IN THE EVENT OF A WIND, RAIN, SLEET OR SNOW STROM. EVEN MORE POTENTIAL IS INVOLVED IMMEDIATELY FOLLOWING A DISASTER, SUCH AS A HURRICANE, TORANDO, FLOOD, ETC. CONTACT THE ADJUSTERS AND ADJUSTING COMPANINES JUST AS SOON AS POSSIBLE AFTER A STORM OR A DISASTER. USUAL CONTACT METHOD IS BY TELEPHONE.</p>
<p>\$\$</p>	<p>ADVERTISING/ DIRECT MAIL- THIS BUSINESS INVOLVES PRINTING, ADDRESSING, AND HANDLING OF VARIOUS TYPES OF PROMOTIONAL ITEMS. WE SUPPLY BOTH MEN AND WOMEN. WORK INVOLVES LOADING AND UNLOADING RO MATERIALS, HANDLING MAIL SACKS, CUTTING, SORTING, LABELING, GLUING, PACAGING AND COLLATING. CONTACT IS WITH THE PRODUCTION MANAGER.</p>
<p>\$</p>	<p>ADVERTISING/ DIRECTORY & GUIDE – THESE FIRMS PUBLISH AND /OR DISTRIBUTE PHONE BOOKS, YELLOW PAGES, BLUE BOOKS AND CATALOGS. WE ARE INTRESTED IN MATERIAL HANDLING, WAREHOUSE, LOADING, UNLOADING, DISTRIBUTION AND PACKAGING. CONTACT THE PRODUCTION MANAGER.</p>
<p>\$</p>	<p>ADVERTISING / OUTDOOR – THESE FIRMS HANDLE THE BILLBOARDS ALONG THE ROAD. THE WORK INVOLVES ASSISTING CREWS THAT HANDLE THE ERECTION AND MAINTENANCE. IN SOUTHERN STATES PRIOR TO A HURRICANE, CONTACT THESE FIRMS BY PHONE BECAUSE THEY DISMANTLE THE SIGNS BEFORE THE HURRICANE STRIKES. CONTACT THE MANAGER OR OWNER. WORKERS CANNOT GO OFF THE GROUND.</p>
<p>\$</p>	<p>ADVERTISING/ SPECIALTIES/ MANUFACTURING & DISTRIBUTION – THESE FRIMS MANUFACTURE AND HANDLE DISTRIBUTION OF SMALL</p>

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	ADVERTISING GIMMICKS, USUALLY BALLPOINT PENS, BALLOONS, CALENDARS, BADGES, KEY CHAINS AND SMALL GIFTS. OUR INTEREST IS MATERIAL HANDLING, LOADING, SHIPPING, PACKAGING, LABELING AND SIMPLE MACHINE OPERATION. CONTACT THE MANGER.
\$\$\$\$	AEROSOLS/ MANUFACTURING AND PACKAGING – THESE FIRMS MANUFACTURE AS WELL AS FILL THE AEROSOL CONTAINERS USED FOR PAINT, INSECTICIDES, ADHESIVES, ETC. IT IS ONE OF THE LARGEST AREAS OF LIGHT INDUSTRIAL BUSINESS THAT WE HAVE. OUR INTEREST INVOLVES MANUFACTURING AND ASSEMBLING THE CONTAINER, LABELING, FILLING, PACKAGING AND INSPECTION. CONTACT IS WITH THE PLANT OR PRODUCTION MANAGER.
\$\$	AIR CARGO SERVICE – THESE ARE THE FIRMS THAT DELIVER AND RECEIVE PACKAGE FREIGHT TO AND FROM THE AIRLINE. TEMP WORKERS SORT, LOAD, UNLOAD AND WORK AS TRUCK HELPERS. THE MAJORITY OF THESE FIRMS ARE LOCATED CLOSE TO AIRPORTS. IN ADDITION TO PRIVATE NAMES IN THE BUSINESS, YOU WILL ALSO FIND THE AIRLINES PERFORMING UNDER THEIR OWN NAMES. CONTACT THE MANAGER.
\$\$\$	ALUMINUM PRODUCTS – THESE ARE FIRMS THAT MANUFACTURE AND HANDLE ITEMS MADE FROM ALUMUNUM. WE ARE INTERESTED IN THOSE COMPANIES THAT PRODUCE ITEMS SUCHA S STORM WINDOWS, SCREENS, SCREEN DOORS, PARTITIONS, AWNINGS, VENTS, CIGARETTE LIGHTERS, ASK TRAYS, MOLDINGS, SIGNS, ETC. SINCE THIS METAL IS LIGHT TO HANDLE YOU WILL FIND A LARGE AMOUNT OF LIGHT WORK. CONTACT THE PLANT MANAGER OR THE PRODUCTION MANAGER.
\$	AMUSEMENT PARKS – AN AMUSEMENT PARK IS GENERALLY CLEANED UP AND REPAIRED DURING THE SPRING AND EARLY SUMMER MONTHS. WE CAN ASSIST IN THE GENERAL LANDSCAPING AND CLEANUP JOBS. THIS MIGHT INVOLVE PREPARING THE TRACK, PAINTING THE EXHIBIT BOOTHS, ASSEMBLING EQUIPMENT AND REMOVING ITEMS FROM STORAGE. DURING THE ACTUAL SEASON, YOU WOULD FURNISH CLEANUP HELP AT THE CONCESSION STANDS AND EXHIBITS. YOU SHOULD EXPECT TO CONTACAT THE DIRECTOR OR BUSINESS MANAGER OF THE AMUSEMENT PARK WELL IN ADVANCE OF THE

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	SEASON (MARCH OR APRIL) IN ORDER TO GET THIS BUSINESS. (ALSO SEE AUDITORIUMS, CARNIVALS, STATE FAIRS AND CIRCUSES.)
\$\$	ANNEALING – THIS BUSINESS IS SOMETIMES CALLED HEAT TREATING AND CONSISTS OF PLACING METAL STAMPINGS, TOOLS, RIVETS, TUBES, WIRE, AND METAL PARTS OF ALL KINDS INTO OVENS OR FURNACES WHERE THEY ARE HEATED TO VARYING DEGREES IN ORDER TO CHANGE THE ORIGINAL CHARACTERISTICS OF THE METAL. OUR WORK CONSISTS OF LOADING AND UNLOADING THE PARTS AND MATERIALS FROM TRUCKS AND HANDLING THE MATERIAL WITHIN THE PLANT. THIS WORK IS HOT, HEAVY AND DIRTY. CONTACT THE PLANT OR PRODUCTION MANAGER.
\$\$	ANODIZING – THIS IS THE PROCESS OF PUTTING COLORS AND VARIOUS FINISHES ON ALUMINUM PRODUCTS. YOU HAVE SEEN ALUMINUM ASH TRAYS THAT WERE COLORED GOLD, CIGARETTE CASES THAT WERE BLUE AND LIPSTICK CONTAINERS THAT WERE PINK. THIS IS THE RESULT OF ANODIZING. YOUR WORKERS, BOTH MEN AND WOMEN, PLACE THE ARTICLES ON RACKS OR ON HOOKS IN ORDER FOR THEM TO GO THROUGH THE VARIOUS SOLUTIONS. YOUR WORKERS UNLOAD THE RACKS, INSPECT, PACKAGE AND SHIP THESE PRODUCTS. (ALSO SEE PLATING AND ENAMELING) CONTACT THE PLANT OR PRODUCTION MANAGER.
\$	APARTMENTS – THIS INCLUDES APARTMENT HOUSES AND APARTMENT COMPLEXES. YOUR WORKERS WOULD BE INVOLVED IN GROUND WORK, SNOW SHOVELING, CLEANUP OF THE REFUSE, OPERATION OF THE INCINERATOR, MAINTENANCE OF THE POOLS AND WINDOW WASHING. WORKERS ARE ALSO USED FOR CLEANUP OF THE COMMON HALLS AND RECEPTION AREAS. CONTACT THE BUILDING MANAGER.
\$\$	APPLIANCE / DEALERS - THE BEST POTENTIAL WITH THE APPLIANCE DEALERS COMES AT CHRISTMAS TIME WHEN WORKERS ARE NEEDED AS LOADERS, UNLOADERS, AND STOCK HANDLERS WITHIN THE STORE OR WAREHOUSE AND FOR GENERAL CLEANUP. A NUMBER OF THESE STORES WILL HAVE STEADY NEED ALL YEAR, THEY MAY NOT REQUIRE EXTRA PEOPLE EVERY DAY TO HANDLE DELIVERIES, BUT THEY WILL HAVE SET DELIVERY DAYS. ONCE OR TWICE A WEEK, THEY WILL RENT A

	TRUCK FOR THE DAY AND YOU PROVIDE A HELPER TO TAKE CARE OF THE WEEK'S DELIVERIES. CONTACT THE STORE MANAGER.
\$\$	APPLIANCE/ WAREHOUSE - THESE ARE WAREHOUSES OPERATED BY THE LARGE MANUFACTURING FIRMS SUCH AS GENERAL ELECTRIC, WESTINGHOUSE, COLDSPOT, KELVINATOR, ETC. OUR WORK CONSISTS OF UNLOADING THE LARGE "SEMIS" THAT COME FROM THE FACTORY INTO THE WAREHOUSE, AND LOADING FOR LOCAL DELIVERY. THEY FREQUENTLY WILL REQUIRE A FORKLIFT OPERATOR. CONTACT IS WITH THE WAREHOUSE MANAGER.
\$	ARENAS/AUDITORIUMS /STADIUMS – THE POTENTIAL HERE USUALLY INVOLVES THE SETUP AND CLEANUP OF THE AUDITORIUM, ARENA OR STADIUM IMMEDIATELY BEFORE AND AFTER A SPORTING EVENT, CONVENTION, OR MEETING. IT COULD ALSO INVOLVE CLEANING UP THE BALL PARK BEFORE AND AFTER A SPORTING EVENT. THE SAME WITH A FOOTBALL STADIUM. MAYBE THE ARENA HAS AN ICE SHOW OR A HOCKEY GAME FOLLOWED BY A BASKETBALL GAME. IN THIS CASE, THE FLOOR AREA HAS TO BE COVERED WITH WOOD SECTIONS. TALK TO THE GENERAL MANAGER OF THE FACILITY TO EXPLORE POSSIBLE OPTIONS THE LOCAL CHAMBER OF COMMERCE CAN USUALLY TELL YOU WHEN A CONVENTION IS COMING TO TOWN SO THAT YOU CAN MAKE THE PROPER CONTACT. THE SAME HOLDS TRUE FOR ICE SHOWS AND OTHER SPECIAL EVENTS. BASEBALL PARKS AND FOOTBALL STADIUMS FREQUENTLY REQUIRE A PRICE PREDICATED ON THE ATTENDANCE. IF YOU NEED ASSISTANCE IN PREPARING A QUOTE FOR THIS TYPE OF PROJECT PLEASE CALL THE SUPPORT CENTER WITH ANY QUESTIONS YOU MIGHT HAVE.
\$\$	ASPHALT PAVEMENT BUSINESS – THESE FIRMS ARE USUALLY SMALL CONTRACTORS WHO PAVE DRIVEWAYS, PARKING LOTS, SERVICE STATION DRIVES, PLAYGROUNDS, TENNIS COURTS AND FACTORY FLOORS. THESE COMPANIES NEED WORKERS TO RAKE, LEVEL, TAMP, CLEANUP, DIG AND UNLOAD. CONTACT THE PLANT OR PRODUCTION MANAGER.
\$	AUCTIONEERS/ INDUSTRIAL – THESE FIRMS LIQUIDATE AND AUCTION INDUSTRIAL PLANTS. BEFORE THE SALE, YOUR WORKERS TAG AND NUMBER THE MACHINERY TO BE SOLD. THEY ALSO CLEANUP THE PREMISES AND ASSIST IN THE INVENTORY OF THE MACHINERY. AT THE

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	<p>TIME OF SALE, THEY ACT AS GUIDES AND ASSIST THE AUCTIONEER IN POINTING TO THE MACHINERY THAT IS CURRENTLY BEING BID. CONTACT THE MANGER.</p>
\$	<p>AUTOMOBILE DEALERS/ RENTAL COMPANIES –THIS CATEGORY INCLUDES SUCH FIRMS AS HERTZ, AVIS, NATIONAL AND YOUR LOCAL CAR DEALERSHIPS. YOU CAN SUPPLY THEM WITH DRIVERS, CAR WASHERS AND YARD WORKERS. MAKE SURE YOU GET A DRIVER RELEASE FORM SIGNED BY THE CUSTOMER. CONTACT THE LOCAL MANAGER TO SELL THIS BUSINESS.</p>
\$\$	<p>AUTOMOBILE PARTS DISTRIDUTORS - THESE ARE LARGE WHOLESALE AND RETAIL ORGANIZATIONS USUALLY ASSOCIATED WITH ALL LARGE WAREHOUSE OPERATIONS. AS A RULE, WE ESTABLISH OURSELVES BY UNLOADING TAIL PIPES, MUFFLERS, ETC. FROM RAIL CARS OR TUCKS AND THEN PROGRESS TO WAREHOUSEING AND SHIPPING OR PARTS. THE BIGGEST NAME IN THE BUSINESS IS NAPA, WHICH STANDS FOR NATIONAL AUTOMOTIVE PARTS ASSOICATION. FIRESTONE, GOODYEAR, WESTERN AUTO AND GOODRICH ARE ALSO A GOOD SOURCE. CONTACT THE WAREHOUSE MANAGER.</p>
\$	<p>AUTOMOBILE UNDERCOATING & PAINTING COMPANIES – THESE FIRMS USE WORKERS TO PREPARE THE SURFACES FOR UNDERSCOATING, PAINTING AND CLEANUP AFTER THE JOB IS DONE. THE BIGGEST NAMES THAT YOU WILL ENCOUNTER IN THIS AREA ARE ZIEBART, COATING, MAACO AND EARL SCHEIB. SMALL OPERATIONS IN EITHER LINE ARE NOT GOOD PRODUCTS. USUAL CONTACT IS THE OWNER OR MANAGER.</p>
\$\$\$	<p>AUTOMOBILE (CAR) WASHING COMPANIES – THESE FIRMS WASH CARS ON PRODUCTION LINE BASIS AND HAVE NOT BEEN VERY PRODUCTIVE FOR BUSINESS. HOWEVER, WHEN YOU DO GET A CALL IT WILL BE FOR CAR WASHERS ON A PANIC BASIS AND YOUR BEST BET IS TO SEND STRONG, ACTIVE PEOPLE. CONTACT IS WITH THE CAR WASH MANAGER.</p>
\$\$	<p>AWNING COMPANIES – THESE FIRMS MANUFACTURE AND INSTALL CANVAS AND ALUMINUM AWNING ON HOUSES AND COMMERCIAL PROPERTIES. THE BUSIEST PERIODS ARE IN THE SPRING WHEN THEY INSTALL AND IN THE FALL WHEN THEY REMOVE THE AWNINGS FOR</p>

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	STORAGE. OUR PEOPLE ARE USED AS MATERIAL HANDLERS AND INSTALLER HELPERS AND CANNOT GET ON LADDERS. CONTACT THE OWNER AND MANAGER.
\$\$	BAG COMPANIES – THESE COMPANIES MANUFACTURE OR WAREHOUSE BAGS THAT ARE MADE FROM PAPER, CANVAS, BURLAP OR CELLOPHANE AND INCLUDE SUCH NAMES AS ST. REGIS PAPER CO., UNION CAMP, OLIN, CRAFT, CHASE AND ADVANCE. YOUR WORKERS WILL WORK THE LOADING DOCKS, WAREHOUSES AND SOMETIMES REPAIR PALLETS. CONTACT IS THE PLANT MANAGER OR HIS ASSISTANT.
\$\$	BAKERY BUSINESS - ONE OF MOST PRODUCTIVE BUSINESS THAT WE HAVE AVAILABLE IN THE BAKERY FIELD IS WITH PAN COATING FIRMS THAT APPLY A SILICONE COVERING TO BAKING TINS, WHICH THE BAKERIES USE FOR BAKING BREAD AND ROLLS. THE BEST WAY TO FIND THE NAME OF THE FIRM THAT PROVIDES THIS SERVICE IN YOUR AREA IS TO PHONE THE PURCHASING AGENT AT YOUR NEAREST BAKERY AND ASK WHO DOES THIS TYPE OF WORK. BIG NAMES IN THE INDUSTRY ARE ECKO PAN COATING, CHICAGO METALLIC OR RELEASE COATING. THE WORKERS UNLOAD THE PANS AS THEY COME INTO THE PLANT FOR THE BAKERY, PUT THEM ON RACKS, CLEAN, SPRAY, AND INSPECT. THE JOB USUALLY REQUIRES SIX TO EIGHT PEOPLE A SHIFT, AROUND THE CLOCK ON FRIDAY, SATURDAY, AND SUNDAY. CONTACT IS WITH THE PLANT MANAGER.
\$\$	BARREL & DRUM (RENOVATING & MANUFACTURING) – A STEEL DRUM RENOVATING FIRM DISASSEMBLES THE DRUMS, CLEANS THEM INSIDE & OUT, REPAINTS AND REASSEMBLES THEM. YOUR WORKERS DO ALL OF THIS WORK, AS WELL AS LOADING AND UNLOADING. IN THE MANUFACTURING OF NEW STEEL DRUMS, WORKERS ARE USED ON THE ASSEMBLY LINE, TO HANDLE MATERIALS AND LOAD. THIS TYPE OF ACCOUNT MUST BE WATCHED CLOSELY FOR INJURES. LEATHER GLOVES ARE A MUST. CONTACT IS WITH THE PLANT MANAGER.
\$\$	BASEBALL PARKS/ BASKETBALL ARENAS – WORKERS ARE USED TO CLEAN THE STANDS AND GROUNDS AFTER A BALL GAME. SWEEPING IN THE STANDS IS USUALLY LIGHT WORK AND THE DEBRIS PICKUP AND REMOVAL IS HEAVY. YOU MAY BE ASKED TO QUOTE ON THE BASIS OF ATTENDANCE, RATHER THAN BY THE HOUR. THIS MAY REQUIRE SPECIALIZED ASSISTANCE, WHICH WE ARE PREPARED TO GIVE YOU,

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	DURING YOUR BIDDING PROCESS. FIRST CONTACT IS WITH THE BALL PARK MANAGER. (SEE ARENAS/AUDITORIUMS/STADIUMS)
\$\$	BATTERIES/STORAGE/MANUFACTURERS – THESE FIRMS MANUFACTURE NEW BATTERIES AND FREQUENTLY UTILIZE MATERIALS RECLAIMED FROM USED BATTERIES THAT ARE TURNED IN TO THEM BY THEIR DEALERS. THESE USED BATTERIES THAT ARE UNLOADED AND PLACED IN AN AREA WHERE A CREW OF WORKERS COME IN WITH SLEDGE HAMMERS, BREAK OPEN THE CASES AND SEPARATE THE USED LEAD FOR RECYCLING. THE WORKERS PERFORM THIS OPERATION IN ADDITION TO UNLOADING THE USED BATTERIES AND LOADING NEW ONES. WORKERS PERFORMING THIS OPERATION MUST BE FURNISHED WITH GOGGLES, LEATHER OR RUBBER GLOVES AND RUBBER BOOTS. CONTACT IS WITH THE PLANT MANAGER.
\$\$	BEVERAGE COMPANIES – COMPANIES SUCH AS PEPSI, CANADA DRY, COCA COLA, ETC., OFFER THE BEST POTENTIAL IN THE SUMMER MONTHS AND IN LATE DECMEBER WHEN THEIR OPERATION IS AT ITS PEAK. WE CAN FURNISH WORKERS TO THE BOTTLING LINES (WASHING OR FILLING LINES), HANDLE THE LOADED CASES AS THEY COME OFF THE LINE, STACK THE CASES AND LOAD THE TRUCKS, AT NIGHT OR EARLY MORNING FOR THE DRIVERS. THESE ROUTE DRIVES ARE ON QUOTAS, AND WHEN BUSINESS IS NORMAL THEY DO NOT RATE A HELPER, HOWEVER, WHEN THE VOLUME RUNS HIGH, THEY MAY NEED TO HAVE A HELPER. YOU CAN MEK ARRANGEMENTS WITH THE FIRMS TO FURNISH THESE HELPERS ON DAYS THEY ARE NEEDED. CONTACT IS WITH THE PRODUCTION MANAGER OR TRUCK DELIVERY SUPERINTENDTENT.
\$	BLUEPRINTS – THESE ORGANIZATIONS DO BLUEPRINTING AND COPYING. WORKERS MAY OPERATE THE COPYING MACHINES. CONTACT IS WITH THE SHOP MANAGER.
\$	BOARDS OF EDUCATION – SCHOOL BOARDS ARE ONE OF THE FEW AREAS OF MUNICIPAL GOVERNMENT THAT WE HAVE BEEN ABLE TO SERVE. YOU CAN FURNISH WORKERS TO PERFORM IN THE AREAS OF MAINTENANCE, FURNITURE AND EQUIPMENT MOVING, TRUCK HELPERS, BOOKBINDING, JANITORIAL AND WINDOW CLEANING. CONTACT IS ALWAYS THROUGH THE PURCHASING AGENT WHO WILL REQUEST HOURLY RATES ON A YEARLY BID BASIS.

\$	<p>BOILER TUBE RENOVATING COMPANIES – A NUMBER OF COMPANIES SPECIALIZE IN CLEANING AND RENOVATING BOILER TUBES IN THE INDUSTRIAL CITIES. WORKERS ARE USED FOR LOADING, UNLOADING, WIRE BRUSHING THE INSIDE AND OUTSIDE OF THE TUBES, RUN THE GRINDERS, CLEAN THE CHIPS AND CUTTINGS FROM THE GRINDERS, LATHES, AND MILL, AND DO GENERAL CLEANUP. SEE THE SHOP SUPERINTENDENT.</p>
\$\$	<p>BOX MANUFACTURING (WOOD) – COMPANIES THAT MAKE WOOD BOXES AND CRATES FREQUENTLY USE WORKERS. THE NEEDS WILL VARY FROM A LARGE NUMBER ONE WEEK FOR A BIG ORDER TO JUST A FEW THE NEXT WEEKS. YOUR WORKERS MAY RUN FORKLIFTS, UNLOAD LUMBER FOR BOXCARS, AND THEN LOAD THE FINISHED PRODUCT. CONTACT THE SUPERINTENDENT OR GENERAL FOREMAN. (SEE PALLETS AND SKIDS)</p>
\$\$\$	<p>BUILDING CONTRACTORS – OUR BEST WORK IN THIS CATEGORY IS WITH THE CONTRACTOR WHO IS BUILDING A HOUSING PROJECT, AN APARTMENT COMPLEX OR SOME FORM OF COMMERCIAL CONSTRUCTION OF A SMALLER NATURE, SUCH AS A GROCERY STORE, GAS STATION OR A SHOPPING CENTER. OUR WORKERS ARE USUALLY CALLED ON TO PERFORM CLEANUP WORK AROUND THE PROJECT. WE SWEEP OUT THE HOUSES AFTER THE MAJOR WORK HAS BEEN COMPLETED, REMOVE DEBRIS THAT HAS FALLEN INTO THE BASEMENT EXCAVATION BEFORE THE CEMENT FINISHERS START WORK, PICK AND LOAD DEBRIS ON THE OUTSIDE OF THE HOUSE, ASSIST IN THE EXCAVATION FOR SIDEWALKS AND DRIVEWAYS, HANDLE MATERIAL FOR THE ROOFERS, CARPENTERS, PLUMBERS, ELECTRICIANS, DRYWALL AND MASONRY WORKERS, LOAD EXCESS DIRT IN TRUCKS FOR REMOVAL FROM THE SITE, AND UNLOAD LUMBER. FIRST CONTACT IS ALWAYS WITH THE JOB SUPERINTENDENT.</p>
\$\$\$	<p>BUFFING PLANTS – THESE PLANTS AND SHOPS BUFF CHROME PARTS TO MAKE THEM SHINE. WORKERS CAN DO THIS TYPE OF WORK ON SMALL PARTS. IT TAKES AN EXPERT TO DO LARGE PARTS SUCH AS CAR BUMPERS OR LARGE ORNAMENTAL WORK.</p>
\$\$	<p>BUILDING MATERIAL FIRMS – THESE FIRMS HAVE A PEAK SEASON WHICH COINCIDES WITH THE SPRING BUILDING SEASON. THIS PEAK IS</p>

	<p>MORE PREDONIMATE IN THE NORTH BECAUSE OF THE PESTRICTIONS IMPOSED BY THE WEATHER. THE PRESSURE FOR SPEEDY DELIVERY OF ORDERS PLACED UPON THE BUILDING MATERIALS FIRMS BY THE BUILDING CONTRACTORS DURING THE BUSY MONTHS CREATES A STRONG NEED FOR LABOR. THE BULKINESS AND WEIGHT OF THE MATERIAL FURTHER INCREASES OUR POTENTIAL. THE BEST CATEGORIES IN THIS LINE INCLUDE LUMBER DEALERS, ROOFING AND SIDING SUPPLIERS, CONCRETE BLOCK AND TILE COMPANIES AS WELL AS PLUMBING SUPPLIERS. CONTACT IS WITH OWNERS AND MANAGERS.</p>
\$\$\$	<p>BURRING – FIRMS SUCH AS THIS SPECIALIZE IN TAKING PARTS AS THEY COME FROM THE FOUNDRIES, STAMPING SHOPS AND MACHINE SHOPS AND PLACING THEM IN LARGE DRUMS MIXED WITH LARGE STEEL BALLS OR ABRASIVE STONES AND TUMBLING THEM CONTINUOUSLY TO REMOVE THE BURRS OR POLISH THE PART AS REQUIRED. WORKERS ARE NEEDED TO LOAD AND UNLOAD VEHICLES. CONTACT FOR THIS WORK IS THE OWNER OR SHOP SUPERINTENDENT.</p>
\$	<p>CALENDAR COMPANIES – THESE FIRMS MANUFACTURE CALENDARS FOR ADVERTISING PURPOSES AND HAVE A PEAK SEASON WHICH EXTENDS THROUGH THE LAST TWO QUARTERS OF THE YEAR. WORKERS ARE NEEDED TO LABEL BOXES, PREPARE SHIPMENTS, PACKAGE AND LOAD. THE BEST CONTACT IS WITH THE PLANT MANAGER OR SHIPPING SUPERINTENDENT.</p>
\$	<p>CANDY MANUFACTURERS – THE CANDY BUSINESS WILL PEAK JUST BEFORE CHRISTMAS. MOTHER’S DAY, EASTER AND OTHER HOLIDAYS WILL MAKE SLIGHT PEAKS IN THE BUSINESS. WORKERS ARE NEEDED FOR ASSEMBLY LINES, PACKING, WRAPPING, SHIPPING, ETC. OUR BEST BUSINESS IS DONE WITH FIRMS THAT MANUFACTURE HARD CANDY. THE SMALL COMPANIES DO NOT DO MUCH VOLUME SO STAY WITH THE LARGER FIRMS. CONTACT IS THE PLANT MANAGER.</p>
\$\$	<p>CANNERIES- THIS IS A SEASONAL BUSINESS. WHEN THEY ARE GOING, THEY ARE REALLY GOING BIG. WHILE A CANNERY MIGHT USE ONLY 15-20 PEOPLE DURING THE OFF SEASON, DURING THE SEASON THIS COULD CLIMB TO 150-200. MOST OF THIS WORK IS UNSKILLED AND IS NOT DIFFICULT TO SUPPLY THE PEOPLE; SOMETIMES THE LOCATION OF THE CANNERIES ARE DIFFICULT TO REACH. HOWEVER, IF THE JOB IS BIG ENOUGH, IT MIGHT BE FEASIBLE TO BUS THE WORKERS TO THE JOB.</p>

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	<p>ULTIMATELY, YOU WOULD LIKE TO SUPPLY THE LABOR FORCE FOR THE BUSY SEASON; HOWEVER, IF YOU CAN'T GET THIS MAJOR JOB, SHOOT FOR THE JOB OF SUPPLYING THE DAILY ABSENTEES WHICH COULD RESULT IN 15-20 PEOPLE PER DAY. CONTACT FOR THIS WORK IS THROUGH THE PERSONNEL MANAGER.</p>
\$	<p>CARNIVALS – CARNIVALS ARE NOT BIG ANYMORE; HOWEVER, THEY COME TO TOWN IN THE SUMMER AND FREQUENTLY SET UP AT THE SHOPPING CENTER. THESE SHOWS CAN USE 10 -12 PEOPLE FOR SETTING UP AND PACKING UP, AS WELL AS A FEW WORKERS FOR GENERAL MAINTENANCE WHILE THEY ARE IN OPERATION. USUALLY, THEY ARE IN TOWN FOR A WEEK. THE MAGAZINE "AMUSEMENT" PUBLISHED BY BILLBOARD MAGAZINE HAS A LISTING OF SCHEDULED CITIES AND DATES. IT IS BEST TO HANDLE THESE OPERATIONS ON A CASH BASIS. CONTACT IS THE ADVANCE MAN OR GENERAL MANAGER.</p>
\$	<p>CARPET & RUG CLEANERS – THE USUAL CLEANING CREW CONSISTS OF AN EXPERIENCED EMPLOYEE WHO OPERATES THE MECHANICAL CLEANING DEVICE AND A HELPER WHO MOVES FURINTURE SO THE CARPETS CAN BE CLEANED. MOST OF THESE FIRMS ARE SMALL; HOWEVER, THEY FREQUENTLY HAVE SEVERAL CREWS WORKING, SO THEY MIGHT BE A GOOD SOURCE. CONTACT IS USUALLY WITH THE OWNER.</p>
\$	<p>CEMENT COMPANIES– CEMENT PRODUCT MANUFACTURING COMPANIES PARTICULARILY BLOCK AND TILE MANUFACTURING FIRMS OFFER A FAIR MARKET FOR OUR SERVICES. THE BUSINESSES ARE UP AND DOWN AND THE PRODUCTS REQUIRE A LOT OF HANDLING. MOST OF THE LABOR REQUIRED FOR THIS OPERATION IS UNSKILLED. FOR THE MOST PART, WORKERS WILL BE USED TO LOAD AND RIDE THE TRUCKS AS HELPERS. CONTACT IS GENERAL MANAGER OR YARD SUPERVISOR.</p>
\$	<p>CEMETERIES – WORK IN MOST CEMETERIES CONSISITS OF LANDSCAPING, GRASS CUTTING, WEEDING, FERTILIZING AND A SMALL AMOUNT OF DIGGING. THE BEST SEASON FOR THIS WORK IS DURING THE SPRING AND FALL, DURING THE SUMMER MONTHS COLLEGE STUDENTS MAY UTILIZED UNLESS YOU'VE BUILT A STRONG WORKING RELATIONSHIP WITH THE CEMETERY MANAGER. THE BEST TIME TO SOLICIT BUSINESS IS FEBRUARY OR MARCH.</p>

\$	<p>CHEMICAL COMPANIES – CHEMICAL COMPANIES ARE A STEADY USER OF TEMPORARY WORKERS. IDEALLY, THE BEST CUSTOMER IS THE SMALL FIRM THAT EITHER PACKAGE, CANS, BOTTLES, AERSOSOL CANS OR IN SOME OTHER WAY PACKAGES THE FINISHED PRODUCT. THE BEST WAY TO PROSPECT THIS LIST IS TO EXAMINE YOUR INDUSTRIAL DIRECTORY OF THE AREA AND VISUALIZE THE FINISHED PRODUCT AND WHAT TYPE OF PACKAGING IT ENTAILS AND WORK FROM THERE. CONTACT IS THE PERSONNEL OR PRODUCTION MANAGER.</p>
\$\$	<p>CHROME PLATING PLANTS – THERE ARE THREE KINDS OF CHROME OPERATIONS: BRIGHT CHROME, HARD CHROME, AND PRESIUOS METALS. GENERALLY SPEAKING, THE HARD CHROME AND PERCIOS METALS PLANTS REQUIRE A MORE HIGHLY SKILLED WORKER. THE BRIGHT CHROME PRODUCTION PLANTS OFFER A GOOD OPPORTUNITY. YOU ARE ABLE TO FURNISH WORKERS TO PUT THE PARTS ON RACKS, REMOVE THEM, LOAD AND UNLOAD BARRELS, RUN THE ELECTRIC HOISTS TO PUT THE RACKS OR BARRELS IN THE TANKS, PACK THE PARTS, OPERATE THE FORKLIFT AND CLEAN THE VATS. CONTACT IS WITH THE OWNER OR SHOP SUPERINTENDENT. (SEE ANODIZING & ENAMELING)</p>
\$	<p>CHURCHES – CHURCHES USE TEMPORARY WORKERS FOR LANDSCAPING, GRASS CUTTING, CLEANING AND GENERAL JANITORIAL WORK. CONTACT IS WITH CHURCH IS SECERTARY OR CLERK.</p>
\$\$	<p>CHURCH SUPPLIES (WAREHOUSING & PAINTING) – MOST LARGE DENOMINATIONS HAVE PRINTING, BINDING AND SUPPLY WAREHOUSES SCATTERED AROUND THE COUNTRY. THE BINDERY DEPARTMENT NEEDS WORKERS TO COLLATE, GLUE, CUT AND SEW AS ANY BINDERY WOULD, AND THE SUPPLY DEPARTMENTS PACKAGE AND SHIP AS ANY LARGE ORDER FILLING BUSINESS WOULD. THE WAREHOUSE HANDLES MERCHANDISE AND SUPPLIES THE SAME AS ANY REGULAR WAREHOUSE OPERATION. CONTACT IS WITH THE PLANT MANAGER.</p>
\$	<p>CIRCUSES – INFORMATION ON CIRCUSES IS VERY SIMILAR TO THAT ON CARNIVALS. WHEN YOU FIND (BY ADVANCE ADVERTISING) THAT A CIRCUS IS COMING TO YOUR CITY, CALL ON THE MANAGER OF THE LOCAL COLISEUM, FAIRGROUNDS OR ARENA AND GET THE NAME AND PHONE NUMBERS OF THE INDIVIDUAL WHO HANDLED THE ADVANCE</p>

	ARRANGEMENTS AT THAT LOCATION. CALL HIM AND ATTEMPT TO ESTABLISH ARRANGEMENTS TO SERVICE HIS NEEDS WHEN THE CIRCUS ARRIVES IN YOUR CITY. WORKERS WOULD BE USED FOR ROUSTABOUTS, MAINTENACE AND CLEANUP PERSONNEL.
\$	CONVENTION BUREAUS – THIS ORGANIZATION, FOUND IN MOST CITIES COULD LEAD TO A LARGE AMOUNT OF REFERRAL BUSINESS FROM GROUPS HOLDING CONVETIONS IN YOUR CITY. THE CONVENTION BUERAU IS INTERESTED IN GIVING AS MUCH SERVICE AS POSSIBLE TO THE GROUP THAT IS HOLDING THE CONVENTION, THEREFORE, THEY ARE INTERESTED IN THE FACT THAT YOU CAN FURNISH MOST OF THE HELP THEY NEED. IN SOME OF THE SMALLER CITIES, THE CHAMBER OF COMMERCE PERFORMS THIS FUNCTION. WHEN A CONVENTION IS BEING HELD IN A CITY WITH A MUNICIPALLY OWNED CONVENTION SITE, YOU WILL FIND THE LOCAL BUILDING TRADES UNION WILL HAVE THINGS TIED UP. THIS DOES NOT PRECLUDE THE FACT THAT YOU CAN STILL FURNISH PEOPLE IF THE CONVENTION IS BEING HELD IN SOME HALL OR HOTEL THAT IS NOT SO RESTRICTED. GET THE NAME OF THE PERSON TO CONTACT FROM THE CONVENTION BUREAU OF THE CHAMBER OF COMMERCE. (SEE CONVENTION SERVICE.)
\$\$	CONVENTION SERVICE – THESE ARE THE ORGANIZATIONS WHICH CONTRACT WITH FIRMS HOLDING CONVENTIONS OR MEETINGS TO SET UP THE BOOTHS, STAGES, TABLES, CHAIRS, ETC. FOR MEETINGS. AS AN EXAMPLE, IF THE ASSOCIATION OF FRANCHISING IS HOLDING A MEETING AT A HOTEL IN YOUR CITY AND THEY WANT BOOTHS SET UP FOR CONCESSIONAIRES, THEY WOULD GO TO A FIRM SUCH AS MANCRAFT, NATIONAL CONVENTION SERVICES, FREEMAN DECORATORS, ETC. AND CONTACT WITH THEM TO DO THE JOB. YOU WOULD THEN FURNISH THE LABOR TO THESE ORGANIZATIONS TO PERFORM THIS FUNCTION. CONTACT IS WITH THE LOCAL MANAGER. (SEE CONVENTION BUREAUS AND HOTELS.)
\$\$\$\$	COSMETICS MANUFACTURING – THIS IS A BIG BUSINESS FOR US, BECAUSE IT IS PREBOMINATELY LIGHT WORK. THE FIRMS TO BE INTERESED IN PRODUCE LOTIONS, HAIR SPRAY, HAIR STRAIGHTENERS, HAIR DYE, SUNTAN LOTIONS, HAND LOTIONS, SHAVING CREAMS, DEODORANTS AND ANY COMMODITY THAT IS USED ON THE BODY AND IS PACKAGED. THIS WORK IS STRICTLY A PACKING OR PACKAGING

	<p>OPERATION, WHICH INCLUDES AEROSOLS, BOTTLES, JARS, CANS AND SMALL PACKAGES THAT FREQUENTLY MUST BE ASSEMBLES IN ORDER TO MAKE UP THE SALE UNIT. THE RUNS ARE SHORT AND YOUR PEOPLE WORK AS LINE TENDERS, INSPECTORS, LABELERS, FILLERS, PACKAGE ASSEMBLERS AND SHIPPERS. OUR CONTACT IN THIS LINE IS FREQUENTLY WITH THE PERSONNEL MANAGER. (SEE PACKAGING SERVICE.)</p>
\$\$	<p>COUNTRY CLUBS & GOLF COURSES - IN THIS CATEGORY OUR WORKERS CAN BE ASSIGNED FOR LANDSCAPE WORK, GRASS CUTTING, GREENSKEEPING AND CLEAN UP SERVICES. DURNING A TOURNAMENT YOU CAN FURNISH PARKING LOT ATTENDANTS, TICKET TAKERS, ETC. THE DRAWBACK WITH THIS TYPE OF BUSINESS IS THE FACT THAT MOST CLUBS ARE OFF THE BUS LINES AND HARD TO REACH. CONTACT FOR THIS BUSINESS SHOULD BE MADE IN THE EARLY SPRING WITH GREENSKEEPER AND ASSOCIATED CLEAN UP SERVICES.</p>
\$\$\$\$	<p>CULVERTS – THESE FIRMS MANUFACTURE CORRUGATED CULVERTS AND SHORT GALVAIZED PIPE RUNS. THEY TAKE SHEETS OF GALVANIZED STEEL AND WELD THEM TOGETHER IN ALL DIFFERENT SIZES TO MAKE UP TE FINISHED PRODUCT. THIS REQUIRES A LARGE AMOUNT OF LABOR FOR STOCK HANDLING, MACHINE HELPERS AND SCRAP REMOVAL. CULVERTS ARE COATED WITH TAR AND THIS REQUIRES PEOPLE TO OPERATE IN THE TAR PIT. IN GENERAL, THIS IS A LOOSELY STRUCTURED TYPE OPERATION THAT WORKS OUT WELL FOR US. YOUR CONTACT IS WITH THE PLANT MANAGER OR PRODUCTION SUPERVISOR.</p>
\$	<p>DELIVERY SERVICES – THESE FRIMS DELIVER PACKAGES AND LIGHT FREIGHT FOR COMMERCIAL ORGAIZATIONS IN YOUR CITY. CONTACT THE LARGE OPERATORS TO FURNISH LOADERS, TRUCK HELPERS AND DOCK MEN. UNITED PARCEL SERVICE AND FEDERAL EXPRESS ARE NOT GENERALLY GOOD PROSPECTS, THOUGH SOME OFFICES HAVE HAD SUCCESS IN RECENT YEARS. CONTACT IS WITH THE OWNER OR DOCK SUPERVISOR.</p>
\$	<p>DEMOLITION CONTRACTORS – THESE CONTRACTORS TEAR DOWN BUILDINGS AND SALVAGE BUILDING MATERIALS AND FIXTURES. YOU WOULD NOT FURNISH WORKERS TO PERFORM THE ACTUAL DEMOLITION OR TEARING DOWN OF BUILDING. HOWEVER, WE DO FURNISH LABORS TO CLEAN THE MORTAR, SORT, AND STACK BRICK</p>

	<p>AND OTHER MASONRY BUILDING MATERIALS. WE PREPARE, SORT AND STACK USED LUMBER. WE REMOVE AND SORT BUILDING FIXTURES AND TRIM. WHEN YOU HAVE PEOPLE ASSIGNED TO A JOB SUCH AS THIS, CHECK FREQUENTLY TO MAKE SURE THEY ARE OUT OF HARMS WAY. CONTACT FOR THIS WORK IS THE JOB SUPERINTENDENT.</p>
<p>\$\$</p>	<p>DEPARTMENT STORES – THE BIGGEST SERVICING JOB THAT WE DO WITH DEPARTMENT STORES IS IN THE WAREHOUSE. YOUR WORKERS UNLOAD THE BOXCARS AND SEMI TRAILERS AND MOVE THE MATERIAL TO SHELVES OR STORAGE AREAS WITHIN THE WAREHOUSE. WORKERS ARE NEEDED TO LOAD TRUCKS FOR LOCAL DELIVERY TO THE STORE. THEY REMOVE THE CRATING, CARDBOARD PACKING OR PADDING FROM ARTICLES SUCH AS FURNITURE, BICYCLES, TOYS AND EQUIPEMENT THAT WAS SHIPPED “KNOCKED DOWN”. THE CONTACT TO MAKE FOR WAREHOUSE WORK IS THE WARE HOUSE MANAGER OR HIS ASSISTANT, NOT THE PERSONNEL DEPARTMENT OF THE MAIN STORE. THE AUTOMOTIVE DEPARTMENTS ARE USUALLY A SEPARATE INSTALLATION AND THEY MAY REQUIRE WORKERS FOR GENERAL MAINTENANCE WORK OR UNLOADING OF BATTERIES, TIRES, ETC. CONTACT THE AUTOMOTIVE DEPARTMENT MANAGER. THERE IS ALSO WORK AVAILABLE IN THE SHIPPING AND RECEIVING DEPARTMENTS ON SUCH ITEMS AS FURNITURE, APPLIANCES, GARDEN SUPPLIES, ETC. CONTACT THE PERSONNEL MANAGER.</p>
<p>\$\$</p>	<p>DIE CASTINGS – THESE FACTORIES PRODUCE SMALL PARTS BY POURING MOLTEN ZINC, MAGNESIUM, BRASS OR WHITE METAL INTO MOLDS. WHEN THE CASTING IS REMOVED FROM TE MOLD, A SMALL AMOUNT OF GRINDING OR BUFFING IS REQUIRED, WHICH YOUR WORKERS ARE CAPABLE OF PERFORMING. OUR WORK WOULD BE VERY LIMITED IF IT WEREN’T FOR THE FACT THAT THESE PLANTS ALSO CHROME PLATE, PAINT AND PACKAGE SMALL AUTO PARTS. THIS REQUIRES PEOPLE TO PLACE THE PART IN BASKETS OR ON A CONVEYER LINE FOR PLATE OR ON HOOKS FOR PAINTING AND TRANSFER TO THE BAKING OVENS. IF THE ITEM HAS TO BE PACKAGED OR WRAPPED, THIS REQUIRES FURTHER HAND WORK. CONTACT IS WITH THE PLANT MANAGER OR PLANT SUPERINTENDENT.</p>
<p>\$\$\$</p>	<p>DRILL PRESS PLANTS – A LARGE NUMBER OF MACHINE SHOPS AND FACTORIES SPECIALIZE IN DRILL PRESS WORK. A DRILL PRESS IS NOTHING MORE THAN AN ELECTRIC DRILL, PERMANENELY MOUNTED</p>

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	<p>IN A HYDRAULIC LIFTING DEVICE, THAT RAISES AND LOWERS IT TO PERFORM A DRILLING OPERATION. BOTH MEN AND WOMEN PERFORM THIS OPERATION. IN A METROPOLITAN AREA, PROBABLY 40% OF THE PEOPLE WHO APPLY FOR WORK CAN PERFORM THIS TYPE OR JOB. CONTACT IS WITH THE PERSONNEL MANAGER OR PLANT SUPERVISOR.</p>
\$	<p>DRUGS / WAREHOUSES – CHAIN DRUG STORES OPERATE LARGE WAREHOUSES AND ARE A CONTINUING SOURCE OF BUSINESS. IN ADDITION TO GENERAL WAREHOUSE HELP, YOU MIGHT BE CALLED UPON TO SUPPLY TRUCK HELPERS. CONTACT IS WITH THE PLANT SUPERINTENDENT.</p>
\$\$	<p>DRUMS / FIBERS – FIBER AND HEAVY CARDBOARD DRUM MANUFACTURING PLANTS WILL FREQUENTLY BE FOUND IN INDUSTRIAL AREAS. YOUR WORKERS INSTALL THE METAL LIP AROUND THE TOP OF THE DRUM, AS WELL AS THE COVER. THEY STACK AND LOAD, AS WELL AS UNLOAD RAW MATERIAL. A PROMINENT NAME IN THE BUSINESS IS GREIF BROTHERS CORPORATION (A NATIONAL ACCOUNT). YOUR CONTACT IS WITH THE PLANT MANAGER.</p>
\$\$\$\$	<p>ELECTRIC SUPPLIES / WHOLESALE – THESE FIRMS FREQUENTLY MAINTAIN WAREHOUSES TO STORE THE PRODUCTS THAT THEY PRIMARILY MERCHANDISE TO THE BUILDING TRADES AND BUILDING CONTRACTORS. THE USUAL ENTRÉE IS TO SELL THEM ON ALLOWING YOU TO UNLOAD ELEVTRICAL CONDUIT, WHICH IS SHIPPED LOOSE OR IN BUNDLES AS PIPE. BIG NAMES IN THIS LINE ARE GRAYBAR ELECTRIC AND GENERAL ELECTRIC SUPPLY COMPANY. CONTACT IS WITH THE WAREHOUSE MANAGER.</p>
\$\$\$\$	<p>ENAMELING PLANTS – A NUMBER OF PLANTS SPECIALIZE IN THE ENAMELING OR PAINTING OF SMALL PARTS. PARTS ARE EITHER DIPPED OR SPRAYED. THE OPERATION CONSISTS OF CONVEYOR LINES, DIP TANKS, SPRAY BOOTHS, DRYING, AND PACKING & SHIPPING LINES. WORKERS CAN LOAD AND REMOVE PARTS FROM THE CONVEYOR LINES, SPRAY OR DIP THE PARTS, PACK AND LOAD. THE PLANT SUPERINTENDENT IS THE USUAL CONTACT.</p>
\$	<p>EXCAVATING CONTRACTORS – THESE CONTRACTORS PREPARE THE GROUND AND MAKE EXCAVATIONS FOR COMMERCIAL PROJECTS SUCH AS HOUSING DEVELOPMENTS, APARTMENT COMPLEXES,</p>

	<p>SHOPPING CENTERS, ETC. MOST OF THE WORK IS PERFORMED WITH HEAVY EQUIPMENT SUCH AS BULLDOZERS AND BACKHOES. HOWEVER, THERE IS A LARGE AMOUNT OF MANUAL LABOR TO BE PERFORMED. YOUR WORKERS WILL DO ONLY THE MANUAL LABOR. CONTACT IS WITH THE JOB SUPERINTENDENT.</p>
\$\$	<p>EXPORTERS – A FIRM THAT HANDLES ITS OWN WAREHOUSING AND EXPORTING CAN USE OUR SERVICES TO PACKAGE AND CONSTRUCT WOODEN BOXES AND SKIDS. A LARGE AMOUNG OF THE ECPORTING BUSINESS IS HANDLED BY EXPORTING CONTRACTORS. WORKERS WOULD HANDLE WOOD, NAILING, WRAPPING AND PACKAGING. CONTACT WITH THE DIRECT CUSTOMER IS THE SHIPPING AND RECEIVING SUPERINTENDENT. CONTACT WITH THE CONTRACTORS IS WITH THE OWNER OF THE PLANT MANAGER.</p>
\$\$\$	<p>EXTRUSION PLANTS – EXTRUSION PLANTS PRODUCE NUTS, BOLTS, RODS AND PIPE, THROUGH A HIGHLY SKILLED OPERATION OF FORCING SOFT METAL THROUGH A SMALL OPENING OR DIE. HOWEVER, IN ADDITION TO THIS, THEY ALSO DO A GREAT DEAL OR METAL PROCESSING. THIS WOULD INCLUDE OPERATION OF PUNCH PRESSES, DRILL PRESSES, BENDING, PAINTING, ASSEMBLING, PACKAGING AND SHIPPING. YOUR PEOPLE CAN HANDLE THESE LESSER SKILLED OPERATIONS. CONTACT IS WITH THE PRODUCTION MANAGER.</p>
\$\$	<p>FAIRS / STATE & COUNTY – THESE EVENTS HAVE A GOOD POTENTIAL FOR OUR WORK DURING THE TWO WEEKS IN THE FALL WHEN THEY OPERATE. WE FURNISH MEN OR WOMEN TO SWEEP THE ARENAS DAILY AFTER THE CROWDS HAVE GONE. WE ALSO FURNISH WALKING CREWS TO PICK UP DEBRIS FROM THE GROUNDS WHILE THE FAIR IS GOING ON, AND WORKERS TO CLEAN THE ANIMAL BARNS AND STALLS. YOUR WORKERS CAN ALSO CLEAN DEBRIS FROM THE PARKING LOTS AND CONCESSIONAIERS STANDS. ON A CONTINUING BASIS THROUGHOUT THE YEAR, FAIRGROUNDS FREQUENTLY REQUIRE MAINTENACE HELP AND REPAIR CREWS. THESE JOBS ARE USUALLY DONE ON A BID BASIS. CONTACT IS WITH THE FAIRGROUNDS MANAGER.</p>
\$\$	<p>FASTENERS / INDUSTRIAL - THESE FIRMS MANUFACTURE, PACKAGE AND SHIP NUTS, BOLTS, SCREWS, CLIPS, SHIMS, METAL CLOSURES, BOTTLE CAPS, ETC. CONTACT IS WITH THE PLANT MANAGER.</p>

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\$	<p>FEED STORES / RETAIL – BASICALLY, THESE STORES ARE SETUP TO HANDLE FEED FOR CHICKENS AND HAY FOR CATTLE. ADDITIONALLY, THEY NOW HANDLE PET SUPPLIES, FERTILIZER, DOG FOOD, PEAT MOSS AND POULTRY SUPPLIES. THESE PRODUCTS COME TO THEM USUALLY ON A SEMI- TRAILER LOADED WITH 50/75 POUND BAGS AND THE WORKERS ARE USED TO UNLOAD THE TRUCKS. CONTACT IS USUALLY WITH THE OWNER.</p>
\$\$	<p>FERTILIZER COMPANIES – THESE COMPANIES MANUFACTURE AND BAG FERTILIZER OF VARYING TYPES. THE MATERIAL USED MIGHT BE AMMONIA, NITRATE, BONE, GUANO AND ORGANIC. SINCE THIS MATERIAL IS BAGGED, THE WORKERS ARE USED IN FILLING, HANDLING AND LOADING THE BAGS. CONTACT IS USUALLY WITH THE OWNER.</p>
\$\$	<p>FENCE COMPANIES – YOU WILL WORK WITH THE PEOPLE WHO MANUFACTURE AND INSTALL FENCES. THE USUAL FORMS OR FENCES ARE CALLED CHAIN, INDUSTRIAL, CHICKEN WIRE AND WOOD DECORATIVE. FENCE SPECIALTY COMPANIES INSTALL ALL TYPES. WOOD DECORATIVE, SUCH AS PICKET, RAIL AND CEDAR ARE FREQUENTLY HANDLED BY LUMBER COMPANINES. ON INSTALLATION, YOUR WORKERS WILL ASSIST DURING ALL PHASES OF THE JOB SUCH AS DIGGING POST HOLES, STRETCHING, MATERIAL HANDLING AND REMOVAL OF EXCESS DIRT AND DEBRIS. CONTACT IS WITH THE PLANT MANAGER OR THE YARD MANAGER.</p>
\$	<p>FIRE EXTINGUISHERS – FIRE EXTINGUISHERS SERVICING FIRMS PLACE THEIR UNITS IN HUNDREDS OF LOCATIONS AROUND THE CITY. PERIODICALLY, THEY MUST BE PICKED UP, INSPECTED, REPAIRED AND REFILLED. WHEN THIS IS DONE, THEY SET UP A PRODUCTION LINE, DISMANTLE THE EXTINGUISHER AND REPLACE THE BAD PARTS. YOUR WORKERS CAN PERFORM THIS WORK AS WELL AS UNLOADING THE EXTINGUISHER FOR THE TRUCKS. CONTACT IS WITH THE OWNER OR MANAGER.</p>
\$\$\$	<p>FOOD PREPARATION & MASS FEEDING – THESE ARE THE ORGANIZATIONS THAT PREPARE TV DINNERS, AIRLINE DINNERS, OR MEALS FOR LOCAL SCHOOLS AND COLLEGES. OUR EMPLOYEES PREPARE THE SALADS, APPORTION THE FOOD ON THE PLATE, PUT THE PLASTIC UTENSILS, SALT AND PEPPER IN THE CELLOPHANE CONTAINER, COVER THE TRAY WITH PLASTIC, PLACE IN THE QUICK FREEZE AND PUT</p>

	<p>INTO CONTAINERS FOR DELIVERY. BIG NAMES IN THIS LINE OF WORK ARE MARRIOTT, HOT INTERNAIONAL, DOBBS HOUSE, SPORTSMEN'S SERVICE, UNITED AIRLINES KITCHENS AND MASS FEEDING CORPORATION. START WITH THE PERSONNEL MANAGER AND GO FORM THERE.</p>
\$\$\$\$	<p>FOOD PROCESSING – A NUMBER OF FIRMS SUCH AS RESTAURANTS, BAKERIES AND FORZEN FOOD OPERATORS SETUP DINNER SIZE PORTIONS OF THEIR BEST ITEMS AND MERCHANDISE THEM IN FORZEN FOOD COUNTERS NATIONALLY OR LOCALLY. THIS MIGHT INCLUDE ITEMS SUCH AS WELSH RAREBIT, CREAMED CHICKEN, PIES, CREAMED CARROTS, COOKED FISH, SHRIMP, ETC. BEST KNOWN RESTAURANTS IN THIS LINE ARE HOWARD JOHNSON'S AND STOUFFER'S. TAKE A LOOK AT THE FROZEN FOOD COUNTER IN YOUR LOCAL GROCERY STORE FOR THE NAMES OF THE FROZEN FOOD FIRMS THAT PREPARE THE PIES, VEGETABLES, ETC. THIS WORK IS MOSTLY VERY LIGHT AND WORKERS ARE REQUIRED TO HAVE FOOD HANDLING LICENSES FROM THE HEALTH DEPARTMENT. HERE AGAIN, YOUR FIRST CONTACT IS PERSONNEL MANAGER.</p>
\$\$\$	<p>FOOD SERVICE MANAGEMENT – THESE FIRMS CONTRACT WITH LARGE ORGAIZATION SUCH AS HOSPITALS, FACTORIES, SCHOOLS, COLLEGES AND LARGE COMAPINES THAT HAVE THEIR OWN OFFICE BUILDING. THEY RUN THE RESTAURANT OR CAFETERIA AT THE INSTALLATION FOR A SET PERIOD OF TIME, UTILIZING THE FACILITIES THAT ARE PART OF THE BUILDING. THESE ORGANIZATIONS CAN USE YOUR WORKERS TO PLACE THE FOOD ON THE TRAYS IN THE CAFETERIAS OR THE KITCHENS, PREPARE SALADS, WASH DISHES, CLAE N PANS, PREPARE VEGETABLES, SORT SILVERWARE, CLEAN UP THE DINING ROOMS, SET UP TABLES, CLEAN KITCHEN AREAS, UNLOAD RAW MATERIAL AND STOCK THE CAFETERIA LINES. CONTACT IS WITH THE LOCAL MANAGER.</p>
\$\$\$	<p>FOOD WAREHOUSE – WAREHOUSES OPERATED BY ORGANIZATIONS SUCH AS A&P, KROGER, FOOD FAIR, 7-11 AND OTHER BIG NATIONAL, AS WELL AS LOCAL, ORGANIZATIONS CONSTITUTE A LARGE PART OF YOUR LABOR BUSINESS. THEY WILL USE FROM 5-30 WORKERS PER DAY OR NIGHT TO UNLOAD BOXCARS, PLACE THE MATERIAL ON PALLETS, LOAD AND STACK WITHIN THE WAREHOUSE. ON A FIRST CALL,</p>

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	CONCENTRATE ON BOXCAR UNLOADING. CONTACT IS THE WAREHOUSE MANAGER.
\$\$\$	FROZEN FOOD – ANY FROZEN FOOD BUSINESS IS A PRIME PROSPECT FOR YOUR SERVICES. MAJOR WORK IS FOOD PREPARATION, TENDING CONVEYER LINES AND PACKAGING. CONTACT IS THE PLANT MANAGER. (SEE FOOD PROCESSING).
\$	FRUIT & VEGETABLES WHOLESALE – THE BEST PROSPECTS IN THIS AREA ARE LARGE WHOLESALERS WHO HANDLE BANANAS AND POTATOES. THESE FIRMS USUALLY GET ONE OR TWO BOXCARS OF BANANAS OR POTATOES A WEEK FOR US TO UNLOAD. CONTACT IS WITH THE OWNER OR MANAGER.
\$\$\$	FUEL OIL COMPANIES – THE BASIC FUNCTION OF THESE ORGANIZATIONS IS TO DELIVER FUEL OIL TO HOMES AND BUSINESSES. THEY ARE NOT IMPORTANT TO US FROM THE OIL STANDPOINT, HOWEVER, ONE OR TWO OF THEM IN YOUR CITY WILL PROBABLY PACKAGE AND DISTRIBUTE OTHER PRODUCTS. THESE PRODUCTS COULD CONSIST OF AUTOMOBILE POLISH, WINDSHIELD WASHER FLUID, ANTIFREEZE, GREASE AND ENGINE OIL SPECIALTIES. THEY FREQUENTLY RECEIVE THESE PRODUCTS IN BULK QUANTITIES AND BREAK THEM DOWN INTO SMALLER CONTAINERS. THIS INVOLVES A CANNING, PACKAGING, FILLING OR LABELING OPERATION. CONTACT IS THE PLANT MANAGER.
\$\$\$	FURNITURE MANUFACTURING - WE ARE INTERESTED IN FIRMS THAT MANUFACTURE FURNITURE FROM WOOD TO METAL. THIS USUALLY TAKES THE FORM OF DINING ROOM FURNITURE, KITCHEN FURNITURE OR LAWN AND PORCH FURNITURE REQUIRES A GREAT DEAL OF SANDING, ASSEMBLING, STAINING AND GLUING. THIS IS ALL WORK THAT CAN BE DONE BY YOUR WORKERS. METALLIC FURNITURE TAKES A GOOD DEAL OF ASSEMBLING AND PACKAGING INTO CARDBOARD BOXES AND LOADING. THE BEST CONTACT FOR THIS WORK IS THE PERSONNEL MANAGER OR PRODUCTION MANAGER.
\$\$\$	FURNITURE MOVING – FURNITURE MOVING OF ALL FORMS IS A STANDARD SERVICE. THIS BUSINESS IS SEASONAL WITH THE PEAK PERIOD COMING IN THE SPRING AND IN LATE SUMMER BEFORE

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	SCHOOL STARTS. THE BEST CONTACT PERSON IS THE MANAGER OF THE MOVING COMPANY.
\$\$\$\$	FURNITURE STORES – THE ORDINARY SMALL RETAIL STORE USES OUR SERVICES TO LOAD, UNLOAD AND DELIVER. OUR BEST BUSINESS IN THIS AREA COMES FROM THE LARGE DISCOUNT ORGANIZATIONS WHO MAINTAIN BOTH A WAREHOUSE AND A STORE.
\$	GARDEN EQUIPMENT & SUPPLIES – THESE ORGANIZATIONS HANDLE SEED, FERTILIZER, SHRUBBERY, TREES, LAWN FURNITURE AND EQUIPMENT. YOUR WORKERS WILL LOAD AND UNLOAD SEED, FERTILIZER, EQUIPMENT, ETC., AND ACT AS TRUCK HELPERS ON LARGE DELIVERS. CONTACT IS WITH THE OWNER OR MANAGER.
\$	GASKET MANUFACTURERS – BASICALLY, THESE FIRMS MANUFACTURE GASKETS FROM METAL, FIBER, PLASTIC AND RUBBER. IN ADDITION, THEY USUALLY MANUFACTURE WASHERS, SHIMS, ADVERTISING PLATES AND OTHER SMALL METAL STAMPINGS. OUR INTEREST IN THE WORK IS TO PROVIDE PUNCH PRESS OPERATORS, ASSEMBLY, PAINTING, PACKAGING AND SHIPPING WORKERS. CONTACT IS WITH THE PLANT MANAGER OR PRODUCTION MANAGER.
\$	GASOLINE DISTRIBUTORS – THESE ORGANIZATIONS ARE EITHER PRIVATE DISTRIBUTING FIRMS OR DISTRICT OPERATIONS FOR THE LARGE GASOLINE COMPANIES. THEY OPERATE FROM A BULK STATION AND HANDLE THE GENERAL OPERATIONS OF A LARGE NUMBER OF GASOLINE STATIONS IN THE AREA. THESE DISTRICT MANAGERS ARE RESPONSIBLE FOR THE TOTAL UPKEEP OF THE STATIONS. YOUR WORKERS ARE USUALLY ASSIGNED TO A STATION TO SCRUB DRIVEWAYS, CLEAN AND PAINT THE BUILDINGS AND CLEAN THE GREASE RACKS. THE LARGEST AMOUNT OF WORK OCCURS WHEN THERE IS A CHANGE IN MANAGEMENT OF A STATION. CONTACT IS WITH THE DISTRICT MANAGER AT THE BULK STATION.
\$	GIFT BASKETS – A NUMBER OF COMPANIES SPECIALIZE IN PREPARING BASKETS OF FRUIT FOR DISTRIBUTION THROUGH STORES AND OTHER OUTLETS. THEY ARE FREQUENTLY LISTED IN THE YELLOW PAGES. YOUR WOKERS ADDEMBLE AND DECORATE THESE BASKETS. OTHER FIRMS SUCH AS POULTRY AND MEAT ORGANIZATIONS FREQUENTLY PUT TOGETHER PACKAGES OF CHICKENS, GUINEA HENS, TURKEYS AND

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	SPECIAL STEAKS TO BE USED AS GIFTS OR PROMOTIONAL ITEMS THROUGH THEIR OUTLETS. THE SEASON FOR THIS IS CHRISTMAS AND THANKSGIVING, SO THE TIME FOR SOLICITATION IS SEPTEMEBER. CONTACT IS WITH THE OWNER OR THE PLANT MANAGER.
\$	GLUE MANUFACTURERS – THESE ORGANIZATIONS MANUFACTURE GLUE AND ADHESIVES, NORMALLY PACKAGING THE MATERIAL IN SMALL CONTAINERS. YOU ARE ABLE TO FURNISH PRODUCTION LINE TENDERS, INSPECTORS, FILLERS, LABELERS, PACKAGING, SHIPPING AND FREIGHT HANDLING WORKERS. MOST OF THESE ARE SMALL, SO CONTACT WOULD BE WITH THE OWNER OR PRODUCTION MANAGER.
\$\$\$	GREASE DISTRIBUTORS – THESE FIRMS BUY GREASE AND OTHER LUBRICANTS IN LARGE QUANTITES AND BREAK THEM DOWN INTO SMALL CONTAINERS FOR SALE AND DISTRIBUTION THROUGH GAS STATIONS AND TO INDUSTRIAL ORGANIZATIONS. THEY ALSO HANDLE ANTIFREEZE, AUTOMOBILE POLISH, WINDSHIELD WASHER SOLUTION, AND MOTOR OIL ADDITIVES. THESE ORGANIZATIONS BECOME PACKAGING SITUATIONS. YOU WOULD FURNISH PACKAGING HELP OF ALL TYPES, PLUS WAREHOUSE PERSONNEL. CONTACT IS WITH THE PLANT MANAGER.
\$	GRINDING PLANTS OR SHOPS – M OST INDUSTRIAL CITIES HAVE A LARGE NUMBER OF THESE SHOPS. THEY HANDLE ROUGH GRINDING OF SMALL AND MEDIUM SIZE PARTS. THIS IS USUALLY A PRODUCTION LINE JOB WITH WORKERS PERFORMING AT A GRINDING MACHINE. THESE SHOPS ARE USUALLY SMALL. CONTACT IS WITH THE OWNER OR GENERAL MANAGER.
\$\$\$	GROCERIES / WHOLESALE – THESE ORGAINZATIONS ARE IMPORTANT SOURCES OR WORK FOR US BECAUSE MOST OF THEM HAVE A WAREHOUSE AND OPERATE FLEETS OR TRUCKS. OUR BIGGEST OPPORTUNITY IS FURNISHING WAREHOSUE HELP AND TRUCK HELPERS. OCCASIONALLY, YOU WILL FIND IT IS POSSIBLE TO FURNISH STOCK PICKERS, WHICH IS LIGHT WORK. CONTACT IS WITH THE MANAGER.
\$\$\$	GYPSUM & GYPSUM PRODUCTS – THESE ARE ORGANIZATIONS THAT MANUFACTURE, DISTRIBUTE AND WAREHOUSE GYPSUM PRODUCTS, WHICH USUALLY TAKES THE FORM OF WALL BOARD. IN GYPSUM FACTORY, THE WORK IS MORE DIVERSE. WORKERS TEND THE

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	<p>CONVEYER LINES THAT UNLOAD THE ROCK, CLEAN UP AROUND THE CRUSHERS, WORK ON THE BAGGING AND STACK BAGS ON PALLETS. THE BIG NAMES IN THE BUSINESS ARE U.S GYPSUM, NATIONAL GYPSUM, GEORGIA PACIFIC AND FLINTKOTE. IN WAREHOUSE OPERATIONS YOUR CONTACT IS THE WAREHOUSE MANAGER; IN FACTORIES YOUR CONTACT PERSON IS THE PERSONNEL MANAGER OR PRODUCTION MANAGER.</p>
\$	<p>HARDWARE/WHOLESALE – THESE ORGANIZATIONS FREQUENTLY RECEIVE CARLOAD LOTS OF MATERIALS THAT ARE DIFFICULT TO HANDLE AND UNLOAD SUCH AS STEPLADDERS, LAWN MOWERS, SNOW SHOVELS, LINOLEUM, BICYCLES, WAGONS OR FENCING. YOUR WORKERS CAN HANDLE THIS WORK. CONTACT IS WITH THE WAREHOUSE MANAGER.</p>
\$\$\$	<p>HEALTH FOOD & ORGANIC FOOD FACTORIES – THESE ORGANZATIONS BUY HEALTH FOODS AND ORGANIC FOODS IN LARGE QUANTITIES AND BREAK THEM DOWN TO SMALL PACKAGES FOR DISTRIBUTION TO STORES THROUGHOUT THE TRADING AREA. YOUR WORKERS WOULD BE DOING PRODUCTION LINE TENDING, FILLING BOXES, BOTTLES AND CELLOPHANE BAGS, LABELING AND ASSEMBLING ORDERS FOR PACKAGES. WE CAN ALSO HANDLE THE HEAVIER LOADING, UNLOADING AND WAREHOUSEING. CONTACT FOR THIS WORK IS THE PERSONNEL MANAGER.</p>
\$\$	<p>HEAT TREATING – THESE ORGANIZATIONS SUBJECT MANY DIFFERENT METAL FINISHED PRODUCTS AND METAL PIECES TO VARYING DEGREES OF HEAT IN THE OVEN AND FURNACES, IN ORDER TO CHANGE THE CHARACTERISTICS OF THE METAL. THESE ITEMS HAVE TO BE SPREAD OUT, PLACED ON FRAMES, PLACED IN CONTAINERS, OR OTHERWISE DISPERSED IN ORDER TO RECEIVE THE PROPER AMOUNT OF HEAT. YOUR WORKERS WOULD HANDLE THIS FORM OF WORK IN ADDITION TO THEIR LOADING AND UNLOADING OF TRUCKS. CONTACT IS WITH THE PLANT MANAGER.</p>
\$\$	<p>HOME IMPROVEMENT CONTRACTORS – THESE ARE USUALLY SMALL CONTRACTORS WHO WILL ADD A ROOM TO YOUR HOUSE, FINISH AN ATTIC, INSTALL ALUMINUM SIDING, BUILD A PATIO OR ADD A WINDOW OR DOOR. WHEN THEY GO OUT TO A JOB THEY USUALLY OPERATE WITH ONE SKILLED FOREMAN AND TWO UNSKILLED HELPERS. YOU</p>

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	FURNISH THE HELPERS. WATCH CREDIT CLOSELY. CONTACT IS WITH THE OWNER.
\$\$\$\$	HOSPITALS – HOSPITALS ARE A GOOD SOURCE OF WORK. THE BEST AREA FOR OUR WORK IS THE LAUNDRY, WHERE YOUR WORKERS SORT THE ITEMS, PLACE THEM IN NET BAGS AND PUT THEM IN THE WASHING MACHINE. WORKERS ARE USED TO LOAD AND UNLOAD THE WASHERS, PLACE THE BAGS IN THE DRYERS, HANG AND FOLD THE DRIED CLOTHES. IRONING IS ALSO A JOB THAT THEY MIGHT DO. ONE OR TWO PEOPLE ARE USUALLY REQUIRED TO OPERATE A SEWING MACHINE TO DO NEEDED REPAIRS. THE PLANT MAINTENANCE MANAGER ASSIGNS OUR PEOPLE TO ASSIST HIS/HER PERMANENT CREWS ON CONSTRUCTION, PAINTING, BUILDING REPAIRS, PARKING LOT MAINTENANCE, AND LAWN MAINTENANCE. THE HOUSEKEEPING DEPARTMENT USES WORKERS TO SCRUB DOWN ROOMS. THE DIETARY OR KITCHEN DEPARTMENT USE WORKERS TO CLEAN UP THE DINING AREAS, WASH POTS AND PANS, OPERATE DISHWASHERS AND PEELING MACHINES. THE BEST CONTACT IS WITH THE DEPARTMENT HEAD; HOWEVER FAILING IN THAT, THE NEXT BEST IS THE ASSISTANT BUSINESS MANAGER.
\$\$\$	HOTELS – ONE OF THE BEST AREAS OF BUSINESS FOR SENDING OUT WORKERS IN THE HOTEL BUSINESS IS FURNISHING PEOPLE TO THE BANQUET OR CONVENTION MANAGER. WHENEVER A HOTEL HAS A LARGE MEETING OR CONVENTION, SPECIAL HELP IS NEEDED TO SET UP CHAIRS FOR THE MEETING, SET UP DINING TABLES AND TO MOVE FURNITURE FROM ONE MEETING ROOM TO ANOTHER AS THE PROGRAM CHANGES. WHENEVER A CONVENTION IS IN PROGRESS, ADDITIONAL HELP IS NEEDED IN THE KITCHEN TO WASH DISHES, SEPARATE SILVERWARE, CLEAN POTS AND PANS, PEEL POTATOES, PREPARE SALADS, AND GENERAL CLEAN UP. HOTELS FREQUENTLY HAVE A NEED FOR ADDITIONAL MAIDS TO CLEAN ROOMS. THIS IS USUALLY CAUSED BY A SUDDEN INFLUX OF BUSINESS WHEN THE STAFF WAS PROGRAMMED TO HANDLE NORMAL BUSINESS. CONTACT FOR MAID SERVICE IN THE HOTELS IS THROUGH THE HOUSEKEEPER.
\$\$\$	ICE / MANUFACTURING & WHOLESALE – THESE COMPANIES MANUFACTURE ICE IN VARIOUS SHAPES, PACKAGE AND DISTRIBUTE IT. FREQUENTLY THESE FIRMS WILL SUPPLY BAGS OF ICE TO AUTOMATIC VENDING MACHINES SCATTERED THROUGHOUT YOUR CITY, OTHER

	DISTRIBUTE THROUGH STORES. WORKERS ARE NEEDED FOR THE PLANT TO BAG ICE, FOR LOADING TRUCKS, AND WORKING AS TRUCK HELPERS. CONTACT IS WITH THE PRODUCTION MANAGER.
\$\$	INVENTORY SERVICES – THESE FIRMS CONTRACT WITH THEIR CUSTOMERS TO MAKE AN INVENTORY OF PARTS, MERCHANDISE, EQUIPMENT, ETC. THEY ORGANIZE AND MANAGE THE JOB. YOU WOULD FURNISH THE PEOPLE WHO DO THE ACTUAL COUNTING AND RECORDING. CONTACT IS WITH THE LOCAL MANAGER.
\$\$\$	JANITOR SERVICE – THESE FIRMS CONTRACT WITH THEIR CUSTOMERS TO PROVIDE CLEANUP AND JANITORIAL WORK. THEY LINE UP THEIR CREWS EVERY DAY, BOTH MORNING AND LATE AFTERNOON, THE SAME AS YOU WOULD IN YOUR LABOR OFFICE. THEY FREQUENTLY COME UP SHORT, DON'T HAVE TIME TO LOOK FOR WORKERS AND WILL CALL US TO AUGMENT THEIR CREWS. CONTACT IS USUALLY WITH THE OWNER OF THE SERVICE.
\$\$\$	JUNK YARDS – THESE COMPANIES USE OUR PERSONNEL TO SORT, UNLOAD, DISMANTLE, AND OPERATE A CUTTING TORCH; YOU WILL PROBABLY FIND THAT A NUMBER OF YOUR APPLICANTS HAVE HAD THIS EXPERIENCE. MAKE SURE THAT ANY CUTTER IS FURNISHED WITH GOGGLES, SHIELD AND LEATHER GLOVES BEFORE GOING TO THE JOB SITE. CONTACT FOR THIS WORK IS WITH THE OWNER.
\$	LABORATORIES – ANY LARGE INDUSTRIAL OR COMMERCIAL LABORATORY WORKING WITH GLASS AND METAL TESTING EQUIPMENT CAN USE YOUR WORKERS TO "WASH THE DISHES". CONTACT THE LAB MANAGER.
\$\$	LANDSCAPING AND LAWN MAINTENANCE FIRMS – LANDSCAPING CONTRACTORS ARE FIRMS THAT INSTALL LAWNS, SHRUBBERY AND PERFORM OTHER LANDSCAPING JOBS AROUND NEW CONSTRUCTION. THEY USE LARGE NUMBERS OF UNSKILLED LABORERS RANGING FROM SOD LAYERS TO TREE PLANTING, LEVELING AND RAKING. LAWN MAINTENANCE FIRMS CONCENTRATE ON MOWING, RAKING, WEEDING AND TRIMMING. CREWS USUALLY OPERATE WITH A FOREMAN WHO DIRECTS TWO OR THREE WORKERS ON TRIMMING, MOWING AND OTHER UNSKILLED JOBS. THE TIME TO SOLICIT FOR THIS WORK IS EARLY

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	SPRING. CONTACT IS GENERALLY WITH THE OWNER. BE VERY CAREFUL IN EXTENDING CREDIT TO THIS TYPE OF BUSINESS.
\$\$	LAUNDRIES – WORKERS ARE USED TO SORT, MARK, WASH, DRY, IRON, PACKAGE, LOAD, UNLOAD, HANDLE MATERIAL AND PUSH LAUNDRY CARTS. THE BEST CONTACT IS WITH THE PLANT SUPERINTENDENT.
\$\$	LIQUIDATORS – SEE AUCTIONEERS INDUSTRIAL
\$\$	LIQUOR / WHOLESALE – BECAUSE OF THE BULK AND WEIGHT OF LIQUOR IN CASES, THIS OFFERS A GOOD POTENTIAL FOR OUR SERVICE IN LOADING AND UNLOADING SHIPMENTS FOR THE WHOLESALERS. USE CARE WHEN SELECTING WORKERS FOR THESE ASSIGNMENTS. CONTACT IS USUALLY WITH THE OWNER OR THE WAREHOUSE MANAGER.
\$\$	LUMBER DEALERS – WORK FOR LUMBER DEALERS IS DIVIDED INTO TWO CATEGORIES; YARD HELPERS, WHICH COVERS HANDLING OF MATERIALS WITHIN THE CONFINES OF THE YARD, SUCH AS STACKING LUMBER OR BUILDING BLOCKS, PLACING LUMBER, PLYWOOD OR BUILDING MATERIAL ON RACKS, OR LOADING TRUCKS FOR LOCAL DELIVERIES. THE SECOND CATEGORY IS UNLOADING LUMBER FROM BOXCARS. OUR MEN WORK TWO TO A BOXCAR, AND AT LEAST ONE OF THE TWO MUST HAVE HAD PERVIOUS EXPERIENCE IN UNLOADING LUMBER. LUMBER DEALERS WILL FREQUENTLY REQUEST A FLAT (OR CONTRACT) RATE TO UNLOAD FROM BOXCARS. WE HAVE FOUND THIS METHOD OF OPERATION TO BE UNPROFITABLE. OUR RECOMMENDATION IS THAT YOU WORK BY THE HOUR, BOTH FOR YARD WORK AND UNLOADING OF LUMBER BOXCARS. CONTACT IS WITH THE YARD MANAGER.
\$\$\$	MACHINE TOOL BUSINESS – THESE FRIMS PERFORM GENERAL WORK IN THE METAL WORKING BUSINESS. A GOOD DEAL OF THE WORK IS HIGHLY SKILLED, REQUIRING MACHINISTS, DIE MAKERS, LATHE OPERATORS, MILLWRIGHTS AND MECHANICS OF HIGH LEVEL OF SKILL. HOWEVER, MUCH OF THE WORK INVOLVES HANDLING MATERIALS, LOADING AND UNLOADING, PUNCH PRESS, DRILL PRESS LIGHT ASSEMBLY, PAINTING AND PACKAGING WHICH CAN BE DONE BY YOUR WORKERS. THE BEST CONTACT IS THE PLANT MANAGER.

<p>\$\$</p>	<p>MAIL ORDER HOUSES – THESE FIRMS DO A LARGE VOLUME OF BUSINESS ALL YEAR ROUND OPERATING WITH WAREHOUSES BOTH SEPARATED AND ATTACHED TO RETAIL STORES. LARGEST OF THESE ARE SEARS AND MONTGOMERY WARD. HOWEVER A LARGE NUMBER OF SMALLER MAIL ORDER HOUSES HAVE BEEN DEVELOPING AND THEY ARE PRIME TARGETS FOR BOTH WAREHOUSE AND PACKAGING BUSINESS. SOME POSSIBILITIES ARE SPIEGEL, LILLIAN VERNON, KORVETTE, BRECK’S, SPENCER’S, FOSTER, MILES KIMBALL, ETC. CONTACT IS THE WAREHOUSE MANAGER.</p>
<p>\$\$\$</p>	<p>MANUFACTURERS’ REPRESENTATIVES – THESE ARE INDIVIDUALS OR SMALL FIRMS WHICH HANDLE SALES FOR THE MANUFACTURERS THEY REPRESENT DIRECT TO THE CUSTOMER. A TYPICAL EXAMPLE MIGHT BE LYONS MANUFACTURING IN DETROIT. THEY ARE A PRODUCER OF SMALL AUTOMOBILE PARTS. THEY MIGH DELIVER 10,000 HORN RINGS TO THE OLDSMOBILE PLANT IN LANSING, MICHIGAN WHICH IS 70 MILES FROM THE LYONS PLANT IN DETROIT. WHEN OLDSMOBILE EXAMINES THESE PARTS, THEY MIGHT FIND A SLIGHT IMPERFECTION, AND RATHER THAN RETURN EVERYTHING TO THE PLANT OF ORIGIN FOR REPAIR, THEY CONTACT THE MANUFACTURER’S REPERSENTATIVE WHO HANDLED THE TRANSACTION AND ASK HIM TO MAKE THE REPAIR ON THE SPOT. THE MANUFACTURER’S REP WOULD THEN CONTACT HIS FACTORY FOR A SKILLED TECHNICIAN TO COME OVER AND SUPERVISE THREE OR FOUR WORKERS IN THE MAKING OF THIS SMALL CORRECTION IN SPACE PROVIDED BY THE OLDSMOBILE COMPANY RIGHT AT THE PLANT. A SIMILAR SITUATION COULD OCCUR IN ALMOST ANY LINE OF MANUFACTURING, SUCH AS DRESSES, HARDWARE, PLASTICS, BUILDING SUPPLIES, ETC. THE BEST WAY TO SOLICIT THESE ACCOUNTS IS TO GET A LIST OF MANUFACTURER’S REPS IN YOUR AREA FROM THE YELLOW PAGES AND CANVASS BY PHONE WITH A MAIL FOLLOW UP TO OFFER YOUR SERVICES.</p>
<p>\$\$\$</p>	<p>METAL FINISHERS – METAL FINISHERS FIRMS DO ANYTHING TO METAL PARTS TO PUT A FINISH ON THEM. THIS CAN BE PLATING, SANDING, CHEMICAL TREATING, TUMBLING, HEATING OR POLISHING. THE BEST WAY TO FIND PROSPECTS IN THIS LINE OR WORK IS TO LOOK UNDER THE CLASSIFICATION IN THE YELLOW PAGES. MOST OF THESE ORGAINZATIONS ARE SMALL AND THE CONTACT IS WITH THE OWNER OR PLANT MANAGER.</p>

<p>\$\$\$</p>	<p>METAL SPECIALTIES – THESE ARE SMALL SHOPS THAT PROVIDE SOME FORM OF SPECIAL HANDLING FOR METAL PARTS. THIS MIGHT INCLUDE STAMPING, DRILLING, FORMING, BENDING, GRINDING, ASSEMBLING, PAINTING OR PLATING. OVER 80 PERCENT OF THE WORK IS UNSKILLED AND LEADS ITSELF TO OUR SERVICES. PEAKS AND VALLEYS IN THIS BUSINESS ARE VERY PRONOUNCED. THESE SHOPS ARE USUALLY SMALL AND THE CONTACT IS WITH THE OWNER OR PLANT MANAGER.</p>
<p>\$\$\$</p>	<p>METAL STAMPINGS – THESE ARE SMALL – JOB SHOPS WITH COLLECTION OF PUNCH PRESSES TO STAMP OUT METAL PARTS. WE FURNISH PUNCH PRESS OPERATORS. CONTACT IS WITH THE PLANT MANAGER.</p>
<p>\$\$\$</p>	<p>METAL PLANTS – THESE SHOPS USUALLY SPECIALIZE IN SOME FORM OF TREATING WHICH IS THE PROCESS OF CHANGING THE ORIGINAL CHARACTERISTICS OF THE METAL PART. YOUR WORKERS UNLOAD THE PARTS FOR PROCESSING AND LOAD THE FINISHED PARTS. THEY PLACE THE PARTS ON RACKS OR IN CONTAINERS FOR PROCESSING IN THE FURNACES AND OTHERWISE HANDLE THE PRODUCTION WORK. CONTACT IS WITH THE PLANT MANAGER.</p>
<p>\$\$</p>	<p>METER REPAIRING – A GAS METER SUCH AS YOU HAVE IN YOUR HOME MUST BE REPAIRED PERIODICALLY. PHONE THE GAS COMPANY TO FIND WHO DOES THE WORK IN YOUR AREA. THIS IS A PRODUCTION LINE REPAIR OR REPLACEMENT OF PARTS. YOUR WORKERS WOULD PERFORM THIS WORK UNDER THE DIRECTION OF A SKILLED FOREMAN. IN ADDITION TO DISASSEMBLY AND ASSEMBLY, YOUR WORKERS WOULD PAINT, SAND, LOAD AND UNLOAD. CONTACT THE MANAGER.</p>
<p>\$\$\$</p>	<p>MOBILE HOMES – WHENEVER YOU HEAR OF A PARK BEING PLANNED FOR YOUR AREA, CONTACT THE OWNER TO GET THE NAME OF THE CONTACTOR WHO WILL INSTALL THE CEMENT BASE, PIPING AND ELECTRICAL WORK FOR THE PARK. YOU CAN FURNISH LABOR FOR THE EXCAVATION, HELPERS FOR THE CEMENT FINISHERS, AND HELPERS FOR THE TRENCHING REQUIRED TO LAY SEWAGE PIPES AND ELECTRICAL LINES. CONSIDERABLE PUBLICITY USUALLY SURROUNDS CONSTRUCTION OF THESE PARKS.</p>
<p>\$\$\$</p>	<p>NAME PLATES – THESE COMPANIES STAMP OUT OR PRODUCE NAME PLATES (SUCH AS DEALERS USE TO ADVERTISE ON CARS) NOVELTIES,</p>

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	PANELS, DIALS, LABELS, IDENTIFICATION PLATES, ETC. THE EQUIPMENT CONSISTS OF PUNCH PRESSES, ANODIZING AND ENAMELING. YOUR WORKERS CAN DO ANY PHASE OF THIS WORK IN ADDITION TO PACKAGING AND SHIPPING. CONTACT IS WITH THE PLANT MANGER.
\$	NEWSPAPERS – NEWSPAPERS IN SMALLER CITIES FREQUENTLY USE OUR WORKERS TO ASSEMBLE THE ADVERTISING FOLDER THAT GO INTO A SUNDAY SUPPLEMENT. CONTACT IS THE PERSONNEL MANAGER.
\$	NURSERIES & GREENHOUSES – SEE LANDSCAPING AND LAWN MAINTENANCE FIRMS.
\$	OFFICE BUILDING – LARGE OFFICE BUILDINGS HAVE A CONTINUING NEED FOR GOOD GENERAL LABOR. THEY ARE CONSTANTLY BREAKING OUT WALLS, ADDING NEW PARTITIONS, CHANGING THE WIRING OR PIPING AND DOING QUICK CLEAN UP WORK. BUILDING SUPERINTENDENTS DO NOT USUALLY OVERSTAFF TO TAKE CARE OF THE DEMAND, SO THEY HIRE TEMPORARY LABOR. MUCH OF THE WORK IS AT NIGHT OR ON WEEKENDS. CONTACT THE BUILDING SUPERINTENDENT.
\$\$\$\$	OFFICE FURNITURE & EQUIPMENT – THESE ORGANIZATIONS FREQUENTLY HAVE TRAILER LOADS OR BOXCAR LOADS OF DESKS, FURNITURE OR EQUIPMENT THAT MUST BE UNLOADED AND PLACED IN WAREHOUSES. A NUMBER OF SMALLER FIRMS PLAN DELIVERIES FOR ONCE OR TWICE A WEEK, AT WHICH TIME TRUCK HELPERS ARE NEEDED. OCCASIONALLY, THEY NEED WORKERS FOR DAYS OR WEEKS TO UNLOAD, ASSEMBLE AND PLACE THE FURNITURE AND EQUIPMENT. CONTACT IS WITH THE MANAGER.
\$\$	OIL COMPANIES – SEE FUEL OIL COMPANIES – WORK IS IDENTICAL.
\$\$\$	OVERALL SUPPLY SERVICES – SEE LAUNDRIES – WORK IS IDENTICAL.
\$\$	PACKAGING SERVICE – THIS IS ONE OF OUR BEST AREAS FOR UNSKILLED BUSINESS. THE WORK INVOLVES WOODEN PACKAGING, CRATES, SKIDS, DUNNAGE, CARDBOARD BOXES, PLASTIC CELLPHANE AND PAPER. IN THE WOOD AREA WE SUPPLY NAILERS, CUTTER, STENCILERS AND MATERIAL HANDLERS. CARDBOARD BOX HANDLING

	<p>AND PAPER PACKAGING REQUIRES NO EXPLANATION. WATCH PARTICULARLY FOR FIRMS THAT DO SKIN PACKAGING, SHRINK WRAPPING, OR BLISTER PACKAGING. A BLISTER PACKAGE IS ONE WHERE A PIECE OR MERCHANDISE IS PLACED INSIDE A CLEAR PLASTIC BUBBLE WHICH IS THEN GLUED TO A PIECE OF CARDBOARD. SKIN PACKAGING OR SHRINK WRAP IS WHEN AN ARTICLE IS PLACE WITHIN A CELLOPHANE BAG TO WHICH HEAT IS APPLIED. THE CELLOPHANE THEN ADHERES TO THE ARTICLE ALMOST LIKE PAINT. THE CELLOPHANE BAG PACKAGING IS WHERE THE ARTICLE IS PLACED IN A CLEAR CELLOPHANE BAG AND HEAT APPLIED TO THE ENDS WHICH SEALS IT. OTHER ITEMS THE SEAL IS ACCOMPLISHED BY STAPLE OR PLASTIC TAPE. IN ANY CASE, THIS IS A LARGE AREA OF LIGHT WORK. WATCH PARTICULARLY FOR AEROSOL AND SMALL CAN OR JAR PACKING AS DESCRIBED UNDER AEROSOLS. THESE COMPANIES ARE USUALLY SMALL AND THE CONTACT IS WITH THE PLANT MANAGER OR OWNER.</p>
\$\$	<p>PACKING PLANTS – FOOD PLANTS CAN USE YOUR WORKERS ON THE PRODUCTION LINES AND TO LOAD AND UNLOAD MATERIAL. YOU FURNISH A LOT OF PEOPLE IN THIS LINE OR BUSINESS AND WHILE IT IS USUALLY SHORT TERM, IT IS ALSO FREQUENT. CONTACT IN WITH THE GENERAL MANAGER.</p>
\$\$\$	<p>PAINT MANUFACTURERS – THESE ORGANIZATIONS MANUFACTURE PAINT. OUR MAJOR INTEREST IS IN THE FILLING, PACKAGING, AND LABELING OF CANS. THEY HAVE A LOT OF SHORT RUNS WHICH MAKES FOR A FILLING AND LABELING PROBLEM AND A LARGE AMOUNT OF THEIR FINISHED PRODUCT GOES INTO AEROSOL CANS, THEY ALSO HAVE EXTENSIVE WAREHOUSING, LOADING AND SHIPPING OPERATIONS. OUR PEOPLE CAN HANDLE THE FILLING AND LABELING, PLACE THE CONTAINERS IN BOXES, SEAL THE BOXES, ADDEMBLE ORDERS AND WORK THE WAREHOUSE AND LOADING DOCKS. CONTACT IS WITH THE PLANT MANAGER.</p>
\$\$	<p>PAINT / RETAIL – FIND A BIG ONE AND YOU WILL HAVE A GOOD WAREHOUSE AND LOADING DOCK PROSPECT. CONTACT IS WITH THE OWNER OR MANAGER.</p>
\$	<p>PALLETS & SKIDS – THESE COMPANIES MANUFACTURE AND HANDLE WOOD PALLETS AND SKIDS. OUR PEOPLE CAN PERFORM THE</p>

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	NAILING, LUMBER HANDLING AND REPAIRING OF USED SKIDS. CONTACT IS WITH THE OWNER OR MANAGER.
\$\$\$\$	PASTA MANUFACTURERS – THESE FACTORIES ARE VERY PRODUCTIVE FOR LABOR BUSINESS. MOST FACTORIES MANUFACTURE, PACKAGE AND SHIP THE MACARONI. YOUR WORKERS WORK THE PRODUCTION LINES; PACKAGE THE MACARONI, LOAD AND SHIP. WORKERS ARE REQUIRED TO HANDLE RAW MATERIAL, LOAD AND UNLOAD THE TRUCKS AND BOXCARS. CONTACT IS WITH THE PLANT MANAGER.
\$	PAVING CONTRACTORS – SEE ASPHALT PAVEMENT BUSINESS. THE WORK IS IDENTICAL.
\$\$\$	PERSIAN RUG AUCTIONEERS – SOMETIMES CALLED ORIENTAL RUG AUCTIONEERS. THESE ORGANIZATIONS COME TO YOUR CITY, RENT A DISPLAY ROOM, IN ONE OR THE BEST HOTELS AND THEN AUCTION THEIR EXPENSIVE RUGS. THESE CARPETS ARE PACKED IN A LARGE VAN. YOUR WORKERS WOULD UNLOAD AND CARRY THE CARPETING TO THE DISPLAY ROOM. IN THE DISPLAY ROOM THEY HANG THE CARPETS ON RACKS AND OPEN THE BUNDLES FOR DISPLAY. AT THAT POINT THE SALE STARTS. YOUR WORKERS WILL HOLD UP THE CARPET BEING SOLD SO THE BIDDERS CAN SEE IT. THIS MIGHT SOUND LIKE UNATTRACTIVE BUSINESS, BUT IT IS REALLY VERY GOOD. WATCH THE NEWSPAPER FOR ADS IN ADVANCE OF SALE.
\$\$	PEST CONTROL – THIS IS THE EXTERMINATING OR FUMIGATION BUSINESS. THESE COMPANIES USE YOUR WORKERS AS HELPERS FOR THE EXPERT WHO GOES OUT ON THE JOB. YOUR WORKERS WOULD BE REQUIRED TO TAPE WINDOWS AND DOORS. THEY ALSO PLACE SANBAGS AROUND LARGE OPENINGS, PLACE AND REMOVE FUMIGATION POTS AND CLEAN EQUIPMENT. CONTACT IS USUALLY WITH THE OWNER OR MANAGER.
\$\$	PHARMACIES – LARGE CHAIN DRUG ORGANIZATIONS USE YOUR PEOPLE TO UNLOAD AND PLACE MERCHANDISE ONE OR TWO DAYS A WEEK IN THE STORE WHEN DELIVERIES ARE MADE FROM THE WAREHOUSE. IF THERE IS A CHAIN IN YOUR AREA, YOU WILL FIND THAT THEY MIGHT HAVE NEED FOR ONE OR TWO DAYS A WEEK IN THE STORE WHEN DELIVERIES ARE MADE FROM THE WAREHOUSES. IF THERE IS A CHAIN IN YOUR AREA, YOU WILL FIND THAT THEY MIGHT HAVE NEED FOR ONE

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	OR TWO WORKERS ON A SIX HOUR SHIFT AT LEAST ONCE A WEEK PER STORE. CONTACT IS WITH THE HOME OFFICE OF THE STORE. (ALSO SEE DRUG WAREHOUSE.)
\$\$\$	PIES – ANY ORGANIZATION THAT MANUFACTURES AND FREEZES PIES IS A GOOD PROSPECT. YOUR WORKERS HELP WITH THE FOOD PERPARATION AND QUICK FREEZING AS WELL AS PACKAGING. CONTACT IS WITH THE PLANT MANAGER.
\$\$\$	PIPE – PIPING SUPPLIERS ARE USUALLY CLOSELY RELATED TO THE PLUMBING INDUSTRY. HOWEVER, THEY USUALLY SUPPLY THE LARGE PIPING CONTRACTORS WITH THE MATERIALS THAT ARE USED IN INDUSTRIAL AND COMMERCIAL INSTALLATIONS. YOUR WORKERS CAN “CHASE” AND LOAD PARTS AND SUPPLIES FOR THESE LARGE ORDERS. CONTACT IS WITH THE WARHOUSE MANAGER OR SHIPPING MANAGER.
\$\$	PIZZAS – ANY COMPANY THAT MANUFACTURES, PACKAGES AND FREEZES PIZZAS IS A PROSPECT. YOUR WORKERS HANDLE THE FOOD PREPARATION, QUICK FREEZING AND PACKAGING. CONTACT THE PLANT MANAGER OR OWNER.
\$	PLANT LIQUIDATION – SEE AUCTIONEERS INDUSTRIAL. THIS IS THE SAME TYPE OR OPERATION.
\$\$\$\$	PLASTICS – EXTRUDERS, FABRICATING, FINISHING, FOAM LAMINATES, MOLDERS, RAW MATERIALS – PRACTICALLY ANYTHING THAT HAS THE WORD “PLASTIC” IN FRONT OF IT HAS A POTENTIAL FOR TEMPORARY LABOR. THE MACHINERY IS SIMPLE, THE MATERIAL AND FINISHED PRODUCTS ARE LIGHT AND EASY TO HANDLE, IT IS USUALLY PRODUCTION LINE MANUFACTURING AND LENDS ITSELF FULLY TO THE USAGE OF TEMPORARY LABOR. THE SMALL FIRMS ARE BETTER PROSPECTS THAN THE LARGE FIRMS. CONTACT IN MOST CASES WILL BE THE PLANT MANAGER.
\$\$\$\$	PLATING – SEE CHROME PLATING PLANTS. WORK IS IDENTICAL.
\$\$	PLUMBING CONTRACTORS – IN NORTHERN MARKETS, THIS IS A HIGHLY UNIONIZED FORM OF THE CONTRACTING BUSINESS, AND THEY ARE SUPPOSED TO DRAW ALL OF THEIR PERSONNEL FROM THE UNION. HOWEVER, THEY WILL CALL US WHEN BUSINESS IS GOOD AND

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	<p>WORKERS ARE HARD TO GET FROM THE UNION HALL. THEY NEED WORKERS WHEN PERFORMING A LARGE JOB WHICH REQUIRES A GOOD DEAL OF HAULING AND CARRYING, AS WELL AS UNLOADING OF SUPPLIES AND EQUIPMENT FORM THE TRUCK. THEY NEED WORKERS WHEN A WALL HAS TO BE BROKEN THROUGH OR CONCRETE BROKEN UP TO ALLOW A PIPE TO BE LAID. IT IS BEST TO SOLICIT THIS CATEGORY BY MAIL AND PHONE FIRST. CONTACT IS WITH THE OWNER.</p>
\$\$	<p>POTATO CHIPS – MANUFACTURERS AND DISTRIBUTORS- THESE COMPANIES PRODUCE, PACKAGE AND WAREHOUSE POTATO CHIPS AND PRETZELS. THEY ARE A GOOD SOURCE OF BOTH HEAVY AND LIGHT WORK. WORKERS ARE NEEDED TO UNLOAD BAGS OF POTATOES AND PLACE THEM IN THE STORAGE BINS, SORT SPOILED POTATOES, AND LOAD POTATES INTO THE PEELING MACHINE. YOUR EMPLOYEES ARE ALSO USED ON THE MOVING CONVEYER LINES TO SORT POTATO CHIPS WITH BURNED SPOTS. THEY ALSO WORK PACKAGING WHERE THEY SEAL THE ENVELOPE AND PLACE IT IN A LARGE CONTAINER. IN THE MANUFACTURING OR PRETZELS, WORKERS ARE USED AS INSPECTORS ON THE CONVEYER LINE TO REMOVE PRETZELS THAT ARE MALFORMED OR BROKEN. THERE CAN ALSO BE WORK ON SEALING PACKAGES AND PACKING IN CASES. THE BEST CONTACT IS THE PLACT MANGER.</p>
\$\$\$	<p>PREFABRICATED OR PRECUT BUILDINGS – THESE ORGANIZATIONS MANUFACTURE PREFABRICATED HOUSES OR GARAGES. THEY HAVE GREAT POTENTIAL FOR WORK BECAUSE THEY MUST HAVE LUMBER UNLOADERS, LUMBER HANDLERS WITHIN THEIR YARD, NAILERS, SAW OPERATORS, SCRAP HANDLERS AND LOADERS. VERY LITTLE HIGH SKILL IS USED IN THESE OPERATIONS AND SINCE THE BUSINESS HAS NUMEROUS PEAKS AND VALLEYS, IT IS A PRIME PROSPECT FOR TEMPORARY HELP. THE MAJOR CONTACT IS THE PLANT MANAGER.</p>
\$	<p>PREMIUMS – THESE COMPANIES HANDLE, WAREHOUSE AND MERCHANDISE SPECIALTY ITEMS THAT ARE USED AS INCENTIVES FOR ADVERTISING AND SALES GIVEAWAYS. THEY USE WOKERS TO LOAD AND UNLOAD, FILL ORDERS, PACKAGE, INSPECT AND SEAL SHIPPING CONTAINERS. CONTACT IS WITH THE PLANT MANAGER.</p>
\$\$	<p>PRINTERS – LARGE PRINT SHOPS HAVE A CONTINUING NEED FOR LABOR TO LOAD AND UNLOAD RAW MATERIAL, WAREHOUSING AND STOCK HANDLING. FREQUENTLY PRINTERS WILL ASSEMBLE AND SHIP</p>

	<p>SMALL PAMPHLETS OR BOOKS AND THIS REQUIRES COASTERS, CUTTERS, STAPLE MACHINE OPERATORS AND PACKAGING HELP. IT OFTEN WORKS OUT THAT PRINT SHOPS ALSO DO BLISTER AND SKIN PACKAGING WHICH IS AN OPERATION DESCRIBED UNDER PACKAGING SERVICES. CONTACT IS WITH THE PLANT MANAGER.</p>
\$	<p>PROCESS SERVERS – THESE PEOPLE OR COMPANIES ARE USUALLY LISTED IN THE YELLOW PAGES. THEY MIGHT BE FIRMS WHICH DO NOTHING BUT THIS; HOWEVER, THEY MIGHT ALSO BE ATTACHED TO A LAW OFFICE OR INSURANCE COMPANY. IN SOME AREAS THEY ARE ATTACHED TO THE COURT BY WAY OF THE SHERIFF’S DEPARTMENT. WHEN THESE INDIVIDUALS OR FIRMS HAVE TWO OR THREE OR MORE EVICTION NOTICES TO SERVICE, THEY FREQUENTLY CALL FOR A TWO WORKER TEAM TO GO WITH THEM ON THE SERVICE AND REMOVE THE FURNITURE FROM THE APARTMENT OR HOME AND PLACE IT IN THE STREET.</p>
\$	<p>PRODUCE – THESE BUSINESSES RECEIVE FRUITS AND VEGETABLES IN CARLOAD OR TRUCK LOTS. IT IS THEN NECESSARY TO GET TEMPORARY HELP TO UNLOAD. THE BEST PROSPECT FOR THIS WORK IS A PRODUCE DEALER WHO IS LOCATED AWAY FROM THE GENERAL MARKET AREA SUCH AS THE FARMER’S MARKET, OR A CENTRALIZED PRODUCE MARKET. THESE CENTRALIZED MARKETS USUALLY HAVE A LARGE GROUP OF WORKERS STANDING AROUND LOOKING FOR WORK, WHEREAS THE PRODUCE AWAY FROM THE AREA MUST LOOK ELSEWHERE FOR THIS UNLOADING HELP. HE/SHE WOULD BE THE ONE IN A POSITION TO CALL ON YOU FOR WORKERS. CONTACT IS UAUALLY WITH THE OWNER OR REVEICEING MANAGER.</p>
\$\$	<p>PROPERTY MANAGEMENT – THESE FIRMS MANAGE SHOPPING CENTER COMPLEXES, APARTMENT COMPLEXES, INDUSTRIAL PARKS AND SINGLE FAMILY RESIDENTIAL DWELLINGS. IN THE APARTMENT COMPLEX AREA, THEY FREQUENTLY NEED WORKERS TO VACUUM OR SWEEP THE COMMUNAL HALL OR REVEPTION AREA, OPERATE INCINERATORS, CLEAN SWIMMING POOLS AND PERFORM OUTSIDE MAINTENANCE, WHICH IN THE SUMMER WOULD INCLUDE GRASS CUTTING AND IN THE WINTER, SNOW REMOVAL. IN SHOPPING AREAS THEY WOULD HAVE A CONTINUING NEED FOR MAINTENACE ASSISTANCE IN EMPTYING RUBBISH CONTAINERS, OPERATING INCINERATOR, CLEANING PARKING LOTS PERFORMING MINOR</p>

	<p>MAINTENANCE WORK. INDUSTRIAL PARKS USUALLY INVOLVE GRASS CUTTING IN THE 'UNSOLD' AREAS, ROAD BUILDING AND STREET MAINTENANCE. THE RESIDENTIAL WORK USUALLY CONSISTS OF GENERAL CLEANUP AROUND THE HOUSE AND YARD OR AFTER A TENANT HAS LEFT, AND MIGHT ALSO INCLUDE LAWN WORK OR MINOR REPAIRS UNDER THE DIRECTION OF A FOREMAN. CONTACT IS WITH THE MAINTENANCE ENGINEER OR THE MAINTENANCE MANAGER.</p>
<p>\$\$</p>	<p>SCAFFOLDING – THESE FIRMS RENT SCAFFOLDING TO CONTRACTORS THAT DO BUILDINGS REPAIR WORK. WE WORK IN THE YARDS, PERFORMING CLEANING AND MAINTENANCE WORK AS WELL AS LOADING THE SCAFFOLDING AND UNLOADING IT WHEN IT IS RETURNED TO THE YARD. WORKERS SHOULD BE INSTRUCTED TO NEVER CLIMB ON THE SCAFFOLDING. CONTACT IS WITH THE PLANT MANAGER.</p>
<p>\$\$\$</p>	<p>SCHOOL FURNITURE MANUFACTURERS & DISTRIBUTORS – IF YOU HAVE A FIRM OF THIS TYPE IN YOUR AREA IT COULD BE A GOOD SOURCE OF WORK. THE BUSINESS IS DEFINITELY SEASONAL AND CAN USE YOUR PERSONNEL IN THE LOADING, UNLOADING, HANDLING, PLACING AND SHIPPING OF THE MERCHANDISE. WHENEVER A NEW SCHOOL, COLLEGE OR HOSPITAL BUILDING IS UNDER CONSTRUCTION IN YOUR AREA, CONTACT THE PURCHASING AGENT TO FIND THE NAME OF THE SUPPLIER OF FURNITURE AND EQUIPMENT FOR THE BUILDING. CONTACT THE SUPPLIER BY PHONE, ADVISING HIM OF YOUR ABILITY TO FURNISH WORKERS TO ASSIST HIS SUPERVISORS IN UNLOADING AND PLACING THE FURNITURE OR EQUIPMENT WHEN IT IS DELIVERED. THESE JOBS RUN FROM SEVERAL DAYS TO SEVERAL WEEKS.</p>
<p>\$\$</p>	<p>SCHOOLS & COLLEGES – WITH MUNICIPAL SCHOOLS, CONTACT IS WITH THE PURCHASING AGENT FOR THE SCHOOL BOARD. YOUR WORKERS CAN WORK AS TRUCK HELPERS, FURNITURE HANDLERS, MAINTENANCE HELPERS, BINDER WORKERS AND CAFETERIA HELP. SCHOOL BOARDS USUALLY TAKE BIDS ONCE A YEAR ON THIS TYPE OF WORK. COLLEGES USUALLY CALL ON YOU FOR LAWN WORK, SNOW REMOVAL AND GENERAL MAINTENANCE. FIRST CONTACT IS WITH THE PURCHASING AGENT TO ASCERTAIN IF A FORMAL BID IS NECESSARY. IF THE WORK IS NOT ON A BID BASIS, THE CONTACT IS WITH THE PLANT MAINTENANCE MANAGER.</p>

<p>\$\$\$</p>	<p>SCRAP METAL – ALSO KNOWN AS JUNK YARDS. YOU CAN FURNISH A LOT OF WORKERS TO JUNK YARDS. THE MAJORITY OF THESE WORKERS UNLOAD TRUCKS, SORT METAL AND MOVE MATERIALS WITHIN THE JUNK YARD. WE ARE FREQUENTLY CALLED UPON TO FURNISH WHAT IS KNOWN IN THE TRADE AS ‘BURNERS’ AND ‘CUTTERS’ THESE ARE PEOPLE WHO HAVE HAD EXOERIENCE IN WELDING AND ARE ABLE TO OPERATE A CUTTING TORCH. THIS IS ACCOMPLISHED WITH AN ACETYLENE TORCH BLOWING OUT PURE OXYGEN TO BURN THE METAL AND ENABLING IT TO BE CUT. YOU CAN USUALLY RECRUIT THESE OPERATORS, BUT WHEN YOU ASSIGN THEM TO THE JUNK YARD IT IS MOT IMPORTANT THAT THEY BE SUPPLIED WITH GOGGLES, WELDING SHIELD AND LEATHER GLOVES. THESE ITEMS ARE NORMALLY FURNISHED BY THE CUSTOMER, BUT IT IS YOUR RESPONSIBILITY TO MAKE SURE THEY WILL BE FURNISHED. WITHOUT THESE ITEMS, THE JOB BECOMES UNSAFE. PRICING ON JUNK YARD WORKERS IS YOUR NORMAL RATE, BUT CUTTERS SHOULD BE CHARGED AT A HIGHER RATE (AT LEAST \$1.00 PER HR) CONTACT IS WITH THE OWNER OR YARD MANAGER.</p>
<p>\$\$\$</p>	<p>SCREEN DOORS & WINDOWS – THESE MANUFACTURING PLANTS PRODUCE SCREEN DOORS AND WINDOWS FROM EITHER WOOD OR ALUMINUM – MOSTLY ALUMINUM. IF THEY HAVE ANY TYPE OR PRODUCTION FACILITIES, THIS WORK IS PERFORMED LARGLEY BY WOMEN SINCE THE MATERIAL IS LIGHT AND EASY TO HANDLE. YOU ASSIGN WORKERS TO ASSEMBLE, BEND, CUT, PACKAGE, STACK AND LOAD. CONTACT IS WITH THE PLANT MANAGER.</p>
<p>\$\$\$\$</p>	<p>SEEDS & BULBS – IF YOU HAVE A SEED OR BULB COMPANY IN YOUR AREA, THEY CAN BE PRIME USERS OR TEMPORARY WORKERS. THE SEASON USUALLY STARTS THE FIRST OF DECEMBER AND CONTINUES THROUGH MAY. THE MAJOR PART OF THE WORK CONSISTS OF ASSEMBLING, PACKING, WEIGHING AND ADDRESSING THE ORDERS. SMALL FIRMS USE EIGHT TO FIFTEEN PEOPLE PER DAY; LARGE FIRMS WILL USE AS MANY AS 150-200 PEOPLE PER DAY. THE BIGGEST NAMES IN THIS BUSINESS ARE BURPEE AND FERRY. CONTACT IS WITH THE PLANT MANAGER.</p>
<p>\$</p>	<p>SHELVING – THESE FIRMS MANUFACTURE AND HANDLE SHEET METAL SHELVES AND DRAWERS. THEY ALSO MANUFACTURE AND HANDLE RACKS AND BINS MADE FROM ANGLE IRON. IN THE MANUFACTURING</p>

	<p>OPERATION, YOUR WORKERS WOULD HANG PARTS ON CONVEYER LINES FOR PAINTING AND DRYING. WORKERS COULD ALSO BE USED FOR PACKING, BANDING AND SHIPPING. YOU COULD ALSO FURNISH PEOPLE TO BOLT AND ASSEMBLE WHEN THE MATERIAL IS SOLD AND INSTALLED. CONTACT IS WITH THE PRODUCTION MANAGER.</p>
\$	<p>SHIPPING / EXPORT PACKAGING – EXPORT PACKAGING ENTAILS THE BOXING AND CRATING OF MATERIALS BEING SHIPPED OVERSEAS. THESE FIRMS ARE USUALLY LOCATED NEAR RAIL OR SHIPPING POINTS AND DO LARGE VOLUME OR BUSINESS WITH VERY FEW PEOPLE AWARE OF THEIR ECISTENCE. WORKERS COULD NAIL, HANDLE LUMBER, OPERATE FORKLIFT TRUCKS, APPLY RUST PROOFING TO THE MACHINERY OR ITEMS TO BE SHIPPED, BOLT THE EQUIPMENT TO SKIDS, ETC. SEE THE PRODUCTION MANAGER.</p>
\$\$\$	<p>SHOWER DOORS & ENCLOSURES – THESE COMPANIES MANUFACTURE ALUMINUM SHOWER DOORS AND ENCLOSURES. YOUR INTEREST IS IN THE MANUFACTURE WHICH INCLUDES PLACING THE ALUMINUM STRIPS ON THE ANODIZING RACKS AND THEIR REMOVAL, CUTTING, BENDING AND PACKAGING. CONTACT IS WITH THE PLANT MANAGER.</p>
\$\$	<p>SIDING MATERIALS – THESE ARE FIRMS THAT WAREHOUSE ALUMINUM SIDING WHICH THEY SELL TO THE SIDING CONTRACTORS. YOUR WORKERS UNLOAD MATERIAL FROM TRUCKS AND RAILS CARS. THE BIGGEST NAMES IN THIS BUSINESS ARE ALSCO, ALCOA ALUMINUM, ALSIDE BIRD, CAREY AND CROWN. CONTACT IS WITH THE WAREHOUSE MANGER.</p>
\$	<p>SNOW REMOVAL – YOUR BEST AREA FOR BUSINESS IN THIS LINE IS WITH APARTMENT COMPLEXES, HOSPITALS, COLLEGES AND SHOPPING CENTERS. DON'T EXPECT TO GET THE WORK THE DAY OF THE SNOW FALL. PREVIOUS ARRANGEMENTS ARE USUALLY MADE FOR YOU TO SEND A CREW AFTER A SNOWFALL OR AN INCH OR MORE. CONTACT IS WITH THE MAINTENANCE MANGER OR BUILDING MANAGER.</p>
\$	<p>SOD & SODDING SERVICE – THESE ARE ORGAINZATIONS THAT LAY SOD AROUND NEW BUILDINGS CONSTRICION SITES. YOUR PEOPLE LOAD TRUCKS, UNLOAD MATERIALS, AND LAY SOD UNDER THE</p>

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	DIRECTION OF THE FOREMAN. CREDIT STABILITY COULD BE AN ISSUE WITH THIS TYPE OF BUSINESS.
\$	SPICE WAREHOUSES – THESE COMPANIES WAREHOUSE AND DISTRIBUTE SPICES. MOST EVERY CITY WILL HAVE ONE OR TWO OF THESE WAREHOUSES. THE BUSINESS IS HIGHLY SEASONAL AND OUT PEOPLE UNLAOD BAGS OF MATERIAL FROM BOXCARS AND TRUCKS. CONTACT IS WITH THE WAREHOUSE MANAGER.
\$\$\$\$	SPRINKLER SYSTEMS – LAWN & GARDEN – THESE COMPANIES SELL AND INSTALL UNDERGROUND SPRINKLER SYSTEMS FOR LAWNS AND GARDENS. YOUR WORKERS WILL LOAD AND UNLOAD MATERIALS, DIG TRENCHES AND REPLACE SOD. CONTACT IS WITH THE MANAGER.
\$	STEEL WAREHOUSES – THIS IS A POTENT SOURCE FOR BUSINESS. YOUR WORKERS WILL LOAD AND UNLOAD STEEL, CLEAR THE SCRAP FROM AROUND THE SHEARS AND CUTTING MACHINERY, OPERATE THE SHEARS, ‘CHASE’ MATERIALS AND FILL ORDERS. PRACTICALLY EVERY STEEL WAREHOUSE IN THE COUNTRY IS PROSPECT FOR US. LEATHER GLOVES ARE A MUST. CONTACT IS WITH THE WAREHOUSE MANAGER.
\$\$	SUGAR WAREHOUSES – MOST LARGE CITIES WILL HAVE A WAREHOUSE SPECIALIZING IN HANDLING SUGAR. THIS COMES IN LARGE BAGS AND IS A LOADING AND UNLOADING OPERATION. CONTACT IS WITH THE WAREHOUSE MANAGER.
\$\$	SWIMMING POOL CONTRACTORS – THESE CONTRACTORS CAN USE YOUR WORKERS AS HELPERS IN DIGGING THE HOLE, LOADING OF THE DIRT, ASSEMBLING AND FITTING PARTS IN THE PLASTIC POOLS, HELPING APPLY THE CEMENT CONVERINGS, AND UNLOADING MATERIALS. BE SURE AND KEEP CLOSE TABS ON CREDIT LIMITS FOR THESE TYPES OF BUSINESSES.
\$\$	TIRE DEALERS – THE LARGE TIRE DEALERS USE WORKERS TO UNLOAD TRUCKLOAD SHIPMENTS AND TO INSTALL TIRES WHEN THEY ARE HAVING A LARGE SALE. THIS REQUIRES THAT YOU FOLLOW NEWSPAPER ADVERTISING AND PLACE AN IMMEDIATE CALL TO THE DEALER. CONTACT IS WITH THE LOCAL DEALER.

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\$\$\$	<p>TIRE DISTRIBUTORS & WAREHOUSES – THESE BUSINESSES USE YOUR WORKERS FOR LOADING AND UNLOADING OPERATIONS. CONTACT IS WITH THE WAREHOUSE MANAGER.</p>
\$\$\$	<p>TOILETS/PORTABLE – THESE COMPANIES LEASE PORTABLE TOILETS TO CONSTRUCTION SITES OR LARGE OUTDOOR GATHERINGS. YOUR WORKERS WOULD BE USED AS TRUCK HELPERS DELIVERING TO THE JOB OR RETURNING THE EQUIPEMENT FROM THE JOB. CONTACT IS WITH THE OWNER.</p>
\$	<p>TOOL MAKERS – TOOL MAKING IS A HIGHLY SKILLED JOB FOR WHICH WE ARE NOT USUALLY ABLE TO FURNISH WORKERS. HOWEVER, MOST TOOL MAKING FIRMS DO OTHER WORK IN ADDITION TO THIS, WHICH USUALLY INCLUDES PUNCH PRESS WORK, DRILL PRESS, AND THE MANUFACTURE OF SMALL PARTS. WE CAN FURNISH THIS TYPE OF SERVICE, SO IT IS NECESSARY TO BETERMINE WHICH ONES CAN BE WORKED WITH. CONTACT IS WITH THE PLANT MANAGER.</p>
\$\$\$\$	<p>TOYS / MANUFACTURERS – THESE ORGANIZATIONS MANUFACTURE AND DISTRIBUTE TOYS. THE WORK IS SEASONAL STARING IN AUGUST AND RUNNING THROUGH DECMEBER. THE MANUFACTURING PLANTS OPERATE WITH PUNCH PRESS EQUIPMENT, PAINTING, BAKING, LIGHT ASSEMBLY AND PACKAGING. THESE FIRMS USE LARGE NUMBERS OF WORKERS AND VERY LITTLE SKILL IS REQUIRED. CONTACT IS WITH THE PERSONNEL MANAGER OR THE PLANT MANAGER.</p>
\$\$\$	<p>TRENCHING CONTRACTORS – IN THIS TYPE OF WORK WE ARE INTRESTED IN LOCATING THE LOCAL TRENCHING CONTRACTORS WHO PERFORMS CONTRACTS FOR THE LOCAL TELEPHONE COMPANY. THERE MAY BE NUMEROUS CONTRACTORS IN YOU CITY DOING THIS TYPE OF WORK, BUT GENERALLY, THERE ARE ONLY ONE OR TWO CONTRACTORS WHO DO WORK FOR THE PHONE COMPANIES. IN ORDER TO FIND WHO THEY ARE, CONTACT THE ENGINEER IN CHARGE OR UNDERGROUND CABLES AND ASK HIM WHO BIDS ON THE WORK IN THE AREA. THESE CONTRACTORS ARE USUALLY NON – UNION AND CAN USE YOUR WORKERS TO PERFORM THE WORK OF REMOVING OBSTRUCTIONS AND DEBRIS FROM THE FRONT OF THE TRENCHING MACHINE, PLACE CABLE BOXES IN THE TRENCHES, SMOOTH THE SURFACE AFTER THE</p>

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	TRENCH HAS BEEN BACK FILLED AND LOAD EXCESS DIRT INTO TRUCKS CONTACT IS WITH THE CONTRACTOR.
\$\$\$	TUBING / METAL / FABRICATOR – THESE ORGANIZATIONS START OFF CUTTING, BENDING AND ASSEMBLING TUBULAR PARTS. ASSITIONALLY, THEY GET INTO OTHER PHASES OF METAL FABRICATION. THIS MEANS THEY ARE MANUFACTURING SMALL METAL PARTS, GRINDING, CLEANING, DRILLING AND PUNCHING. THIS MISCELLANEOUS WORK THAT THEY DO IS ALL UNSKILLED AND CAN BE HANDLED BY YOUR WORKERS. CONTACT IS WITH THE PLANT MANAGER.
\$\$	UNIFORM RENTAL SERVICES – SEE LAUNDRIES
\$	UNIVERSITIES – SEE SCHOOLS & COLLEGES
\$\$	VENETIAN BLIND MANUFACTURERS – THESE COMPANIES MANUFACTURE VENETIAN BLINDS OUT OF ALUMINUM, PLASTIC, AND WOOD. THEY PAINT, CUT AND ANODIZE. YOU’RE WORKERS CAN PLACE THE MATERIAL ON RACKS FOR PAINTING OR ANODIZING, AS WELL AS CUT AND PACKAGE. CONTACT IS WITH THE MANAGER.
\$\$\$\$	WAREHOUSE – EVERY WAREHOUSE IN YOUR AREA SHOULD BE CONTACTED. THIS IS BASIC BUSINESS FOR US. UNIONS CONTROL A GREAT DEAL OF IT, BUT THERE IS A TREMENDOUS AMOUNT THEY DO NOT CONTROL. CONTACT THE WAREHOUSE MANGER.
\$	WIRE PRODUCTS MANUFACTURERS – THESE ORGANIZATIONS MAKE WIRE BASKETS, GROCERY CARTS, WIRE MEH PARTITIONS, HOOKS, CLOTHES HANGERS, DISPLAY RACK, ETC. THE MACHINARY IS SIMPLE AND THE OPERATION WHICH INCLUDES PLATING, ZINC COATING, TINNING AND PAINTING IS VERY SIMPLE. CONTACT IS WITH THE PRODUCTION MANAGER.