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Pamphlet for Hapgoods Incorporated.

C. A. Murdoch

Hapgoods Incorporated

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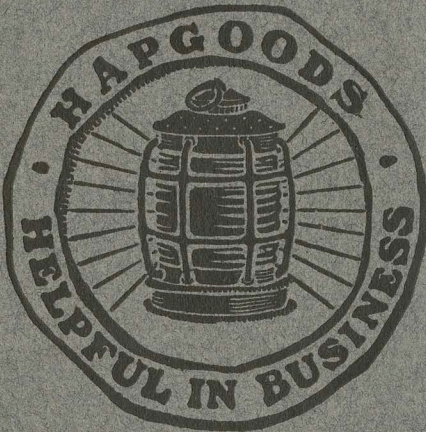
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HAPGOODS

INCORPORATED



SEATTLE OFFICES
PIONEER BUILDING

TELEPHONE: { Sunset Main 1218
 { Independent, A 1335

C. A. MURDOCH
Manager

Ambitious men desire positions where they will be paid according to their experience and ability.

Employers in need of assistants desire men with experience and ability.

**Hapgoods
Brings The Two
Together**

H. J. HAPGOOD, *President* H. M. THYNG, *Treasurer*
C. H. L. FLINTERMANN, E. S. MAPES, *Secretary*
Vice-President

R. A. LEARNED, *Manager*

HAPGOODS

(Incorporated)

MAIN OFFICE

309 Broadway

New York



Telephone, No. 4865 Franklin
Cable Address, "HAPGOODS"

CHICAGO OFFICE, *Monadnock Building*
PHILADELPHIA OFFICE,
Pennsylvania Building

Other Branch Offices

BOSTON CLEVELAND ST. LOUIS
PITTSBURG SAN FRANCISCO BALTIMORE

European Offices

LONDON AND MANCHESTER, ENGLAND

The Object *Right men for right places, and right places for right men—Hapgoods finds them. It meets the ever increasing demand for men of sufficient ability and integrity to fill the more responsible positions in the business world. Being constantly in touch with hundreds of employers who are seeking capable men for the higher grades of work, it invites such men everywhere to become members and thus avail themselves of countless opportunities for bettering their condition.*

**Kinds of
Positions
Filled**

Hapgoods furnishes Corporations with Managers, Auditors, Secretaries and Treasurers; Banks and Business Houses with Cashiers, Tellers, Bookkeepers, Clerks, Accountants and Foreign Correspondents; Factories with Superintendents, Foremen, Inspectors and Costkeepers; Firms with Buyers, Foreign Representatives, Managers of Branch Offices, Credit and Advertising Men and Experienced Salesmen; Public Officials and Business and Professional Men with Private Secretaries and Confidential Clerks; Newspapers, Magazines and Publishing Houses with Editors, Reporters, Artists and Solicitors; and Railroads and Insurance Companies with men for all branches of work. We also supply competent Civil, Electrical, Mechanical and Mining Engineers, Architects, Draughtsmen, Chemists and other technical men. Specialists of all kinds, men of executive and technical ability—these are the men we want and are continually placing. We're interested in bright, young college men, too, and place them with concerns where the chances for advancement are unlimited.

**Not an
Employment
Agency**

Do not confuse Hapgoods with an ordinary employment agency. It deals only with the better positions of commercial work and admits to membership only men of proved ability and integrity. Another point of difference, the majority of the men registered with us are not out of work but are only seeking better positions.

A W O R D T O A M B I T I O U S M E N



A MAN'S ambitious—capable, too. He's looking for the right place, knows it's waiting for him somewhere, but cannot find it. It is our business to help him. We bring employers needing assistants and ambitious men together, and put the right men in the right places.

Men Desiring a Change

Many men of experience are in uncongenial situations where there is little opportunity to rise. They are capable of filling better positions but cannot market their abilities. To them we offer our services with the assurance that we can achieve far quicker and better results than could possibly be obtained by their individual efforts.

Not Enough Right Men

There aren't enough men of the right sort. We know this all too well, for our lists contain hundreds of positions which we cannot fill. Employers are searching for trustworthy men of superior capabilities—men with the intelligence and push that will quickly raise them above their fellows. There's a place for every man of this calibre, and we want to help him find it. "To-day is your opportunity, to-morrow some other fellow's."

What Hapgoods Does for Members

Hapgoods places its members in positions they are fitted to fill and where they will be paid according to their ability. It saves them the expense

of advertising and the risk of getting into places for which they are not suited, and in which they cannot do their maximum work. Information is sent promptly to all our members and we put them in close touch with Corporations and Firms seeking the very services they can render.

When a man subscribes we at once secure detailed and exact knowledge concerning him by carefully looking up his references, then put the facts gained into concise, tabulated form for the information of employers. Every member receives individual attention, and the aim is always to work for his best interests. This personal work, combined with long experience, enables us to judge and place men intelligently.

Territory Covered Every man has some special ability and only needs to find the right position to succeed. Perhaps there's no opening in a man's present location, but somewhere the required opportunity is certainly waiting and wherever it is we can find it. With branch offices in all parts of this country and Europe we have the whole world for our field. Through these connections we keep in touch with all the leading business houses and are constantly studying the demands and possibilities of the various lines of work with a view to placing our members advantageously.

Foreign Positions By means of our foreign offices we are placing men in Europe, where there is a growing demand for American energy and methods. We are also receiving calls from firms doing business in Cuba, the Philippines, Hawaii, Mexico, South America, South Africa and the Far East,

for men speaking foreign languages to take situations both at home and abroad.

***Chemists,
Engineers and
Technical Men***

Just a word now regarding a few other positions which we are filling—for instance, in the technical lines. When manufacturers or firms desire a chemist or a civil, industrial, mechanical or electrical engineer (especially if in a hurry) they naturally turn first to us because we are known to register men with the best technical training. We have many calls for bright, brainy men in these lines, and they command high salaries.

***Experienced
Salesmen***

The demand for experienced salesmen with an established trade, or the ability to make new trade, exceeds the supply. If a salesman has experience or an established trade and is not getting full remuneration he should correspond with us. When desired we will approach firms and make preliminary arrangements for him with or without mentioning his name. If a man has that indescribable faculty for selling goods where others fail, there is no limit to the salary he can secure.

***Office Men
of all kinds***

Competent men for office work are in constant demand; men capable of taking charge as Office Managers. Expert Bookkeepers, Cashiers and Clerical men of all grades are wanted by the largest and best houses in the country. There is also a frequent call for office systematizers; men capable to lay out the office work of a business and see that it is properly accomplished.

Bonds Furnished

As many of the positions filled, such as Treasurers, Cashiers, etc., require bonds, Hapgoods will furnish satisfactory bonds whenever necessary.

New Methods in Business

The strenuous competition of modern commercial life calls for the ablest men. The growth of enormous corporations has made business more complex and has thus greatly increased the number of responsible positions. Young men with the ability to master up-to-date methods, and older men who by years of experience have already mastered them, are needed to systematize and manage these massive aggregations of capital. Every advance in America's industrial development necessitates more and better men. If a man has the ability to fill a responsible position he should remain no longer at uncongenial or unprofitable employment but should write us to-day. We will help him to better his condition.

The Age of the Specialist

The man who has inclination or ability along some particular line should develop it, because the man who excels in a definite line of work receives the largest salary. Hapgoods specializes in placing ambitious men.

Hapgoods keeps forever on the move, bringing the best firms and the men they want into contact. It accomplishes results, because its interests are identical with those whom it serves.

“He who does it to-day has an immense advantage over him who expects to do it to-morrow.”

HOW HAPGOODS HELPS COLLEGE MEN

Hapgoods is of the utmost service to graduates of Colleges, Universities and Technical Schools—both to recent graduates and to those who have had the benefit of long experience. We have frequent calls for college men and many firms with which we are in touch prefer college graduates.

The Young College Man's Problem

When the average college man finishes his course he faces a very serious problem. He must quickly turn his ability and knowledge to the best possible account, and he realizes that upon his first position depends his whole future success. But being young, inexperienced and in haste, he too often takes a position for which he is ill suited and becomes a misfit for life.

We help the college man solve this problem. If he will tell us what work he is fitted to do we will investigate his capabilities and will find him the desired opportunity. Then, after graduation, he can step into a congenial, profitable position where success will depend solely upon his own efforts.

The Field for College Men

College men of the right sort are needed everywhere because of their capacity for hard work and their well-trained minds. At present we are under contract with several corporations to furnish them a large number of young graduates whom they wish to train and have grow up with their business.

WHAT HAPGOODS DOES FOR THE EMPLOYER

You are an employer. You need in your business honest, capable men—the kind that put brains and hustle into their work. If you've ever tried to secure such men you know it is difficult and often impossible. We make it not only possible but actually easy.

We Are Man Hunters Hapgoods is a man-hunting place—a great clearing house for ability in every line. Among the many who register with us we select the very men you want. Our service is intelligent and prompt and saves you the trouble of advertising.

We have all kinds of men—young and old, College and Technical School graduates—men from the city and men from the country. If those on our lists don't exactly suit we'll go out into the highways and hedges and find the right ones for you.

We're sure we can help you and wish you would tell us what sort of assistants you need. We would like to send you some little business biographies of desirable men.

Special Service We would like to enter into a yearly arrangement with you to do the work of looking up prospective employees and putting you in touch with the men you need. Just show us a man you're interested in and we'll find out if he's open to a proposition for a business change. Service along these lines is helping many employers.

TESTIMONIALS AND REFERENCES

You have no reason to doubt the reliability of Hapgoods. It is incorporated under the laws of New York State and is rated in the various commercial agencies. A few testimonials and references are presented here and you can have many more for the asking.

I wish to express my complete satisfaction with the service rendered me by Hapgoods. I registered late in September. The day I registered you offered me three positions at salaries ranging from \$3,500 to \$5,000, and I am happy to state that the position I finally accepted through your efforts is with the largest and best house in its line—color printing—and will pay me considerably more than \$5,000. P. C. SHERMAN,
269 58th St., Brooklyn, N. Y.

I beg to thank you most sincerely for having secured an engagement for me, at short notice, with a branch of the largest steel combine in the world.

C. C. WHITE,
National Tube Co., McKeesport, Penn.

I believe the integrity, ability and trustworthiness of Hapgoods are beyond question. I have personally availed myself of their services and find the men recommended to be exactly as represented.

EDWIN O. GROVER, Editor,
Rand, McNally & Co., Publishers, Adams St., Chicago, Ill.

I obtained, through Hapgoods, a better position at a 50 per cent. increase of salary in less than two weeks from date of registration and had to call only twice at their office.

ENDICOTT C. ALLEN,
440 West 34th St., New York City.

Having a personal knowledge of the officials of Hapgoods we most gladly recommend this company to the public. We consider them conservative business men and we will say that confidence may be rested upon them. Their system is an excellent one.

BAKER, AYLING & Co.
Bankers, 27-29 State Street, Boston, Mass.

I wish to acknowledge the prompt and efficient manner in which Hapgoods handled my application, and the success with which the affair was brought to a successful close. You have thoroughly convinced me that your services are invaluable.

CHARLES HARDY ELY, Architect,
National Cash Register Co., Dayton, O.

I wish to say that in two months Hapgoods put me in touch with eight good openings, one of which was "just the thing the doctor ordered" for all concerned.

C. H. FENN,

515 Lexington Ave., New York City.

The plans of Hapgoods appeal to us very strongly, and we have frequent occasion to call upon them for men for various positions that we have to fill.

GUNN & RICHARDS,

Accountants, 25 Pine St., New York City.

I believe that Hapgoods supplies a long-felt want in providing employers with men that will fill positions of trust and technical knowledge and in placing high-grade, experienced and worthy men in the better positions of commercial work.

C. B. GORDON,

Manager Carter's Ink Company, Boston, Mass.

I take pleasure in stating that through the efforts of Hapgoods I received a high grade position in the technical line with the Marine Engine & Supply Co., Harrison, N. J. I cannot speak too highly of the interest manifested in my behalf.

N. W. AKIMOFF, *Newark, N. J.*

I have pleasure in stating that I have known the Managers of the Chicago office of Hapgoods for some time, and believe them to be thoroughly reliable and competent young men, and well adapted to represent the company in this city.

B. C. DEWAR, *Of Dewar & Yerkes,*

Bankers and Brokers, 234 La Salle St., Chicago, Ill.

I take pleasure in recommending Hapgoods to those desiring to better their position in business, having secured through your efforts an important position as private secretary to the general manager of one of the leading corporations of the country.

J. V. SKANE,

National Cash Register Co., Dayton, Ohio.

I am pleased to endorse the methods and to testify to the satisfactory services performed by Hapgoods. I heartily recommend it to Engineers, Draftsmen, and to Technical men, in general, who wish to obtain better positions than they now hold.

W. H. HAM,

Engineer of New York Expanded Metal Co., New York City.

We heartily endorse the methods and work of Hapgoods. Employers and high grade employees can depend on them for prompt, energetic action. Their experience and the wide scope of their work enable them to place men quickly and satisfactorily. THE RICHMOND & BACKUS Co.,

Detroit, Mich.

From my personal experience I consider Hapgoods to be the best thing for young men which has been introduced in New York for a long time.

SHERMAN N. McFEDRIES,

Western Electric Co., New York City.

T E R M S

Subscription fee of \$5, which includes one year's subscription to "Hapgoods Opportunities," our monthly publication of unfilled positions, and the privilege of applying for them.

On accepting a position secured directly or indirectly by Hapgoods, 5 per cent. of the first year's salary is due us. By special agreement signed at the time position is accepted, this commission may be paid one-half at the end of the first month after date of acceptance, and the balance at the end of the second month.

Should the unexpected happen, and an accepted position on which the fees have been paid prove not permanent, we will, on request, continue our services, and put members in touch with other positions without additional charge. On temporary work the charge is ten per cent. of salary received. If a position is secured by the applicant without the assistance of Hapgoods it is understood there is to be no percentage charge.

Do not misunderstand the subscription fee. It is worth this amount to any man to receive regularly for one year a bona fide list of vacant positions in all the high-grade branches of business and technical work. This nominal fee also protects you by keeping irresponsible men off our lists.

Hapgoods reserves the right to reject any applicant whose record in its judgment is not satisfactory. In such case the subscription fee will be returned.

Hapgoods aims to assist both employer and employee. To best accomplish this all correspondence and interviews are treated as confidential, and names are not mentioned except with the consent of both parties.

The applicant agrees not to divulge information furnished, and to report to us promptly regarding positions accepted or rejected.

Business Opportunities

ONE department of Hapgoods is devoted to making business marriages between capital and legitimate business enterprises. We list all kinds of genuine opportunities giving each special attention. Since many who register for positions have capital to invest we are often able to make quick transfers to the satisfaction of both parties.

The nominal registration fee is \$10—charged only as an assurance of good faith, to prevent parties registering a business at a fancy price above actual values and in this way taking advantage of free services; this covers only a small part of the advertising expenses. The commission for selling, as stipulated, is due only when sale is made. Besides advertising in a blind and inoffensive way all businesses registered, we use every means to accomplish quick sales. Our branch offices and representatives cover an extended field. Many inquiries for businesses are received daily from those who have money to invest and are placed on file.

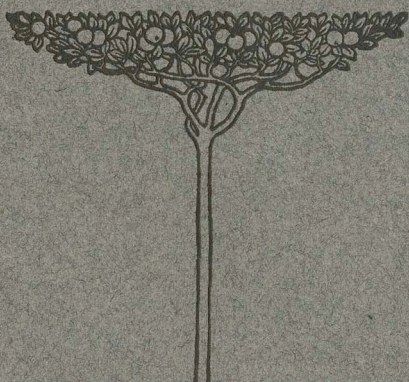
We are always glad to consider the sale or purchase of any kind of staple business. Many men who desire to retire from active business because of age, ill health or some other reason do not realize that there are often young men with capital and ability waiting to take their places. We are often successful in arranging congenial partnerships and in furnishing capable treasurers and other officers who want to invest capital.

We take pleasure in stating that through the efforts of Hapgoods we were brought in touch with each other and formed a very congenial partnership for the manufacture of chemical goods. We are glad to commend the integrity and general interest shown by the officers of Hapgoods.

MCSHERHY & ACKERMANN, 726 Ely Ave., Astoria, L. I.

Some Reasons why Subscription to Hapgoods brings Good Results

- 1. It prevents your missing a single opportunity to better your position.*
- 2. It places your special abilities in the market where others seek them.*
- 3. It extends your circle of opportunities even to foreign countries.*
- 4. It brings you in touch with well-established, up-to-date business houses.*
- 5. It enables you to locate in any desired city or state.*
- 6. It puts your brains in the hands of brokers who are spending thousands of dollars in advertising capable men.*
- 7. It raises you out of a business or professional rut and starts you on the road to greater success.*
- 8. It brings you the services of a great incorporated organization which is continually on the move, and which has an established reputation for successful work.*



HAPGOODS IDEA

*“Right men for right
places, and right
places for right men”*

