HELP WANTED AND TELEPHONE DIRECTORY ADVERTISEMENTS

HELP WANTED—MALE.

CLERKS.

What have you to look forward to. Use your knowledge of business affairs, develop your executive ability so that you can earn between $5,200 to $15,000 a year. Read our advertisement under Salesmen.

JAMES W. ELLIOTT'S BUSINESS BUILDERS, INC.

COPY WRITER WANTED.

New York city advertising agency wants experienced copy writer; must have had agency experience, with creative ideas; state experience and salary expected. L 717 Herald, 280 Bway.

CORRESPONDENT—Collection agency requires the services of a man who is familiar with all details connected with the business; must be a good correspondent; give full details as to age, experience and salary expected. S 257 Herald, Herald sq.

CORRESPONDENT, high class, in French and German, taking dictation in English; translations must be perfect; able also for other high grade office work; good future. Full particulars to P. O. Box 50, Station V, New York.

COUPLE—Wanted on a gentleman's 4 acre place, farmer-gardener and wife, experienced, possessing good references, understanding cows, chickens and horses; all year job to right couple; wages $90 month, $115 if wife does laundry; owner supplies furnished 3 room cottage with all improvements, fuel, &c. Write or call on Victor Dwyer, 13th floor, 7 Nassau st., New York.

COUPLE, white, to do all work except laundry in small family on small place; man must be experienced chauffeur and house man; woman must be experienced cook; German preferred; state experience, wages expected, giving personal references. Address Mr. Akola, room 1802, Munson Building, New York.

COUPLE ON SMALL COUNTRY PLACE 30 MILES FROM N. Y., TAKE ENTIRE CHARGE; MAN TO DO GARDENING AND GENERAL WORK. WOMAN TO TAKE CARE OF HOUSEHOLD, DO COOKING AND LAUNDRY WORK; SMALL FAMILY. W 101, HERALD, HERALD SQ.

COUPLE for Westchester; woman to be first class cook and houseworker, man as chauffeur and attend to grounds and furnace. Write, giving full particulars and wages expected. S 242 Herald, Herald sq.

COUPLE, white; man useful butler, wife competent cook; other maids kept; country at present; suburbs for winter; references required. Apply Monday, between 10:30 A. M. and 1 P. M., at 522 5th av., room 438. Telephone Vanderbilt 7183.

COUPLE—White, without children; woman do cooking; man to help around house and garden; good home; all year position; good references required; Woodmere, L. I.; half hour to New York. Box 562, Woodmere. Phone 3688 Woodmere.

COUPLE—No children, all year in country, two miles from village; man as useful butler; wife as cook and chambermaid; enclose references and wages expected. Y 781 Herald, 16th st.

COUPLE, married, wanted for general housework in country home for small family; permanent position, with good salary; must have references. Apply Room 2148, Woolworth Building, New York.

COUPLE WANTED, ALL AROUND, COMPETENT, FOR SMALL COUNTRY HOME; SMALL FAMILY. APPLY SUNDAY, 300 CENTRAL PARK WEST, APT. 1D. PHONE RIVERSIDE 0334.

COUPLE, white, for family in West Bronx; man as chauffeur and useful, wife as cook and general houseworker; must be thoroughly competent; references necessary. 2329 Grand av. (190th st.). Phone Fordham 1622.

COUPLE wanted to work in Far Rockaway; man as butler and houseman and able to run car; woman as general housekeeper. Apply Monday, after 10 A. M., Room 1002, 377 Broadway.

COUPLE, cooking, chamberwork and waiting; 7 room apartment; city references required. Call 9 to 12, 525 West End av., apartment 2A.

COUPLE, white; wife cook, man to wait and assist with housework; 3 in family; city references. Call Monday, 10-12, 21 East 93d st.

COUPLE to do the work of a small household in country near New York, cook, houseworker, &c.; references. Call Monday, 9:30 to 12, 44 West 70th.

COUPLE—Entire work small family, country, near New York; wages $100; references. Monday, 10-1, 507 W. 84th.

COUPLE—Cook, butler, run house; family of 2; wages $100. Call Tuesday or write Hardy, 112 East 61st st.

DEMONSTRATOR.—An especially attractive proposition open to demonstrators and sales representatives to sell dealers and consumers high grade furniture, floor and auto cleaner and polisher, manufactured by reputable New York manufacturer; straight 20% commission; only few vacancies left. T. R., 381 Herald, 280 Broadway.

DENTAL MECHANIC—Large Eastern school of mechanical dentistry has position open for a practical mechanic-instructor on post graduate work (in removable bridgework); state age, experience and salary desired. W 96 Herald, Herald sq.

DIE sinker for jewelry. Call or address Wm. Fehlhaber, 47 Ann st.

DROP press man, with experience on jewelry. Call or address Wm. Fehlhaber, 47 Ann st.

DRUG SALESMEN who are now selling well known drug lines can make substantial extra money for themselves by devoting only 15 minutes a day right among their own trade by mentioning a high class offer which we will describe to you in a personal interview. See Mr. O'Connor, Industrial Engineering Corp., 114 Liberty st., city.

EXECUTIVES.

Executive ability is one of the most valuable assets a man can have; a real executive should earn from $7,500 to $20,000 or more a year; if you are not earning at least that in your present position, read our "ad." under "Salesmen." See Norman Barnsby, Le Roy Sargent & Co., Inc., 9 East Fortieth st.

FARMER-GARDENER, married, Anglo-Saxon; wife to take charge thoroughly modernized farm house and prepare meals for owner's family when present; farmer to care for house, garden and some live stock; plenty of work, but likely prove agreeable situation for right couple; no hands employed but available when required during busy season; when answering state wages expected; must be able furnish good references. P 26 Herald, Herald sq.

FARMER, gardener, wanted, thoroughly experienced working superintendent, for my East Hampton, L. I., estate; wife to cook over week ends in winter for owner and children, occupying owner's residence in winter as caretaker. Write, giving experience and full particulars, references, wages wanted, to David Heller, 78 Worth st., N. Y. C.

FARMER.—On poultry farm, 20 miles from New York, working farmer, under superintendent of the larger estate; good house near good village; state age, nationality, &c. R 1016 Herald, Fulton st.

FURNITURE SALESMEN (2), IN RETAIL STALMENT HOUSE; MUST BE AI MEN; SALARY AND COMMISSION. A. FINKENBERG' SONS, 2279 3D AV.

HUB cutter for jewelry. Call or address Wm. Fehlhaber, 47 Ann st.

JOHN DANIELL & SONS, DRY GOODS HOUSE, BROADWAY, 8TH AND 9TH STS., N. Y., REQUIRE SALES CLERK EXPERIENCED IN LINENS, DOMESTICS AND BLANKETS; PERMANENT POSITION. APPLY BY LETTER.

KNITTER on men's crochet neckwear, full fashion machine. BLANCHARD & PRICE, BLOOMFIELD, N. J.

LEDGER CLERK.

Must be good writer, accurate at figures; permanent position; good chance for advancement; $20 start; state age, experience, references. L. G., 368 Herald, Herald sq.

MAKE $300 to $500 per month distributing Speedoline; easy, permanent work; exclusive territory; automobile free. Write for particulars, Speedoline Co., Dept. 120, Dallas, Tex.

MAN, married, wanted for country estate; wife to board and cook for a few men; men must be a good milker, chauffeur and able to do some horseshoeing; wages $60 and found. Belle-Ellen Stock Farms, Branchville, N. J.

MAN WANTED,

preferably beyond the 25 year line and ready to respond to an opportunity offering

QUICK ADVANCEMENT. PERMANENT CONNECTION

and

GOOD PAY TO START.

You will find us more interested in your appearance, your ambition and your willingness to work than in any long record of past experience.

TO BE THE RIGHT MAN YOU NEED SIMPLY TO BE RIGHT-MINDED.

Call Monday, after 9 A. M., Parker Axel Corp., 1819 Broadway (15th floor Gotham National Bank Bldg.).

MAN (COLORED) WANTED to act as valet, butler and occasionally as chauffeur by a middle aged bachelor; good home, conveniently located to easily reach other parts of the city; good food, splendid sleeping quarters and permanent employment; must furnish convincing evidence as to honesty and freedom from drinking; will pay superwages if necessary to get the right man; reply by letter in applicant's own handwriting, stating age, schooling, experience, references and compensation expected; applications will be treated in strict confidence and no inquiries made except with the applicant's consent. L 708 Herald, 280 B'way.

MAN wanted to do mitering and wheel cutting on plate and window glass; must be capable of handling large work. In reply state experience and where last employed. Rawson & Evans Co., 710 Washington Blvd., Chicago.

MAN and wife wanted on poultry farm in Connecticut; man to have experience in handling 700 laying hens, three horses, three cows; wife for cook and general housework for family of two; state experience, age and salary expected. M 2006 Herald, Herald sq.

MANAGERS

for large retail organization; must be men possessing executive ability; those having previous retail merchandising experience preferred; must not be afraid of work or long hours; must have managerial ability; salary $1,500 to start, which worth is proven; must be over 30 years, married. Address, giving full particulars, Box 46, 209 Cable Bldg.

MANAGER and buyer for cloak and suit department in busy, popular priced department store; State of New York, city of 100,000; only those thoroughly experienced in retail ready to wear need apply; good position for live wire. M. Feit, 894 Broadway (6th floor).

MEN—SALESFORCABILITY!!

WANTED—WE HAVE OPENINGS FOR A FEW INTELLIGENT MEN TO GREATLY INCREASE THEIR OWN INCOMES AND AT THE SAME TIME BRING LARGE, POSITIVE PROFITS TO THE INVESTOR. ALL WE REQUIRE IS THE HONESTY, ABILITY AND ENERGY TO TELL THE TRUTH ABOUT A SOLID, WELL KNOWN PROFITABLE COMPANY PRODUCING IMPORTANT BUILDING MATERIAL, NOW WORKING TO CAPACITY, BUT UNABLE TO SUPPLY THE DEMAND. CALL 10 TO 2 AT 1039 KNICKERBOCKER BLDG., BROADWAY AT 42D STREET.

MEN!

I AM LOOKING

for a particular type of man who is inherently honest, who can faithfully represent an organization of national reputation and record; regardless of present occupation you may be that particular man whom I can place in a position to earn not less than $7,500 per year. Call between 10 and 12, room 902, 507 5th av.

MEN.

Sometimes a man gets in a rut and a change is beneficial; we have taken many men out of business grooves, given them a fresh viewpoint and led them to much bigger successes; read our "ad." under "Salesmen." See Norman Barnsby, Le Roy Sargent & Co., Inc., 9 East 40th st.

MEN.

We will add ten capable men over 25 years of age to our sales force; experience unnecessary; we will give you an opportunity of associating with a big growing concern of international reputation, that pays every industrious salesman a handsome income; these positions are permanent. L. R. Steel Service Corporation, Room 723, 165 Broadway, New York.

MEN wanted to sell dependable fruit trees and shrubbery; big demand; complete cooperation; commission paid weekly; write for terms. Willems Sons' Nurseries, Rochester, N. Y.

MEN.

For men that will work we have a money making proposition selling ladies' apparel direct to wearer. Call room 812, 1123 B'way.

MEN.—Attractive offer by Equitable Life to retired business men. Income guaranteed. Good conditions to beginners and part time able men. Sundelson, Manager, 120 B'way.

MEN TO TAKE CONTRACTS FOR WORK IN COUNTRY, NEAR CITY. BROWNING, 110 WEST 40TH ST.

METER and gauge expert tester wanted, familiar with laboratory work in assembling and testing high grade meters and instruments. Write, stating age, experience, education and salary desired, first class character reference required. Y 507 Herald, Herald sq.

OFFICE manager and bookkeeper, 30 to 35 years, thoroughly experienced and versed all phases accountancy and modern office management; one having had experience wholesale drug manufacturing preferred; liberal salary to competent party; state full particulars about experience, references. N 1324 Herald, Harlem.

PHYSICIAN, good general practitioner whose character, ability and reliability merit confidence; young married man preferred, permanent practice in excellent location within Greater New York; no money needed to start; references after interview. Physician, box 896 Herald, 280 Broadway.

REAL estate man wanted; live, young, to solicit applications for first mortgage loans Manhattan and Bronx for successful well known downtown organization; active, aggressive support; drawing account contract against commission; state fully experience, age and religion. Competent, B. L., 850 Herald, 280 Broadway.

RESIDENT buyer wants young man to assist hosiery and knit underwear buyer; must have had experience with resident buyer or hosiery and underwear house; state where last employed and salary wanted. J G 335 Herald, Herald sq.

RUG and carpet salesmen for Eastern territories; must have knowledge of Wilton rugs and acquaintance with Eastern trade. L 134 Herald, Herald sq.

SALESMEN to sell a proprietary line which is extensively advertised on a very liberal commission basis; man with car should make from $5,000 to $10,000 yearly. Address American Drug Sales Co., 240 Pleasant st., Malden, Mass.

SALESMAN.—Either successful specialty or motor truck salesman; only those with genuine selling record considered; highest class truck line, factory to user; financial arrangements satisfactory. Y 793 Herald, 16th st.

SALESMEN to sell paper, twine, boxes, bags and toilet paper by one of the largest paper houses in the city; experienced men only need apply. Y 791 Herald, 16th st.

SALESMEN—We want quality, Foreign Exchange salesmen, to sell a clientele over the telephone. You can work on a salary or commission basis. Apply Manager Foreign Department, Monday, 10 A. M., 3d floor, 187 Broadway.

SALESMEN—Exclusive territory; patented article, first time here; long contract given; big seller, 100% profit; will give State territory to right man; must be responsible; agent wanted in every county. B L 327 Herald, Herald sq.

SALESMEN.

Has your past experience resulted in a permanent income that you can depend upon? If not, it is time to make a change.

We have openings for a number of good men. Those that we accept will receive a training that will lead to executive work where qualified.

During the seven years our company has been in business, the enterprises we have organized and financed have paid dividends which run into seven figures.

We are at present giving a financial service to a group which already numbers some 7,000 people. This group controls its own enterprises and its members are receiving regular dividends from industries already established. We need men to secure new members and extend this service.

If your character is right, we are not concerned about who you are or what you have done, whether you have had previous selling experience or not. We want men who wish to succeed from now on.

Our history, our records and our plans are open to you. In our organization you can build up a permanent, dependable income. With us, you can start many people on the road to success while you are insuring your own future. Our plan is the only one of its kind, is established, and you will say it is right.

If you wish to be a salesman, you can make your income as large as most executives.

If you have executive ability, there is no limit to where you can go except yourself.

An interview with our Vocational Director, Dr. Barnesby, will quickly determine if you are qualified to accept this opening.

Call Ground Floor, Financial Service Building, 9 East 40th st., 10 A. M. to 5 P. M. or 7 to 8 P. M.

LE ROY SARGENT & CO., INC.

SALESMEN.

We desire the services of men possessing the following characteristics to a marked degree:

GOOD APPEARANCE,
DETERMINATION,
AGGRESSIVENESS,
RESOURCEFULNESS,
PERSUASIVENESS,
INTELLIGENCE,
DISCRETION,
TACT.

If we accept you as a member of our sales organization you will be given every opportunity and the fullest co-operation to earn more than $10,000 a year.

You must be between the ages of 25 and 45, and willing to go where the business is. Your work will be to sell a management service to Industrial executives.

SALARY TO START, AFTER TRAINING, $3,000 A YEAR.

Call Monday or Tuesday of this week, between 9 and 4.

Industrial Extension Institute,
Fifth Floor,
9 East 45th St.,
New York City.

SALESMEN.

WE WANT TO DRAW THE ATTENTION OF MEN AND SALESMEN WHO THINK; MEN WHO ARE INTERESTED IN THEIR FUTURE; OUR PLAN IS NOT A PIPE DREAM, BUT DESTINED TO BE THE GREATEST BUSINESS IN THE WORLD; WE ARE INTERESTED IN DEVELOPING THIS BUSINESS IN THE UNITED STATES; AN INTERVIEW WILL CONVINCE YOU.

PHONE GRAMERCY 3290,

AND ASK FOR MR. RIGBY.

SALESMAN,

ARE YOU THE MAN?

Can you sell a security in a business that has earned 25% in 1918, 38% in 1919 and 48% in 1920 on its capital stock and whose factory is located in the heart of New York city?

IF YOU ARE THE MAN

Call on J. McCormic Ross, Inc., 8 West 40th st.

SALESMEN.

Several men, highest sales qualification, any line; security department; established manufacturing concern, going full blast, with international markets for its products; your weekly earnings, which should be large from the start, will be limited only by your capacity for persistent application of your native sales ability; if you are a salesman connect now; the odds are attractive; pleasant surroundings, good men to work with, permanent position if you succeed; commission basis at beginning. Call all week. Room 503, at 300 Madison av., corner 41st st., New York.

SALESMEN.

We want successful salesmen to sell our 8 per cent. preferred stock with bonus of common stock; we pay liberal commissions but no advances made; we manufacture highest type automobile chassis; have orders in advance of production. Apply room 401, 200 5th av. Prado Motors Corp.

SALESMAN—Alert and of good personality required by company manufacturing important automobile accessory, with several years' excellent record; no automobile owner can afford to be without it; every automobile a prospect; wholesale customer for salesman who will work; commission basis. Apply 162 W. 56th.

SALESMEN, New York city and in outside sections; attractive proposition to investor; shares of highly endorsed pure food and drink industry; leads and publicity make sales easy; strictly commission, but assured profitable connection. Address P. O. box 74, Times square Station, New York.

SALESMEN (SHINGLE).

Men experienced in woodwork and housing trade who can sell treated wooden shingles, which, by means of secret process, become fire resisting, waterproof, impervious to acid, &c.; want men who might also be willing to distribute securities in company whose process makes the forefoing possible. Phone Mr. Warner, Rector 662.

SALESMEN, 3 or 4, required, dependable, aggressive, to sell advertising material of the better kind; calendars, specialties, signs, caps, aprons, &c.; a complete line; old established firm; definite territories adjacent to New York; commission basis; financial assistance at start; permanent connection. The Kemper Thomas Co., 50 Union sq., New York. Stuyvesant 9574.

SALESMAN wanted; man who is thoroughly posted in the wholesale grocery business and has had experience in handling the retail trade; introduces a master them; New and Staten Island; established territory for a number of years; man of personality; give full particulars, experience, age and anticipations. Address Potts & Kaufmann, Wholesale Grocers, Perth Amboy, N. J.

SALESMEN WANTED.

Men 25 to 50 years; experience unnecessary; excellent opportunity for those of energy and appearance, in an established Catholic enterprise strongly indorsed and in great demand; managerial positions open for workers. This is not to sell papers, periodicals or religious articles. S 251 Herald, Herald sq.

SALESMEN—Five experienced salesmen who can furnish acceptable references wanted to place securities of established corporations; leads furnished; call between hours 10 A. M. and 4 P. M., Room 814, Mills Building, 15 Broad st., New York.

SALESMAN, Brooklyn, American, Christian, honest, conscientious, progressive, industrious, clean cut man between 21-30; expenses and commission; domestic cutlery. R 1022 Herald, Fulton st.

SALESMAN in retail cutlery store, one with some experience preferred; salary $16 to start; references required. R 1021 Herald, Fulton st.

SALESMAN wanted, retail jewelry and novelty store; one who has had experience preferred. J. Walsh & Co., 52 E. 14th st.

SALESMAN FOR SECURITIES DEPARTMENT OF COMMERCIAL BANK, COMMISSION BASIS. SUITE 504, 293 BROADWAY, NEW YORK CITY.

SALESMAN, experienced, for jewelry boxes. 312 Broadway.

SALESMEN.

How can you be expected to judge my sincerity or the value of an opening with my company by the wording of an ad? I have seen clever advertising men with the most alluring copy for poor propositions, and so have you.

I don't pretend to be able to write "copy," but I know what I have to offer a real salesman in comparison with any other proposition in New York city, bar none, and all I want is the opportunity for a FACE TO FACE TALK WITH A REAL SALESMAN. I don't care what he has been selling so long as he has met with success and has been long enough in the game to have had the burrs knocked off. IF HE CAN SHOW ME PERSONALITY, SALES ABILITY AND A WILLINGNESS FOR HARD WORK I WILL DEFY ANY OTHER CONCERN TO TAKE HIM AWAY FROM ME. I am prepared to guarantee the everlasting future of the man who will deliver the goods for me in the selling end of this business. Put yourself in my shoes. You know the kind of a man I am looking for. If you fit, then by all means give me a chance to talk with you. Never mind what you are to sell. It's clean, dignified and a big money maker right now. It was born with success and is the livest proposition to-day in New York city or vicinity.

If you have that quality in you which makes for business success you won't pass this up, but will invest one hour of your time for a heart to heart talk.

Write in full confidence for an interview to L 716 Herald, 280 Broadway.

SALESMEN,

CONSIDER THE FOLLOWING FACTS:

THIS COMPANY VERY RECENTLY STARTED TO BUILD ITS SALES AND SERVICE ORGANIZATION. IT HAS ALREADY REACHED SUBSTANTIAL PROPORTIONS. ALL ASSOCIATED WITH IT WILL, WITHIN THE NEXT FEW MONTHS, AND AS THEY CONTINUE TO MAKE THEMSELVES VALUABLE TO THE BUSINESS, BE PLACED IN IMPORTANT EXECUTIVE POSITIONS CARRYING WITH THEM REGULAR AND REALLY WORTH WHILE INCOMES. MEANWHILE, WHILE IN TRAINING FOR THESE LARGER POSITIONS THEY ARE AFFORDED AN OPPORTUNITY TO A SUBSTANTIAL EARNINGS RIGHT FROM THE BEGINNING. WE CAN NOW UTILIZE A FEW ADDITIONAL MEN OF THE RIGHT CALIBRE AND CHARACTER UNDER THE SAME CIRCUMSTANCES AND WITH EXACTLY THE SAME OPPORTUNITY FOR EARLY PROMOTION. YOUR PREVIOUS EXPERIENCE NOT ESSENTIAL. IT IS YOUR CHARACTER AND YOUR WILLINGNESS TO WORK HARD IN MAKING YOURSELF A PERMANENT AND IMPORTANT PART OF THE BUSINESS THAT COUNTS. CALL MONDAY FOR PERSONAL INTERVIEW WITH OUR MR. HOLLINGSWORTH, THIRD FLOOR, 1823 BROADWAY (COLUMBUS CIRCLE). MOTION PICTURE ADVERTISING COMPANY

SALESMEN, EXPERIENCED.

An old and reliable concern wants a man for New York city.

BIG COMMISSION, NO EXPENSES. REPEAT ORDERS. DRAWING ACCOUNT IF NECESSARY.

J. H. HUNTINGTON,

Room 605, 118 West 44th st., Before 1 o'clock.

SALESMAN

by large manufacturer; one familiar with wholesale drug and hardware trade, hospital and optical supply houses and large retail dry goods trade in New England, New Jersey and Pennsylvania to handle complete line of household and clinical thermometers, hypodermic syringes, &c. Apply, giving full particulars in first letter as to age, experience, religion and salary expected. Box 396, 906 Fitzgerald Bldg.

SALESMEN.

FINANCIAL HOUSE, DUE TO EXPANSION, REQUIRES THE SERVICES OF SEVERAL SALESMEN. IF YOU HAVE A GOOD RECORD AND CAN FURNISH REFERENCES THIS IS YOUR OPPORTUNITY. CALL VANDERBILT 1618 FOR APPOINTMENT.

SALESMAN-GENTLEMAN (Christian).

A genuine opportunity for a substantial high class salesman, to earn beyond $3,500, within the next ten days in New York city; unquestionable credentials required. Reply fully to D. B. C., 673 5th av.

SALESMAN, FURS.

SALESMAN WANTED FOR HIGH CLASS FURS; MUST HAVE ESTABLISHED RETAIL OR WHOLESALE FOLLOWING. APPLY ALL WEEK,

CLARK & WEINBERG, 634 5TH AV.

SALESMEN.

OPPORTUNITY IMMEDIATE INCOME.

Monday, Tuesday, Wednesday and Thursday evening, 7:45 sharp, we demonstrate an indispensable auto device; its use compelled by law. Our salesmen are netting $30 a day commission. We are manufacturers and want high grade men only to qualify as sales managers. No experience necessary. Save this ad. and be here. 10TH FLOOR, 245 WEST 55TH ST.

SALESMEN with canvassing experience. A well known manufacturer of sanitary products will establish six men in business for themselves by appointing them as distributors. Territories open in New York city and State, Brooklyn and Long Island. Those who qualify will be given a stock of merchandise and a commission contract liberal enough to appoint salesmen. In replying give age and experience. Address D 741 Herald, 280 Broadway.

SALESMAN—Man experienced in the beef and poultry line; must have a following with hospitals, institutions and hotels; to such party we can offer steady position with an old established house. Box 522, 852 Columbus av.

SALESMAN to sell pianos and phonographs; must be willing to work hard and canvass house to house at the start; good opportunity for such a man; no triflers wanted; salary and commission. Lauter Piano Co., 149 Newark av., Jersey City.

SALESMAN

BY LARGE VEILING AND NETTING HOUSE FOR MEDIUM AND SMALL TRADE OF CITY; GOOD OPPORTUNITY FOR MAN ACQUAINTED WITH BUYERS. L 132 HERALD, HERALD SQ.

SALESMEN—Don't plod through life on small weekly salaries; join our sales force and earn big money; will teach limited number of men; come in and talk it over; $20 day sure. 621 Knickerbocker Bldg., B'way and 42d st.

SALESMEN—You cannot afford to await advancement; you step right into executive position here without assuming responsibilities until able to master them; we give earnest cooperation, which means success. Call to-day, Mr. Leo, room 621, 152 W. 42d.

SALESMEN.

To sell securities of Coats, Stearners, Inc.; national publicity campaign insures great demand; references required. Apply Allen-Powers Co., 244 Madison av.

SALESMEN—Virgin territory open for full or part time salesmen; exclusive advertising specialties and signs; big, prompt repeat commissions. Luxem Co., 340 W. Huron, Chicago.

SALESMEN,

by high grade food organization; live wire can earn $5,000 a year or better on commission basis; leads furnished. Mr. Davis, room 1112, 82 Beaver st.

SALESMAN wanted thoroughly acquainted with the best retail grocery and fancy fruiterers; full line of nuts and dried fruit; salary; good future for right man. Address Defile Co., 50 Hudson st., N. Y.

SALESMAN, laces and cotton goods, for States of New York and Oklahoma; experienced. Wohl, South & Co., 152 5th av.

SALESMAN, experienced, laces and cotton goods, for large cities in the South. Wohl, South & Co., 152 5th av.

SALESMEN—Floor, experienced; commission and salary; steady position. N 1223 Herald, Harlem.

SALESMEN, district managers, big variety sanitary brushes; our men make $40-$100 weekly. Neway Brush Co., Hartford, Conn.

SALESMAN to sell electric signs, straight commission. Tahl, 494 Atlantic av., Bklyn.

SALESMEN wanted to sell real estate; commission. M 2005 Herald, Herald sq.

SALESMEN.

$5,200 to $15,000 a year.

Get into a Business you can call your OWN.

Have you ever suddenly awakened to the realization that you have wasted several years of your life and that you have reached a point where you had to MAKE GOOD and MAKE GOOD NOW, if you are going to attain the success you planned for yourself when you left school or college fired with the zeal and enthusiasm of youth?

Well, that's just the situation in which I found myself LAST NOVEMBER, when I happened to see a Business Builders' ad. I was immediately impressed, and lost no time in going to find out what it was all about. I heard the introductory speaking and could not doubt what I was told. It was so simple, so plain and so fundamentally right; and was exactly what I had been looking for so long, that I had no hesitancy in joining The Business Builders' sales forces.

I was told that The Business Builders offered jobs that could be acquired only by hard work; and that the only thing that counted was the record I made on the job assigned me. They were not in the least interested in my experience. They had absolute faith in my ability to make good with them, as they have in every other man who comes to them. That, I have found, is the big thing that the average man lacks—faith in himself.

I determined that with the opportunity offered me here I would win in spite of every obstacle. I had never actually failed on any job I had previously held, but on the other hand I had never made a big success, and I wanted to find out, above all things, what I could do with a fresh start and a good crowd.

And so I went to work. Qualities which had been dormant in me began to show themselves. I began to see what I looked on as my own business growing steadily; and even if I had received no other compensation I would have been indebted to every man in The Business Builders for the training I received.

But in addition, I have had TWO PROMOTIONS since last November, and have been given opportunities to advance further.

If you want to know what real satisfaction is, try this: Be a part of a business that you can look upon as your own. See it grow, and feel that you had a part in its growth.

Happiness and success are inseparable—they always go hand in hand. For that reason I know of no organization that could even tempt me to leave here, because I know of no other organization in the world—and I have seen quite a lot of them—that offers the same opportunity for just the average men in the same period of time. This is my life's work; and nothing could please me better than to see thousands of others make it theirs.

ROBERT M. MASON,
Assistant Sales Manager,
Webster Unit.

Mr. Mason turns the spotlight on one of the important points of The Business Builders' organization when he talks of being a part of a business that you can look upon as your OWN.

The Business Builders believes most emphatically that the man on the job must feel that HE OWNS THAT JOB. It is HIS, to make or break. That is why you will find, in every department of our organization, the enthusiasm of business owners, instead of the humdrum atmosphere of mere employees.

That is why 96% of the men who are promoted from the ranks of Salesmen MAKE GOOD, and go on to better jobs in our own and in those corporations with whom we have contracted to supply MEN and MONEY.

The Business Builders offers you a FOUR TRACK ROAD TO SUCCESS:

Track 1—A sales training without charge.

Track 2—An immediate opportunity to use your training and set it to work earning money for you.

Track 3—The spur to make your ambition which comes from the definite knowledge that as you MAKE GOOD you go on to an executive or merchandising sales position worth from $5,200 to $15,000 a year in salaries and bonuses.

Track 4—Daily contact with successful men, men of high calibre and splendid personality, with whom you can fraternize.

While you are learning the science of selling you can earn—the limit of your earnings being set by yourself—selling the securities of American business corporations on straight commission.

During the past year 115 promotions have placed our salesmen in the ranks of executives. Mr. Mason says that he has been promoted TWICE since last November. And he is only on the way to greater opportunity.

You cannot afford to remain out of our organization! Your FUTURE demands that you ENTER NOW.

Call between 10 A. M. and 1:45 P. M., or between 7:30 and 8:30 P. M. Ask for Mr. Wells, 12th floor.

JAMES W. ELLIOTT'S BUSINESS BUILDERS, INC., 12th and 13th Floors, Knickerbocker Building, 42d Street and Broadway.

SALESMEN.

Two men needed immediately to work with me in New York office in our security department; absolute integrity first requisite; selling experience desirable; must have personality, common sense and determination; commission; splendid opportunity for quick promotion to managerial position; don't hesitate to answer if you are employed; it will pay you to make a change. Call 1310 Canadian Pac. Bldg., 43d St. and Madison av. Securities-commission basis.

SALESMEN WANTED.

The president of a Southern bank owns extensive acreage in Kentucky; its known and valuable resources are being developed under a co-operative plan, which is proving very attractive to investors; will add to our force of representatives a few high grade men of integrity who will be offered a permanent and unusually remunerative connection on commission basis, but our representatives are fortified with such credentials that they get daily returns. Phone Mr. Sprake, Murray Hill 5957, for appointment.

SALESMEN.

SECURITIES OR MERCHANDISE.

Securities of industrial enterprise of real merit; convincing pocket samples demonstrate why it is that contracts are pending with Saturday Evening Post advertisers; opportunity for permanent and profitable connection in 30 different industries covered by this enterprise; good commission in cash; also small salary to start. Telephone Mr. Warner, Rector 663.

SALESMEN WANTED.

Salesmen with established trade among dry goods and clothing stores in all territories, to sell a high grade line of men's and ladies' belts; this is a side line proposition with a good commission; small sample outfit, easy to carry. Franklin Leather Products Co., Cincinnati, Ohio.

SALESMEN—Don't waste your time; our plan fits you into the $5,000 yearly class right at the start; an interview will convince you; we mean what we say; this is your opportunity to associate permanently with an active organization. You will profit by seeing Mr. Leo, 621 Knickerbocker Bldg., B'way and 42d st.

SALESMEN.

Excellent opportunity for men of character, between the ages of 25 and 50, to represent Equitable Life; salary or commission; requirements: large acquaintance, reference and bond. Call 10-12, M. T. Ford, mgr., Room 1018, 120 Broadway, N. Y. City.

SALES MANAGER.

Capable sales manager with initiative wanted to organize strong selling force for a high grade stock organization; a wide awake man can easily earn $10,000 a year on commission basis. Mr. Davis, room 1112, 82 Beaver st.

SALESMEN and collectors, age 25 and over; unlimited opportunity for workers by large corporation. Room 1702, 277 Broadway.

SALESMEN wanted, to solicit trade for ice and coal business. J. S. Bobe & Co., 407 E. 31st st.

SALESMAN, furniture, for retail store; one with experience wanted; Jewish; good salary. Lubliner, 3867 3d av.

SALESMAN—Wanted, young, energetic man as salesman in the foreign and domestic cheese line. D 740 Herald, 280 Bway.

SALESMEN.

WHO WISH TO BECOME EXECUTIVES.

We need several honest, red blooded men in New York city who can help and be helped by the practical cooperation that has made permanent success for this company.

Real live men are finding opportunity for life work, liberal compensation and an opportunity to attain quick promotion.

The company is well known, manufacturing a device now being used by thousands of people all over the world and, combined with our cooperation, leads, sales letters and advertising, your success is assured.

Don't pass up this advertisement. If you are the type of man we are seeking, then this is the opportunity you are looking for.

Call and see

MR. DEAS, ROOM 512,
LOEW BUILDING,
BROADWAY AND 45TH ST., N. Y.

SALESMEN.

Men who can sell; security preferred; salary and commission. For appointment phone Mr. Heerr, Rector 2297, after 11 A. M.

SALESMEN to sell advertising material that brings in money to your customers. It pays well; commission. L 700 Herald, 280 Broadway.

SAMPLE CLERK—BY IMPORTERS AND WHOLESALERS OF UPHOLSTERY GOODS; ONE WHO IS ABLE TO TAKE COMPLETE CHARGE OF THE DEPARTMENT, ANSWER CORRESPONDENCE, &C.; MUST BE COMPETENT AND EXPERIENCED IN THIS LINE; OTHERS NEED NOT APPLY; ADDRESS IN OWN HANDWRITING, REFERENCES AND SALARY EXPECTED. P. S. S. & CO., 20 EAST 20TH.

SECURITY SALESMEN.

Common stock of parent company being sold, will establish new record; first of many subsidiaries now manufacturing. Your career is assured if you make good. THE UNITED STATES LEATHER CORP., 192 Market st., Newark, N. J.

SHIPPING and stock clerk, experienced; apply from 9 to 10 Monday. Mae Harriet Green, 587 5th av.

SIDE line salesmen; free pocket samples; patent punchless checks; big sellers restaurants, lunch rooms, soda fountains; new territory outside New York city and Brooklyn; commissions on reorders. Standard Check Co., 461-479 8th av., New York.

SOLICITOR WANTED.

An old established dyeing and cleaning concern desires the services of a solicitor for the New York hotel trade for the cleaning of blankets, curtains, &c.; very big field and an unusually fine opportunity for ambitious and persevering man. Address D 742 Herald, 280 Broadway.

STENOGRAPHER; good opportunity for advanced to willing young man. Acme Motor Truck Corporation, 647-649-651-653 W. 55th.

STENOGRAPHER, typist, age 18 to 21, for Bronx office; chance for advancement. O 1540 Herald, Bronx.

STOCK SALESMEN wanted for high class automobile proposition; board of directors comprising some of the biggest bankers and financiers in the East; good list of leads now in hand; wonderful opportunity, for live wire men to get immediate results; company now located at Asbury Park. Address Richelieu Sales Co., 647 Mattison av., Asbury Park, N. J.

STOCK SALESMEN WANTED; high class men, with clientele, who have the interests of their investors at heart, to sell first class offering which can stand the closest investigation and will pay large returns; only producers; liberal commission basis. Apply 1408, 31 Union sq.

STOCK CLERK WANTED.

Young man, ambitious, has excellent opportunity to connect with house of established standing in capacity of stock clerk; must be exceedingly intelligent. Address L 696 Herald, 280 Broadway.

STOCK CLERK,

experienced, by 5th av. lace importing house; permanent position; good chance for advancement; can become salesman. Address Opportunity, box 450, 209 Cable Bldg.

TEACHERS—Science, manual training, athletics, language; need college graduates especially; write qualifications. Cline Teachers Agency, Boise, Idaho.

TELEPHONE SALESMEN to dispose of the stock of an important dividend paying industrial corporation; live leads; every cooperation; splendid opportunity for experienced men. Mr. Hauser, suite 1241, 42 Broadway.

TEXTILE designer and colorist—Wanted by large commission and converting house, first class man to paint designs for prints and woven effects. Address, stating salary wanted, L 702 Herald, 280 Bway.

TRAFFIC MEN.

The railroads are coming back to their former prosperity. Business generally is gradually returning to a safe and sane basis. But there are bound to be salary reductions. That is why YOU should free yourself from sole reliance on a salary for the money you earn.

The expanding corporations under contract with The Business Builders have traffic problems which require expert administration. Why not get the training that will fit you for an executive position in one of those corporations. Read our advertisement under Salesmen.

JAMES W. ELLIOTT'S BUSINESS BUILDERS, INC.

TRUCK SALESMEN.

ONE OF THE LARGEST AND BEST ESTABLISHED MOTOR TRUCK FACTORIES HAVE OPENINGS FOR TWO HIGH GRADE CITY SALESMEN; LIBERAL COMMISSION.

APPLY C. A. WARD,

647, 649, 651, 653 WEST 55TH,

MONDAY AND TUESDAY FROM 10 A. M. TO 12 A. M.

VENEER CUTTER

FOR RUNNING FLAT SLICER; MUST BE MAN OF EXPERIENCE AND WELL RECOMMENDED. ADDRESS COLE, FOOT OF 8TH ST. AND EAST RIVER, NEW YORK CITY.

VENEER cutter wanted for running flat slicer; must be man of experience and well recommended. Address Cole, foot of 8th st. and East River, New York city.

WANTED—On private place, two young men, single, preferably brothers, or father and son; one must be thoroughly practical and experienced in taking care dairy house, bottling and cooling milk and first class butter maker, scrupulously clean in his work; the other dry hand milker to assist herdsman with small herd pure bred Guernseys and to do general work on farm; only high class men need apply with highest references and reason for leaving last place; state wages, with board. P. O.