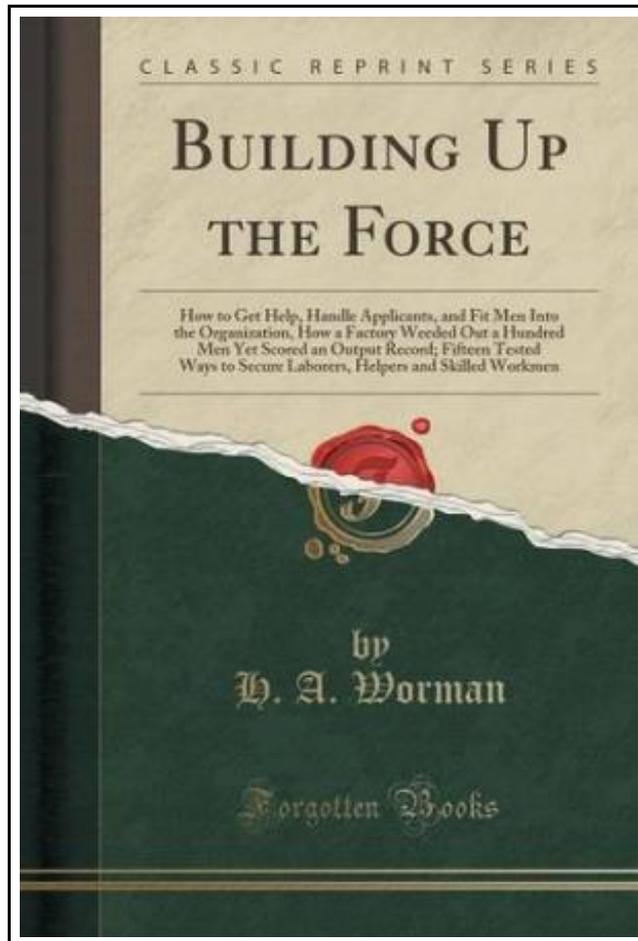


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Forgotten Books, United States, 2015. Paperback. Book Condition: New. 229 x 152 mm. Language: English . Brand New Book ***** Print on Demand *****.Excerpt from Building Up the Force: How to Get Help, Handle Applicants, and Fit Men Into the Organization, How a Factory Weeded Out a Hundred Men Yet Scored an Output Record; Fifteen Tested Ways to Secure Laborers, Helpers and Skilled Workmen Labor is the chief commodity entering any factory. Outlay for raw material, fuel, supplies, rarely equals the pay roll by month or year. Usually wages amount to twice the cost of materials: in many factories where the finish and accuracy of parts require elaborate processes, the money spent for men trebles the expenditure for the wood and iron which they fashion into finished product. Is this overwhelming importance of labor recognized in the methods used in bargaining for it? Analysis shows the contrary to be true. The purchasing agent for materials bulks large in every organization of size. In rank and salary he is the peer of the sales manager. It is conceded that the profits of the house depend on his ability to buy right, to forestall market fluctuation, to secure raw stock of standard quality at the lowest possible price, no less than on the skill of the sales department in disposing of output. To aid him, all the resources of the organization are marshalled; factory methods are modified at his bidding; foremen bow to his decisions. About the Publisher Forgotten Books publishes hundreds of thousands of rare and classic books. Find more at This book is a reproduction of an important historical work. Forgotten Books uses state-of-the-art technology to digitally reconstruct the work, preserving the original format whilst repairing imperfections present in the aged copy. In rare cases, an imperfection in the original,...

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