

NORTHCENTRAL NEWS

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NATIONAL BANQUET CONTEST

Each distributorship in the country has been assigned a sales quota. Each month for the next seven months, beginning in December, the three distributors having the highest percentage over quota will receive a factory sponsored banquet. Your wife or girlfriend is invited to attend. An executive of The Scott & Fetzer Company, as well as the Divisional Supervisor, will attend banquets for the winning organizations. The quotas are fair and based on past performances. You can help your organization be a winner. Winners may repeat. It would definitely be possible to have a banquet in your town each month for the next seven months, but it will take an all out effort on everyone's part.



JANUARY AND FEBRUARY STERLING SILVER CONTEST

Every lady one day dreams of owning a set of sterling silver. During January and February you will have a chance to present your wife or girl friend with a complete set. Your distributor will have an announcement meeting and he will explain how this silver is to be awarded. This is a contest where everyone wins. There are no losers. Explain this contest to your wife. She will certainly help you to get her a set of sterling.



MERRY CHRISTMAS AND HAPPY NEW YEAR



The Division Office takes this opportunity to thank each and every dealer, as well as the distributors, who helped make 1954 a very good year in the Northcentral Division. By the looks of things 1955 should be even a better year for Kirby people. We trust that it will turn out that way for you.

Warren L. Blank



Top Ten Distributors

1. CLEVELAND
2. EVANSVILLE
3. DAYTON
4. CINCINNATI
5. INDIANAPOLIS
6. WARREN
7. YOUNGSTOWN
8. TOLEDO
9. COLUMBUS
10. CHARLESTON

Top Ten Salesmen

- | | | |
|-------------------|-------|----|
| 1. LEONARD LOOMIS | ----- | 24 |
| 2. JACK HESSLER | ----- | 18 |
| 3. JERRY BOWMAN | ----- | 17 |
| 4. AL BUCH | ----- | 17 |
| 5. CHAS. WEAVER | ----- | 17 |
| 6. 24 Tied with | ----- | 16 |

Territorial Top Ten*

1. WARREN
2. UPPER SANDUSKY
3. DAYTON
4. YOUNGSTOWN
5. CINCINNATI
6. RICHMOND
7. CLEVELAND
8. COLUMBUS
9. CANTON
10. INDIANAPOLIS

* Based on number sales per 100,000 population.

Cleveland Capers

We are very happy in Cleveland to announce some wonderful new promotions. JACK BURKE, WALTER KAZMER, JIM ZILLO, JERRY TOOHEY, EDWIN LATTER, GEORGE GALLOP, RICHARD RADO, and FRED GRAIR all opened up their own offices on December 1st as Sub-distributors.

JACK BURKE whom some of you remember did such a terrific job with us four or five years ago, and has since tried insurance and factory selling among other things, has returned to open an office in Euclid, Ohio. JERRY TOOHEY who a year ago went where he thought the grass was greener now has his own office in partnership with EDWIN LATTER. JIM ZILLO who thought he might make a good carpenter a year and a half ago returned to open up an office in Brooklyn and Parma in partnership with WALTER KAZMER.

We believe that with these new subs who are now operating in full swing that 1955 will be the biggest year Kirby has ever seen in the Cleveland territory. We are not just talking to hear ourselves talk. We are sold 100% on these boys and our new method of working. We feel we can give much better supervision because these fellows now are in business for themselves. There will be more opportunities than ever with Kirby because these Subs will eventually step up to full distributorships and their salesmen will then have the opportunity to become Subs.

Enthusiasm is the highest we've ever seen it in Cleveland. It is because these men are all on their way up the ladder of Kirby success and nothing will ever stop them now they have started that climb. We love that old saying, "God helps those that help themselves."

Richmond Raves

As we anticipated, November was a pretty good month for our Richmond organization. JACK RADFORD was was high salesman.

Our Greensburg organization was a little under par due to illness, etc. but they are rarin' and ready to go again.

We'd like to take time out and wish all of the other organizations Merry Christmas and may the coming year be a happy and successful Kirby year for all of you.

Charleston

Leading the organization during the month of November was none other than KENNETH BUTCHER from Fairmont, W. Va. BUTCHER has 16 sales to his credit for November—good work with all his other duties as manager. This is the time of year BUTCHER really gets out and pitches hard—the holidays are just around the corner and he believes in having plenty of cash at that time.

EDGER WEBB came back with a good month but looks like he might have been off for a few days for we usually find him right up there with BUTCHER on the sales volume.

RALPH METZ was on the report doing a nice job and we expect to have a better report from him during the month of December.

We have bad news from BOYCE up Fairmont way. He was hurt in an accident a few days ago and unable to get out and work. We all join in wishing him a speedy recovery.

RADCLIFFE, Branch Distributor of Huntington, is now set up in his territory ready to hit 'em in December. He is now hiring new men and we know Huntington will be doing a good job 'ere long.

SLOAN really likes our new canvass girl idea and for the past week or so has really been selling Kirbys. He ended November with a good month and at the rate he is selling now, December will be his biggest month to date.

Come on FLETCHER and WENSTROM—keep up the SLOAN on the sales end.

I know all the boys in our organization will fight hard to win the banquets to be held by the Scott & Fetzer Company during the next seven months.

Toledo Tickings

November was a good month here in Toledo. December should prove to be even better. Our training program is in full swing and we welcome into the fold thirteen new men. They are BOWELL, BRAGG, NEIDHARDT, DYER, A. ENGLE, L. ENGLE, JACKSON, MORGAN, PEW, SAID, SPENCER, WERNER and WILMELM.

South Bend Story

November found us in a small state of confusion, remodeling our new offices, and getting situated, but under the wonderful supervision of our sales manager, CAROL DORAN, everything came out in tip-top shape.

FLOYD BOOTH, a new man in our organization, is bringing in sales faster than we can write them up. FLOYD, a native of the East, is a natural born salesman with his easy manner and wonderful sense of humor.

RAY MORTON, another new man, starts all of us out each morning with plenty of pep by adding zest with his guitar playing. RAY started out a little slow, but has really gotten into the swing and is bringing in those sales.

GERALDINE SPARKS is still plugging away trying to make top honors in our office. She has not succeeded as yet, but she keeps right on trying.

We also want to extend a big welcome to four new men in our organization—RICHARD DILON, DON HOCK, RICHARD HEALY, and RONNIE THOMAS.

Our boss, HENRY V. GREEN, is taking turns giving all the salesmen a ride in his new Lincoln Capri, telling them if they keep on selling those Kirbys they can enjoy having one too.

We are all enthused about the Kirby Banquet Contest, and hope to be honored by really rolling up our sleeves and getting right to work selling.

Upper Sandusky

Upper Sandusky came in with their best month of the year. TOM SAUNDERS was high man here with 16 sales for his November efforts. We definitely are on our way towards a very prosperous 1955.

Barberton, Ohio

We congratulate CHARLES VACCAR on the opening of the new Barberton office and wish him continued success with Kirby.

Columbus Calling

"Up she goes"—the mercury is rising in Columbus even though it's cold outside. November has been our best month so far. MAXINE McDANIEL, our gorgeous gal, made good her threat to beat GUST MANDIS and she was tied with RONNIE BIANCO with 16 sales each. MAXINE took delivery this month of a brand new, beautiful, Plymouth car. She would have probably been a 24 Plus gal this month except the car she traded in failed to go most of the time. She and RONNIE also won two electric sheets and each one won a \$25.00 bond. GUST MANDIS also won an electric sheet.

PAT LUCAS, a new man, is shooting for his 10 pin. We hope PAT will be with us a long time, but today he is taking his physical examination for the draft.

CARL PALAGYI, our high shooting Sales Manager and District Manager, has several new men in his crew—GLENN WOODWARD, PAT LUCAS, DOUG LITTERAL, ED GREEN, and BOB ZIGLER.

Everyone is going all out to win our Christmas contest and the banquet that the factory will sponsor.

Warren

The harder we work the luckier we get. Three of our men won the coveted 5-Star Pin this month—JACK HESSLER, JERRY BOWMAN, and BOB MEALY. BORDELL and HESSLER also won their 24 Plus Bars. These men, along with DICK BURNS, RAY MEALY and GORDON BERTRAM combined to give Warren another good month and keep Warren, we feel sure, on top in the Territorial Top Ten.

We also want to extend a welcome to new Kirby-ites TOM TURNER, ARTHUR HEIDELBACK, and HARRY LYNCH. Plenty of electric sheets and watches were taken home.

Merry Christmas and a Prosperous New Year to all.

Ft. Wayne

November was not quite up to par with us, however we have a terrific start in December. Tops in the Sales Department in November were GIL BECK and PAUL BEERMAN. PHIL MARTIN, our genial Sales Manager, has done an outstanding job of training new men.

The welcome mat is out for two new Kirby-ites—CHARLES HOLLINSWORTH and CONRAD STEPHENS.



MAXINE McDANIELS
Columbus, Ohio

Indianapolis News

Congratulations to RONNIE (Dickie) BIRD on his promotion to District Manager. There is no question in the mind of anyone who knows RONNIE but that he will be one of the outstanding DMs in this business.

A great big welcome to DICK DRANSFIELD, ED WATT, and JACK NADINE—new men who undoubtedly are headed for big things in the Kirby business. DICK DRANSFIELD really showed DISTELHORST the other day that he is sharp and on the ball.

BEA ROGERS is out for the division leadership this month—more power to you, BEA. We're counting on your making it. I must pin a rose on DAVE ANDERSON—he sure is turning out finished products in his training efforts.

Dayton Diggins

Dayton wound up with a fairly decent month after a slow start, and is hitting on all cylinders again. We had some good boys off a part of the month on account of sickness and etc. We are glad to welcome newcomers TOM JENKINS and FRANK BALLEU.

LEONARD LOOMIS sparked the Dayton organization with 24 sales. HILL, DALHOUER, WHITE, FULK, and FITCH all turned in a good performance.

DALE GRIMM was high district manager in the distributorship. MARILYN WILT led the Dayton district managers. Everyone is in there pitching to make December the best month of the year.

A very Merry Christmas to everyone and a Happy and Prosperous New Year in 1955.



RONNIE BIANCO
Columbus, Ohio

Cincinnati

CHARLES WEAVER led in sales for November followed closely by DICK WULLKOTTE and BOB SPANGLER. All of our steady salesmen will be sleeping under electric sheets and will have some to give away for Christmas presents.

Cincinnati is enthused about the banquet contest and wants to win each month, but we will begin at the beginning and watch us win December.

TED CLARK'S new branch office 'Clark Enterprises' should be a big help in making us a winner.

AD KRECKLER plans on opening his branch February 1st and this means more promotions in our organization.

We think the new training program will produce better salesmen and eliminate the necessity of wasting time training men without qualifications for success.

BILL SCHUCK has returned to work after a lengthy illness and will be a big factor in our December production.

A Merry Christmas to all Kirby people from Cincinnati.

Louisville

The sales are rolling in and everyone is on the ball. ART PHILLIPS who was borrowed for a short time from the Division Office has certainly done an outstanding job. TED BURUNOFF was high salesman for the month with 16 sales to his credit. He was followed by ED THORNTON, GENE HAMN, and JAMES CANTRELL.

A Merry Christmas to everyone and a Prosperous 1955.

Evansville Eruptions

We are expecting to have a very good month in December. ELLIOTT SUTTLE and WARREN BLANK spent a great deal of time and energy teaching us to train new men and we are in the midst of a tremendous training program at this time that is paying off in more sales already.

Our leading groups were Southern Indiana headed up by ROLLIE HEARN, and Central Kentucky led DOUG GAMBLIN and L. T. HAWKINS. MILTON FRAYER, our Bedford, Indiana manager came up with a fine month and led our organization in personal sales. MILTON is building a very fine organization in Bedford and will, we think, be one of the best.

SID WERNER'S Southern Illinois organization is doing a terrific job for us and at this time is leading our organization in average sales per man department. SID says now all he needs is more manpower. NORMAN KRUEGER and JOE ODUM have now built their new Paducah organization up to a point where it is the biggest and most potent sales group we have. They will explode into a terrific organization one of these days and should be the group that will wind up with the best possibility of growing into a large organization.

We all are looking forward to the future and feel that 1955 will be our best year ever. Business is good in the Evansville distributorship.

Akron Actions

The month of November showed some improvement over October, but watch us go in December. As of 5 o'clock on the 3rd we have 14 sales approved and all of the fellows are out pitching.

Welcome RODNEY DE SIMONE, CHRIS KREINER, BEN MAPLE, and brother CARL, and WILLARD JONES. We have three "sharp" men in training now—watch for news on them next month.

Many thanks to MARY WIGINGTON for being my "right arm" in the office for several weeks. It is certainly good to be able to write again. Helped NICK see in another birthday December 3rd and hope a successful year is in store for him.

Zanesville

The Zanesville organization is made up of five men—BILL BRIGGS, DON CRAWFORD, RAY HILL, SAM ROBINSON and DICK WINCHELL. They are planning on winning some banquets from Scott & Fetzer, and their wives are looking forward to being well dressed from our "Dress Up Contest" for the month of December.

BILL BRIGGS and DON CRAWFORD will be sleeping under electric sheets although they didn't come into the organization until November 16th.

Everyone appreciated the visit of DEE HERT and are looking forward to another visit to the Zanesville organization.

Youngstown Yells

Youngstown is looking forward to being the first one to have a banquet on the Scott & Fetzer Company. December is our big month. Our big guns are firing away and the results are beginning to show. HERB LOVETT, JACK TOMASKO, AL BUCH and GEORGE KOSTUR are promising a good month. FRANK GAFFNEY won the Rotisery Contest, and right now is far ahead of the rest in this week's contest. He's good.

KARL PODOLSKY has been off for three weeks, but will be back this month to give the wheels a run for it. PHIL STAAF is increasing his sales after a slow start.

We will expect WARREN BLANK to attend the Scott & Fetzer Banquet for us in January.

Canton

As you all know, JACK BRITAIN was a highly successful distributor in Huntington, W. Va. JACK felt that perhaps the oil business offered even greater potential than Kirby. After an absence of one year he is back now in the Kirby business. JACK has taken over the reins in Canton, Ohio where he once acted as a branch distributor. His first month in business was really terrific and the Division Office predicts JACK and the Canton organization will very soon be in the Top Ten. Welcome back.

HAPPY
NEW YEAR
TO ALL