

NORTHCENTRAL NEWS

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SALESMAN *of the Month*



The "Fred and Asenia" Grair team needs no introduction. Mrs. Grair helps to make the appointments and Fred keeps them—to the tune of 51 sales for the month of July.

(Just look at his '53 record! January—32, February—27, March—32, April—24, May—24, June—25.)

We in Cleveland think there is no finer combination than a husband and wife teamed together and working as the Grairs do.

(Incidentally, of the 51 sales made, 40 were complete with HandiButler.)



Frederick D. Grair *** "Champ"

TOP TEN DISTRIBUTORS

1. CLEVELAND
2. EVANSVILLE
3. CINCINNATI
4. AKRON
5. DAYTON
6. INDIANAPOLIS
7. TOLEDO
8. SOUTH BEND
9. YOUNGSTOWN
10. LOUISVILLE

TEN TOP SALESMEN

- | | |
|---------------------|----|
| 1. FRED GRAIR | 51 |
| 2. O'BEY WILLIAMS | 37 |
| 3. W. WILLIAMS | 26 |
| 4. BAPTISTE BELLONE | 25 |
| 5. FRED LUHT | 25 |
| 6. BILL BORDELL | 24 |
| 7. WARREN BLAIR | 24 |
| 8. GEORGE GALLOP | 24 |
| 9. DOUG GAMBLIN | 24 |
| 10. J. GREINER | 24 |
| GEORGE KURTZ | 24 |
| K. LUKEN | 24 |

Tied sales listed alphabetically

Territorial Top Ten*

1. Warren
2. Cincinnati
3. Youngstown
4. Akron
5. Cleveland
6. South Bend
7. Dayton
8. Chillicothe
9. Evansville
10. Ft. Wayne

*Based on number of sales per 100,000 population.

Huntington

I would like to pay tribute to one of the hardest working salesmen, district manager, and sales manager in the Kirby business, always smiling, always enthusiastic, his name—Bob Brittain. Since joining the organization in January 1952, Bob has an outstanding record of accomplishments. A member of the 24 Plus Club, he was well qualified to take over the duties of a district manager and led his crew of 6 men to a 95 sales in one month. He has earned his promotion. The loss of Bob's personality will be missed in Huntington, but you can't keep a good man down and we know that the organization he will build in Ironton and Ashland will be second to none.

Curt Wooten, who steps into the sales manager spot in Huntington, has his work carved out for him. He is out to set a few records in August.

Welcome new men Bob Johnson, Harry Hildebrand, Alex Casey, Madison Smith.

Richmond Raves

We have predicted for some time that one of these months Richmond would really be putting on the steam. Maybe that time will be in August. In July they just continued to roll at their steady even pace. The high men again were Ted McKillip and Bill Borden.

Louisville

The sales in Louisville for July were slightly below normal. However, now that John Boles is back in the saddle and fully recovered from his operation, we expect a steady increase.

We regret to announce that Roger H. Phillips, a former member of the Indiana General Assembly, and more recently our Branch Distributor in New Albany, passed away with a heart attack.

Evansville Eruptions



Warren Blair
24 Plus Club—July

July was a very good month for us and we hope we can carry on through into August so we can claim a winner in the President Scott Homecoming Contest.

Charles Preusz and his Vincennes organization led this month and beat out such old timers as Art Phillips, Norman Kreuger, L. T. Hawkins and Douglas Gamblin. Our Vincennes organization is comparatively new (they started build-three years ago) and this is the first time they have succeeded in leading everyone. It was a long struggle for Charles Preusz and believe me, they beat some mighty good boys this month and deserve the laurels. Charles had some top notch help from John Bragg at Terre Haute and Don Rasner, Bob Steffy, Larry Hankins and Ted Hall from Vincennes.

Art Phillips and his boys were breathing down the neck of the Vincennes group but couldn't quite overtake them in the final stretch. Art's boys didn't come up on top, but they did have one of our top men for the month. Warren Blair pushed the curtains aside and made the 24 Plus Club this month and we are mighty proud of him. Warren has been with us for 3 years now and has always been the producer of some very good business and now after a lot of hard work is a member of the elite. Art's boys are out after Vincennes this

South Bend Story

July, the month of firecrackers, (and we could have used a few under some of us), found us plugging along. Our Handi-Butler sales went up, thanks fellows. Gertrude Butler was our high saleswoman for the month. She says 41 sales or bust next month. Come on fellows, are you going to let the women beat you?

Bob Collier and Bud Bowlin are going great guns. Bob was brought in the organization by Bud, and received \$50.00 when Bob made his tenth sale. Bill Bell and Leona Bell are doing a swell job. Their two weeks vacation slowed them down, but they are in there slugging now. Rose Kaufman is starting to go now, and I predict she will be giving everyone a lot of competition very soon.

Bob Neale, our new Crew Manager, is doing a swell job. We are looking forward to making August a BIGGER and BETTER month. So come on fellows, LET'S GO.

P.S.—Everyone is going to win a brief case in August in our organization.

month, and a battle royal is shaping up. The outcome should be very interesting. Sid Werner, Gil Taylor with their Evansville boys were in there with a great big assist this month. In fact Art Phillips says that without Sid Werner, Vincennes would have beat them badly in July.

Douglas Gamblin and L. T. Hawkins, branch distributors in Central Kentucky, had their usual fine month, and Douglas Gamblin helped the organization and himself by getting 24 sales, and becoming a member of the 24 Plus Club for the 7th time. Hawkins and Gamblin are both members of the Presidents Club.

Norman Kreuger and his Illinois group have recovered from the shock of Jim King's unfortunate accident in June and after a slow start came up with a good month. Maurice Salmon, Earl Overstreet, Clyde Miller, Don Tanner were the top men in this group for July. Jim King is on his way to recovery and should be back in the saddle by September. Jim and his family have taken the loss of Jim's left arm in stride and they all deserve a pat on the back for their fine attitude in the face of trouble. Jim says he will be back to work next month. Jim also asked me to thank everyone for their kind words and letters.

Our Missouri organizations had 34 sales for July. W. W. Bailey at Poplar Bluff had 18 and Henry Comer at Cape Girardeau had 16.

Cincinnati

Dick Ryan and his Sally have just returned from vacation. Left the four kids with a housekeeper and visited the old town, Syracuse, N. Y. They intended to be gone a week, but had such a good time, stayed for ten days.

He was really happy to find on his return that the gang, despite the record breaking temperatures and sticky weather, had broken the previous sales record.

This is our best month so far, and we are out to break this record in the stretch drive of the President Scott Homecoming Contest.

O. B. Williams with 37 sales leads our organization and now qualifies for membership in the President Scott Club.

Willie Williams, our college student, sold 26 and will soon be leaving us to return to school. We feel Willie will probably be looking up John Distelhorst for a part time selling job when he returns to the campus.

Fred Lucht sold 25 and made the 24 Plus Club for the first time. Fred is a musician and now knows that selling beats beating the drums.

Jean Greiner made the 24 Plus Club for the second time and Kaye Luken for the third time.

Two new people, Bob Beckett with 10 sales his first three weeks won his Tenspin and says he will get 24 Plus in August, and Mrs. Janet Trojan made 6 sales her first three weeks.

Our weekly prizes, clock radios, fry-rites, clocks and toastmasters have been scattered throughout the organization. The Homecoming Winner from Cincinnati is anyone's guess and the next three weeks will bring in the answer.

Chillicothe

Leon Taylor, newly appointed distributor for the Chillicothe area led his organization in July.

Jack Imler, a new man to Kirby, won his bonus the first month, and is up for two bonuses in August.

Ft. Wayne News

Paul Distelhorst reports that Ft. Wayne is enjoying a slow but steady progress, and by the looks of the sales report, he knows whereof he speaks. If this organization continues to improve, they should hit the top ten in September or October. They have a fine nucleus and with the help of Marvin Morgan, E. A. Distelhorst, Chet Leonard, and Paul Beerman this outfit will be hard to hold down.

Toledo Tickings

The Toledo Organization is again reporting for the month of July.

High man in sales for the month of July was Don Houser, with Jack Roberts and Ted Wuerfel tying for second place and Jim Brewer coming in at third place.

Even though Ted Wuerfel has been having quite a time with an infected leg, he has managed to do a good job for the month. Ted doesn't seem to leave a little thing like a bum leg get him down altogether. We sure hope the leg completely heals soon so Ted can get back to where he often is,—in first place.

Our beginner, Billy Bugg, is doing a wonderful job and we know he is going to continue with the result that he will develop into an outstanding Kirby salesman.

Things in Toledo are humming right along. We have a County Fair going on here at this time and, of course, the boys are doing all they can to make the best of the opportunity for business.

Although the month of July is traditionally known as "vacation month" and it is a little harder to find folks home, Toledo did a good job and we certainly look forward to finding more folks home during August.

Fairmont Frolics

Business in Fairmont was still low in July but we hope to make August a good sales month. Butcher was in there pitching to keep up his sales average and led the branch in sales.

Radcliff and Metz were out working and gave their good support. Stalnaker from up Martinsburg way was on the report with four sales to his credit.

The Division Office is certain that business in Fairmont will again be back to normal as soon as T. G. Reynolds is up and around.

Columbus Calling

We have predicted for some time big things for the Columbus organization. July showed only a start of things to come. However, August will prove to be a steam roller.

Congratulations to Bob Lacy and to Laura Furman. These two wonderful people were recently married, and we wish them the best of everything.

At the present time the Columbus organization is small in man power, but each of the men are capable of going on to bigger things. Some of them will be ready for their own distributorship before the end of this year.

Cleveland Capers

It definitely can be announced now that Cleveland will be one of the winners in the President Scott Homecoming Contest and here's why! Our top man started it off with 51 sales for July and has a total of 55 sales as of August 1st toward the contest! (If you are reading our column, re-read it.) Yes, Fred Grair has 55 sales to date in this contest! We have already put the monogram in Mrs. Grair's mink stole, but there is still ONE left that this Cleveland group is really fighting for. George Kurtz and George Gallop each had 24 sales in July. Dick Kilfoyle and Edwin Latter each had 16 sales. Many of the other fellows came in with 14 or 15 and are steaming up for the "grand finale!"

What assures us of our reservations for the President Scott Homecoming Contest is a "Riley Homecoming Contest" which is a junior edition of Mr. Scott's celebration. For each and every man who sells 14 Kirbys in the last 4 weeks of this contest will be presented with a brand new suit and he and his wife are invited to spend Tuesday, September 15th in celebration by meeting for breakfast at the Cleveland Hotel, afterwards to tour the Scott & Fetzer plant, guests of Mr. Scott and Mr. Fetzer for lunch. Then on for a pleasant visit with Mr. and Mrs. James B. Kirby on their beautiful estate in West Richfield. From there everyone will relax at Corwin Riley's home in North Royalton for a cocktail hour and then finish up the big day with dinner at Schukert's Chalet.

We made this startling announcement to everyone at our Ladies' Nite meeting on August 3rd and it was received with almost as much enthusiasm as was shown at our Kick Off cocktail party at the Carter Hotel the month before when we announced the President Scott Homecoming Contest!

Here's hoping that we of Cleveland will see all of you at the President Scott Homecoming celebration!

Tiffin Talks

John Lind was high man in Tiffin, and we want to congratulate John on his recent promotion to Direct Factory Distributor.

Tiffin is very proud of a young lady they have hired, Mrs. Mary Hoffman. We regret very much that we were unable to put her picture in this month's bulletin, but we ran out of space.

Akron's Actions

Save that space on the front page for Akron, because we intend to be in that spotlight in the very near future.

Crew Managers, Charlie Vaccar and Bill Marksberry, and Branch Manager, Paul Robey are in there really doing a great job.

Joe Mitchell and Robert Gregg are also sharing honors. Both have been promoted to Branch Distributors in Columbiana County, Ohio.

We have a fine group of new men. Congratulations to Fred Kellerman, Joe Hamilton, Paul Stewart, John McIntire, Richard Orlowski, B. Smith, Clarence Harner, and Larry Petty.

Welcome to new classmen Spangler, Frost, and Ford. These boys are top-notch and Cousin Roy promises that you will be hearing more and more from them.

Newly appointed Business Manager Joe Hoerner says, "I only want to be associated with an active company, and if Akron is not in the top spot within a few months, Roy Brooks will have to eat his hat."

Wheeling Whistles

Jimmy Leos came through to win the complete outfit in our "get dressed" "Nudist Contest"—from socks to suit. Schmalstieg and Secrist were able to get themselves about half dressed. They have let Leos know that for August they are out to give him stiff competition. Everyone is shooting for the briefcase plus the prize Kirby we have up, over and above the SPDP's.

We don't know much about "April in Paris," but we do know about "August in Wheeling." The show is on the road and we're "with it."

Youngstown Yells

Looking at the Northcentral News last month, I read a lot of excuses and promises for us. Youngstown is building a good foundation, and we are going to show our intentions with sales. Watch us go.

Gilbert Jarrord, a new man, came up with 16 sales his first full month in the business. He has set his goal at 24 next month and promises to have his picture on the front page by fall.

Andrew Skody is our new District Manager, and he will do our organization a lot of good. We are going to miss Mack Walker, who left for the army in July.

Warren, Ohio



William Bordell
24 Plus Club—July

Bill Bordell took off a week this month and still came in with 24 sales to lead the office and to become a member in the 24 Plus Club. He says that in August he will be on the top of the top ten so we better have a picture made of him as he tells me the only one he has is when he was a Gyrene, (I mean Marine.) He also purchased a beautiful snappy hardtop car this month to go along with the snappy product he is selling.

Jack Hessler is back again in his stride and came in with 16 deals. He said he would have beat Bordell if he had put more dems on. Well, there is August, and I see a Hot contest here in Warren as the top man for July and August over their quota goes to Canada with his family for a week. anyone can win as the sales are so close on the quota each man has.

Morrison was on a nice vacation and we expect a nice job to show from him this month.

Wally Pelto will be full time this month and he will be a heavyweight from all appearances as to July performance.

New man Bob Engstrom will be present and accounted for a nice job for August as his wife just gave him a lovely present in the form of a new baby boy. Bob says he can tell that he will need a lot of food to raise him up to be a football player.

Incidentally, I bought a new Tux and I expect to wear it to the Homecoming in Cleveland.

Very glad you are able to be up and around Warren. Thanks for the picture of you and Eleanore. You look good.

Dayton Diggins

The Dayton organization came in with one of their better months. However, the branches apparently were all on vacation, and this will not help to make us a winner in the President Scott Homecoming Contest.

High man in Dayton was Baptiste Bellone, who came up with a mighty 25 sales. This is a magnificent job—now keep up the good work.

Following Bellone were Tom Mathes and Dave Powell.

Congratulations to Rudolph Cook and Harvey Custer recently promoted to District Managers.

The high District Manager in Dayton for July was Dale Grimm, and from what Nick tells me, Dale and his brother are destined to go places in the Kirby business.

We welcome two new men into the Kirby fold. They are Fred Cook and Robert Pastor.

Lexington

We were down in July, but will bounce back in August.

Just two SPDP men here this month—Bill Elliott and James Price. Congratulations to these two.

Dunbar

Dunbar continues at about the same pace. The high men for July were G.W. Payne, Fred Honaker, and Jerry O'Dell.

Indianapolis News

We promised "Warren" a good one for July, and we hereby announce that it is our pleasure to make good that promise and renew it for August.

"This office is going to Cleveland for the President Scott Contest."

Mr. John Distelhorst, owner and collaborator of said establishment, has gone out in the field to show the boys it can be done (and we did it).

Mr. William Ikerd was awarded for an outstanding job, a special award for a special contest—an all ball bearing, self-lubricating automatic transmission, power steering, automatic headlights, self fertilizing lawn mower. Was he surprised! We didn't get time to have pictures ready for news this time, but maybe we can next issue.

This was presented August 12, 1953, and by the way, if you're wondering about the model and make—a live wooly lamb.

See you in Cleveland after August 31st.