

NORTHCENTRAL NEWS

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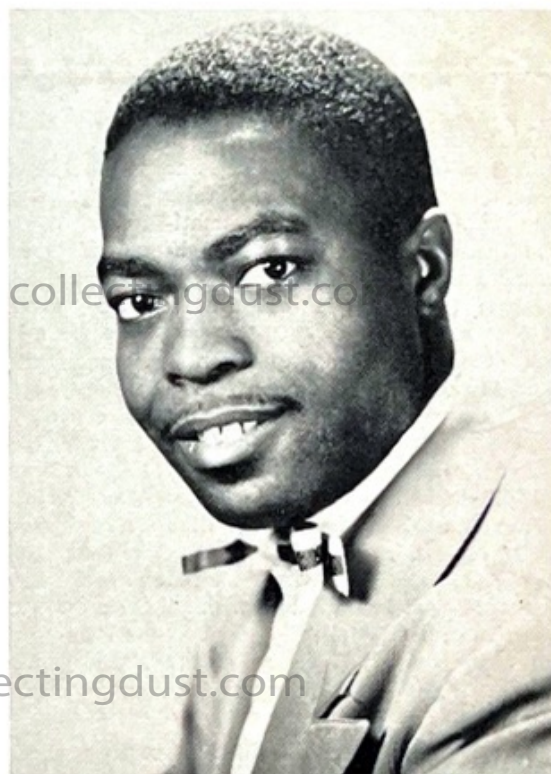
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JULY, 1953

SALESMAN *of the Month*

This fine Kirby man has been coming close to the top award so long it was inevitable that one day he would make it. Our congratulations to O'bey Williams for leading the Division during the month of June. This is his fourth time in the 24 Plus Club. O'bey has had one goal since joining Kirby and that is to beat Fred Grair. He certainly picked a tough competitor but he had the will to stay with it. O'bey has certainly done his part in bringing Cincinnati up to top contender and they are as proud of him as we are in the Division office.



O'BEY WILLIAMS

TOP TEN DISTRIBUTORS

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

TEN TOP SALESMEN

1. O'BEY WILLIAMS 28
2. DON WRIGHT 27
3. KAY LUKEN 26
4. FRED GRAIR 25
5. GEORGE KURTZ 24
6. CARL PALAGYI 24
7. DICK WULLKOTTE 20
8. LEONE BELL 16
9. JOHN E. BRAGG 16
10. DALE COOK, M. FRAYER,
GEORGE GALLOP, J. GREINER,
DICK KILFOYLE, ED. LATTER,
JAMES LEOS, H. MATHES,
H. SCHMALSTIEG, H. SWAG-
GERTY, J. TOOHEY 16

Tied sales listed alphabetically

Extra! Extra! Extra! Read All About It!

We finished up the month of June by having a cocktail party at the Carter Hotel with Mr. Scott and Mr. Kemper as our distinguished guests to help us introduce the President Scott Homecoming Contest which is going to be bigger than ever before. On top of that something never before heard of in the selling business—EVERYONE WINS! NO ONE LOSES! Everyone who meets his quota wins a beautiful suit of clothes. The two who are highest in sales over quota will each win a \$1,000 Mink stole. Just like every man's dream is to someday own a Cadillac car, it is every woman's dream to own a Mink someday.

There were approximately 200 in attendance at our party and every woman went away feeling her husband was qualified to win one of these Mink stoles for her. The stoles were very dramatically modeled by Mrs. Feldmeier of Ash-tabula and Mrs. Denk of Sandusky. We in Cleveland think this is the greatest contest ever offered!

In our outside division Frank Contos Kirby boys lead the group with four 5 Star pin winners—Betty Jones, Eugene Kowlalewski, Roland Barbeau and Carl Palagyi. We wish to congratulate Carl Palagyi for becoming the first Contos Kirby salesman to win the 24 Plus Club award!

George Kurtz and Fred Grair shared honors for top spot in Cleveland with 24 sales each in June.

Right now it surely looks as if the



next two months will be our biggest!

Extra — Hot Off the Press!!!!
I just talked with Corwin Riley by phone and Cleveland is off to a running start in the President Scott Homecoming Contest. In a weekly contest during July, George Gallop was 1st with 15 sales out of 16 demos. Fred Grair was 2nd with 12 sales out of 23 demos. Dick Kilfoyle was 3rd with 8 sales from 24 demos. Not only are these fellows wonderful closers but they are also terrific workers. Is it any wonder they are always in the 24 Plus Club? I didn't see George Kurtz' name in the weekly winners but I'll make a wager at the end of the month he is in with 24 or more.

Louisville

There is an old expression "When the cats away the mice will play"—well he was and they did John Boles, during June, underwent a serious operation and, as a result, was away from the business during part of June. Without John's leadership sales were somewhat down; however, John is back stronger than ever now and he assures me that they are definitely on an increase.

Gary Gas

Don Wright, in the midst of re-organization in Gary, apparently decided he should have a hand at selling and sell he did!! He came up with a bang-up 27 personal sales. When the Gary situation is normal they are always in the Top Ten and after talking to Don a few days ago, I am convinced they will soon be up pushing the leaders.

Chillicothe

Leon Taylor has taken over the reins as Distributor in the Chillicothe area. Leon has been with Kirby in all phases for a long time and this comes as a well deserved promotion.

Bud Carsey, our former Distributor here, and a very good one, plans to move on a larger territory. Although territory has not been selected, we know that Bud will make a good showing wherever he goes.

Fairmont, W. Va.

Business in Fairmont is not up to normal but only because Ted Reynolds, Mr. Dynamo himself, suffered a heart attack. Ted's wife is running the business and assures us that Ted is well on the way to recovery and will bounce back stronger than ever.

Columbus Calling

The big news out of Columbus this month is the promotion of John Leeper to Distributor under Jim Bugg in Washington, D.C. John was with Bob almost 4 years and although he was ready for a distributorship two years ago he preferred to wait until, in his own mind, he was 100% qualified. In going to Washington John bought out a former Kirby distributor who is retiring from the business and I might say that this move took a goodly number of \$1000 bills but John was ready, both from a business end and from a financial standpoint. We predict he will be one of Jim Bugg's best distributors and although we were sorry to lose John from this Division we wish him the best of everything.

From what Bob Lacy tells me there are several other men in the Columbus territory itching for distributorships. Bob, you give us the men and we will find good territories for them.

Wheeling Whistles

Jimmy Leos continued to lead with 16 sales. Henry Schmelstieg, a new man with us only three weeks, had 8 sales. Bill Pryor, another new man, will let both Jimmy and Henry know he is around this month. Eddie Hammond who is new with us, likes selling Kirbys—he got two deals his first three days. It looks like competition for top sales in July.

Our Nudist Contest is going along with the President Scott Homecoming Contest; Jimmy Leos is ahead in getting dressed. He has 13 sales to go to win the complete outfit from socks to suit. All others are putting 'em on one at a time and are shooting for the complete outfit.

Youngstown Yells

June was a busy month for Youngstown with marriages, moving, new cars, et al. Now that everything is back to normal we will be right back where we were in May. Mock Walker got married June 20. Wade Huber and Wayne Elliott, moved from Akron to Youngstown.

Wade Huber, Ken Huber, Lou Del Rae bought new cars this month. We are out to win the contest so count us in for big things these next three months. Gilbert Jarrard a new man this month, is expected to be right at the top in individual sales.

Fort Wayne News

Big things are in the offing in our fair city. The city with one of the biggest home owner percentages in the country and the town that is called the happiest town in the country has the makings of a very fine Kirby organization.

As of May 1st three major changes have occurred. First—The N. E. Indiana territory with Ft. Wayne as home base and mother of as fine a brood of 14 countys as one could wish for is now a factory distributor. This has been a hoped for change for many a year. Second—"Dis", the grand old man of the Kirby business ever since its babyhood in 1919 when the "Sweeper to end all sweepers" was known as the Vacuette-Non-Electric and his son Paul are the new distributors. Third—Paul Beerman has been made sales manager which he has been exceedingly deserving of for a long time. There is not a more powerful closer in the middle west and if anyone knows more about Kirby let him or her be known. He is truly a walking Kirby encyclopedia. Paul has been famous for his genuine love of the business and his eagerness to help a new man.

Chet Leonard better known as "Cash Deal Leonard" is a branch operator, working directly out of Ft. Wayne. He is cooperating fully to help build this organization into an A-1 unit. Brother Chet is always good for at least 16 sales a month without fail and has built up such a fine reputation through hard work, willing service and fair dealing that he no longer canvasses for his sales. I wish we had twelve men like him.

Some powerful beginners will soon be giving the men in other North Central organizations a run for their money. Bill Breeden who earned his Ten Pin in three weeks and on his own by his request has the qualifications of an excellent district manager. Milton Burdette, who came over with us from one of our worthy competitors is quickly reaching the ranks of an ace Kirby salesman and will become a top notch District Manager. Little Bobby Sommers, age 17, will soon be giving you older boys a race. He's got that much desired intestinal fortitude, and is very desirous of proving that a so-called youngster has what it takes. He was discouraged because of his age but he would have none of it.

Other beginners who are out there plugging hard and rapidly entering the ranks of real Kirby salesmen are Bob Sprunger and Dick McDowell, the col-

Toledo Tickings

Considering that during the month of June, we were still wading through on reorganization of our affairs here, we feel we did a pretty good job. Things are definitely "looking up" again now, and we expect to really "go to town" during July.

Rocky Squire came in as high man on sales for the month of June with Melvin Szmania coming in second. Third, fourth and fifth place were attained by Jack Roberts, Bob Bailey and Don Houser, respectively. Melvin Szmania has been promoted to District Field Manager as of July 1st., 1953.

We have some very good beginners with us at present and with their co-operation added to the fine work done by our old timers, we are confident that we can, for the third time in a row, win the President Scott's Homecoming Contest. At least, that is what we are certainly going to shoot for.

We here in Toledo surely hope Warren is completely recovered by now and anticipate an early visit by him to Toledo. We are anxious for him to meet our new men, and for our new men to meet him.

Huntington, W. Va.

Huntington had a big dinner last month with Roy Brooks as guest speaker. We had a good dinner and a slam bang meeting, everyone had a good time. We bounced off the bottom this month, hope we can bounce back into the 10 high bracket during July.

lege-boy. Marvin Morgan who hired out as a salesman with John Distelhorst organization in Indianapolis three years ago is now going through an apprenticeship under the guidance of "Papa Dis." He is preparing himself for a division, and will undoubtedly be one of the best. Marv and his lovely and thoroughly Kirby-ized wife, Gretna had the best and highest producing crew when he was in Indianapolis. He since has been an assistant to Jim Bugg in helping to build other organizations, and has been a very good distributor in his own right down in Zanesville. Marv is certainly very welcome here in Ft. Wayne and we will take advantage of his capabilities.

Proud is Ft. Wayne to have under its jurisdiction two swell fellows over in Kokomo, Cocksie and Miller. These boys are also excellent Kirby salesmen and Kokomo will soon be one of best branch offices in the Mid-West.

Cincinnati

O'bie Williams made the 24 Plus Club for the 4th time and will join the President Scott Club this coming month for sure. Kaye Luken was a close 2nd with 26 sales and this is Kaye's 2nd time in the 24 Plus Club.

We have our quotas set for everyone for the President Scott Homecoming Contest and we feel sure Cincinnati will be there again this year. We have weekly prizes based on weekly quotas and O'bie Williams won a Delux Fryrite and Jean Greiner won a Fryrite. We are looking forward to the biggest 2 months for Cincinnati and we hope to be within hailing distance of C. E. Riley by the end of this contest. We know we will beat Dayton, Akron and Evansville in July and feel we are a safe bet for the 2nd rung on the Divisions 10. We hope to see the Blanks in Cleveland in September.

Watch our new man Dick Wiellhotte—20 sales his first month and a new son Dick, Jr. to boot. Dick is only 19 years old and has a long career ahead.

Muncie Musings

Our congratulations to Orvall Haaff, who is substituting for T. D. Guttman during T. D.'s recuperation period. Orvall is doing a nice job of holding the Muncie organization together and I know it will be much appreciated by the whole Guttman family. We wish T. D. a rapid recovery.

Dayton Diggins

Donald Houser took over the reins as a Branch Distributor in Middletown the second week of June. Don got off to a fine start beating George Carr of Springfield, in the "Steak and Bean" contest. George claims that it will never happen again. Gale Grimm who took over Houser's crew led the Dayton District Managers by a comfortable margin, doing a very nice job his first month as a District Manager. The Turner and Mettner crew beat out Grimm and Noxsel crews in the "Steak and Bean" contest which was held Friday evening July 3rd. A lot of the boys won electric ice cream freezers and steam irons which put up for prizes in June.

The Division Office congratulates the Dayton organization on their climb into the third spot and with the figure that Nicodemus has set for July and August the second position held by Evansville is in no way safe.

Evansville Eruptions

Evansville was not too hot in June. Am talking about sales and not weather.

Norman Krueger in southern Ill., was top District Manager. He now has a good lineup for a real organization. His top man in June was Earl Overstreet with 15.

He now has 3 good crew managers to assist him, Bill Borum, J. Reeves, and Clyde Miller. Borum's crew led in sales in June.

Chas. Preusz, District manager at Vincennes, Ind., was 2nd to Kreuger, only 2 sales back. His two top men, M. Frayer and John E. Bragg, had 16 each.

Hawkins and Gamblin, branch distributors, was 3rd, a little off their pace. They and Art Phillips, District manager, Southern Ind., who was also a little off in June, are only 3 sales apart for leaders for 1st 6 months of 1953; Art leading by only a few sales.

While they are battling it out for leadership for the year of 1953, they both had better keep their eyes on Norman Krueger in Southern Ill. and Chas. Preusz, Vincennes and Terre Haute. They also have their eyes on 1st place before year is over.

The above four organizations are battling it out for top place in July and August and a trip to the factory in the Geo. Scott Home Coming contest. We are, of course, expecting to win in the National contest.

We have four more organizations; Henry Comer, Cape Girardeau, Mo., Bailey and Crane, Poplar Bluff, Mo., J. D. Bozeman, Paducah, Ky., and W. J. Nelson of Fulton, Ky.

They are in a contest of their own during Pres. Scott Home Coming contest.

This will be interesting, as we have some future big time organization leaders in this group. They all know this business and have the ability to go places.

Warren, this is all we have to say today. Will be saying it with sales this month and next. Glad you are getting along so well. We are all looking forward to seeing you again at our banquet Saturday, Sept. 5th.

We are very sorry to hear that Jim King, one of the top men in Evansville as well as the North-Central Division, lost his arm during an automobile accident. We hope that Jim takes this in his stride and comes bouncing back a better man than ever.

Tiffin Talks

Tiffin is going to come back into the lime-light and sell Kirby's again. With the conditions around here of strikes, lay-offs, and vacation time it is tough but we still find one once in a while.



Henderson Prater Wm. J. Prater

I am enclosing herewith a picture of a father and son who are starting to work for us. The father has been a vacuum cleaner salesman for a long time and has decided that Kirby is the best on the market. He is from West Virginia and he is very much enthused with what he has seen and learned of the Kirby so far. The father is Henderson Prater and the son is William J. Prater living at 419 W. Bucyrus St., Crestline, Ohio. We are not expecting them to set the world on fire but we have reasons to believe that they will make a good showing on our sales reports in the future. They know of Warren Blank's illness and have been instructed to do all that they can to bring sales in which will make him think he feels better.

We have John C. Lind, Harry Anderson and Clair Pugsley out trying to hit the ball now and as each month rolls around we expect to have a good increase in our sales.

The gang all goes for wishing Warren the best of health but he is very enthusiastic about Kirby's and we know it will be hard to hold him down but take it easy Warren.

South Bend Story

Two of our 24 plus salesmen were out for the entire month of June. We missed them in more ways than one as our total sales for the month indicate, however it was a well deserved vacation and they will be in there pitching this month to make up for lost time.

The President Scott Homecoming Contest is getting off to a good start, each one is doing their utmost to make this a winning organization and to be the one to go along to Cleveland.

A hearty welcome to Bob Collier and Robert Bowlin. These two boys are doing a wonderful job and have a great future in Kirby, just keep up the good work boys.

And now for our female section. First hats off to Mrs. Leone Bell a gal who has her mind set on being the New National Woman Champion. She is going to have a lot of competition as Gertrude Butler has the same thing in mind. They both have the ability to accomplish it, the race should be interesting. We also want to welcome three new girls, Rose Kaufman, Jacque Strahan, and Mary Alice Neale. Jacque Strahan who is not much larger than a Kirby herself made a sale the second day in the field. Rose Kaufman who was a former Fuller brush saleslady is a gal you will be hearing more about once she hits her stride. These girls are really out to out-sell you men so watch out.

Our congratulations to Bob Neale who was recently promoted to district manager. Bob also became eligible for the 24 Plus Club in May.

Bill Bell who is the husband of Leone Bell has been selling part-time, and has been averaging 3 sales per week. Bill has turned in his notice at the factory and is coming in full time. He is a boy that will be hard to beat. We say welcome Bill as we are proud to have you.

Congratulations Kenny Strahan. That Studebaker you just bought is a honey, we know you are real proud of it and justly so.

Indianapolis

As of late Indianapolis has been falling behind the pack and John Distelhorst decided to do something about it. He has been working in the field with the men this past month and his efforts are certainly bearing fruit. The increase in business is really beginning to show. Keep up the good work John!!! You have a fine nucleus for a top organization and all that was needed was a little of your enthusiasm.