

NORTHCENTRAL NEWS

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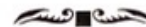


MAY, 1955



JACK HESSLER

SALESMAN *of the Month*



For the past five years JACK HESSLER has been one of the top producers in the Northcentral Division, but this month I believe is the first he has actually led—and he really rubbed it in.

Congratulations, JACK, on your fine performance of 40 personal sales for the month of April.. Word comes to us that JACK is seriously thinking of an office of his own, and April proved that it certainly isn't wishful thinking.

Top Ten Distributors

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

Top Ten Salesmen

1. JACK HESSLER ----- 40
2. ROBERT HOFFMAN ----- 21
3. BEA ROGERS ----- 20
4. AL BUCK ----- 19
5. DAVE PETERS ----- 19
6. MILTON FRAYER ----- 17
7. ROLLIE HEARN ----- 17
8. HERB LOVETT ----- 17
9. JAMES TABLER ----- 17
10. Twelve tied with ----- 16

Territorial Top Ten

1. BARBERTON
2. YOUNGSTOWN
3. AKRON-WARREN
4. FT. WAYNE
5. CINCINNATI
6. DAYTON
7. UPPER SANDUSKY
8. RICHMOND
9. CLEVELAND
10. COLUMBUS

Cleveland

The password this month for the Kirby Company of Cleveland is KEEP 'EM ROLLING. We opened our tire contest with a very enthusiastic meeting for all men and their wives at the Carter Hotel in the "Petite Room." Several good speeches were made but everyone agreed that FRED GRAIR stole the show. FRED, by the way, was the subdistributor of the month in Cleveland for the month of April.

GEORGE KURTZ stole that honor again for April on the outside subs. ED LATTER came in second locally and is going to try for top honors in May. ROLLAND BARBEAU and his tornadoes were close behind KURTZ on the outside.

JACK BURKE now has JIM McCARTHY working for him. JIM did a great job with Cleveland several years back, but moved to Florida for climatic reasons and is back here for the summer. We're hoping he will stay.

The Katzenjammers had a better month than March and have an excellent start. The secret for this big rush is that both WALT and JIM need new tires. DICK RADO was going to buy a new car because his present one needed tires, but now that his wife, LAURA, has found out about this contest he can't use that excuse to get a new car and has to win his five to dress up his car. GEORGE GALLOP needed new tires, too, but eavesdropped and heard about the contest ahead of time and rushed out to buy a new Mercury before MARGE GALLOP could find out about the tire contest. He is still going to win tires, though, because covering his territory he uses up a set in six months.

HOWARD HINMAN almost doubled his March business during April. We strongly suspect that if we put up a ponycart for an incentive besides these tires, HOWARD would double his April business during May. How about that, HOWARD?

KEN CHAPIN and his boys had another good month, but he is satisfied to be just good. He, like KURTZ, always wants to be out in front so May and this contest has them off and running. The SWAGGERTY'S had a good month in spite of moving and redecorating their new quarters. They are now in the heart of the Painesville business center with better facilities all the way around.

The FELDMERS think this contest is great and all they want is some

Columbus



BILL HAGUE Columbus' Man Of the Month

The Division Office offers congratulations to BILL HAGUE who not only did an excellent job of district management during the month of April, but in addition to this had 16 personal sales to his credit. An excellent job—keep up the good work.

The Division Office wishes to humbly apologize for omitting the Columbus story from last month's bulletin. It was certainly not intentional and we would like to quote at least one paragraph from it.

"We wish to extend our deepest appreciation to the Old Master, CORWIN E. RILEY, the Cleveland distributor, and GEORGE KURTZ, his Branch Distributor in Sandusky, Ohio, for being our guests and holding a wonderful sales meeting for us on our third Ladies Night Meeting on April 1st. There is nothing so positive as a criteria for success as the actual persons in the flesh

more men. WALLY has purchased a boat and is going to drive it to Cleveland to pick up his load of cleaners one of these nice balmy days. JERRY TOOHEY'S wife, GINNY, is also glad for this tire contest as that shatters JERRY'S big argument for a new car. These wives are really clever. No grass grows under their feet. They say, "Sell more Kirbys and you can buy a new car more often."

JACK OWENS has two new boys who are very enthusiastic about new tires for their cars. So, EVERYONE KEEP 'EM ROLLING IN MAY AND JUNE.

proving the Kirby story. Congratulations CORWIN, on your twenty-five years with Kirby."

And now for the latest scoop on Columbus—At our biggest Ladies Night Meeting, May 2nd, enthusiasm went sky high with the announcement of the Kirby Keep 'EM ROLLING Campaign. Everyone here is figuring points for the tires they want.

We were very proud to announce that in spite of the fact that our three top producers (up to this time) LARRY WILLS, JOHN ILBERTON and MAXINE McDANIEL were away for the entire month, we beat March's record by two sales. It is difficult to give credit individually to this fine organization, for CARL PALAGYI and all of his men worked very hard to make up for President Scott's month.

One of the outstanding jobs was done by BILL HAGUE, who wrote 16 personal sales and helped his crew close many more. You can well imagine what BILL'S paycheck was in April, for he made a down-payment on a new home. He also won a suit contest and a bonus. A few months ago, BILL was studying Electrical Science and looking for a job when we hired him. In April he was the Columbus Man of the Month.

ROGERS MARSHALL and MIKE HARRISON tied each other. Both are doing an outstanding job. TERRY TURNER is coming up fast. HENRY SMOLINSKY who is working 48 hours a week at North American Aviation, sold 8 machines this month. PAUL KOETZ, who also works at North American Aviation, is now selling part-time and doing a nice job.

We wish to welcome LARRY WILLS, MAXINE McDANIEL and JOHN ILBERTON back into services after their auto accidents and illness. We also wish to welcome the following new men into the organization. JOE McDEVITT, whose two sales after training was our margin of victory, JIM WEEMS, MARION HAMPSHIRE and DICK DISHNEAU, who formerly worked for us in Lorain, Ohio, then joined the Marines, and on his release moved his family to Columbus. DICK is out for 24 Plus this month.

PAUL KOONS is getting a Delaware branch started and will be rolling soon. This fine organization is playing for keeps and will help us get to the top rung of the ladder. KEEP 'EM ROLLING.

Evansville

April was another good month for us. We beat April of last year by a considerable margin, and for the year 1955 we are considerably ahead of 1954, and 1954 was a record year for us. Our organization is in splendid condition and we expect to grow even larger before the year is out. Some of our outstanding men have received promotions into better positions and with enthusiasm we hope to set new records in May and June for the Keep 'Em Rolling Contest.

Our top salesmen for the month were ROLLIE HEARN, MILTON FRAYER, TOMMY LAVONNE, SID WERNER, JIM KING, VIRGIL LAIRD, WARREN BLAIR and SUSAN LAVONNE. All these fine Kirby people were winners in our April contest. ROLLIE HEARN won an Argus 35 mm Camera and Norelco Electric Shaver. MILTON FRAYER won a Westinghouse Deep Fryer and Norelco Electric Shaver. The rest of these folks won Norelco Electric Shavers for selling ten or more Kirbys in April.

MILTON FRAYER has been our outstanding salesman for the year 1954 and in addition has built a very fine organization in Bedford. Because of the size of the Bedford area, MILTON had very little room for further expansion. As a result he has been promoted to our Tennessee area and we expect that in a short while he and our West Tennessee division will be the leading division for the Evansville distributorship. Congratulations MILTON, and best of luck in your new opportunity.

NORMAN KRUEGER and JOE ODUM have expanded their operation into our Missouri area. We expect that in a short while they will have this area developed into a well organized, well trained organization producing a nice quota of Kirby sales. NORMAN and JOE have the necessary manpower to do this job, and we are all expecting great things from these fellows.

ROLLIE HEARN and CHARLES ROGERS came in with a very good month in April, and spite of murder scare problems, etc., were second place runners-up to Vincennes, our leading organization to date. L. T. HAWKINS and DOUGLAS GAMBLIN in Madisonville, Ky., are really doing a fine job and are growing nicely. SID WERNER, ably assisted by JIM KING, MAURICE SALMON, HOWARD HOWE had the leading crew for April by a nice margin. We are indeed proud of the way this group is functioning now, and with J. E.



JERRY BOWMAN, Warren, Ohio

For quite sometime JERRY BOWMAN has proved to be a top notch salesman. This earned him a branch distributorship. He is proving himself to be fully capable in this position and the Division Office congratulates him on his excellent work.

Barberton

We in Barberton were all mighty proud to see our little distributorship in the Number 1 spot in the Territorial Top Ten listing. You can bank on the fact that we intend to keep that spot too.

Our hats are off to ED ZUVER who is rapidly becoming a leading salesman in Barberton. We also want to thank ALBERT CANFORA and GARNAT HOGAN for a fine job in April.

We wish to welcome into our organization LARRY BROWN. You will be seeing more of LARRY in future bulletins.

We are working to make May our best month—so watch for us.

REEVES, O. E. BIGGS and LEO SHYMANIK to hold up their end this Southern Illinois division should step up the ladder now. Nice going, SID WERNER. Let's Keep 'Em Rolling.

The Evansville distributorship has dropped back into second place in the Northcentral Division after a brief but enjoyable stay in first place. We expect to be back again after a taste of being tops, and it should be an interesting race. Cleveland has done a good job and have been a top notch competitor for the top rung of the ladder. It is our opinion that they have to be good to stay ahead of the Evansville organization, but we are forging ahead and closing the gap steadily. We expect to be on top soon and stay there.

Akron - Warren

April showered us with our largest production of sales for any one month to date. Kirby being a salesman's and a housewife's dream and with the market the way it is—well—This is the time, write out your own paycheck, men.

JACK HESSLER, our top-notch, put on plenty of demos and came through with 40 personals, which we believe will land him the top Salesman of the Month honors again. That's celebrating President Scott's birthday month, JACK—hats off to you.

The MEALY combine, PAP RAY and SON BOB, celebrated with 16 personals each. BOB and RAY did much to make JERRY BOWMAN'S branch the leader again. According to JERRY this is only the beginning. "May will be our biggest," states Jerry.

Welcome to new men, GENE GARRETT, KENNY GARRETT, MICHAEL CIRIGNANO, DAN BOWER, ERNIE BARILO. You'll be seeing them in the Top Ten before too long.

Prizes offered in April are being repeated again in May, and along with the terrific tire contest, May should prove to be very profitable because April had nearly everyone lugging home a bagful of loot.

DICK BURNS and PETE MORRISON promise to come back strongly in May and with dealer ED LENTZ and TOMMY TURNER promising 24 Plus action, we should climb another notch in May.

KEEP 'EM ROLLING IN MAY!

Youngstown

Youngstown came through with another fine month in April, thanks to the steady selling of AL BUCH, HERB LOVETT, BILL BARTHOLOMEW and GEORGE KOSTER, who all had S.P.D.P.'s.

BILL BARTHOLOMEW, although off the first two weeks due to the illness of his father, came through with 16 sales the last two weeks.

PHIL STAAF and MARVIN REDINGER did fine jobs. MARV started just three weeks ago and has already sold 8 Kirbys.

We are expecting big things from BOB ANDERSON and FRED DAVIS who started last week. BOB is a 65 year old ex-insurance adjuster, and very enthusiastic about his new occupation.

WAYNE ELLIOTT'S crew beat JACK TOMASKO'S for crew honors. JACK, with a couple of new men, has promised to give WAYNE a race in May.

Charleston

RADCLIFFE put forth the same good effort this month of April, and we find him in top place again for the month. Come on BUTCHER and BOYCE up Fairmont way, let's give your old friend some competition during the month of May. Make him work a little harder to be in top place during May. Can one of you men top his sales? Right now RADCLIFFE is on a week's vacation, but we know when he returns he will sell twice as many Kirbys.

BUTCHER is on the report with eight sales to his credit, along with BOYCE. Let's double that sales volume in May, men, and make Fairmont's report a dandy. ORWIG says he is going to make a good comeback this month. Win that prize for it means extra money in your pocket.

Congratulations are in order for our new man, BILLY JOE KEENAN. He is now closing his own sales and doing a nice job. Won his first S.P.D.P. this month. Good work!

WILLIAM HART came right back with a good report. HART is a good consistent worker so we know he will be a success with Kirby. He can take the bad days along with the good days, so he will go far in this business.

Cincinnati

CHUCK WEAVER was our leading salesman for April, but was only two sales ahead of our new man, ELMER MONK, who was second best his first month in the business. ELMER is getting married on May 13th, and his fiancée is both beautiful and a solid Kirby booster. We look for him to really do big things with Kirby after returning from his honeymoon.

PAUL and PAT RITER, husband and wife team, started a new branch operation in Brown, Clermont, and Adams counties which will be known as the ABC Kirby Company. They have five sales in their first five days of operation, and we know this will be a good substantial operation and will substantially increase our sales volume from now on.

Kirby of Northern Kentucky is showing a steady growth with an ever increasing sales volume.

In the past week, three of our salesmen hit triples in one day, so with our new branches and with more promotions coming soon, we are out to measure Evansville and then 'Ole Man Riley.

Indianapolis



Bob Bell, standing extreme right, is the District Manager of Indianapolis' leading crew. This group wrote 119 sales in April. Congratulations for a terrific effort.

Indianapolis had a nice increase in Kirby sales during the month of April. We are hoping that it was enough to win a large banquet, because everyone put forth a real effort to win.

We congratulate BOB BELL for the wonderful job he has done in spurring his crew on to hit a total of 119 sales. His entire crew should have a pat on the back for the real job they did in giving Mrs. Housewife the privilege of owning a Kirby.

BOB HOFFMAN was the leading salesman in Indianapolis with 21 sales, followed very closely by BEA ROGERS with 20 sales, and DAVE PETERS a brand new man, with 19 sales.

JEAN WEEKS did a very outstanding job in April. JEAN goes to high school until noon and still sold 16 Kirbys the last two weeks in April. She canvassed for about a month and decided the real money was in selling and went out and proved it.

BOB PRESCOTT is also to be honored in doing a very good job his first month with 15 sales. All eyes should be watching as you will be seeing many of these salesmen and saleswomen setting records in the near future.

We want to take this opportunity in welcoming DOTTIE PERKINS, BERTHA PENNYCUFF, DAVE LUPUS, BUD CRAWFORD, and MARSHALL HURLEY into the Indianapolis organization. All of them made sales their first week with Kirby, and know the wonderful opportunity that the Kirby business has to offer them.

Dayton

Dayton enjoyed another excellent month of selling, but in spite of this I understand we lost third place to that up and coming Indianapolis outfit. From what Warren tells me, Akron-Warren is snapping at our heels.

GEORGE MORGAN and DON HOUSER are to be congratulated on some excellent field supervision. High in the sales column was JAMES TABLER with 17 sales to his credit. He was closely followed by COOK, SHAFER, LOOMIS and STAFFORD. These men all turned in excellent jobs.

The welcome mat is out for some new men—TROY TURNER, RICHARD LEMASTER, PAUL DUNN, HARRY RUBLE, JAMES AKERS, CECIL MULLINS, and ELGIE GRIMM.

We are looking forward to another good month inside Dayton, and with the right kind of support from Springfield, we should be back in the third slot.

Congratulations to GALE and MRS. GRIMM on the birth of their son GARY.

Wheeling

The Keep 'Em Rolling Contest was met with enthusiasm by our Wheeling group, and they feel certain they will be rolling on new tires in July.

Our new man, RICHARD MORGAN, realizes now what a good Kirby man can really do, and says he will be up at the top with the highest of them in no time at all.

May promises to be a month in which we will have a lot of new Kirby owners added to our list, and people in our territory will hear the name Kirby, more and more.

Canton

Canton is still fighting hard to find a niche in the top ten and win another banquet. New men in May should put us there. Welcome into the business DICK FULTON, RILEY SHEFFIELD, and JAMES ARTHURS. They proved their determination to get to the top by bringing in a deal apiece their first day in the field.

The five foot bundle of sunshine, CHUC SEIFERT, turned on the charm and enthusiasm in April to lead for high sales. HARRY CHALLIS ran a close second. MARV LIGHT had his hands full with a new crew of men that, he says, he will spark to the best month yet in May. Good luck, MARV, I have all the confidence in the world in you.