

NORTHCENTRAL NEWS

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4601 East 46th St.
Indianapolis,
Indiana

BULLETIN No. 68



OCTOBER, 1957

collectingdust.com



SALESMAN *of the Month*



Our Salesman of the Month for September is Leonard Siurek of the Hammond organization. A consistently high producer, Leonard turned in a terrific selling job with 42 sales to his credit.

Not only did Leonard capture top honors in the North-central Division, but the Scott & Fetzer Company has announced that he won the Top Man on the Totem pole award for this month. Congratulations, Leonard.

LEONARD SIUREK

Top Ten Distributors

1. DAYTON
2. CLEVELAND
3. LOUISVILLE
4. CHARLESTON
5. HAMMOND
6. CINCINNATI
7. EVANSVILLE
8. UPPER SANDUSKY
9. COLUMBUS
10. INDIANAPOLIS

Top Ten Salesmen

1. Len Siurek, Hammd..... 42
2. C. Wiehebrink, Lville..... 35
3. R. W. Lanham, Lville..... 32
4. Andy Boccieri, Ytown..... 27
5. Ray Martin, Evans..... 27
6. M. Birchfield, Lville..... 24
7. R. E. Radcliffe, Chastn..... 24
8. Hal Wheeler, Lville..... 23
9. Fred Grair, Clevel..... 22
10. Isaac Crawford, Dayt..... 21

Territorial Top Ten

1. UPPER SANDUSKY
2. LIMA
3. LOUISVILLE
4. DAYTON
5. HAMMOND
6. WARREN
7. YOUNGSTOWN
8. CINCINNATI
9. COLUMBUS
10. CLEVELAND

Louisville

The month opened with a bang. Anxiety was high. Dreams of sunshine and pretty girls were the topic of all conversation. The Happy Holiday Miami Vacation contest really stirred up the dead. With a promise of a week in Florida at the fabulous Algiers Hotel for the most individual sales, GENE HAMM enthusiastically got the ball rolling. The battle was nip and tuck all the way until CLARENCE (Old Dad) WIEHEBRINK surprised all the youngsters of the organization.

All the men of the Louisville office are hereby giving notice to all distributors in our Division that we are wound up and ready to roll—in that new Lincoln, that is. You ain't seen nothing yet. CLARENCE WIEHEBRINK was high man with 35 sales. Made so much money that he went out and bought a Buick (Air conditioned yet). A terrific job from a super salesman.

BUZZ LANHAM gave Clarence a run for his money all the way down the line with 32 sales. We all think Buzz deserves a special mention in the lineup of greats.

HAL WHEELER had a fast and furious month with 23 sales and has left the Louisville gang to go on to glory as the new sales manager of our Lexington branch. Good luck, Hal.

MARSHALL BIRCHFIELD'S climb to the top of the sales ladder has been steady since joining the Kirby force. This month, in an effort to win the coveted Florida Happy Holiday contest, he pushed in 24 sales.

When the final curtain was drawn for the month, DEWEY MARTIN had racked up 18 sales. His dreams were of Florida sun, but now he'll have to wait until next trip.

Suave, cigar-smoking RAY BLEDSOE started the month with a bang and ended with 16 big sales. Once this boy starts rolling, watch out.

After a bit of a slump WINSTON KEITH rose up to tally in 13 sales. His superior demonstration will probably pay better dividends next month.

With the onslaught of fall, our force loses several men to the part-time basis. MILLER, MORRIS, and MOORE (not a cigarette) are giving up good money to attend the Univ. of Louisville.

The name synonymous with Kirby is LEE MARSH. The grand old man of our force here brought in 10 sales this month. The rest of our powerhouse team such as BILL DILLIHAY, CARL HUFFMAN, RON FRASER, BILL EVANS,

Columbus

GEORGE BROWN again proved that old saying, "The more dems you make, the more sales you make". George led in demos with 21 every week and also in sales. He got four sales on a Saturday and Sunday, and made a lot of money plus many prizes.

R. DEWART, FRED ARMSTRONG, and BILL WILSON all made sales to blind people. Fred also brought in DICK STONER as a Buddy.

GLEN CHAFFIN and GEORGE MEYER both qualified for their Ten Pins. Both these men are out to get their first leg on their Five Star Pin and Twenty-four Plus this month.

RAY JONES, a part-time man who saw the light and came in full-time, led the Lancaster gang.

We are constantly adding men and women and soon the ladies will take over from the men here. We wish to welcome JOY BOWMAN, ANNA BRAID, CLEO WHITEHEAD, RICHARD STONER, SANDRA McDONALD, BILL McDONALD, PAUL THOMAS, DON MILLER, RUTH SPEARS, PHYLLIS SWISSHELM, FRED WATSON, and NORA MERRICK.

With the branches hiring and the demos picking up, we are coming down the home stretch to be a winner in the Continental Contest.

Youngstown

Youngstown had their best month of the year in September.

A new man, ANDY BOCCIERI led the sales with 27. Two S.P.D.P.'s were won by AL BUCH, JACK TOMASKO and WILLIAM HUBER.

We want to welcome our new men ARNOLD MARTIN, DAN KELLY and FRED FREEZ.

GEORGE KIRNEL, NORMAN CARPENTER, FRANK ROGERS and BILL EDMUNDSON did their usual good jobs. We are all looking forward to seeing WARREN BLANK at our banquet on October 26th.

ERNEST BEAUCHAMP, CLIFF WOODS, JETT SEGO, BILL CANADAY, BOB TATE, and all the new men too numerous to mention promise to really go to town this next month.

Look at the men that bought new cars this month—RON FRASER, RAY BLEDSOE, MARSHALL BIRCHFIELD, and you know who—C. WIEHEBRINK. So don't say you haven't been told. We're going to SHAKE Louisville, RATTLE those Kirbys, and ROLL in the sales.

Charleston

First of all we all want to congratulate R. E. RADCLIFFE, Fairmont branch, for leading the organization in sales. GENE had 24 personal sales for the month of September. Good to see you back on the ball with Kirby and doing such a nice job. We know you will be out there pitching for your 24 sales in October for TED REYNOLDS has \$100 up for anyone in the organization who sells twenty-four.

Next in line with sixteen sales was our branch manager, K. M. BUTCHER. We have to take our hats off to Butcher for such a fine consistent job of selling along with the many other duties he has.

DON CRUTE, from the Huntington organization, tied with Butcher with 16 personal sales. Don joined ED GITCHEL'S organization a couple months ago and has really been selling Kirbys.

WILLIAM SCOTT, from the Parkersburg, W. Va. branch, did an outstanding job in September. Scott is going to be one of our most successful Kirby men. He is very eager to learn and willing to work. Keep going, Scott.

JEAN THOMPSON, our ambitious girl from Parkersburg, W. Va., tied with WILLIAM TURLEY from the Huntington office with the same number of sales. Let's see both of you top that record in October.

New man, LEROY MOSSER, was on Fairmont's report again in September winning his S.P.D.P. GEORGE BOYCE was out pitching in his usual manner and gave his good support.

MARSHALL STONER was on Charleston's report with a good sales volume. Stoner has done a nice job since he joined the organization and we know he will keep up the good work.

We want to thank the entire group in Charleston for each and every member was on the sales report with sales. We also want to thank R. O. Metz for his help in the office along with his selling duties.

We want to thank ED GITCHEL, KEN BUTCHER, and HARVEY BOGER for their help during this contest. One month to go, men, do your darndest.

We have a real interesting Silver Dollar Contest to spur the men on. Our organization is divided into two teams—the Reds and Blues. Who will win?

Let's keep up the good work—sell Kirbys!

Hammond

We're all in the thick of this Continental fight. We want to win so badly we can taste it. Now of course it isn't the car that interests us, we'd sure hate to miss out on that wonderful Detroit trip. LEONARD SIUREK obviously agreed so went out and set a new record for our organization. In fact, Stan Blackburn wires us that his great single effort of 42 is good enough for Top Man on the Totem Pole—a singular and noteworthy effort. Our hats off to Len.

Along with much loot, a high week of \$791, and a \$100 cash bonus, Len walked off with a \$450 stereophonic tape recorder and a fine air conditioner. Frankly, though, if it weren't for our girl, NELLIE HAUER, giving him stiff competition in the race for the tape recorder, we don't know him far he would have gone. So, our hat off to NELL, as well. By the way, she finished the month with a rousing 20 sales.

Sterling performances were also turned in by old, dependable GEORGE DE YOUNG with 19, and JIM BRUNNER who has the right knack and desire to go far with Kirby. Watch the smoke of KEN SMITH and ROGER HORLBECK too. Don't be too surprised to find them at the top of a totem pole one of these days.

As always, our dear SYBLE ELLIS was in there plugging but ran into a bunch of people with bad credit. What a girl—always in the thick of things.

Once again our fine showing was strictly a team effort and it is very difficult to single out fine cooperation and ability less you slight someone. We are all making this contest a personal challenge and for sure—win, lose, or draw—we're all going to be winners. Big pay checks are a wonderful balm for losing a contest.

MAGGIE SHEHEN of Canton visited with us for two days, and if Jack wasn't such a nice guy we'd try like "H" to get her away from him. Best of luck to all—its going to be great seeing you in Detroit.

Warren

RAY MEALY and WES McCREADY led the Warren organization in personal sales. They were closely followed by AL and ANN STESIAK and WALTER HARRY.

Next month we will report the activities of a number of new Kirby-ites who are doing a nice job in their first few weeks.

North Canton

Well, it has been a long time since you have heard a yell from Canton, but you can bet your boots you're going to hear from them from now on. With the help and cooperation of new men and women, we intend to build a top ten organization.

DON ANDERSON and MARV LIGHT led the sales field this month but with new men they are going to be hard pressed to keep the lead. We wish to welcome LEW KULL, BILL MARTIN (5 deals his first week), BOB SMITH (who also came in with 5 his first week), JIM ROBBINS, HAL STEVENS, DON PIATT, ED JEFFRIES, ED LAWSON, JIM (Flash) KINSEY, Newcomers to the women's division are MAGGIE SHAHEEN, BETTY MAGEE, LAURETTE JOY, LINDA HOOPER, and THURZA SMITH.

With this enthusiastic group and with a new G.E. Automatic Washer as a bonus for high sales to spur us on, we intend to win WARREN BLANK'S trip to Paris for the organization that shows the most improvement. You can bet right now that it is going to be CANTON.

Lima

To all Kirby wives in Lima, especially to those who were able to attend our October 1st "Ladies Night", we would like to say Thank You. Your cooperation and enthusiasm is certainly instrumental in making our organization one of which we are mighty proud. We promise you, Mr. Blank, that the next time you come to Lima, you will have the opportunity of meeting the other half of our sales force. We want to thank Mr. Blank for conducting a motivating sales meeting during the month of September. We are all looking forward to his next visit.

We have some new members in our organization who are doing a very fine job. AL MEYER, who started in September and who has never sold before, finished the month with 19 sales. MAURICE PFEIFER, his first month, sold 10 Kirbys. BILL EDINGTON, although not new in selling, his first month with Lima sold 15—most of them the last two weeks to win for his wife a lovely winter coat. Keep after him, JEAN, remember that watch.

Other new men we want to officially welcome are: JIM EVANS and TOM STAHL (Ohio Northern Students re-

Evansville

We had a fair month in September. Our local Evansville boys again led in total sales with RAY MARTIN doing a terrific job in personal sales. RAY MARTIN has climbed to within four sales of MILTON FRAYER in the race to determine our annual 1957 sales champion. ROLLIE HEARN has promised himself a good month for October and expects it will be done.

Another of our real bright spots is the growth of our Vincennes organization led by BUD KENDLE. These boys are rapidly developing their organization into a first rate outfit. They will be pushing the local Evansville boys out of top spot if they continue their terrific upward surge. CHARLES PREUSZ and HOWARD HOWE say they are both going to win shotguns in October and the race should produce interesting results. CHARLES PREUSZ was top salesman here for September.

NORMAN KRUEGER'S boys are up and going again, running BUD KENDLE a close race for second place. J. W. GUICE was the leader in personals for September. We expect that with the momentum he will continue his winning ways in October. This Illinois organization is doing a fine job in rebuilding and we expect they'll be back contending for the top positions real soon.

We'll be having our annual banquet November 2nd. With this to look forward to along with the Continental Mark III Contest, we think that October will be a record for us for the year. See you all in Detroit.

cruited by MAURICE PFEIFER), WILLIAM HUNT, formerly of Michigan, BRUCE LAHUN, teacher, HOWARD PRESAR, BOB SADDLER (John's brother) JAMES SCHEIDLER, RUSSELL TALIMAN, JAMES ZACHRICH, and RICHARD SNYDER, and of course all their wives.

JOHN SADDLER was a big producer again in September. Although he had a little rough luck and was very disappointed in his total sales of 17, we think he is tops. CHALMER HOLLIDAY is still leading the part-time men in production.

Who will be our Kirby Lady for the month of October? Which lady will do the most to help her husband? It's going to be a mighty close contest. They are all in there pitching.

Ft. Wayne

September is here and past with some of our boys doing an exceptional job. PHIL MARTIN, as usual, is top man around here with DICK "Coyboy" HARPER, a new man, coming in second. Sure made some of our fellows turn red in the face. ELGIN JOHNSON, HAROLD HUYGHE and BOB NEALE all tied for third place.

MARTY UMMEL is still doing a good job. CHARLEY LA FUZE is putting out a strawberry patch and is going to supply us all with berries next year. Good deal, huh! Oh yes, DAVE SINGH and RAY ROWE are back with us now and we're sure looking forward to them doing their usual good job.

DAVID "WAXIE" PARRY was here the first of the month and gave us a good pep talk. The boys all enjoyed it very much. We also had a chicken dinner for the salesmen and their wives the first Sunday in September.

Well, we have been extra busy around here remodeling the office. Oh, the carpenters? BUD CARSEY and GEORGE DUELL did a darn neat job of it too. Of course, VINCE supervised the job and many kibbitzers were present too.

Welcome to JON GORDY, who sold a Kirby on his first demo, MARY JANE COZIK, JOY DIRCK, JACK HACHA, LEROY WIESMAN, PAUL (Fly Boy) KNUDSON, MARION THOMAS, JERRY PHILLIPS, JAMES TYNER and ANDREW ZEHR.

Dayton

The month of September turned out to be another bang up month for Dayton. We missed breaking our all time record set the month before in August by only 9 sales. We are all set to go all out in October to make it the biggest month yet. If hard work, determination, and enthusiasm make a winner, Dayton is sure to be represented in Detroit this coming November.

We want to thank our entire organization for the fine cooperation and hard work that they have done the past three months. We are sure that you couldn't find a better group of Kirby people in the land anywhere.

ISAAC CRAWFORD led in sales with JIM WEATHERFORD just one sale behind him. WILLARD WELLS was in third place with RUDOLPH COOK and DOYLE GIBSON tied for fourth and fifth place.

BUDLONG'S group over in Springfield led the branches, doing another terrific job. MAX APPLIGATE up Greenville came up with a very fine job win-

Cincinnati

September was an excellent month and our number one man was HAROLD HENSLEY. WALTER HILL followed with two less than HAROLD and KAYE LUKEN finished a good third.

We were so busy training Buddies we hardly have enough chairs in our sales meeting room. We feel that the next four weeks can make Cincinnati a winner in the Continental Contest. We are in the stretch and have turned on our full power. We would be most happy to be a winner but we have proven we can double our business by making up our minds and combining hard work with know-how. With all our new people we look forward to continued big months for many years ahead.

Upper Sandusky

September proved to be a record-shattering month for Upper Sandusky. TOM SAUNDERS was top man this month with CHUCK MONROE, GORDON GRAY, WALT THOMPSON, DALE MACKAN and HARMAN MANSPERGER following close behind.

TOM SAUNDERS set a record for this area by getting six deals in one day. He showed the first one in his drive to the milkman and sold the last one to a waitress in a truck stop.

CHUCK MONROE was presented with his 24 Plus Club—Five Star Pin.

JUNE REEVES and MARGE SAUNDERS were honored for being chosen "Kirby Wives" of the month. Each was presented with a gift and a lovely corsage.

We would like to take this opportunity to welcome CARL SCHLORB and CHUCK TACKETT back into the Kirby organization.

ning a steak dinner for his group. This branch is showing great progress.

Middletown came up with their best month this year and have added several new dealers. With the additional manpower, we know that we are going to hear a lot from Middletown.

We also want to thank ADRIAN BUDLONG for the splendid job of recruiting over in Springfield. Adrian has built an organization around him that would be the envy of many factory distributors.

JIM AKERS did a nice job down in Hamilton. JOHN ROBINETTE got off to a good start his first month as branch distributor in Xenia. We are counting on him in October to help put Dayton on top.

Cleveland

As long as there is life there is hope. The Cleveland Browns beat the New York Lions in the last 21 seconds of playing time. The Milwaukee Braves beat the great New York Yankees in the last of the tenth with two out.

We are in the last quarter of the Continental Contest, our boys have had their flu shots, and everyone is in good health and spirits. Many new men have been hired and we are getting in a lot of over-time.

FRED GRAIR pulled into first place with the sub-distributors. He had 22 personal sales. Following not far behind and still doing a wonderful job was Fremont. JACK RYAN led the Cleveland branch with 18 sales; however we had quite a few boys that had 16 sales.

Because of their heavy schedule our school teachers have had to let us down, but have promised us a big month in October.

It isn't whether you win or lose that matters. It is how you played the game that counts; therefore we will be in there fighting until the last ball rings.

With God's help we will see you in Detroit.

Akron

"Oh, ladies, we have come to town. To put the Kirby over"—and that is what we intend to do.

The "MIGHTYMO" Morris led our troops last month in sales, and being a good solid Kirby man, blessed us with two new boys, WEB "88" HOWARD and RONNIE PATTERSON.

Our new club, "The Lobster-Tails" (4 sales in one week) Akron's most exclusive Friday luncheon group, welcomes JOHNNY PATRINO into its fold. Charter members adorn themselves with the exclusive "Lobster Tail" pin on Friday—a mark of distinction here in Akron. Lets see you join our charter, John. Two more times and you're in.

While things look a little dreary with this flu bug having bit our organization, it also gave us an idea. Morning breakfast menu includes coffee, tea, rolls, plus rybutol and salt tablets. We may roll over but we won't play dead.

Welcome to DIANNE (first day out a sale) JOSEPH, JOHN "Lobster Tail" PATRINO, RON PATTERSON, BARBARA HARTLEY, WEB "88" HOWARD, DON PARVIN and MARY FLOYD.

See you next month with the increase and more happy news.