

NORTHCENTRAL NEWS

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SALESMEN *of the Month*

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Warren Blair

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This month the distinction of being Salesman of the month is shared by two of the Northcentral Division's top producers.

Congratulations to WARREN BLAIR for his excellent performance. WARREN hails from Evansville, and month after month does a consistently good job.

Hats off to JACK HESSLER who shares the limelight this month. JACK is with the Akron-Warren organization and has always been one of their leading salesmen.



Jack Hessler

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Top Ten Distributors

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

Top Ten Salesmen

1. WARREN BLAIR ----- 19
2. JACK HESSLER ----- 19
3. AL BUCH ----- 18
4. THOMAS TURNER ----- 17
5. WM. BARTHOLOMEW ----- 16
6. BILL ELLIOTT ----- 16
7. HERB LOVETT ----- 16
8. ROBERT MEALY ----- 16
9. LARRY WILLS ----- 16
10. BEA ROGERS ----- 16

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Territorial Top Ten

1. LEXINGTON
2. CINCINNATI
3. YOUNGSTOWN
4. UPPER SANDUSKY
5. AKRON-WARREN
6. RICHMOND
7. EVANSVILLE
8. DAYTON
9. CLEVELAND
10. LOUISVILLE

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Evansville

At our annual banquet held February 26, 1955, MR. GEORGE SCOTT and MR. WARREN BLANK helped us celebrate our best month in sales in over four years. We think the Sterling Silver Contest helped us a great deal in this accomplishment. Our annual banquet was an outstanding success due a great deal to a good month in February, but primarily to our distinguished guests, MR. SCOTT and MR. BLANK.

MR. SCOTT presented MILTON FRAYER with his newly won membership in the President Scott Club. MILTON also received our annual award given to our outstanding salesman of the year. He was awarded a \$100.00 wristwatch, and his name permanently engraved on our Sales Champion Scroll which hangs for all to see in our office.

We had so many outstanding jobs done in February that it will be difficult to do justice to everyone in the allotted space. Our leading groups and managers in order were—CHARLES PREUSZ and MILTON FRAYER, Vincennes; ROLLIE HEARN and CHARLES ROGERS, Evansville, Indiana; NORMAN KRUGER and JOE ODUM, Paducah, Kentucky; and SID WERNER and HARRY WRIGHT, Illinois.

We, in the Evansville Distributorship, are planning on setting an all time high down here in sales during the year 1955. We are already about 100 sales ahead of 1954, and we expect to keep up for the balance of the year.

Our leading salesmen for the year are WARREN BLAIR, SUSAN LAVONNE and JACK LANE. It looks like a battle royal in determining who will be our 1955 sales champion.

Chillicothe

Chillicothe is on the way up the Kirby ladder. We are concentrating on hiring at the present and by the time the next bulletin goes to press, we hope to be able to report the addition of several new men.

We hope, too, that with several promotion ideas the entire population of Chillicothe will be Kirby conscious. At the present time we are contacting all newly married couples and convincing them that the Kirby is the only cleaner for their new home or apartment.

Now is the season for all housewives to become cleaning conscious and we in Chillicothe intend to make this pay off. The sales will be rolling in so watch for us on the top rung.

Cincinnati

February, although a short month, was long on Kirby sales. We had another real fine month in Cincinnati.

Our new No. Kentucky Branch, with KAYE LUKEN leading with 17 sales, helped make February a real successful month. Two new men, BOB McGRATH and HAMMOND had seven sales each and should double their production in March. Looks like Northern Kentucky will soon be giving Cincinnati a real race. AD KRECKLER is talking about making a steak and bean dinner to make it more fun.

In Cincinnati, PAT RITTER and CHUCK WEAVER tied for top salesmen. Of our new men ARTIE SHAW led and has a real fine head of steam up for the month of March.

JACK ANSTAETT was a slow starter but hard work is beginning to pay off and we know JACK will be one of our top men soon.

We moved into third place in January and hope to March over Evansville in March.

Zanesville

February was a good month in Zanesville, but we expect March to be even better. A lot of time has been spent working in our new office. We've been here until midnight many nights cleaning, painting, and arranging, but we feel the time was well spent and we are really proud of our efforts.

Everyone is going all out to win a banquet in March—so look for our names among the winners.

Canton

Well, it's full steam ahead in Canton and our best month to date is going to be in March—and another banquet.

FRED DUECKER and his gang led the sales parade this month, but are determined to have even better records in March.

DON BAKER led with high sales and is working hard to join the 24 Plus Club. The way he is steamed up, he is bound to make it.

The 5 ft. bundle of sunshine, CHUCK SELBERT, took over the reins as District Manager the first of March, and is joined by new men BILL GROVES, RAY GARTEN, RICHARD COCKLIN, LEWIS CAPPLER. This promises to be a hard hitting crew, and with CHUCK at the helm will give FRED DUECKER and his gang a real show in the steak and bean contest.

Columbus

They say that youth must have its fling, but in February age and experience paid off—and a dark horse came in first. LARRY WILLS took top honors in Columbus in February and won a beautiful wrist watch for his wife. In order to do this, LARRY had to overcome some pretty tough odds, such as illness and his car being in repair a great deal of the time. Congratulations, LARRY. Keep the young ones trying to beat you.

February has been our best month so far and it's only the beginning. Congratulations to CARL PALAGYI and his men, and welcome to the newcomers—BOB CROCE, KARL ACHENBACH, JAMES FISHPAY, HUGH HARRISON, ROGERS MARSHALL, ANGELO MSEI, MARVIN PITT, MAURICE WRIGHT.

There were some close runners-up for top honors in February—RONNIE BIANCO, BILL HAGUE, JERRY TURNER, JOHN ILBERTON, and GUST MANDIS.

Now that we are off the side track and in the Big Ten, everyone is putting forth his best effort to reach that coveted Number 1 position.

Our Service and Personnel Manager, FRED ROOT, is doing a fine job.

On February 28th, we held our second Big Ladies Night Meeting. MR. CLYDE ROBINSON, one of our adjoining distributors, and his lovely wife, were our featured guests. CLYDE'S inspiring talk was enjoyed by everyone and we left the meeting with the idea of lighting many candles (in the form of Kirby sales) for MR. SCOTT'S birthday cake in April. In order to do that we all set out to make March our biggest month yet.

Barberton

Barberton enjoyed a good month in February, and with the enthusiasm of our new men, March should prove to be even better. CLYDE HOLMES proved himself by selling two Kirbys the first week in the business. PHILIP SMITH, on his first solo demonstration, sold the Kirby. Pretty good demonstrating, we'd say. We also want to congratulate ALBERT CONFERA and GENE HUPP. During their first week with Kirby they sold three deals each. We are really proud of these men and with such performances, March should prove to be a banner month.

Akron - Warren

As anticipated, February, despite influenza, personnel reshuffling, etc. was our biggest yet!—but we expect this record to last only that long until we get our March totals in. You see, we have that forward look and big growing pains and that along with enthusiasm and willingness to roll up our sleeves and demonstrate four times daily—how can you miss?

JACK HESSLER, back from vacation, led our organization in sales closely followed by TOMMY TURNER and BOB MEALY. JERRY BOWMAN'S group led the branches in sales. BORDELL, BURNS, and MORRISON'S branches are gathering steam and plan on making March and April their biggest.

Welcome to new Kirby men—ARLEY BAILES, ERNIE HIBBS JR., ROBERT LEWIS, and ROLAND JEFFERS. They give promise of becoming real Kirby heavy-weights, especially with the Kirby training program being used today which really puts a man into the business.

Warren-Akron will move another notch in March.

Richmond

Well, it looks like the best little Kirby organization in the country will eat beans at the forthcoming banquet with our neighboring distributorship, Muncie.

February started out with a bang and ended up with a bang, but somewhere in the middle we hit a snag. So, hats off to you, Muncie, enjoy your steak. You deserve it.

Our top producer was AL CARLTON, a new man. Keep your eye on this young fellow, because I personally believe that within the next three or four months, AL'S picture will appear on the front of the Northcentral News as Salesman of the Month.

Our gal in the office, MELBA HAISLEY, deserves much of the credit for as good a showing as we did make against Muncie during February. She did a nice job as always.

Old timers, TED McKILLIP, BILL BORDEN, TOM BORDEN, MILDRED BOKELMAN and OPAL HERN also deserve a pat on the back for a job well done.

Oh, they are a good group.

P.S. We here in the organization can't take all of the praise, with a wonderful guy like BOB CAMPBELL to keep things purring. We think he is the best distributor in the whole U.S.A.

Charleston

Leading the organization was none other than R. E. RADCLIFFE. We are certainly glad to see GENE back up there in his usual place. GENE is back up in Charleston with TED REYNOLDS—they make a good team.

The Fairmont boys came through with good reports too. BUTCHER, the manager in Fairmount, was right out there pitching for his own personal sales and also giving his boys a hand. Month after month BUTCHER keeps up the same old pace and his name is always on the report. He is a consistently good producer and we are proud to have him in our organization.

GEORGE BOYCE deserves a lot of credit for his help in the Fairmont Branch. GEORGE has been in Fairmont for sometime now and since he joined the branch we always find his name on the report each and every month.

D. WAMSLEY and M. STARCHER joined the Fairmont branch at the same time and since then have been doing a dandy job. This month of February finds each man winning his S.P.D.P. Keep up the good work.

We are looking forward to seeing MR. ORWIG among the prize winners in March. Come on, let's get out and pitch hard to win those extra dollars in March.

RALPH METZ gave his good support to Fairmont also.

In Charleston, D. HUNDLEY had a good report. RATLIFF and POORMAN were tied with the same number of sales.

ECKER and SUTHERLAND gave their support too.

Toledo

We want to thank WARREN BLANK very much for his recent visit. We wish he would do it more often.

All the boys in the organization are trying hard to win the "Jack Pot," which amounts to \$128.00 for the three highest salesmen. The winner is required to get five sales in one week. The Supervisor's "Jack Pot," of course amounts to \$90.00 which will also be paid when the other "Pot" is won.

Our "Most Popular Salesman" has, we think, caused considerable interest and has increased both demonstrations and sales. This, along with our new radio contest, is really boosting our sales. Toledo has finally shaken the jinx and will rapidly move back into the Number One spot in the Division (where we belong.) See you later.



Wheeling, W. Va. Organization



James Leos, left; Pete Peterson, right
Wheeling, W. Va.

Lexington

Well, you can't say we didn't try to win that banquet down here in Bourbon country. One thing we know, the one that beat us worked like fury. Another thing we know all of our salesmen have money in their pockets and silver on their tables.

BILL ELLIOTT brought in sixteen sales, ROY POE led the new men with twelve sales. Even "Old Man" HOLLAND went out in the field to help the new men and rustled up twenty-two sales.

CLYDE is leaving Lexington this month—said he did not know where he is going yet. CLYDE sure has helped this organization more than anyone can say, and we will all miss him. We wish him the best of luck.

Well, we are going to have a banquet anyway, even if we did not win the National one, and WARREN BLANK and JOHN KEMPER will be with us at the Phoenix Hotel, March 26th.

Cleveland

Since the overall picture for February did not change much from what we tallied in January, we can really say nothing about that except that each man has a sales quota for March that he is going to make to win us that banquet!

ROLLAND BARBEAU had the biggest month in Lorain since he has been the sub-distributor there. He has worked hard and the results are gratifying and will be better and better each month.

KEN and SARAH CHAPIN had another good month and they also expect each month to gain over the previous month. BOB BOUCHER is back on the job again helping GEORGE KURTZ to have a good month in February.

The new telephone books have been delivered and now all of our sub-offices are listed, which in itself should boost neighborhood business. March is the start of the natural buying period for vacuum cleaners because it is house-cleaning time.

Cleveland has decided to go into March like a Lion—and come out of March like a Lion—VICTORIOUS!

Muncie

The Muncie organization enjoyed a very successful month in February. Then too, there will be the joy of seeing our neighbor, the Richmond organization, eating beans at our forthcoming banquet. The joint banquet will be held at Carpenter's Farm just outside of Muncie and promises to be a fun-filled evening for all attending.

Now that things have started rolling here in Muncie, we don't intend to let down for one minute.

Indianapolis

We want to heartily welcome to our organization BILL GROVES as our top sales executive. BILL comes to us from Cincinnati where he has done a fine job as Sales Manager the past three years.

BOB BELL, in his first months as district manager, had the leading crew for the month. Congrats, BOB.

New men in our organization are BOB BEVINGTON, LAWRENCE BEMENT, LOWELL HACKER, DON MEADOWS and CHARLIE NEWTON. Watch their smoke, in fact, watch Indianapolis from here on out. We intend to be tops d--- soon!



LEONARD LOOMIS
Dayton, Ohio



JAMES TABLER
Dayton, Ohio

Dayton

Dayton came up with another good month for February. Although no one did an outstanding job, all of the boys turned in a good steady performance. DICKSON, GORDON, COOK, DOLAN, LOOMIS, DENT, CLEW and REANER were among the leaders.

Two of the newer members of the organization, RALPH FORD and LOWELL SHAFER did very well.

MARLYN WILT up in Troy has started to do a very good job. February was a very good month, with RENNER and CLEW leading the branch.

DEE HERT worked with Troy and Springfield in February, and certainly did a fine job. All of the Dayton distributorship wants to thank DEE for his help.

Springfield has completely reorganized and added a lot of new men. We know

Youngstown

Youngstown came up with another fine month in February and we are planning on March, April, and May as the biggest months ever.

AL BUCH was the top man in the organization this month with two S.P.D.P.'s and then some. He was followed closely by BILL BARTHOLOMEW and HERB LOVETT.

BILL BARTHOLOMEW is being promoted to a factory distributorship next month and will be missed by all of us in Youngstown. Good luck to him in his new venture.

WAYNE ELLIOTT'S crew again out-sold JACK TOMASKO'S crew by a mere five sales. JACK has promised to show WAYNE his heels in March.

GEORGE KOSTUR, PHIL STAAF, DENTE ROBBINS and TOM HORDEN turned in a good job and will be pushing for top honors in March.

New men who have been welcomed into the organization are JAMES TILLEY, HARRY RICE, DOC OSWALD and TONY MOSES.

With the power in top salesmen that Youngstown has, they will be up near the top in the very near future.

Hammond

The Hammond organization is making progress. Our sales are not what we want them to be, but every month is better than the last. We have moved our office to a new location and have spent many hours getting it in ship shape.

The general outlook of the population is much more optimistic now than it has been for several months, and we intend to take advantage of this to the hilt. Look for our sales to roll in.

Ft. Wayne

Ft. Wayne enjoyed a good February and with these warm spring days we've been having, the sales in March will hit the top mark.

High salesman for the month was GIL BECK, closely followed by CAL BECK, PHIL MARTIN, PAUL BEERMAN, WOODROW WOODS. Good work, let's double that next month.

they are going to have a big month. Dayton is all set to have one of the biggest months that it has ever had. See you all next month.