

NORTHCENTRAL NEWS

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SALESMAN *of the Month*



Our congratulations to Larry Wills—Salesman of the Month. Larry returned from a vacation to set a record of 30 sales in September, topping his previous month's record of 27 sales. Columbus is justly proud of Larry, and we wish him continued success in Kirby.



LARRY WILLS

TOP TEN DISTRIBUTORS

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

TEN TOP SALESMEN

- | | |
|--------------------|----|
| 1. LARRY WILLS | 30 |
| 2. KAYE LUKEN | 26 |
| 3. BILL BORDELL | 24 |
| 4. ETHEL FIEDLER | 24 |
| 5. WAYNE ELLIOTT | 22 |
| 6. GILBERT JARRARD | 20 |

* Twelve men tied with
19 sales each

Huntington

Huntington is on the march again to stay in the Top Ten. New men who earned their first bonus their first two weeks in the Kirby business are Charles (Digger) Hoke and Bob (Hot-Shot) Garth, and they are out to join the 24 Plus Club in October.

Welcome to other new men Bob Alban and Harry Reeves. Eddie Price, the new Branch Distributor, is starting to click and claims he will lead the other branches in sales for October. Good luck Eddie.

If Bob Brittain would stay away from Canada a little more I expect he would be showing Dave Parsons and Dick Allen how to sell Kirbys and lead all branches in sales.

Bob Johnson was again the high producer in Huntington.

Akron's Actions

Roy Brooks phoned from Akron telling us that he had a very fine month. According to Roy a sales report was to follow. However, it is time for the bulletin and since no information is forthcoming, we have to omit the Akron story.

Roy also told me that one of his men had 41 sales for the month, and we understand this man is enjoying the Homecoming festivities going on at the present time. However, since we had no actual report, we are not listing these sales.

Muncie Musings

There is a spirit of optimism here in Muncie, and there is a reason for it. We ended the month with more than double the previous month's sales and three times more sales than any month previous to that.

Our old standby, Clay Elmore, is out there pitching every day, and is doing a good job all the way around, but especially so on Handi-Butler sales. Since he has been with us, his sales have averaged better than 88% Handi-Butler deals. Clay says it pays well for the few minutes it takes to show it.

"Hy" Paaske is leading the field and winning the contents even while giving a helping hand to our new men, since he is our Crew Manager. We plan to dub him "One a day Paaske" in October.

Cal Estep and Bill Schoening have had the fire bath, and are ready to roll now. Both promise to be good producers. We are on our way now.

Cleveland Capers

In Cleveland we are still talking about what we did in August.

We had our Homecoming Party on the 15th at which time we awarded 25 suits of clothes and the two highest salesmen over quota who won the mink stoles for their lovely wives were Fred Grair and George Gallop.

We want to thank all the Cleveland boys for not taking their vacations until September. So September started off very quietly but finished up with a bang which proves what we have always said. You can do anything you want to do or have to do. Our Cleveland Boys work and plan on getting so much business

Mink Stole Winners—Cleveland Homecoming Party



Left: Mr. & Mrs. George Gallop
Right: Mr. & Mrs. Fred Grair

each month—vacation or no vacation. Now that vacation month is over and the children are back in school, we are back ringing doorbells again. We are sort of apologizing for the month of September, but as we previously mentioned, we waited to take our vacation this month. October looks like the month that starts us all over again and puts us back in our usual stride.

We were so proud to learn that two of the President Scott winners originally started as salesmen with us in Cleveland—Ed Smith and Dick Ryan. Their success just proves how far any ordinary man can go in this business in a short time. Neither man has been in the Kirby business ten years yet.

It is difficult to write a good story when you have not had too good a month. Our only excuse is vacations, but we'll have some interesting reading material for everyone next month.

Louisville

In the month of September, Louisville had a good average month. Only thing about being average—you're as close to the bottom as you are to the top! But we will be looking for our spot in the Top Ten and even more eagerly looking for a spot higher up on that ladder in the next few months.

Mr. Marsh and his Louisville group led sales this month and each man came up with an S. P. D. P. or more. Top man was Dudley Boyd, who found out six sales per week is not a bit out of his reach. Fine work, Dudley, and keep up the pace. Right behind Dudley came a new man, Don Courte, winning his silver set as did Joe Clarke. L. D. Ferriell, who posted his ten sales, is working part-time in the evenings. Nice work, L. D.

Roy Siers also let it be known that five sales a week can be his pace, and cinched his S.P.D.P. in the last week. Another new man, Charles Borders will be ready to give us a big boost in the month of October.

Don Hanka—"Come on, Boy."

Jim Stevens came through as we knew he could and is looking forward to handling a crew in the very near future. Jim, you have all that it takes, and we're looking forward to plenty of sales from your direction.

Outside sales were beginning to add in with New Albany, and Pat Regan, and Helen Ries getting a good start. Don't believe they'll be under 50 sales this month. How about it, Pat, and Helen?

Clarence Wiehebrink, who went down yonder to Glasgow to trade some Kirbys for tobacco, managed to get his silver set in spite of the short time he had to spend selling. Nice work, Clarence. Your big month of October, along with all the other boys, will put Louisville in a more comfortable spot next month. See you all then.

Wheeling Whistles

We want to congratulate James Leos Jr. Jim, although a comparatively new man, led the pack in September with a neat 15 sales.

Next in line was our old standby, Earl Helmbrecht.

Wheeling is starting to roll now, and you can look forward to a much improved sales performance in October.

Indianapolis News

This makes three good months in succession. That little old song entitled, "Clap Your Hands," can be put to good use here now.

We would like to mention a few of our stars. Leading our organization this month was Cannonball Baker. Following him were Working Man's Friend Payton, Singing Sam Sims, Canepole & Hook Longest, Answer to Girls Prayer Rinella, Arizona Kid Ellis, Well Gosh Bretz, and Kiddie Car Doran.

We also have several men who deserve a pat on the back in anticipation of a better month next time. He who works hardest and longest makes most of time and money.

Chillicothe

Chillicothe came back to life again this month, considering the fact that we all spent a week at the Ross County Fair with our display, and the Labor Day weekend. We feel as though we have done pretty well.

This was our first year at the fair, and all of our salesmen, at one time or another, worked there, and received over 1,000 appointments.

Jack Imler, our hardest working salesman came up with his biggest month and he claims next month will be better yet. You know what, Jack? You can do it.

Leon Taylor got a lot more squirrels than he did sales, but he still came up a winner in the Step Up Contest.

Phil (Rebel) Martin had his biggest month to date and he claims next month he will be in the 24 Plus Club. Phil took a parakeet in as a trade and we didn't know whether it was a female or a male, so we just called it Kirby.

We all had a good month here in short supply, Doug and L. T. just go out and get sales themselves, and they are worth any five men in personal sales. Doug tells me he has a good man now in Mr. Walker in Hopkinsville, made a S.P.D.P. in September. So from the facts, it looks as though Doug and L. T. are on their way up the ladder again.

Richmond Raves

Richmond is feeling very optimistic. In fact, we have even called Warren in Indianapolis and asked him to arrange a contest with other distributors with approximately our potential. We hope that he arranged such a contest for November as we are really ready to burst at our seams.

High men were again Bill Borden and Ted McKillip, two really terrific Kirby men. Bill, of course, was a double dividend winner and Ted was right behind.

Evansville Eruptions

September wasn't too good a month, yet we are only a few sales off from what we would call a good month. Mr. Brackett always says that business picks up after the World Series and after school gets started. If this is true, we should do a terrific job in October.

I think that the most interesting thing that happened to us this month is that our leading sales person was Ruth Bryant. Ruth has been with us for several years and has always been good for a S.P.D.P. each month and has finally showed the men in this organization that she could beat them. Good job, Ruth, and congratulations on your fine work.

Among our district managers, Charles Preusz again led, ably assisted by Milton Frayer, Don Ranser, John Bragg, and J. E. Shewmaker. Charles and his Vincennes organization are doing a tremendous job and we are all very proud of them. Next in line among our DM's was Art Phillips and his boys. As stated above, Ruth Bryant led them all in sales. Sid Werner in Evansville with Pat O'Brien helping a great deal, came up with a fine month. Sid Werner is on his way in this business. For several years now he has been learning and experiencing the ups and downs of this business, and has now emerged as a solid sales person and sales manager. We are expecting great things of Sid.

Norman Kreuger in Southern Ill., has come up the hill again and is now threatening the leaders. Norman has some tough sledding, but is coming out of it as we knew he would.

Douglas Gambin and L. T. Hawkins are doing a very good job in Madisonville. They are experiencing the usual man power shortage, but when men are in short supply, Doug and L. T. just go out and get sales themselves, and they are worth any five men in personal sales. Doug tells me he has a good man now in Mr. Walker in Hopkinsville, made a S.P.D.P. in September. So from the facts, it looks as though Doug and L. T. are on their way up the ladder again.

Portsmouth

We congratulate Fred James on his excellent showing. The fact that he is a beginner apparently has not stopped Fred, and under the leadership of Dom DiSalvo it looks as if this organization is coming into its own.

Fairmont Frolics

We want to welcome E. C. Webb back into the Kirby Family in Fairmont. He has been with us during September and came through in flying colors. He leads the branch this month, with 10 sales to his credit, winning one S. P. D. P., and also winning the four piece tea set.

Radcliff was right behind Webb with nine sales to his credit and winning one S.P.D.P. Radcliff and Webb work with each other and they make a good crew.

Kenneth Butcher was on the firing line this month and came through in his usual manner with eight sales to his credit and winning one S.P.D.P. Good work Butcher. We can always depend on Butcher keeping his name high on the sales report.

Ralph Metz is on the report, winning one S.P.D.P. We missed your name on the list for the tea set. Make October a better month.

Up Sheperstown way, we find A. D. Stalnaker leading the branch. We know Stalnaker will keep up the good work and keep the sales coming in.

Sub-Distributor, H. B. Hall, came through with a nice month to his credit. Hall says we can expect to hear a great deal from Shepherdstown.

Sub-Distributor, H. C. Wolfe, gave his support this month also.

Columbus Calling

Larry Wills is Columbus' "Man of the Month." Larry hails from down West Virginia way and had previously set a record of 27 sales in a single month.

After taking a short vacation, he returned to Columbus to break that record with 30 sales in September. Congratulations to Larry and to his wife, who has constantly given him the moral support needed by all successful Kirby salesmen.

Braden Nida and Jim Beal have returned to the campus at Ohio State. Brady decided to finish his dental schooling and will be working part time. Jim will graduate in December, and until that time, will have to confine his work with Kirby to afternoons and evenings.

With men like Jim Beal, Larry Wills, Terry Edens and Curt Keith to set the pace, Columbus is out to "Bounce" a little higher each and every month.

South Bend Story

September is over, and about all we can say is "Phew!" "It sure was rotten." However there is always a bright side to every dark cloud. Studebaker laid off 6,000 men, and we now have them all working for us. So look for us in October, we will be back with bells on.

We have two crews starting out the last of October, which will be very capably run by our two new DM's, Gertrude Butler and Bill Bell, a guy and a gal who are really out to beat each other. They are both very capable, and the results should be very wonderful.

Bob Neale, our former D.M., is assisting in the training of new men, and selling part time. He is doing the same fine job he always does, regardless of what he is doing.

Our organization will start off the first of October in wonderful shape and we expect a very good month.

Upper Sandusky

Although this organization is brand new, it looks as if they are starting in the right direction. John Lind has everything it takes to make a Kirby distributor, and we are looking forward to this territory, although a small one, being a consistently good producer.

Dunbar

Dunbar is still hitting the ball, trying to get back in the Top Ten. Now since we have added two fine men to our organization, we hope to hit it this month. Welcome to Fred Gray and Vance Smith.

The top men for the month are G. W. Payne and Fred Honaker. Both were brief case winners in August.

George Payne, one of our good men, is now in West Virginia University studying law.

Watch us in October. We are going to climb.

Youngstown Yells

Andy Skody has developed into one of the best District Managers in the North Central Division.

Wayne Elliott and Gilbert Jarrard were the leading salesmen in the month of September. Clarence Walls, a part time man, came through with 13 good Kirby deals.

Lou Jambor and Lou Del Rae are back and ready to challenge Elliott and Jarrard for top man in October.

Territorial Top Ten*

1. YOUNGSTOWN
2. CHILLICOTHE
3. WARREN
4. AKRON
5. CINCINNATI
6. CLEVELAND
7. MUNCIE
8. LOUISVILLE
9. RICHMOND
10. DAYTON

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

Dayton Diggins

Springfield got off to a fine start in September, and they have three new men already started in the field. You will be hearing a lot from the two Grimm boys in the near future.

The Dayton bunch let down a little in September, but watch them bounce back in October. There is \$500.00 up in cash prizes and the boys are really hustling to get their share.

Several of the boys have side bets, so you can expect a much better job out of Dayton for the month of October.

Welcome to new men Senter, Dooley, Lippincott, Graves, Reynolds, Dove and Repprecht.

Warren, Ohio

Bill Bordell is the high dealer of Warren this month. Besides making the 24 Plus Club for the second time, he is the winner of the Salesmanship Trophy for the month. If he wins it for three consecutive months, he keeps it permanently. However, competition is keen.

Bill also won a \$5. bonus for every sale over his quota, his quota being 12.

Richard Wolcott, Wally Pelto, and Bill Bordell (again) were proud winners of the beautiful silver sets, and Bordell came up as a winner again when he was awarded a roaster.

Toledo Tickings

We did not make the progress that we expected in September. Our sales manager, and one of the best, Jim Walley, was out most of the month with a broken leg, and we certainly missed his leadership. However, he is back now and once again Toledo has started to roll.

Our service man, Kenny Kroll, is back from Las Vegas with all the money in the state in his pocket.

Cincinnati

Kaye Luken led our organization with 26 sales, and this makes Kaye's fifth time as a 24 Plus Member. She is therefore now a member of the President Scott Club.

Ethel Fiedler made the 24 Plus Club for the first time.

We are all set for our trip to Cleveland, and were sure pleased to win.

Jean Greiner is on the road to recovery, and may be back later this month to help us in October. We certainly have missed her production during September and August.

We have a \$100 cash bonus for any salesman who draws a paycheck during October for a week that will surpass our biggest paycheck issued for one week so far.

Lexington

The Lexington office was closed except for service call September 5th to September 28th.

However, a hiring program was started the 28th., so big things are in the making. Three new men are in training at the present time.

James Price and Bill Elliott have returned to work the 1st of October, so watch out for these two boys.

Ted Miller has a release from his doctor after a back injury of over 60 days. He is returning to work the 7th of October, and we are certainly happy to see him up and going again.

Ft. Wayne

We had a slight drop this month in sales. However, it is over now and forgotten. With the way the organization is shaping up, October should be our best month to date.

Gary

After a very shaky summer, things are really beginning to look up in Gary. Don Wright has taken the bull by the horns and in the past three months has done an outstanding job on personal sales. Now there is a hiring program, and in the very near future, we expect Don and the Gary organization to be heading towards the Top Ten.

I am only one, but I am one.
I cannot do everything, but
I can do something.

What I can do, I ought to do.
And what I ought to do, by
God's grace I will do.