

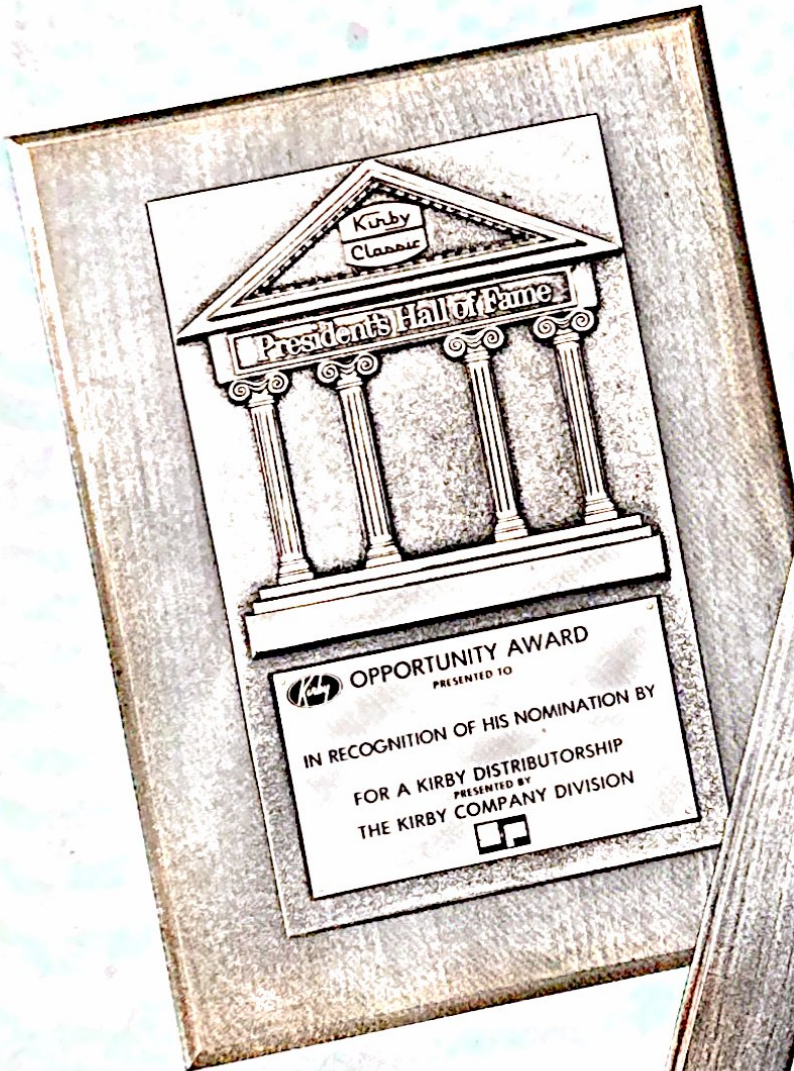


Firing the News

THE KIRBY CO., DIVISION OF THE SCOTT & FETZER CO., CLEVELAND, O. 44102

collectingdust.com

Your opportunity is happening Now at Kirby



THE PRESIDENT'S MESSAGE



Attitude plays such a very important part in our business that I feel it is important to discuss this matter with you again. Recently I heard a talk by a gentleman from Garden Grove, California. His name is Dr. Robert Schuller. He has developed what he calls possibility thinking. His basic philosophy is this: "When faced with a mountain, I will not quit."

I believe this is a very important philosophy for every one of us in Kirby. Certainly all of us have faced what we considered to be an impossible situation. The most important asset we have when being faced with that kind of situation is the kind of mental attitude we bring to the problem. Whether you are a Dealer, a Field Supervisor, an Area Distributor, or a Kirby Distributor, all of us must face the challenge of selling every day of our lives. The person who achieves real success in our profession is usually the one who has what we call "a healthy self-image." This is part of the possibility thinking philosophy. What we think about ourselves, who we are, what we will become, etc. determines to a large degree the success we will achieve in life.

We often speak about the development of a positive mental attitude being the key that unlocks the door to success. How does one develop possibility thinking, or a positive mental attitude, or even more important, a healthy self-image?

First, it is necessary for an individual to understand that within each of us is the potential for greatness. I am thoroughly convinced that the vast majority of Kirby people have not yet reached their greatest potential. I am further convinced that everyone in our fantastic business can achieve the success that is so readily available to everyone in Kirby. What you think about yourself, the product you sell, the customer, and above all, your ability to succeed will ultimately determine your degree of success in Kirby.

Second, the development of a positive mental attitude demands your best effort at whatever you are doing. We have an old saying in Kirby, "Roll up your sleeves and go to work." Most of the problems will fade away through constant effort and good work habits.

Third, developing a positive mental attitude and healthy self-image demands constant attention to the perfection of your vocation. All of us should strive to become a real sales professional. Do all of the things that create a professional image in everything that you do in Kirby.

Someone once said that desire is the basis of all achievement. If you have the desire plus a healthy self-image and a positive mental attitude, your success in our business will become a reality.

Nelson E. Bullington
President

Spicing the News
A quarterly publication of
THE KIRBY CO.
Division of
SEB
for Kirby Men and Women everywhere.
VOL. XXVIII SEC. 1 MAR, 1976
Claudette J. Wlasuk, Production Editor
Litho in U.S.A.

OUR COVER . . .

Kirby gives a "special salute" to the Kirby Distributors who are members of the President's Hall of Fame, by offering the Kirby Opportunity to people in their organizations through the President's Hall of Fame Awards Program. (See pages 17 - 20.)

INSIDE . . .

Kirby Opportunity is offered to "up and coming" Distributors through the President's Hall of Fame Awards Program. See page 27.

Another Kirby "Pro Tip" is given to Kirby Dealers on page 6.

See page 23 for "Happy Letters" received from satisfied Kirby customers.

Corporate Chairman's Message

The first Kirby fiscal quarter ended on February 28 and the results can generally be characterized as good. You undoubtedly have been reading about the percentage increase in the Dow Jones averages, the percentage increase in the Gross National Product, and other accepted measures of the business economy. It is most encouraging to see that during the first quarter of 1976, Kirby's percentage of increase exceeded that of the general economy.

The reasons for this improvement are well known to all of us: improved financing, an excellent and unique product, the largest number of Kirby Distributors and Area Distributors in the history of the company, and the continuing efforts of loyal Kirby people to recruit, train, motivate and retain an excellent group of Kirby Dealers.

Indications are that business in general should continue to improve during 1976 and, to a degree, these improving economic factors help Kirby. Much more important, however, are several forthcoming factors which will help Kirby even more during 1976. A few of these are the new concepts of Regional Kirby Conventions, and completely new contracting, training and sales aids. The sales motivation contests which have been created for the balance of the year are most exciting and should contribute greatly to the profits of every Kirby Distributor, Area Distributor and Dealer.

I am sure we all have a lot to celebrate this year, 1976 being not only America's Bicentennial Anniversary, but probably the best year in Kirby history.



Alvin R. Pennick

"KIRBY POWER" in the Fresno Kirby Organization . . .



Gongratulations to Dave and Chuck Warner for being the Top Area Distributor for 1975 in the Fresno Kirby Organization.

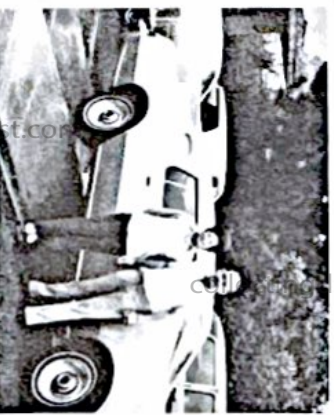


Area Distributor Jim Churan congratulates Sales Manager Charlie Hunter of the Merced office for attaining a B.M.I.B. during the month of January.



Distributor Jack Warner proudly shows off the 1976 Lincoln Town Car he won during the "Double Q" Campaign. Jack's organization also was a winner in the "Winner's Choice" and "Plot Your Course" Campaigns during 1975.

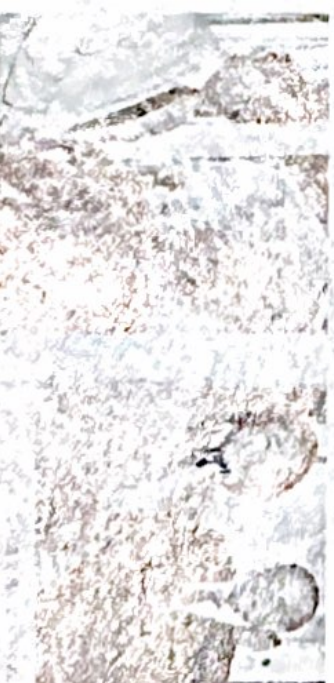
NUGGET DIVISION Notes from San Jose, California . . .



Distributor O. R. and Lucy Sanders show off the many luxury cars they earned in International Kirby campaigns.



Joe Giampino receiving the "top Area Distributor" awards for 1975 from Distributor O. R. Sanders.



Distributor O. R. Sanders (right) presents the "Fear Plus Trophy" to the "Fear Plus" trophy winner, Mr. [Name obscured].

"TOP KIRBY ACHIEVERS" EARN AWARDS IN THE Regional Supervisor Bobby Wisinger is Featured Guest at Awards Banquet



Regional Supervisor Bobby Wisinger (left) and Divisional Supervisor Dave Stucky (right) present the "top unit dollar average" trophy to Sue and Vince Ashley for the month of October and November.



The "top volume Distributor" award is presented to George and Juanita Martin (center) for their efforts during the months of November and December.



Distributor Les and Helen Griffith of Herrin, Illinois receiving a Kirby B.M.I.D. "Certificate of Recognition" from Regional Supervisor Wisinger and Divisional Supervisor Stucky.



Supervisor Stucky presents the second place "S.F.R. Distributor" award for 1975 to George and Juanita Martin; and the third place awards to Les and Helen Griffith.



Distributor Charles Rounds of Cincinnati, Ohio, presents the "top Area Distributor" award to Bud and Brenda Norman of the Paris office.



Regional Supervisor Wisinger presents the "top Area Distributor" award to Greg and Rene Stahl of Elizabethtown, Kentucky.



Becky and Bob Kato receiving awards for being the runner-up for Lee, 1975 "top Dealer" award from Distributor Fred and Alton Kiper.



Sandy and Roy Burhead receiving the "top Dealer" award for the month of December from Supervisor Dave Stucky.



Bobby Wisinger and Dave Stucky present the "top new Dealer" award to Tony Smallwood of the Clarksville organization.

NORTH CENTRAL DIVISION



Divisional Supervisor Stucky congratulates Chris and Marlon Odum of the Herrin organization on placing "third" for the "top Dealer" award for 1975.



Dave Stucky and the Masons (right) congratulate Duane and Joyce Neely on earning the "top Dealer" award for 1975.



Dave Stucky and Distributor Fred Kiper (right) present the "top point Dealer" award to Roy Helm.

HONOLULU, HAWAII



Distributor Audrey George presents the "man of the year" to Jon Polokoff.



Above: Nobuo Fukushima and the members of his Area Distributorship in Tokyo, Japan. Right: The Kirby Classic Omega is presented at the Trade Fair in Tokyo, Japan.



THE PHILIPPINES. Audrey George looks on as Ben Gudoy signs his papers for opening up a Kirby Distributorship in the Philippines.



Dick Hoshino receives his "manager of the year" award from Audrey George.

TAIWAN

Right: Interested people look over the Kirby display at a "Housing and Living Show" in Taipei, Taiwan.



THE PHILIPPINES. Audrey George looks on as Ben Gudoy signs his papers for opening up a Kirby Distributorship in the Philippines.

PRO TIP

(This is one in a series of "Pro Tips" to appear in "Aiming the News." It is designed to help Kirby Dealers be more successful.)

"GET THE PROSPECT TO SAY YES!"

The Pro does not complete his demonstration and then try to get the prospect to say, "yes." From the start to the finish of his demo he has literally gotten the prospect to say "yes" dozens of times. By getting the prospects to agree as to the benefits and value of the Kirby products to them throughout the demonstration, the Dealer actually makes the sale before he/she gets to the order book. Then, writing up the order is merely arranging terms for the prospect to own the Kirby as they said they would like to do so, during the demonstration.

The Pro does not just demonstrate "nuts and bolts," but he/she sells the benefits of every unit of the Kirby by showing what it does, and then by getting the prospect to give the Dealer a positive response. As an example, a less experienced Dealer might be demonstrating the Handi-Butler, something like this: "This wheel is for sharpening tools, this one is for sharpening knives, this one is for sanding wood, this lambswool is for polishing furniture or cars." That's what we mean by a "nuts and bolts" demonstration.

Now, listen to the Pro: "Mrs. Prospect, let me show you how this buffing wheel will make this tarnished spoon look like new again. There, isn't that wonderful! You can see how, with the Handi-Butler, you can make all of your silverware look like new again, isn't that right? (Yes.) You'd sure use this if you had it, wouldn't you, Mrs. Prospect? (Yes.) Mr. Prospect, with this wire wheel you can quickly remove paint, scale and rust from metal such as on your garden tools, lawn mower and metal lawn furniture. That would sure come in handy, wouldn't it?" (Yes.)

All during the demonstration, the Pro uses qualifying questions that require "yes" answers, such as: "You certainly like this feature, don't you? You would use this unit, wouldn't you? This certainly is an easy way to clean your drapes, isn't it? You can see how this sand and grit will ruin your carpet, can't you? You would like your floors to be bright and shiny, and can see how you can do it easily, with the Kirby, can't you?" The more times the prospect says "yes" during the demonstration, the easier it is for them to say "Yes" to your logical suggestion: "You like the Kirby, you need the Kirby and you agree that you want the Kirby - so, why not go ahead and get your Kirby, NOW!"

(Our thanks to Divisional Supervisor Al Tinker for this "Pro Tip" which had appeared in the Sunshine Divisional publication.)

President Adrian E. Budlong, Jr. Presents Awards at 100% Club Banquet in the



President Budlong (second from left) presents plaques to Distributors George Way, Ken All and Al Lofthick for achieving their quota in the "1,000 Plus" Campaign.



Distributor Ken and Gloria All receive a bonus check from Divisional Supervisor Bob Lalonde and President Budlong, for being the winners of the Divisional supporting "Double Q" contest.



Newly appointed Area Distributor, Bill and Louise Gallant are congratulated by President Budlong.



President Budlong congratulates Germaid and Denise Horner on their recent appointment to an Area Distributorship in Sarnia, Ontario.



Future Area Distributor Murray and Wendy Connolly of Scarborough receive the third leg of the Five Star Award from President Budlong.



President Budlong presents the third leg to the Five Star Award to future Area Distributor, Chuck and Linda McDonald.



Carmen and Maria Savoia proudly accept the fourth leg of the Five Star Award from President Budlong.



President Budlong congratulates Dean and Hector McDonald on earning the Five Star Award. (Not shown is Steve Burt, who also earned this award.)



Future Area Distributor Arvo and Sandy Paunula receive the third leg of the Five Star Award from President Budlong.



Garman and Dale Pizzi receiving Dale's third leg of the Five Star Award from President Budlong.



Randy Pilon congratulated by President Budlong on winning the second leg of the Five Star Award.



Future Area Distributor Margalass congratulated by President Budlong on winning the first leg of the Five Star Award.

"KIRBY PROS" EARN RECOGNITION AT GALA 100% CLUB

Distinguished Kirby Distributor Larry Silver, of



Distributor Al Barrows of Chambersburg, Pennsylvania (center) accepting the "most progressive Distributor" award for 1975, from Guest speaker, Larry Silver and Divisional Supervisor Ed Bray.



The "top unit dollar average" trophy for 1975 is accepted by Distributor Don Robinson of Canton, Ohio.



Larry Silver and Ed Bray present the "top S.F.R." trophy for 1975 to Tom Bennett of Rainelle, West Virginia. Mr. Bennett also received the "top S.F.R." awards for the months of October and November.



Newly appointed Distributor, Phil and Toots Skidmore receiving the "top Area Distributor" award for 1975, from Larry Silver and Supervisor Bray. Phil also earned this award for the month of October.



The "top Area Distributor" award for the months of November and December is presented to Ron Lynn of the Cleveland Kirby organization.



Lanette Zarzyzny of the Trout Run organization accepting the "Queen of the Year" award for 1975.



Dorothy Leos and Pat Riley proudly accepting gold charms from Wilma and Ed Bray, for each winning a car in the recent "Double Q" Campaign.



Richard Izzi accepting an Omega Constellation watch from Larry Silver and Ed Bray, which he won in a contest sponsored by Mr. Bray, for the Cleveland organization.



Sally Breesock of the Martins Ferry organization accepting the "top women Dealer" award for the month of December, for achieving twenty personal sales.

BANQUET IN THE STEEL DIVISION

the Central States Division is Featured Speaker



Distributor Jimmy Leos of Martins Ferry, Ohio, receiving the "top S.F.R." award from Larry Silver and Ed Bray, for his sales efforts during the month of December.



Distributor Dick and Pat Riley accepting the "top volume Distributor" award for 1975, from Larry Silver and Ed Bray.



Larry Silver and Supervisor Bray present the "King of the Year" trophy to John and Joan Goza of the Cleveland organization. John achieved over three-hundred Kirby sales in 1975!



John Goza proudly accepting the "top Dealer" awards for the months of November and December.



Distributor Wally Palto of Sharon, Pennsylvania, accepts the "top Dealer" award for October for his Dealer, William Lawson.



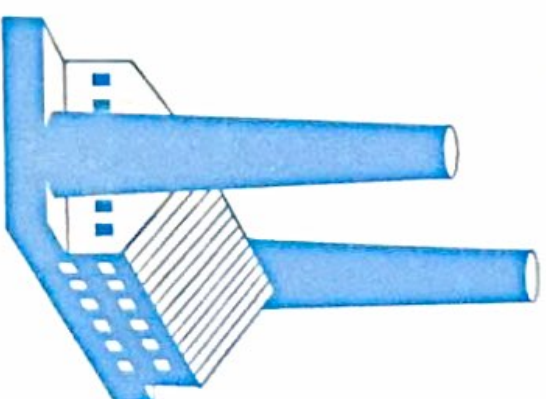
Larry Silver and Ed Bray present the "top new Dealer" award to Larry Helms of Rainelle, West Virginia, for his efforts during the month of November. (Not shown is Jim Stevens of the Cleveland organization, who won this award for the month of October.)



Theresa Maize of Greensburg, Pennsylvania accepting the "top women Dealer" award for the month of October, from Larry Silver and Ed Bray.



Wife of the Year award is presented to Eleanor and Ed Bray of the Akron organization.



Visiting with the "Kirby Family" in the SOUTHWEST DIVISION

AMARILLO, TEXAS



Mrs. Wallis presents "honor man" trophies to Don Rieken for the month of October, and to Paul Boyer for the month of November.



Area Distributors (standing) Bill King, Emory Roper, Lloyd White, Joe Ennis, Gene Cox and R. C. Hinrichs and (seated) Boyle Whitefield and D. A. Fleming all earned Kirby watches from Distributor A. L. Wallis (far right, standing) for their outstanding sales achievements.



Congratulations to these members of Distributor Joe Gutierrez El Paso, Texas Kirby organization on earning their Kirby Award Certificates.

ARDMORE, OKLAHOMA



Distributor Ted Fite congratulates Ty Pond and Bert Quick for selling enough Kirbys in January to qualify Mr. Pond to move up from the "Big 6." Mr. Quick sold ten Kirbys his first ten days in the business.



Congratulations to Distributor Ernest and Donna Walker of Texas City, Texas, on winning a 1976 Chrysler Cordoba in the "Double Q" Campaign.



Distributor Larry Stuart (right) of Houston, Texas presents Twenty-Four Plus Identification cards to George Parker and Ann Stuart.



Divisional Supervisor R. J. Sperry (left) and Distributor Curt Meador (right) present Bud Pierre with certificates for Kirbys; he earned on the Area Distributor Development Program.



Sales Manager Mike Ozier (right) congratulates Jed Holst, Terry Gray and Debbie Brown on winning television sets for their outstanding sales performance in the Bearmon Kirby organization.



"Add Power" at work in Albuquerque, New Mexico! These people received certificates at the "Wagon Ho!" kick-off banquet. Left to right: Distributor Dickson, Assistant Divisional Supervisor L. Serra, R. Greighton, D. Duffy, S. Maglothin, D. McFahhey, L. Aragon, E. Garcia, T. Webb and A. Herrera.



Success Story

DISTRIBUTOR BILL DAWES

MAKES THE

"KIRBY OPPORTUNITY"

known in

TOKYO, JAPAN



Distributor Bill Dawes of Tokyo, Japan.

I would like to start my story back in March, 1954—that is the year I was discharged from the U.S. Navy in Honolulu, Hawaii, after the Korean conflict.

The climate and the people of Hawaii were great. However, I hadn't finished high school and found jobs scarce and the pay low. I decided to attend a business college on the "G.I. Bill of Rights," but, found I needed a high school diploma to do so. I took a series of tests and received a General Education Diploma from the Department of Public Instruction, and soon enrolled at the Honolulu Business College and graduated in Business Administration in 1956. Again, I went out to find a job, but still found them limited and the pay still too low. So, I hit the books again and attended the University of Hawaii and graduated in 1959 with a Bachelor of Education Degree. Now, I finally had a degree, but found I could not teach in Hawaii. I had to do six months practice teaching and six months of internship to receive a Provisional Secondary Certificate in order to get a job, teaching in Hawaii.

In 1962, I spent a summer vacation in Japan, and found I really liked it there. I soon sent my resignation to the Department of Education in Hawaii, but realized that my savings would not last forever. I was getting married and would have a family to support so I decided to go into the automobile business. I formed my own company, selling cars for U.S. delivery to military personnel, stationed in Japan, Korea, Hong Kong and Taiwan.

In 1972, the military cut back their forces greatly, and soon the car business was slow and the prospects of future business even slower. So, I decided to move back to Hawaii and open up some kind of business. My wife was to follow me four months later. While waiting for her arrival, I soon became bored and answered a Kirby ad placed in the local newspaper by Distributor Audrey

George. She made me promise to stay with Kirby for at least six months. I did, and it's a good thing! After putting on at least twenty-five demonstrations, I still hadn't sold a machine and was fast becoming very discouraged. But, Divisional Supervisor Ray George, called me into his office and told me to set up another appointment and he would personally show me how to sell machines. From that time forward, I was off and running and soon became the "Top Dealer" of the month, three times in a row. Then, my wife arrived in Hawaii. Naturally, she asked me what I was doing! I reluctantly told her I was selling vacuum cleaners. Needless to say, she wasn't too pleased with me and looked at me a while and said, "I knew you were dumb, but I didn't know you were stupid." When I told her I even wanted to open up a Distributorship in Japan, she really thought I was crazy!

Well, she doesn't call me dumb anymore! Since opening up my Distributorship in Japan in 1973, I have earned the President's Award, the Distinguished Distributor Award, am a member of the "Top 35," was a 1975 Kirby Council Member, winner of a Lincoln Continental in the "Double Q" Campaign and am an alternate on the 1976 Kirby Council.

I want to express my appreciation to Audrey George for giving me the Opportunity, Divisional Supervisor Ray George for showing me the way and helping me to open up my Japanese Distributorship, Regional Supervisor Norm Mahoney and members of the Kirby Factory, Dale Bartelme, Bill and Mary Kay, Fred Ehlmann, John Kemper and President "Red" who have always been there to help me solve the numerous problems we had in opening up the Japanese Kirby market. It takes people of their capabilities to make Kirby a real success.

I sincerely hope more Kirby men and women will believe in the Kirby Opportunity, try it, and take advantage of it. The rewards are worth the effort.

BILL DAWES

REMOVE THIS SHEET AS THE BASIS OF YOUR KIRBY SUCCESS STORY.

CUT ALONG THIS LINE AND SAVE

Another Kirby Success Story

DISTRIBUTOR AL BURGESS of EDMONTON, CANADA is among the "TOP 35" KIRBY DISTRIBUTORS in the Nation



Distributor Al and Dot Burgess of Edmonton, Canada.

My Kirby Opportunity started in the fall of 1965. Prior to joining the Kirby organization, I was a carpenter in the construction trade. Due to the weather conditions, I was laid off during the winter months, and couldn't even work on rainy days in the summer. Needless to say, I was flat broke and needed to get into another field of business right away. I answered an ad in the local paper and having never sold before, I was a little sceptical, but after seeing some of the fine points of the Kirby, I decided to give it a try.

At this point of my Kirby career, there was no one in Canada that could teach me how to demonstrate and sell the Kirby properly. Naturally, I didn't set the world on fire! I also had to contend with all of the negative outside influences that so many new people receive from their family and friends, regarding door-to-door selling. But, I really liked the Kirby business and decided that I would stay and give it my best, despite their remarks. Soon, there was an opening in the service department, so I decided to take the job, since I knew so little about actually selling. I worked in the service department for about two years, and gained much knowledge about the Kirby business.

Also, up to then, there was no Divisional Supervisor in Canada. But, the late Perry Long eventually was named Divisional Supervisor, and he and a team of his men came to Canada to work with us and show us how to demonstrate and sell the Kirby. Soon, I earned my President's Pin and was the "Top Dealer" in the Edmonton organization many times. Then, my Distributors, the Cowans retired from Kirby and I was made the Distributor in Edmonton, Canada.

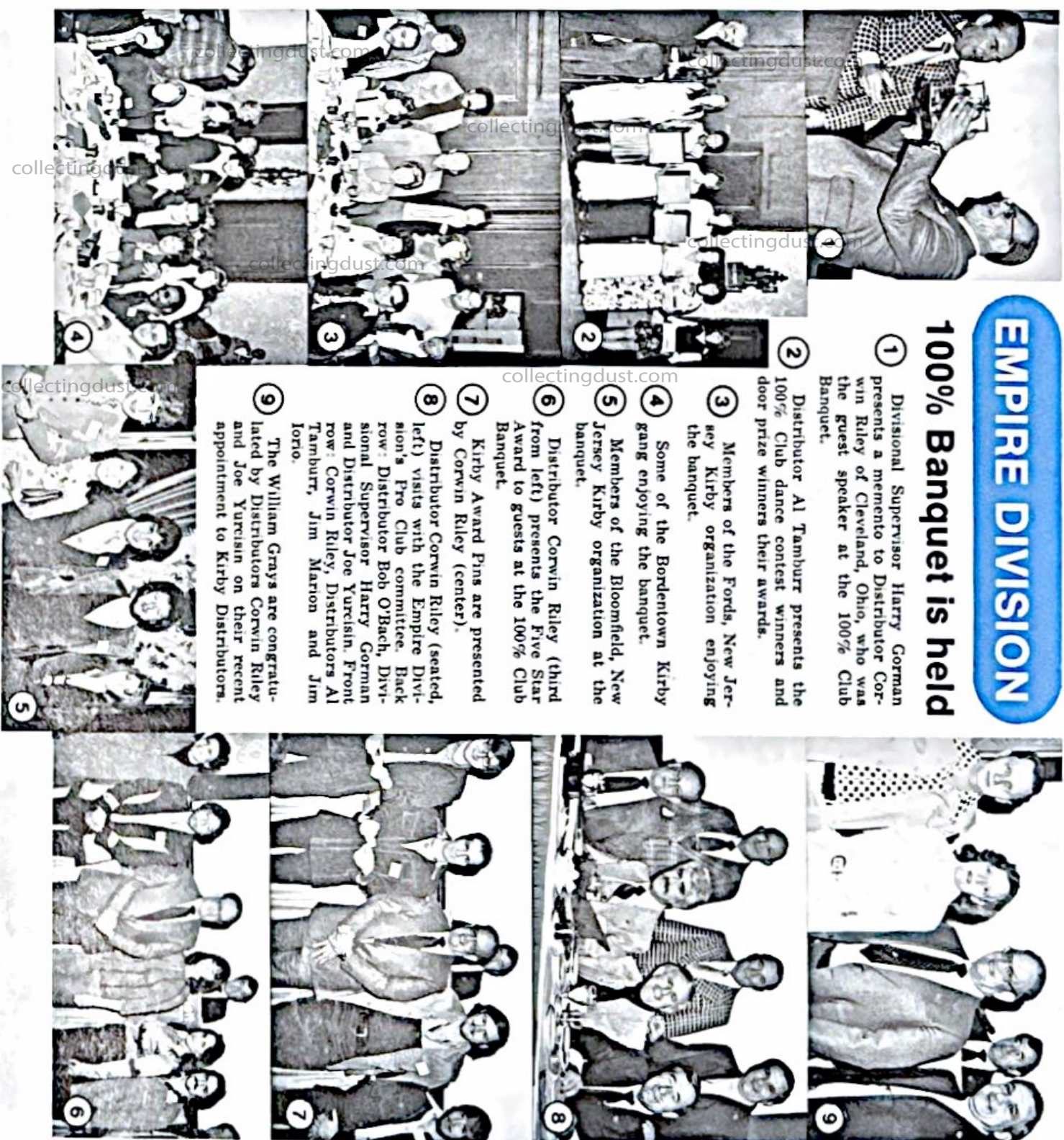
From that time on, it was all upward for me and my family. Our organization has won three international campaigns, is among the "Top 35" Distributors in the nation, are members of the President's Hall of Fame with three promises and now have five Area Distributorships.

I believe that everyone who is a success is successful because someone has taken a personal interest in them. I would like to thank the late Perry Long, his wife, Soph, and our present Divisional Supervisor, Harry and Beth Gelfand and—most of all my wife Dot and two children, Terry and Lori—for without their support, none of this would have been possible.

REMOVE THIS SHEET AS THE BASIS OF YOUR KIRBY SUCCESS MANUAL

EMPIRE DIVISION

100% Banquet is held



- 1 Divisional Supervisor Harry Gorman presents a memento to Distributor Corwin Riley of Cleveland, Ohio, who was the Guest speaker at the 100% Club Banquet.
- 2 Distributor Al Tamburr presents the 100% Club dance contest winners and door prize winners their awards.
- 3 Members of the Fords, New Jersey Kirby organization enjoying the banquet.
- 4 Some of the Bordentown Kirby gang enjoying the banquet.
- 5 Members of the Bloomfield, New Jersey Kirby organization at the banquet.
- 6 Distributor Corwin Riley (third from left) presents the Five Star Award to guests at the 100% Club Banquet.
- 7 Kirby Award Pins are presented by Corwin Riley (center).
- 8 Distributor Corwin Riley (seated, left) visits with the Empire Division's Pro Club committee. Back row: Distributor Bob O'Back, Divisional Supervisor Harry Gorman and Distributor Joe Yurishin. Front row: Corwin Riley, Distributors Al Tamburr, Jim Marlon and Jim Iorio.
- 9 The William Grays are congratulated by Distributors Corwin Riley and Joe Yurishin on their recent appointment to Kirby Distributors.

CUT ALONG THIS LINE AND SAVE



Some of the members of the Allentown Kirby organization look over the Chrysler Cordoba they won for their organization in the "Double Q" Campaign.

Distributor Bob O'Back proudly shows off the handsome award he has earned for being a winner in the "Double Q" Campaign.

Bob and Rosemary O'Back proudly show off the handsome award he has earned for being a winner in the "Double Q" Campaign.



Regional Supervisor Norm Mahoney presents "performance awards" to Distributor Jim Hubaska of Salem, Oregon. His organization is among the "top 10" in S.F.R. in the Northwest Division.



Distributor Dave Duey (right) receives "performance awards" and the Kirby B.M.I.B. "Certificate of Recognition" from Regional Supervisor Mahoney.



Distributor Bruce and Wanda Olson receiving their "Pilot Your Course" award plaque from Norm Mahoney during the 100% Club Banquet.



Distributor Don and Ann Kirkpatrick receiving the "Pilot Your Course" award plaque from Regional Supervisor Mahoney.



Norm Mahoney presents the "performance" awards and the Kirby B.M.I.B. "Certificate of Recognition" to Distributor Loren Walz of Lewiston, Idaho.



Distributor Jack Hinkle receiving "performance" awards from Norm Mahoney. Jack's Seattle organization is among the "top ten" Distributors in volume in the Northwest Division.



Albany, Oregon Distributor Doug Eide receiving "performance awards" from Norm Mahoney.



Norm Mahoney congratulates Distributor Jack Larsen of Longview, Washington on earning two Kirby "Certificates of Recognition."



Distributor Warren Purvis of Vancouver, Washington, receiving his "Certificate of Recognition" from Norm Mahoney. Mr. Purvis is among the "top ten" in S.F.R. in his Division.



Norm Mahoney presents awards to Area Distributor Bill Barnett of Spokane, Washington.



Distributor Loren Walz (center) presents awards to Area Distributor Andy and Anita Cole of the Mt. Vernon Kirby organization.



Regional Supervisor Norm Mahoney presents the President's Hall of Fame Awards plaque to Distributor Bill Stewart of East Vancouver, Washington.



Distributor Jim Connell of Olympia, Washington, receiving his awards from Regional Supervisor Mahoney.



Area Distributor Larry Auch receives a "performance" award from Distributor Loren Walz.



Harry Lilton of the Salem Kirby organization receives the Kirby Twenty-Four Plus Award from Norm Mahoney.



Rod Johnson of the Lewiston organization proudly receiving his President's Award.



Distributor Loren Walz presents awards to Garry Adams of the Yaluma organization.



The Dallas, Oregon Distributor Joe Mengis receiving his awards during the 100% Club Banquet.



Norm Mahoney presents a "top Area Distributor" award to Don Rich of the Pendleton Kirby organization.



Area Distributor Larry Auch receives a "performance" award from Distributor Loren Walz.



Harry Lilton of the Salem Kirby organization receives the Kirby Twenty-Four Plus Award from Norm Mahoney.



Rod Johnson of the Lewiston organization proudly receiving his President's Award.



Distributor Loren Walz presents awards to Garry Adams of the Yaluma organization.



The Dallas, Oregon Distributor Joe Mengis receiving his awards during the 100% Club Banquet.

TOP ACHIEVERS EARN RECOGNITION . . .



Top Area Distributor awards for the 4th quarter of 1975 were presented to Tom Napper (third place), Odis Proffer (first place) and Ernie Gallo (second place).



Peter Davidson (center) is congratulated by Supervisor Al Tinker and Regional Supervisor Norm Mahoney on earning the "top Field Supervisor" award.



Al Tinker and Norm Mahoney also congratulate Webb Goodman (center) on earning the "top Field Supervisor" award.



The "top Field Supervisor" award was also presented to Carl Featherly (center) by Al Tinker and Norm Mahoney.



Julian Montoya of the Bakersfield Kirby organization is the "top Dealer" for the fourth quarter of 1975 and Jim Oswald is the third place "top Dealer."



John Gedney (center) is congratulated by Al Tinker and Norm Mahoney on attaining the "top Dealer" award for the month of November.



John Darby (center) of the Lemon Grove Kirby organization receives congratulations from Al Tinker and Norm Mahoney on earning the award for "top Management Sales."



Distributor Pete Halatisis (right) offers his very best wishes to his son, Bill Halatisis, on his promotion to an Area Distributor and a future Kirby Distributor through the President's Hall of Fame Awards Program.



Distributor Jim Ciccarelli of Van Nuys is a 1976 Kirby Council Member and also the third place Distributor in "main office sales" for the fourth quarter of 1975.



Dealers, Field Supervisors and Managers, who earned achievement certificates, and are on the Area Distributor Development Program with their respective Distributors are honored.



Congratulations to these happy Kirby people who earned money in the "drawing" held at the Pro Club meeting in Palm Springs, California.

Presidents' Hall of Fame

Kirby
Classic

The President's Hall of Fame Awards Program began in April, 1971, and today boasts a membership of 59 Kirby Distributors, who are currently using the program effectively in their organizations. They are creating added Kirby Opportunities and extending greater Kirby Opportunities to qualified Kirby people.

Of the 59 Kirby "Hall of Fame" Distributors, 31 have earned the use of a President's Hall of Fame luxury car, indicating that they have each developed and recommended three or more members of their organizations, as Kirby Distributors within three years.

As of February, 1976, over \$1,685,258.00 in President's Hall of Fame Bonus and/or Awards Payments have been paid to Kirby Distributors. A Distributor may receive in excess of \$50,000.00 in President's Hall of Fame Awards Payments for each Kirby Distributor he or she recommends. While certainly a very attractive sum of money, those who are using the President's Hall of Fame Awards Program on a program basis will tell you the thousands of dollars earned in President's Hall of Fame Awards Payments is just the "frosting on the cake" when compared to the added profits from plus sales generated by a motivated organization in which Kirby Opportunity is happening.

There is no greater time than today, to start "Building With the Basics" and utilizing the President's Hall of Fame Awards Program within your own organization. "Make Your Move," now, to reap the benefits of the President's Hall of Fame Awards Program, tomorrow.

On the next three pages we salute the Kirby Distributors who are members of the President's Hall of Fame.

Here are the Members of the "President's Hall of Fame"



RONALD L. SCHOLZ
Ontario, California
Sunshine Division



VINCENT J. CICCARELLI
Van Nuys, California
Sunshine Division



J. D. DODD
San Diego, California
Sunshine Division



GILBERT R. HARRIS
Davenport, Iowa
Central States Division



WILLIAM T. PUGH
Mission, Kansas
Central States Division



OSWALD R. BARTON
Ferguson, Missouri
Central States Division



JAY A. SANDERS
St. Paul, Minnesota
Central States Division



GENE L. WINFELDT
St. Cloud, Minnesota
Central States Division



KEITH L. PETERSON
Columbia, Missouri
Central States Division



WILLIAM D. DOOLEY
Quincy, Illinois
Central States Division



WILLIAM R. JEWSON
Rochester, Minnesota
Central States Division



RALPH W. RANDALL
Mt. Pleasant, Texas
Southwest Division



TEDDY G. FITE
Ardmore, Oklahoma
Southwest Division



BERTIS J. JARRELL
San Antonio, Texas
Southwest Division



CURTIS L. MEADOR
Bellows, Texas
Southwest Division



JOE HALL, JR.
Fl. Worth, Texas
Southwest Division



GLEN E. SNYDER
Wichita Falls, Texas
Southwest Division



ALFRED L. WALLIS
Amarillo, Texas
Southwest Division



KARL C. SOUTHERN
Lawton, Oklahoma
Southwest Division



STANLEY A. MILLS
Bethesda, Maryland
Capital Division



DAVID W. STEWART
Raleigh, North Carolina
Capital Division



JOHNSTON V. MCCALL
Norfolk, Virginia
Capital Division



CHARLES S. FOX
Roanoke, Virginia
Capital Division



JULIAN C. SUGGS, SR.
Pensacola, Florida
Mid-South Division



ROY E. BELL
Lafayette, Louisiana
Mid-South Division



ISAAC WALDEN
Hueytown, Alabama
Mid-South Division



ALVIN O. REINERT
Saginaw, Michigan
Motor Division



JOHN D. BAKER
Adrian, Michigan
Motor Division



JEFFREY MONDAY
Roselle, New Jersey
Empire Division



ANTHONY GEVASIO
Philadelphia, Pennsylvania
Empire Division



JOHN RONDELETO
Ledgewood, New Jersey
Empire Division



ALBERT A. TAMBURR
Bloomfield, New Jersey
Empire Division



JOHN M. ARCERI
Centersch, New York
Empire Division



JOHN W. MASON
Bowling Green, Kentucky
North Central Division



VICHAYA VORAVUDHI
Florence, South Carolina
Atomic Division



ROBERT D. CAVINS
Knoxville, Tennessee
Atomic Division



RICHARD L. MATTHEWS
Rochester, New York
North East Division



WADE E. HUDER
Toledo, Ohio
Steel Division



WILLIAM LUPINACCI
Greensburg, Pennsylvania
Steel Division



CORWIN E. RILEY
Cleveland, Ohio
Steel Division

more "Hall of Fame" Members . . .



GERALD S. CUGNO
 Coral Springs, Florida
 Paradise Division



OLIN R. SANDERS
 San Jose, California
 Nugget Division



LESTER B. OLSON
 Bellevue, Washington
 Northwest Division



HARRY T. NYGARD
 Tacoma, Washington
 Northwest Division



RICHARD FRIESS
 South Denver, Colorado
 Rocky Mountain Division



ALBERT FROSETH
 Pueblo, Colorado
 Rocky Mountain Division



HERBERT C. KESLER
 Appleton, Wisconsin
 Great Lakes Division



WILBUR W. HART
 Oak Park, Illinois
 Great Lakes Division



J. THOMAS LOKEN
 Rockford, Illinois
 Great Lakes Division



CARSON GEORGE OHM
 Regina, Canada
 Pacific-Canadian Division



ALLAN H. BURGESS
 Edmonton, Canada
 Pacific-Canadian Division



IVAN A. GILLIS
 Portage La Prairie, Canada
 Pacific-Canadian Division



MERVIN E. CURRIE
 Calgary, Canada
 Pacific-Canadian Division



AUDREY GEORGE
 Honolulu, Hawaii
 Aloha Division



ROBERT D. BOWMAN
 Bismarck, North Dakota
 Great Plains Division



ANTON B. KACZOR
 Council Bluffs, Iowa
 Great Plains Division



EARL W. BAKER
 Norfolk, Nebraska
 Great Plains Division



DELMAR WETERING
 Sioux Falls, South Dakota
 Great Plains Division

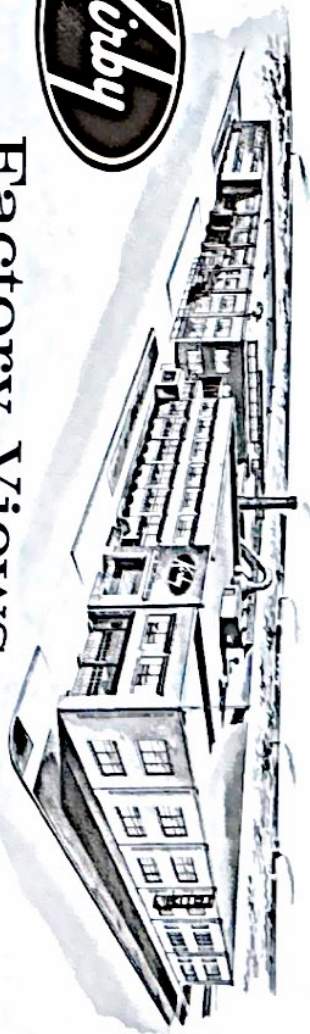


ROBERT P. POGGENPOHL
 Omaha, Nebraska
 Great Plains Division



Factory Views

"Perfect Attendance" Awards are Presented to KIRBY FACTORY EMPLOYEES



President Budlong and Vice President—Operations Art MacTaggart present an award and a bonus check to Lou Panerf, Jr. for achieving a "perfect attendance record" in 1975.



Julius Dubovec receiving his awards from President Budlong and Art MacTaggart.



Elmer Kucerna is congratulated on earning his "perfect attendance" awards.



Awards are presented to Panagiotis Soulimotis by President Budlong and Art MacTaggart.



Rae Mueller receiving her awards.



Al Wisniewski receives "perfect attendance" awards from Adnan E. Budlong, Jr. and Art MacTaggart.



Josephine Sidari receiving her awards.



Awards being presented to Mille Estes.



John Szymanski receiving his award for perfect attendance.

(Editor's note: On this page is a list of only a few of the Kirby employees who have earned a "perfect attendance" award for 1975. Subsequent issues of "A Kirby News" will feature other employees who have earned this award.

MOTOR DIVISION

"TOP PRODUCERS EARN RECOGNITION AT 100% CLUB BANQUET . . ."



- 1 Motor Division 100% Club winners depart from a chartered 707 jet in Las Vegas, Nevada.
- 2 "Kirby Woman of the Year" and "top Field Counselor Pat Sheehy, the "outstanding new Dealer," Jeff Cappo and "Super King" Hank Detelche enjoying the 100% Club Banquet in Las Vegas, Nevada.
- 3 Runner-up for the "Super King" Award Joe and Virginia Accorina and "King of the Year" Bob and Anna Hayes earn recognition at the 100% Club Banquet.
- 4 Pete Shaunki, Jack Hayes and Steve Grimes are honored for being the new Kirby Distributors in Indianapolis, Indiana.
- 5 Distributor Baumhower's Grand Rapids Kirby organization marked their Best Month In Business in January, 1976. Many members of this organization are now on an active Add Power Program.
- 6 Distributor Larry Rubstorfer of Flint, Michigan presents A.D.D.P. certificates to some of the members of his organization.
- 7 Members of Jerry Cooley's Alma organization pledge to make their Distributor a winner in the "Wagons Ho!" Campaign. Back row: B. Clark, B. Kruger, J. Miller, M. Dueken, D. Bean and D. Banks. Front row: R. Krumm, L. Stevenson, N. Bartosek, G. Willisie and K. Ireland.

- 8 Distributor Carl Brooks (right) of Pontiac, Michigan awards the "top producer" plaque to Bill Dolinski.
- 9 Congratulations to Harold and Virginia Rubstorfer of Muskegon, Michigan on winning the Kirby Council Election Campaign.
- 10 Larry Rubstorfer of Flint, Michigan is honored for being the "top Distributor" in the Motor Division for 1975.
- 11 Congratulations to Jean Ward on earning the "top Woman Dealer" award for 1975.



Letters, We Get Letters!

Dear Sir:
We are writing this letter in appreciation for the replacement of our Kirby vacuum and attachments which were a total loss in a fire.

One will never know how much this means to a person when they have to replace everything they owned. Our sincere gratitude to you and your company and our many thanks again.

Sincerely yours,
Mr. & Mrs. R.D.
Burt Lake, Michigan

Dear Sir:
I have received my Kirby vacuum cleaner back after having been rebuilt. I just wanted to let you know how pleased I am with it—it's like brand-new.

What a pleasure to find a company that actually stands back of their guarantee 100%. I have always recommended Kirby to my friends, but now I'll be even more persuasive.
Thanks a million.

Mrs. H.F.W.
Chicago, Illinois

Dear Sirs:
I sent my Kirby vacuum to be rebuilt about two weeks ago.

It came back to me yesterday and I am so thrilled with it. My husband is retired and we are so thankful to know there are still reliable companies, such as yours—and the price was so reasonable.

We have had our Kirby twenty-five years and never been sorry we bought it. There is none to compare with it.

Thank you,
Mrs. E.H.
Milwaukee, Wisconsin

Gentlemen:
Several weeks ago we sent our Kirby vacuum cleaner to you for fixing. You returned it in excellent condition with many new attachments. In fact, I believe that it is a new machine—and all for the nominal charge of some \$36.00, including parcel post.

I've meant many times to write and express my appreciation for your magnanimous deed. We are certainly pleased, and wish to thank you very sincerely.

Very truly yours,
Mrs. H.G.
West Lafayette, Indiana

Gentlemen:

I have used the leading vacuum cleaner in the United States since my marriage of seventeen years. I was convinced that no vacuum cleaner was superior. During this time we had expensive quality carpeting throughout our two homes we owned. We had to replace all the carpeting in time and most of it was caused, in my opinion, by the vacuum cleaner taking out the carpet fibers, not the dirt.

Last week my husband brought me a Kirby upright to try. We used it in our home on the carpeting and to our amazement it restored life to our carpeting, removing the dirt.

My husband and I are very pleased and satisfied with our new Kirby machine. The superior performance, easy operation and unlimited use throughout our home, makes it extremely valuable to us. I am happy to recommend the Kirby to my neighbors and friends.

Sincerely,
Mrs. M.K.P.
Fort Worth, Texas



"KIRBY PROS" EARN AWARDS AT V.I.P. BANQUET



Distributor Ray Stanfield's V.I.P. winners. These outstanding Kirby people also contributed to the Tampa organization for winning the 1976 Kirby Council Campaign and the "Double Q" Campaign.



Members of the Melbourne Kirby organization, who were winners at the V.I.P. Club Banquet. The Melbourne organization was also an alternate winner in the 1976 Kirby Council Election Campaign.



V.I.P. winners from the Miami Kirby organization are congratulated by Kirby Council winner and Divisional Supervisor of the Paradise Division, George James (right).



V.I.P. winners from New Port Richey, Florida, receiving awards at the banquet.



Daytona Beach V.I.P. winners receiving awards.



Members of the Hollywood, Florida, Kirby Organization receiving awards at the V.I.P. Club Banquet.

Visiting with the "Kirby Family" in the PARADISE DIVISION



Congratulations to these V.I.P. winners from the Ft. Myers, Florida organization.



Awards are presented to the V.I.P. winners from the Ocala Kirby organization.



Left: Orlando, Florida V.I.P. winners receiving awards.



Right: Vice President—Sales Peter Menke presents a sales talk during a morning meeting in the Jacksonville Kirby organization.



President Budlong presents a Hall of Fame Award plaque to Distributor Tom Moreland for recommending J. E. Smith to a program for becoming a Kirby Distributor.



Distributor Jeff Thomas of Ft. Lauderdale, Florida receiving a Kirby B.M.I.B. "Certificate of Recognition" from President Budlong.



Rodolfo Cotto won a portable oven for selling six machines in one week. Mike Sanchez le entrage el premio.



Hernis Torres, won a portable color television set for attaining eight sales during his second week in business. Le entrega el premio el mejor Edwin Santiago, empezo bien el chico.



Edwin Santiago, the best Crew Manager for the month of January with sixty sales, lo acompaña su gente.



Edwin Santiago (right) presents the weekly runner-up winner, Hector Vazquez va a ganar a le Doble de la y el muchacho dice . . . que va chico esto ta talao . . . suerte ganadores.



Congratulations to Ramon Lazada on achieving fifty-nine sales during four months out of four demonstrations . . . all in one day!

The Jacksonville Kirby Organization



Distributor Clate Riley receives the keys to a 1976 Lincoln Continental from Vice President—Sales Peter Menke, for Clate being a winner in the "Double Q" Campaign.



Congratulations to Vince Sutek of Leona, the "top Dealer" in 1975 in the Jacksonville Kirby organization. This is the silver color award that Vince has followed for four years.



Grace Prince is the "top Area Distributor" in the Jacksonville organization for the month of January. Not shown is the District Manager, Jack Brunelle, who won the Area Distributor award for the month of January.



January's "top Dealer," Jack Brunelle won a Kirby award for his sales in the Jacksonville area. Not shown is the District Manager, Edwin Santiago, who won the Area Distributor award for the month of January.

The ROCKY MOUNTAIN DIVISION Welcomes Vice President-Marketing Dale Bartelmay to 100% Club Banquet



Vice President—Marketing Dale Bartelmay presents an achievement award to Distributor Al Froese of Pueblo, Colorado, during the 100% Club Banquet.



Regional Supervisor Norm Mahoney and Dale Bartelmay present a special recognition award to Distributor Dave Kaneski (center) of Billings, Montana. Dave was a recent winner in the 1976 Kirby Council Election Campaign.



Distributor Lyle Gross of North Platte, Nebraska receives a recognition award from Dale Bartelmay.



Vice President—Marketing Dale Bartelmay presents the Kirby Five Star Award to Bev Williams of Colorado Springs, Colorado.



A recognition award is given to Distributor Monty Nuss of Littleton, Colorado by Dale Bartelmay.



The Ellidges, the Donahues, the Normans and Distributor Dave and Ann Sward of Bozeman, Montana, enjoying a day of deep-sea fishing, during a "leisure day" of the 100% Club Banquet.

Divisional Supervisor Larry Donahue Awards "Top Producers" in the North Platte Kirby Organization



Divisional Supervisor Larry Donahue presents the fourth leg on the President's Award to Denny and LaVonne Blevins.



Congratulations to Lee White on attaining the "top Dealer" award in the North Platte Kirby organization for 1975.



The Dave Kitzings (second and third from left) receive "top Area Distributor Award" for 1975. Making the presentation are Supervisor Donahue, their "top Dealer" Larry Shindle and Distributor Lyle Gross.

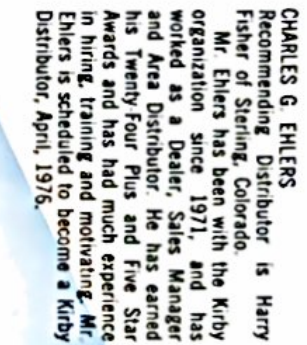
Future Kirby Distributors through the President's Hall of Fame Awards Program



THOMAS R BAIRD
Recommending Distributor is Thomas E Baird of Springfield, Illinois. Tom Baird has been with the Kirby organization since 1968, when he started as a Dealer. He served as a service man, Field Counselor, Crew Manager and in 1975 became the Area Distributor in Champaign, Illinois. He has earned his Twenty Four Plus, Five Star and President's Awards and is scheduled to open a Kirby Distributorship in May of 1976.



RICHARD C CHILSON
Recommending Distributor is E. J. Evans of Oakland, California. Mr. Chilson has been in the Kirby business for the last seven years. He has worked as a Dealer, Sales Manager, General Manager, Area Distributor and Assistant Distributor. Dick is really looking forward to becoming a Kirby Distributor, so that he, too, may offer the Kirby Opportunity to others. He is scheduled to open his Kirby Distributorship during the early part of 1976.



CHARLES G. EHLERS
Recommending Distributor is Harry Fisher of Sterling, Colorado. Mr. Ehlers has been with the Kirby organization since 1971, and has worked as a Dealer, Sales Manager and Area Distributor. He has earned his Twenty Four Plus and Five Star Awards and has had much experience in hiring, training and motivating. Mr. Ehlers is scheduled to become a Kirby Distributor, April, 1976.



THEODORE R. MUFF, JR.
Recommending Distributor is Keith Peterson of Columbia, Missouri. Ted Muff has been with the Kirby organization since 1974. He has gained much Kirby experience by working as a Dealer and an Area Distributor. Mr. Muff has an excellent background in hiring, training and motivating others, and has earned his Five Star and Twenty Four Plus Awards. He is scheduled to become a Kirby Distributor in June of 1976.



ARTIS WEBB
Recommending Distributor is Dave Stewart of Raleigh, North Carolina. Artis Webb has been a consistent top producer in the Kirby Division since joining the Kirby organization. He has been named the top new Dealer, top Dealer, top Field Counselor and top Area Distributor. With his outstanding Kirby background, he is also looking forward to becoming one of the top Kirby Distributors. Mr. Webb is scheduled to become a Kirby Distributor during the early part of 1976.



JULIUS TOTH
Recommending Distributor is George Kurtz of Akron, Ohio. Mr. Toth has been with the Kirby organization for approximately seven years. He has been a consistent winner of the V.I.P. Club Program in the Steel Division. He is scheduled to become a Kirby Distributor in March of 1976.



MICHAEL MULARCIC
Recommending Distributor is Jimmy Less of Martins Ferry, Ohio. Mike Mularcik is a real Kirby pro in the Steel Division. He has served as a Dealer and an Area Distributor, receiving many awards for his outstanding sales performance. He has earned the Twenty Four Plus, Five Star and President's Awards. Mr. Mularcik is scheduled to become a Kirby Distributor during the early part of 1976.



ERNEST GALLO
Recommending Distributor is Jim Ciccarelli of Van Nuys, California. Mr. Gallo has been with the Kirby organization since 1971. He has earned his Twenty Four Plus, Five Star and President's Awards. He has had much Kirby experience since he has served in the positions of Dealer, Branch Manager and Area Distributor. Mr. Gallo is to open a Kirby Distributorship in March of 1976.



DUB CUIHLI
Recommending Distributor is Barry Landry of St. Louis, Missouri. Since joining the Kirby organization in 1972, Mr. Cuihli has earned many awards and trophies in the Kirby Division. He has earned the Twenty Four Plus, Five Star and President's Awards. Mr. Cuihli is scheduled to become a Kirby Distributor in March of 1976.



EUGENE CAPPELLINI
Recommending Distributor is Carl Loughrey of Niagara Falls, New York. Mr. Cappellini has been with the Kirby organization since 1973. Since that time, he has earned many awards for his outstanding production in the North East Division. He has earned his Twenty Four Plus and Five Star Awards and has gained much Kirby experience from working as a Dealer and an Area Distributor. Eugene is scheduled to become a Kirby Distributor in March of 1976.



A. CHUCK BARBER
Recommending Distributor is Harold Rehnorter of Muskegon, Michigan. Mr. Barber has been an enthusiastic, steady and dependable Dealer, and also has served as a Field Trainer and Area Distributor. His best month was in 1975. He is scheduled to become a Kirby Distributor in March of 1976.

AWARDS ARE PRESENTED AT 100% CLUB BANQUET...



The "number one" Distributor, Gene Windfeldt and the "number two" Distributor, Larry Silver congratulate Distributor Bill Dooley (center) on being the first in the Central States Division to earn the President's Hall of Fame ring, complete with all six diamonds. (At this printing, Mr. Dooley is also the only one in the nation to receive a complete Hall of Fame ring.)



Distributors Gene Windfeldt and Larry Silver present the "top Dealer" awards to Jack Spritt of Iowa City and Roger Roberts (accepting for Steve Berfield) of the Pekin Kirby organization.



Chuck Lowe and Dick Hughes receiving the "top Field Supervisor" awards from Distributors Windfeldt and Silver.

CENTRAL STATES DIVISION



Distributor Larry Silver presents the "top volume Distributor" awards to Distributor Gene Windfeldt of St. Cloud, Minnesota.



Distributor Gene Windfeldt congratulates the Five-Star Award winners at the 100% Club Banquet.



Distributors and Area Distributors receive President's Hall of Fame Awards plaques. Back row: Distributors G. Windfeldt, T. Baird, Sr., L. Pietssee, Area Distributor B. Lawson, Distributor R. Davis (accepting for A.D. M. Turner) and G. Windfeldt. Front row: Area Distributors Ron Ramgren (accepting for Distributor B. Jewson) and Tom Baird, Jr.



Distributor Larry Silver presents the Distinguished Distributor Award to Rick Herrera of Kansas City, Missouri.



Divisional Supervisor Ray Cook (right) congratulates Mitch and Ginger Mesojedec on winning a trip to Acapulco, Mexico, for their outstanding sales achievements.



Distributor John Wall (left) of Iowa City, Iowa and Divisional Supervisor Ray Cook (right) congratulate Jack and Marge Spritt on being the number one Dealers in the Central States Division for the months of October and November.

The CAPITOL DIVISION Salutes President Adrian and Irene Budlong, Jr. at 100% Club Banquet



President Budlong congratulates Distributor John and Jackie McCall of Norfolk, Virginia on winning the 1976 Kirby Council Election Campaign.



Distributor Ed and Lorraine Perry of Baltimore, Maryland, receive congratulations from President Budlong for being the alternate Kirby Council winners in the Capitol Division.



Wes Gares receives the "high game" bowling trophy from Irene Budlong for his efforts during the "Irene Budlong Bowling Tournament."



President Budlong presents the "top main office" award for the fourth quarter of 1975 to Distributor John DeBard of Silver Springs, Maryland.



Mack Sheppard of Oxon Hill, Maryland, is presented the plaque for "top point average" in his first quarter as a Distributor. Mack also earned the annual plaque for "top Area Distributor" for 1975.



Distributor Bruce Hutchins of Winston-Salem, North Carolina, receives the third place trophy for "top point average" from President Budlong.



Winners of the "bingo game," held during the 100% Club Banquet, proudly display their prizes.



Sherry Sims is presented with the "top Dealer" trophy from President Budlong, for her outstanding sales achievements. Not shown are Kent Mohrsons who was the group's Place Dealer.



Congratulations are extended to the winners of the 1975 Club Banquet.



THE PACIFIC-CANADIAN DIVISION

HONORS "TOP PRODUCERS" FOR 1975



TOP ACCESSORIES DISTRIBUTOR
Bill Meyers
Grand Prairie, Alberta, Canada



TOP S.F.R. DISTRIBUTOR
Caron Ohm
Regina, Saskatchewan, Canada



TOP VOLUME DISTRIBUTOR
Allan Burgess
Edmonton, Alberta, Canada



TOP AREA DISTRIBUTOR
Vern McChie
Edmonton, Alberta, Canada



TOP DEALER
Bob Neuser
Anchorage, Alaska

COVETED DISTINGUISHED DISTRIBUTOR AWARD IS EARNED . . .



TOP FIELD COUNSELOR
Don Stefanik
Edmonton, Alberta, Canada



Divisional Supervisor Harvey Gelfand presents the Distinguished Distributor Award certificate to Carson and Marg Ohm of Regina, Saskatchewan, Canada.



Distributor Ivan Gillis of Portage La Prairie, Manitoba, receiving his Distinguished Distributor Award certificate from Harvey and Beth Gelfand.



Merv and Ann Currie of Calgary, Alberta, Canada, receiving their award from Supervisor Gelfand.



Harvey and Beth Gelfand presenting the Distinguished Distributor Award certificate to Stan Borucki of Anchorage, Alaska.



Al and Dot Burgess receiving their certificate from Harvey Gelfand.



Supervisor Gelfand presents the Distinguished Distributor Award certificate to Ed Wingenbach of Winnipeg, Manitoba.



Congratulations to Distributor Stan Borucki on being a winner in the Kirby Classic Omega "Trouble Q" Campaign.



Roy Stanoffsky is a new Kirby Distributor in Saskatoon, Saskatchewan.



Jerry Hurl has recently been appointed to a Kirby Distributorship in North Battleford, Saskatchewan, through the President's Hall of Fame Awards Program.

CUT ALONG THIS LINE AND SAVE

THE WONDERFUL WORLD OF

Kirby Ladies



Diana Jenkins is the wife of Distributor Larry Jenkins of Monroe, Louisiana. Larry is a member of the 1976 Kirby Council and has earned the Distinguished Distributor Award, displaying a sapphire. The Jenkins have two boys, Steven and Bradley, who were born and raised in the Kirby business, and sing the Kirby songs wherever they go! Below is Diana's story.

Larry was recruited into Kirby the latter part of 1966, by Regional Supervisor Bobby Wisinger, who at the time was the Kirby Distributor in Shreveport, Louisiana. He worked part-time selling while attending Northeast Louisiana State University. His first Kirby sale marked the beginning of a life filled with Kirby Opportunity, challenge, and financial security. During the next few months we began to realize all the profits Kirby had to offer and got into the business full-time.

The Golden Cougar Campaign was our first real milestone in Kirby. While selling as a Dealer, Larry won a 1968 Cougar automobile. Then things began to happen for us. We opened our Area Distributorship in Monroe, Louisiana in 1968 and enjoyed several years of good selling. Larry was appointed to a Kirby Distributorship in January, 1970, followed by winning several national campaigns. The "Viva La Difference" Campaign was one of our favorites. We met many nice Kirby people from all over the United States and enjoyed their fellowship while traveling the state of Texas.

The Kirby Company of Monroe's most recent victory was the 1976 Kirby Council Election Campaign. Larry and I really appreciate the cooperation and all-out effort of our people to put Monroe on the Kirby map.

The Kirby profession is a true example of the "American Dream." In what other profession can you start off part-time and end up owning your own business in such a short time? Kirby is the best friend a girl ever had. It will make you money, make you friends and make you proud to be married to a salesman. Through Kirby, we have traveled to many places, and met many exciting people. In other words, since we've been in Kirby we've done a lot of living. We now own a beautiful twelve room home in the nicer area of town, drive luxury automobiles, and even owned an airplane.

We have two boys, Steven and Bradley, who were born and raised in the Kirby business. Larry and I have been able to give our children many extra things that would never have been possible except for Kirby. The boys are very proud of their father and sing the Kirby songs wherever they go.

Larry and I feel our Kirby adventure is just beginning. We are looking forward to spreading the Kirby Opportunity to more people everyday and as a result making the Kirby family bigger and better than ever before. Larry and I would like to extend our thanks for the inspiration given to us by Regional Supervisor Bobby Wisinger, Divisional Supervisor Bob Baumhower and President Budlong.

In case you haven't guessed it by now, being in the "World of Kirby Ladies" is really wonderful.

DIANA JENKINS

REMOVE AND SAVE THIS SHEET AS THE BASIS OF A NEW KIRBY LADIES MANUAL

Marg Ohm is the wife of Distributor Carson Ohm of Regina, Saskatchewan, Canada. Mr. Ohm has been a Kirby Distributor since 1970 and has won many international campaigns, the most recent being the 1976 Kirby Council Election Campaign. He is a member of the "Top 35" Kirby Distributors in the nation for fiscal 1975 and is also a recipient of the Distinguished Distributor Award. Below is Marg's story.



Oh, no! A vacuum salesman! Believe me, I had that thought go through my mind when I first met Carson, and I could see it in the eyes of some of my family and friends at first, too. I'm sure they thought I was in for a fate worse than death, as the saying goes. However, as they all soon realized, nothing could be further from the truth!

Carson was selling "brand X" vacuums when I met him, and that was after he had sold other kinds of vacuums for a few years. I thought at the time, that he would probably always be what he calls a "T and T" man—out to work on Tuesday and back home on Thursday. And when I say, "out to work," I mean out in the countryside. He always made enough money to keep us solvent and as long as he went out every week, we were doing okay. Besides, I had a full-time job.

Carson walked into a Kirby store as a salesman in 1969, and within a year it was his office. The potential for improving our standard of living was already showing itself in that short space of time. Since becoming a Kirby Distributor in 1970, he has developed several top-flight Area Distributors throughout our franchise area, the southern half of Saskatchewan, and they, in turn, are developing more and more outstanding Kirby people. Along the way, we've formed what I hope will be life-long associations and friendships with a terrific bunch of people, not only in our own neck of the woods, but throughout the rest of Canada and the nation. And all because of Carson's success in Kirby! I feel it is "Carson's success" because I am not involved in the day-to-day operation of his business. I work on a part-time basis now at our city's university, as well as being a happy homemaker and a mother, and am also very involved with our local chapter of Sweet Adelines, a musical hobby which gives me a great deal of happiness and satisfaction. And, I still manage to fit in all the business meetings, 100% Clubs, and some secretarial assistance too! It's all just "part of the fun..."

Imagine our excitement when we won our first contest, "Winner's Choice"! This was immediately followed by the "Plot Your Course" Campaign—the trip of a lifetime—I know we'll never forget! And just the other week, we celebrated winning our first Kirby Council Election Campaign with the champagne we received on board the M.S. Adventurer during the Caribbean cruise. (I'd been saving it for just that occasion!) We are so happy to be our Division's representatives in Acapulco and Toronto.

Although we've never had serious financial hardships in our life together, Carson and I and our eleven-year old, John, have certainly had many more material comforts in recent years, again owing to the success Carson has obtained in the Kirby business. Just last summer, we moved into another new home which we are all enjoying very much, and recently Carson has been reaping profits in commercial real estate, too. Our individual interests, plus the holidays we've been able to take which have given us so many pleasurable and stimulating experiences, make us realize that there's more to each day than just spending twenty-four hours.

I truly appreciate all the lasting wealth of experience we have won just by working consistently and taking advantage of the benefits which are a part of the taking in the Kirby business. The knowledge that "we've only just begun" is where the challenge of our ambitions lie.

MARG OHM

REMOVE AND SAVE THIS SHEET AS THE BASIS OF A KIRBY LADIES MANUAL

cut along this line and save

GREAT PLAINS DIVISIONAL SUPERVISOR, RON PORRO IS FEATURED SPEAKER AT 100% CLUB BANQUET IN THE



Great Plains Divisional Supervisor Ron Porro (right) presents Distributor Jim and Peany Smith of Tuscaloosa, Alabama, with the "top S.F.R." trophy for the month of November.



The "top S.F.R." trophy for the month of September is presented to Distributor Jerry Paris and Carol Bell of Paris, Tennessee by Ron Porro.



Ron Porro presents the "top Distributor" award to J.C. and Mary Sugars of Pensacola, Florida, for the month of September. Mr. Sugars has also earned the distinction of being an alternate 1976 Kirby Council Member.



Larry and Diana Jenkins receiving the "top Distributor" award for the month of November from Ron Porro. Mr. Jenkins was also the "quarterly champion" and is a recent winner of the 1976 Kirby Council Election Campaign.



Ron Porro presents a desk trophy to Distributor Roy and Emma Bell for having the "top Distributorship in 1975."



The "top S.F.R." plaque for 1975 is presented to Distributor Burt and Jo Killen of Florence, Alabama.



Distributor Lesley Hoosier (left) and Ron Porro (right) present an opportunity plaque to the Don Smiths. Don is on an active program to become a Kirby Distributor through the President's Hall of Fame Awards Program.



The Crockett Belts receive the "top Area Distributor" award for a three-month period from Ron Porro.



The Wendall Beams (center) receiving a cash award from 1975 Kirby Council Member Bill Inzer and Ron Porro.



Joe McClure received the "top Dealer" award for the month of October from Ron Porro.



Thompson receiving the "top new" award from Ron Porro.



The Sandy Whites receiving a trophy for Sandy having sold seventy-four Kirbys during his first ninety days in the business. Sandy is a Distributor's Assistant in Monroe, Louisiana and is on a program for becoming an Area Distributor.

MID SOUTH DIVISION



Divisional Supervisor Lou and Dale Edsall with V.I.P. Club guests, Distributor Clate and Maureen Riley of Jacksonville, Florida, enjoying the "sights" of "underground Atlanta."



Distributor Paul and Pam Brixhoff receive the "top point average" award from Lou Edsall and Bobby Wisinger.

Right: The "top S.F.R." award is presented to Ralph and Mabel Thomas by Lou Edsall and Bobby Wisinger. Mr. Thomas was also a recent winner in the Kirby Council Election Campaign.

MURFREESBORO, TENNESSEE



Vice President—Sales Peter Menke (right) presents awards to winners of a daily contest to Bruce Maxwell, Eddie Millard, David Edwards, Jesse Woodard and Billy Robinson.



Divisional Supervisor Lou Edsall and Regional Supervisor Bobby Wisinger (right) present the "top main office" award to Distributor Les and Evelyn Mills.



Supervisor Edsall presents the Five Star Award certificate to Jess and Amy Smith during the V.I.P. Banquet.



Evelyn Mills of Greenville, South Carolina presents the second leg on the Five Star Award to Buddy Quinn.



Terry Thomas (center) is honored as the "outstanding manager" by Divisional Supervisor Edsall and Regional Supervisor Wisinger.



Supervisor Lou Edsall presents the "top Dealer" award to Characel and Steve Morris of the Greenville Kirby organization.



Ken and Charlotte Curtis receiving the "outstanding new Dealer" award from Supervisor Edsall and Regional Supervisor Bobby Wisinger.

VISITING WITH THE
"KIRBY PROS"
in the
ATOMIC DIVISION



These Dealers Qualified for Membership in the Exclusive

24 PLUS CLUB

A CLUB OF SUPERIOR DEALERS... To qualify a Dealer must have sold 24 or more personal sales in one calendar month.



EDWARD BAKER
Holland, Michigan



CHARLES BARR
Dodge City, Kansas



PAUL BOYER
Amarillo, Texas



BRUCE BUCK
Tacoma, Washington



ED COLLIER
Somerset, Kentucky



ED DEAKLE
Boylston, Texas



RICH DREISBACK
El Paso, Texas



KIT ELDRIDGE
Ballava, Washington



D. A. FLEMING
Amarillo, Texas



BILL FREEL
Dodge City, Kansas



DAVE HARRIS
Davenport, Iowa



TERRY HEATH
Cayton, Missouri

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RAUL MARTINEZ
San Juan, Puerto Rico



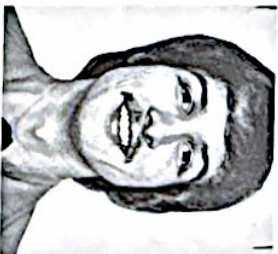
RAY MCCRAE
Edmonton, Canada



GILBERTO PADUA
Groton, Connecticut



RAYMOND PIERCE
Montgomery, Alabama



DENNIS PULLEN
Monroe, Louisiana



JIM ROOT
LaCrosse, Wisconsin



ROY STEVENS
Burlington, Vermont



CHARON THOMPSON
Boylown, Texas



BOBBY WALKER
Amarillo, Texas



SANDY WHITE
Monroe, Louisiana



VONDA ZIKE
Boylown, Texas