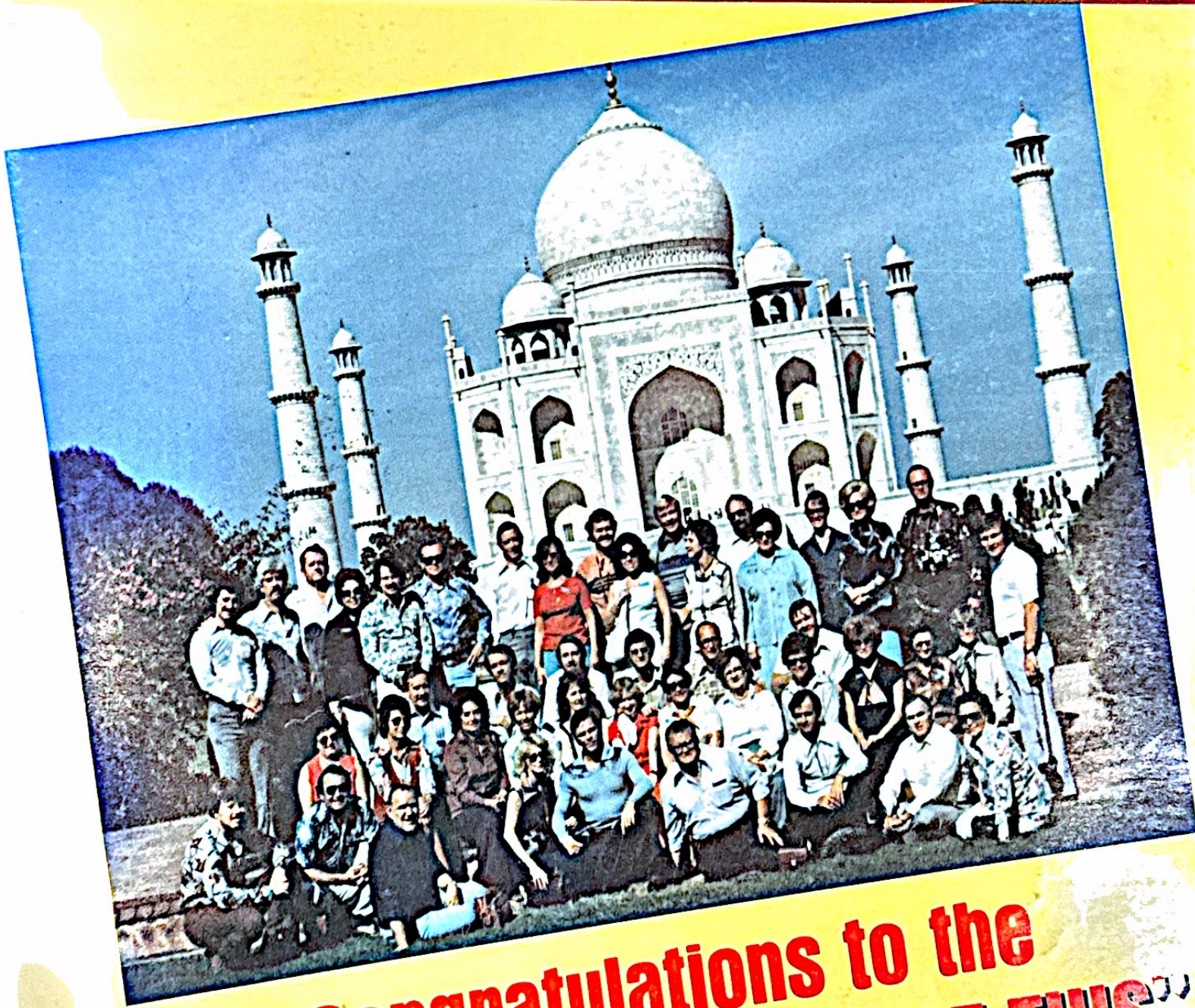


Kirby  
Classic III

# Airing the News

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



**Congratulations to the  
"MEMORIES ARE MADE OF THIS"  
Campaign Winners!**

*Campaign*



## THE PRESIDENT'S MESSAGE

I am happy to be able to tell you that Kirby has achieved another Best Year In Business. I also want to take this opportunity to thank each and every one of you for the contributions you made which helped us to achieve this record year.

I can guarantee that we are not going to rest on our laurels. We are going all out to make 1977 another record year for Kirby. This means that many of you will have another Best Year In Business in 1977. Plus profits and ever-increasing opportunity will be there for those who really want them.

We, each and every one of us, are all fortunate to be associated with the greatest group of people I know of—Kirby people. We are fortunate that Kirby is growing by leaps and bounds and that there is career opportunity for everyone who really wants to make the most of their association with Kirby.

Kirby is a "people business." Professional Kirby people are ready, willing, and able to assist new Kirby people, but always remember that the single most important factor in your career development is YOU. There is a short sentence I would like each of you reading this article to remember. "IF IT IS TO BE, IT IS UP TO ME."

*Addison E. Buellong Jr.*  
President



### OUR COVER...

"Memories are Made of This" Campaign winners enjoying the splendor of the Taj Mahal during the 16-day tour around the world. More about their exciting holiday on pages 18, 19 and 20.

### INSIDE...

Read about the future Distributors through the President's Hall of Fame Awards Program on page 32.

A Kirby "Pro Tip" is given to Dealers on page 25.

The Kirby Opportunity is reviewed for Kirby Dealers on page 11.

## Chairman's Message



This is the season for all of us to give thanks for our many blessings. The holiday season is one for reflection on the year just past and anticipation of the new year.

Looking back over 1976, I am happy to say that it is the best year in the 62 year history of The Scott & Fetzer Company and the best year in the history of The Kirby Division. I offer all Kirby people my sincere appreciation for the cooperation and effort they have put forth to make 1976 Kirby's best year.

We can look ahead to 1977 confident that the great record of 1976 can and will be exceeded. The wonderful acceptance of the current model Kirby, availability of financing and manpower, plus the largest direct selling sales staff in the history of Kirby, all will combine to make 1977 another record Kirby year.

Wishing you all a merry and happy holiday season.

Yours truly,  
*Niles H. Hammink*  
Niles H. Hammink

## LARRY JENKINS AND BRUCE OLSON ARE APPOINTED TO KIRBY FACTORY SALES STAFF



Larry Jenkins

The Kirby Company is proud to announce the appointment of Mr. Larry Jenkins to the position of Factory Sales Staff member, effective on December 1, 1976.

Larry started his Kirby career in 1966 as a part-time Kirby Dealer, while attending the Northeast Louisiana State University.

He soon became a full-time Kirby Dealer, and in 1968, opened his own Area Distributorship in Monroe, Louisiana. In 1970, he was offered and accepted a Kirby Distributorship in the same city. In this position, he won many international Kirby campaigns, the most recent being the "Memories are Made of This" and the "Time and Place" Campaigns. Mr. Jenkins served on the 1976 Kirby Council and his organization placed 27th in the "Top 36" Distributors for the first nine months of fiscal 1976. He is a recipient of the Distinguished Distributor Award and has also earned the use of a luxury car through his active membership in the President's Hall of Fame Awards Program.

We heartily welcome Larry and Diana Jenkins to the Kirby Factory Sales Staff and wish them continued success in Kirby.



Bruce Olson

We are happy to announce that effective October 1, 1976, Mr. Bruce Olson has become a member of the Kirby Factory Sales Staff.

Mr. Olson began his Kirby career in 1952, as a part-time Dealer. After selling an average of ten a month for two months, he became a full-time Dealer and within six months earned his Five Star and Twenty-Four Plus Awards. Eventually he was appointed to the position of a Field Counselor and attained a B.M.I.B. of 74 crew sales.

As a Kirby Distributor, Bruce has been a winner in many international Kirby campaigns, and has been a consistent member of the "Top 36" Distributors in the nation. He strongly supports and backs the President's Hall of Fame Awards Program and is proud of the fact that twelve of the thirteen Kirby Distributors that he recommended are active Kirby Distributors. Mr. Olson has also served on two previous Kirby Councils, and is a recipient of the Distinguished Distributor Award.

We feel sure that Bruce's years of successful experience in Kirby will be an asset to anyone who has the opportunity to work with him, and heartily welcome him and his wife, Wanda, to the Kirby Factory Sales Staff.

**PRESIDENT ADRIAN BUDLONG, JR. IS GUEST SPEAKER AT 100% CLUB**

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President Budlong (left) and Divisional Assistant Steve Kaczor (right) present the "top volume Distributor" plaques to Distributors Tony Kaczor and Bob Poggenpohl.



Robert Frazier and Howard Haupt (center) receiving the "top accessory percentage Distributor" awards from President Budlong and Steve Kaczor.



Distributor Val Maghee receiving the "top S.F.R." award from President Budlong and Divisional Assistant Kaczor.

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Bob Biede and Ralph Jacobson receiving the "top Area Distributor" awards during the 100% Club Banquet.



The "top new Dealer" awards are presented to Steve Haupt and Diane Braaten.



Receiving the "top accessory percentage Dealer" awards are Dan Robin, Pat Castle and Larry Nelson (accepting the award is Bob Frazier).



President Budlong and Steve Kaczor presenting the "top management Dealer" trophies to Perry Dean, Dick Sperlan (accepting is Bob Poggenpohl) and Jim Everett.



Carl Hayes and Ed Lofland accepting their "salesman of the month" awards from President Budlong and Divisional Assistant Steve Kaczor.



Just some of the wonderful people of the Great Plains Division who were guests at the 100% Club Banquet at the Crown Center Hotel in Kansas City, Missouri.



Guest speaker, Vice President-Sales Peter Menke and Distributor Larry Jenkins present the "top Distributor assistant" award to Jim Quinn (center).



Distributor Larry Jenkins (center) receives his Hall of Fame plaque from Peter Menke (right) for his appointment of Randy Jenkins to a Kirby Distributorship.



Don Smith and Peter Menke present the President's Hall of Fame Awards plaque to Lesley Hoosier for his recommendation of Don to a Kirby Distributorship.

**MID-SOUTH DIVISION**  
*Salutes Top Achievers at V.I.P. Banquet*



Vice President-Sales Peter Menke presents the "top Distributor assistant" award to Larry Plaisance while Distributor Allen Bliss looks on.



The Steve Laxes (right) receiving the "top Distributor assistant" award from the Wilt Laxes of Memphis, Tennessee.



Distributor Don Smith congratulates members of his Houma organization on being eligible for the V.I.P. Banquet.



Distributor Randy Jenkins and his V.I.P. winners from the Mobile organization.



Guests of the V.I.P. banquet happily display the checks they received during the cash drawing.



Vice President Sales Menke congratulates the Mid-South quarterly champions. Left to right: the L. Jenkins (Distributor), the S. Whites (Area Distributor) and the J. Elrods (Field Councilor).



Members of the 1976 Kirby Council, Tom Baird, Larry Silver and Keith Peterson present a "bicentennial scene" to guest speaker at the Central States 100% Club Banquet, Dale Bartelmay.



Dale Bartelmay presents "top Area Distributor" awards to Wanda Silver and Dave Norberg for their achievements during a three-month campaign period.



Distributor Dick and Eileen Windfeldt of Virginia, Minnesota, receiving their top S.F.R. plaques from Dale Bartelmay.



Bill Dooley, Ron Vaith, Bill Speaks and Keith Peterson, Sr., receiving their President's Hall of Fame Awards plaques.



Top Volume Distributor award plaques are presented to Sheelah Windfeldt (wife of Distributor Gene) of St. Cloud, Minnesota.



Dale Bartelmay presents the top volume inside office plaques to Sheelah Windfeldt and Bill Speaks.



Dale Bartelmay congratulates Toby Bakert, Jim Harvey and Doug Allen on earning the top Distributor's Assistant awards.



Vice President Bartelmay presents Distinguished Distributor Award certificates to Chuck Shriver, Steve Holloway, Paul Kalkbrenner, Wayne Rundell, Phil Hobart and Hugh Speaks.

**CENTRAL STATES**

**DIVISION**



**Success Story**



Distributor Jack Hayes of Indianapolis, Indiana.

**DISTRIBUTOR JACK HAYES OF INDIANAPOLIS, INDIANA PROVES THAT KIRBY OPPORTUNITY is for EVERYONE**

CUT ALONG THIS LINE AND SAVE

From a remote log cabin situated in the mountains of Bean Station, Tennessee, to a hundred-thousand dollar home in Indianapolis, Indiana. This was what happened to my life because of the sensational Kirby business!

I first became acquainted with Kirby by answering an advertisement back in 1968. At that time, I owned a 1960 Corvair, which hardly ran. My training in Kirby consisted of seeing one demonstration, and then checking out a machine so that I could start to "knock on doors." During my very first week in the business, I sold five Kirbys, none to relatives or friends, since they all thought that I was some kind of a lunatic for selling vacuum cleaners door-to-door. In those days, my brothers had great fun laughing about my job as a vacuum cleaner salesman. But, soon they were to see the "table start to turn." While a Dealer, I earned my Five Star, President's Pin and also met my wife, Pat. I eventually went on to become the Sales Manager for John Distelhorst, the oldest Distributor of Kirby products in the Indianapolis area, who also taught me everything there was to know about running a successful business. One year with him gave me, I'm sure, the equivalent of a college business management course. It wasn't long before I was able to open up my own Area Distributorship and achieve a B.M.I.B. of 154 sales.

In 1975, I had the honor of being appointed to a Kirby Distributorship. Since becoming a Kirby Distributor, my organization has won three fantastic international campaigns offering exciting prizes. I won a Rolex in the "Make Your Move" Campaign, a trip around the world as a winner in the "Memories are Made of This" Cam-

paign and just won a Geochron time piece in the "Make Your Move" Campaign (which also gave my organization a B.M.I.B. of 284 sales). I have learned that the best way to use Kirby Opportunity is to pass it along to others. Therefore, today, I have seven Area Distributorships, two of which are run by my brothers who used to make fun of me for selling vacuum cleaners. In eight short years since first becoming interested in Kirby, my family has obtained a Lincoln Continental, two additional office buildings, private lake property, land in Florida, plus some wonderful things for my six children that I would have never thought possible before.

My wife, Pat, and I work hard together in Kirby and because of it are able to travel to anyplace we want. Twice a year, to keep us mindful of our past, we revisit the beautiful mountains of Tennessee, and take the family along with us, so that we all can quietly thank God that we live in a country with a free enterprise system that offers a business such as Kirby. There is nowhere else in the world where a man with a ninth grade education, and a willingness to work, can achieve as much as I have through Kirby.

Right now, our goal in Kirby is to attain 500 plus sales in 1977 and 1,000 sales in one month in 1978. I really feel that I can do it by continuing to "Build With the Basics."

I really believe that anyone who wants to can succeed in Kirby. Just look how successful I became . . . and I only have a ninth-grade formal education.

JACK HAYES

# Another Kirby Success Story

**DISTRIBUTOR KEITH LEE PETERSON  
OF JEFFERSON CITY, MISSOURI**

**Makes  
"KIRBY OPPORTUNITY"  
Work!**



Distributor Keith Lee Peterson of Jefferson City, Missouri.

My success story in Kirby has a few new wrinkles, but the same basic opportunities that this business offers everyone are there. Since my parents were and are successful Distributors in Columbia, Missouri, I had the advantage of "growing up with Kirby." As is often the case in a situation such as this, I took the Kirby business for granted and didn't consider the many benefits available when deciding upon a career. However, by selling Kirbys I was able to put myself through six years of college and graduated as a Doctor of Chiropractic. In order to open up my practice, though, I needed a considerable sum of money and not wanting to borrow it, I struck a bargain with my father and took a job as his sales manager for six months.

WOW! Those six months as a sales manager were fantastic! I really enjoyed working with new people, helping them open up opportunities in life that, in their wildest dreams, they had never imagined possible. Well, my wife, Vera and I saved much more money than we had originally anticipated. My parents, at the same time, won a national contest and we won a Cadillac Coupe de Ville during a 100% Club drawing. Something that only Kirby could do!

KEITH LEE PETERSON

At that point, Vera and I made a very tough decision. We decided to change our long range goals for the future and became Area Distributors, and eventually opened up a Kirby Distributorship, five years ago. Since that time, we have had the pleasure of working with a fantastic group of people and have achieved a B.M.I.B. of 300 sales. The basics which my parents taught me in Kirby and the great supervision of our Divisional Supervisor, Ray Cook, have made it possible for Vera and me to enjoy life in a manner that most people only dream of. My organization is among the "top 36" in the nation, I have served on two Kirby Councils, have earned the Distinguished Distributor Award and have also won many international Kirby contests, the most recent being the "Time and Place," "Memories are Made of This" and the "Make Your Move" campaigns.

Anyone willing to work hard and learn from the experienced and successful Kirby people all around you, can open any door they wish for themselves and their family. Take advantage of that Opportunity and the rest will take care of itself.

CUT ALONG THIS LINE AND SAVE



## Sunshine Division Salutes Kirby Pros!

- ① President Adrian Budlong presents the 1976 Consumer Care Award to Divisional Supervisor Al Tinker. Congratulations to both Mr. Tinker and the members of his Division on achieving this honor.
- ② Congratulations to these Kirby Pros on earning their A.D.D.P. certificates.
- ③ Distributors Vic Kambe and Lou Toth proudly accepting their Distinguished Distributor Awards during the Pro Club Banquet.
- ④ Just some of the outstanding Kirby Pros who received their first leg on their Five Star Awards during the banquet.
- ⑤ More Five Star winners.
- ⑥ Jim Lindel of the LaMirada organization proudly receives his President's Pin from Supervisor Al Tinker.
- ⑦ Chung Lee, Jim Oswald, John Mealer and Rudy August receiving the "Top Dealer" awards in the Sunshine Division, for their performance during July, August and September.
- ⑧ Congratulations to these outstanding Kirby Dealers on earning additional legs on their President's Pins.
- ⑨ Just some of the "great gang that sells the Kirby" in the Sunshine Division, enjoying the Pro Club Banquet.



AWARDS ARE PRESENTED AT "BIGGEST 100% CLUB EVER HELD"



Guest speaker, Vice President-Marketing Dale Bartelmay (center) presents the "top volume Distributor" award to Larry Ruhstorfer of Flint, Michigan and Jack Hayes of Indianapolis, Indiana.



John Barber of Ludington, Michigan and Ken Smith of Sandusky, Michigan receiving the "top S.F.R. Distributor" awards from Dale Bartelmay.



Abe Judd, Pete Shaunki, Jack Hayes and Steve Grimes receiving their Kirby B.M.I.B. "Certificates of Recognition" from Dale Bartelmay.



Chuck Aldrich of Lansing, Michigan and Myerl Baker of Kokomo, Indiana receiving the "top accessory Distributor" awards.



Vice President Bartelmay presents the "top Area Distributor" awards to Al Glance, Jean Sanderson and Bill Hayes.



Dave Jenner and Henry Sullivan receiving their "top Field Counselor" awards.



Candi Clark, Diann Heffernan and Sheila Burkowski receiving the "top lady Dealer" awards from Dale Bartelmay.

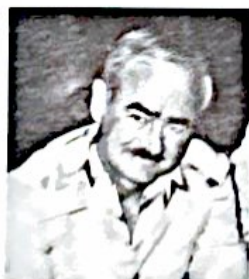


Congratulations to Jack Hayes (center) and his Indianapolis Kirby organization on being the "top Distributorship" in the Motor Division in 1976. Congratulating him are Divisional Supervisor Guenter Haase, Area Distributor Bob Hayes, Jack Hayes, Regional Supervisor Don Van Leeuwen and Area Distributor Bill Hayes.



Top Kirby Dealers are honored during the 100% Club Banquet. Back row: Ken Hemingway, Paul Reams and Mark Reese. Front row: Bill Malkin, James Owens and Bill Freeman.

OPPORTUNITY IS HAPPENING  
6 are named to KIRBY  
DISTRIBUTORSHIPS in 1976



Lyle Toner of Lansing, Michigan.



Quentin Nichols of Grand Ledge, Michigan.



Les Moeller of Alma, Michigan.



Left: Lee Scully of Romeo, Michigan.



Left: John Barber of Ludington, Michigan.

Left: George Kinkade of Elkhart, Indiana.

"Oktoberfest"

Shown here are just a few of the wonderful Motor Division winners enjoying an "Oktoberfest" during the 100% Club Banquet. Everyone had plenty of opportunity to share in a fun-for-all, complete with beer 'nd bratwurst, Dirndls 'nd Seppels, and plenty of um-pa-pah!



Mr. and Mrs. Donald Bowman from Three Rivers, Michigan are presented with a 1976 Plymouth Volare. The Bowmans were registered in the Motor Division's "lead procurement program" and won this automobile for having the most sales from the leads they suggested. All Distributorships in the Motor Division are eligible to compete in this very successful "lead-obtaining" program.

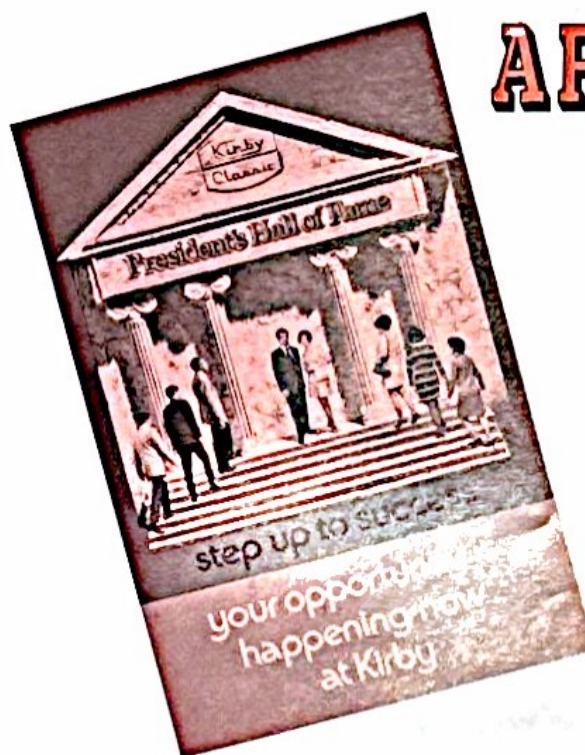
ARE YOU AWARE . . .

of all the marvelous Opportunities for greater financial success and recognition which are available right here, right now with Kirby? Do you know how to qualify for advancement to sales management, an Area Distributorship or a Kirby Distributorship through The President's Hall of Fame Awards Program?

The Kirby Company Division makes available to all Kirby Distributors a booklet entitled, "Your Opportunity is Happening Now at Kirby" (SP65). It contains a great deal of information about you and your future with Kirby.

If you already have a copy of this booklet, we challenge you to develop your leadership qualities and qualify to participate in the finest dealerpower development program ever created—The President's Hall of Fame Awards Program. If you haven't yet seen a copy, we urge you to ask your Distributor to make one available for your review.

There may never be a more important and significant day in your life than the day you become fully aware of the meaning of the phrase, "Stepping Up to Greater Success" in Kirby.



MOTOR DIVISION

# PACIFIC-CANADIAN DIVISION . . .

*Regional Supervisor Norm Mahoney and Motor Divisional Supervisor Guenter Haase are Guest Speakers at 100% Club*



Divisional Supervisor Guenter Haase and Regional Supervisor Norm Mahoney present the "top Distributor" award to Allan and Dot Burgess (center) of Edmonton, Canada.



The "top accessory Distributor" awards are presented to Gerald and Merle Mason and Roy and Karen Stanoffsky.



Regional Supervisor Mahoney awards the Distinguished Distributor Award to Roy Stanoffsky and Jim Cross while Guenter Haase looks on.



Distributors Jim Cross and Carson Ohm receiving their President's Hall of Fame Award payments from Norm Mahoney and Guenter Haase.



Assistant Divisional Supervisor Darrel Johnson (second from left) assists in presenting Kirby B.M.I.B. "Certificates of Recognition" to J. Cross, the Stanoffskys, the Masons, the Burgesses, and the Yakiwchuks.



The "top Area Distributor" award is presented to Vern and Joyce McGhie.



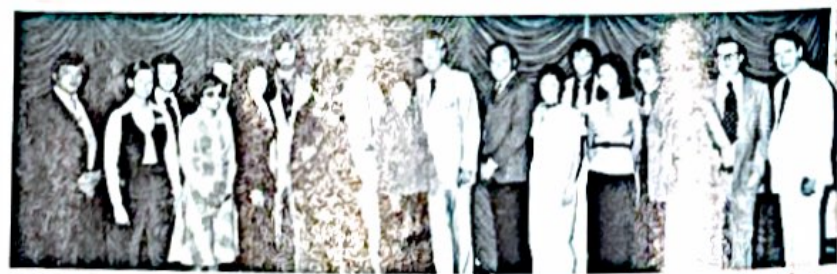
Guenter Haase and Norm Mahoney present the "top Field Counselor" trophies to Millie Caruso and Ken and Dianne Sears.



Ed and Bobbi Turner, Larry and Dot Beaver and John Latta receiving their "top Dealer" awards. (Larry Beaver also was the recipient of the President's Pin.)



Congratulations to these outstanding Kirby Dealers on earning their 100% Club Pins.



Kirby Classic III's were presented to these outstanding Dealers during the 100% Club Banquet.

# THE WONDERFUL WORLD OF

## Kirby Ladies



Bonnie Young is the wife of Distributor Richard Young, of Madison, Wisconsin. Mr. Young has been a Kirby Distributor since 1958 and during that time has won many international Kirby campaigns, the most recent being the "Make Your Move" and "Time and Place" campaigns. He is a recipient of the Distinguished Distributor Award and is among the "Top 36" Kirby Distributors in the nation. Below is Bonnie's story.

CUT ALONG THIS LINE AND SAVE

Our Kirby life began almost twenty years ago in Green Bay, Wisconsin. At that time, Dick owned his own construction business and with winter coming on, he was looking forward to a "long winter's rest." This was not for him! One afternoon, Dick happened to run into an old friend who was selling Kirby vacuum cleaners and after some "small talk" Dick decided he would sell Kirbys during the winter months to help keep him busy.

It wasn't too long before the Kirby business became our only way of life. We eventually packed up our belongings and moved to Madison, Wisconsin in July of 1958.

The Kirby Opportunity has been offered to each member of our family, and I'm happy to say that they have all taken advantage of it. Our son, Steve, is active in our Service Department; our daughter, Holly, works in the office during the summer months and our youngest son, Tom, keeps our supplies stocked and also helps to keep the office, "Kirby Kleen." I help in the office doing the bookwork and also make sure that Dick gets to his Kirby appointments on time.

Dick doesn't expect anything of others in the organization that he doesn't expect of himself also. His hard work and long hours have given me time to enjoy the pleasant pleasures in life that are free. I have used this "extra time" for volunteer work at school and I belong to various organizations to improve school communications among the administration, students, parents and teachers. I am also president of Eastmorland Homemakers of Dane County and I'm working in our C.C.D. Religious Education Program. For fun and relaxation, I even find time to bowl twice a week!

My husband's determination to succeed has given us all the comforts of the "good life." We have taken many wonderful trips and made new and interesting friends all over the world. Our Great Lakes Division is really moving up, and we are enjoying being part of this "great growing group."

My advice to all Kirby wives is to get behind your husband and motivate him in his work as much as possible. What he does for him\* it will eventually greatly benefit both you and your family.

BONNIE YOUNG

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



Esther Harter.

Esther Harter and Etta Delaney are the wives of Distributors Joe Harter and Orville Delany, respectively, of Denver, Colorado. They have been Kirby Distributors since 1973 and both are recipients of the Distinguished Distributor Award and members of the "top 70" Kirby Distributors in the nation. They have won many awards and prizes through the Kirby Opportunity and were winners in the "Passport to Adventure" Campaign. Theirs is truly a family-oriented organization, since Esther and Etta are sisters. Below is their story.



Etta Delany.

Our Kirby story started in July of 1967, when Joe and Orville were in sales for another company. At that time, both were making a living, but that was about all. One of our brothers, Herman Kahler started selling Kirbys and was able to sell sixteen during his very first month in the business, winning him a color television. It wasn't the television that made our men interested in what Kirby had to offer, it was the money our brother earned while doing it! Both of us had families and decided that the "extra Kirby money" would be a great addition to our incomes. So, Joe and Orville started selling Kirbys and started to make more money than both had been making after ten years at their old jobs.

Both were Dealers for only a short time before being appointed to Area Distributors in Ft. Collins, Colorado in 1968. As Area Distributors, life started getting much more rewarding. We were able to buy new homes, new cars and live in a nicer area of town. Also, in September of 1968, we won our first factory sponsored contest, which was a fabulous trip to the Cleveland factory, a shopping spree and four days of fellowship with other fantastic Kirby people. Having children in school, we really didn't want to move, so we didn't take advantage of a Kirby Distributorship as soon as we really should have. However, in 1973, Orville and Joe were offered and accepted a Distributorship and things really started to happen for all of us!

In June of 1974, we won the "Passport to Adventure" Campaign which was truly a trip of a lifetime, especially for two people who had never been anywhere before the Kirby Opportunity came along. London, Rome and an African Safari . . . unbelievable!

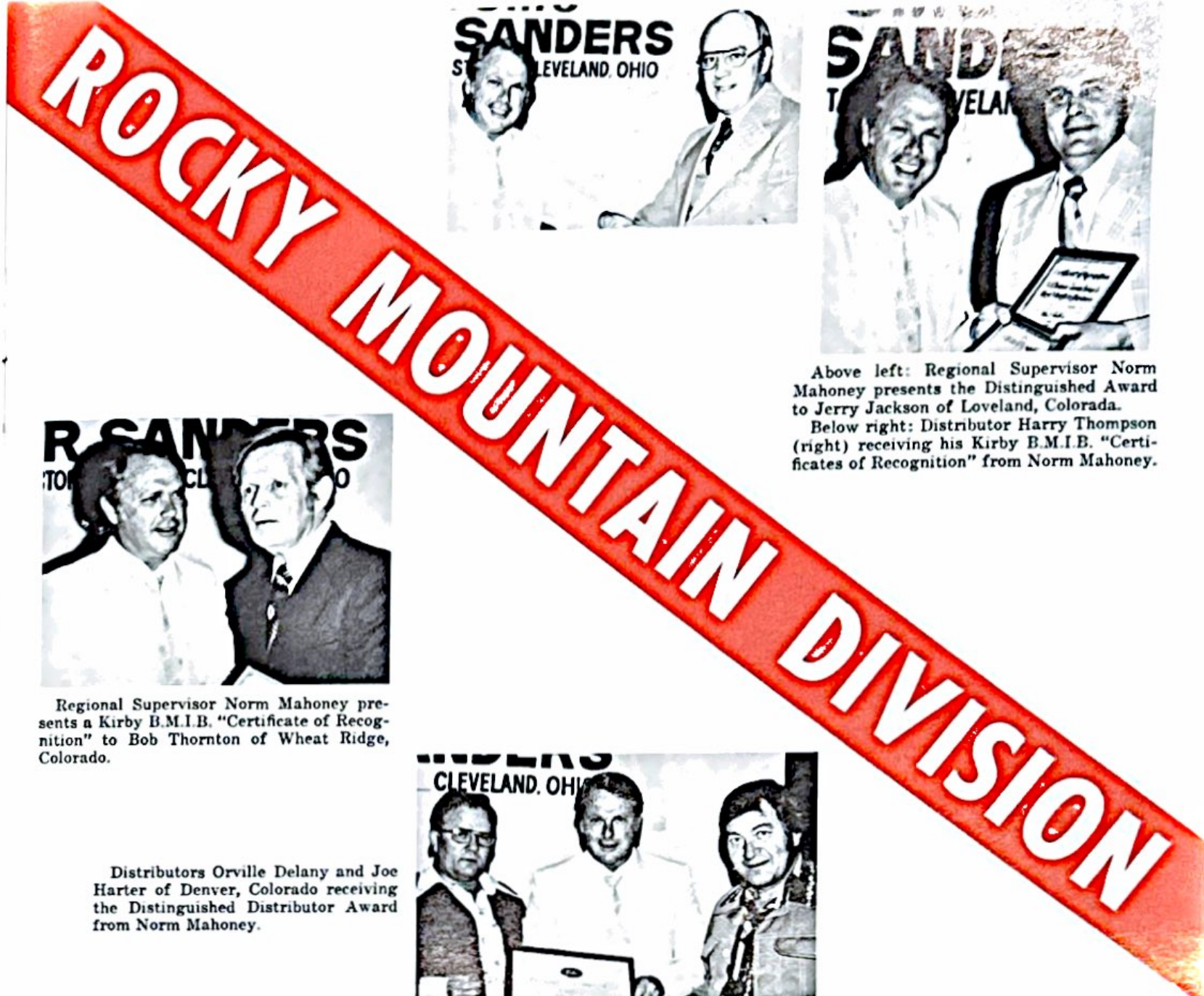
As you probably know by now, we are sisters, living in beautiful nine-room homes right across the street from each other. Our men are brothers-in-law and we have made this a true "family business," since our Kirby organization consists of four sons, two sons-in-law, one brother, one brother-in-law and two nephews. There will be more "family" members to follow, we are sure!

We are so excited and happy with Kirby that we only wish more people could realize the fantastic life and future they could build with Kirby. It should, by now, be evident to all Kirby people that we are thoroughly enjoying the "Wonderful World of Kirby Ladies."

ETTA DELANY AND ESTHER HARTER

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

cut along this line and save



Above left: Regional Supervisor Norm Mahoney presents the Distinguished Award to Jerry Jackson of Loveland, Colorado.

Below right: Distributor Harry Thompson (right) receiving his Kirby B.M.I.B. "Certificates of Recognition" from Norm Mahoney.



Regional Supervisor Norm Mahoney presents a Kirby B.M.I.B. "Certificate of Recognition" to Bob Thornton of Wheat Ridge, Colorado.



Distributors Orville Delany and Joe Harter of Denver, Colorado receiving the Distinguished Distributor Award from Norm Mahoney.



# THE STEEL DIVISION VISITS THE KIRBY FACTORY

Divisional Supervisor Ed (second from right) and Wilson (left) Bray tour the Kirby Factory with distributors in the Steel Division, as an aided highlight of their 1977 Kirby Council Election Campaign kick-off meeting.



# News from the SOUTHWEST DIVISION

## AMARILLO, TEXAS



Gift certificates are presented to G. Cox, D. Byler, D. Whitefield, L. Brannon, R. Hinrichs, J. Stansbury, A. Richardson, L. Taylor, D. Overbey and J. Ennis by Distributor Wallis for the fine sales effort put on by these people.



Larry Taylor, Jan Stansbury, Leo Brannon and Al Richardson are presented with "top Dealer" plaques by Distributor Wallis.



Distributor Wallis presents "top Area Distributor" awards to Joe Ennis and D. A. Fleming.

## ALBUQUERQUE, NEW MEXICO



Congratulations to the Paul Webers, the Bruce Dickinsons and the Bill Clarks on winning an all-expense paid holiday in San Francisco for their outstanding efforts during the "Memories are Made of This" Campaign.



Vice President Bruce Dickinson presents awards to some of the top producers during the "Memories" Campaign: C. Taylor, L. Mavrogems, S. Clay and P. Aragon.



Sales Manager Paul Weber (second from left) and Distributor Chuck Dinkinson (right) award A.D.D.P. certificates to Sharon Clay, Luciano Aragon, Bill Clark, Beryl Martin and Dennis Duffy.

## AUSTIN, TEXAS



Dan Gomez receiving the "top Dealer" award and Ruben Bay the "top Field Counselor" award.



Congratulations to John Merris on being named the "top Area Distributor" for his efforts during the month of September.



General Manager Roger Snellen of the Wichita organization presents the "top Field Counselor" award to Larry Green.



Field Counselor Pete O'Kurily (right) of the Hot Springs organization congratulates Keith Dennis on earning his Ten Pin Award.



The Duncan Kirby organization salutes Herl Perkins on his outstanding performance in their rebuild department.



Distributor Herb Kesler of Appleton, Wisconsin, presented the Ten Pin Award to Nolan Schmidt as Phil Johnson looks on.



Distributor Russ Hunt presented the "top Dealer" award to Bob Williams of the Lafayette organization.



Pete Grivich (right) receives his Ten Pin Award from Distributor Ernie Olness of LaCrosse, Wisconsin.



David Davidshofer receives "top Dealer" awards from Distributor John Henry.



Distributor Ken Jensen (right) congratulates Brad and Sally Terrell on taking advantage of their Kirby Opportunity by becoming Area Distributors.



Larry Freiwald and Nick Golich, Jr. receive their A.D.D.P. certificates from Distributor Nick Golich of Aurora, Illinois.



Distributor Paul Moody of Kenosha, Wisconsin presents a "top Dealer" award to Bill Stregge.



Distributor Will Hart of Oak Park, Illinois presents an award plaque to Arturo Galvan on achieving a sales quota.



Wagon Master Jim Pierce (second from left) proudly shows off his Kirby crew that helps to keep the Madison organization among the "tops" in the nation.



Distributor Russ Hunt presents the second leg of the Five Star Award to Joe Hanns.



Advisor R. Lee Neite (right) congratulates members of the Great Lakes Division on a 100% Club trip to Tampa, Florida. S. Smith, B. Tarasher, G. Mancil and P. A. Row: E. Storm, R. Lowe and F.

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President Adrian and Irene Budlong, Jr. Host Kirby Winners on a "MEMORIES ARE MADE OF THIS" Holiday

The sixteen-day, once-in-a-lifetime "Memories are Made of This" Campaign tour around the world has concluded. But, for twenty-three winning Kirby Distributors and their spouses, and President and Mrs. Adrian E. Budlong, Jr., a simple recollection of the marvelous memories they made will now just begin to enrich the remainder of their lives. Following on these three pages is a recap of the wonderful countries they visited and of the adventures they shared.



**MONACO**

The entire Kirby group departed from New York City on November 7, 1976, and arrived in Monte Carlo (in southern France) on November 8, 1976. Here they enjoyed visiting the picturesque artists village of Eze La Turbie, where they also enjoyed a delightful lunch at the Chateau De La Chevre D'Or, overlooking the blue-green waters of the Mediterranean. Later, Kirby guests enjoyed an exciting and elaborate Las Vegas-type dinner and show at the world renowned Loew's Folies Russe.

(1) Some of the "Memories are Made of This" Campaign winners; (2) Distributor Jack and Pat sight-seeing in Eze La Turbie; (3) the W. Dooleys, the G. Windfeldts and the R. Windfeldts; (4) Distributor Al and Jean Tamburr; (5) Distributor Dave and Corrine Stewart overlooking Monte Carlo and (6) Keith and Vera Jane Peterson enjoying lunch at the 2,000 year-old Chateau De La Chevre D'Or.

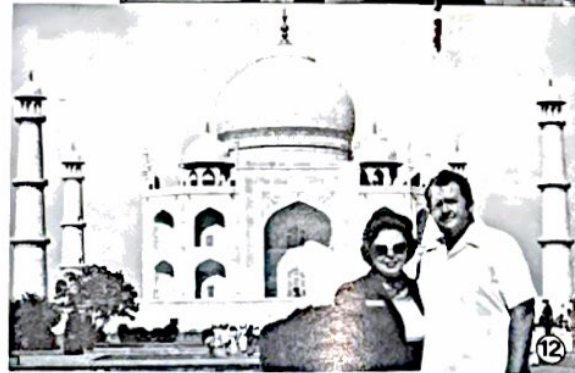


**INDIA**

Kirby winners boarded their Air France flight from Tel Aviv to Delhi, India on November 12, 1976. While a special tour of the city was given to Kirby winners, it was the full-day outing for the group to the fabled Taj Mahal in Agra that was especially rewarding. (9) Distributor Bob Tausinger and the local children on the road to Agra; (10) Distributor Steve and Terri Griffith enjoying a "new experience;" (11) Distributor Pat and Jack Hayes; (12) President Adrian and Irene Budlong, Jr. before the fabled Taj Mahal.

**ISRAEL**

On November 10th, winners and their spouses left Monte Carlo and arrived in Tel Aviv, Israel. A full-day tour for Kirby winners only was conducted in Jerusalem, Bethlehem and at the Dead Sea, where sights such as the Wailing Wall, and the street that Jesus carried the Cross were seen. (7) President Budlong takes an adventuresome ride atop a camel outside the wall of Jerusalem; (8) the beginning of Distributors Scholz and DeBard's "around the world gin-rummy game."



**THAILAND**

Bangkok, Thailand was next on the agenda as "Memories are Made of This" Campaign winners arrived at the luxurious Siam International Hotel on November 15th. A rewarding full-day excursion for the Kirby group was enjoyed in Bangkok. The group had the opportunity to visit the Floating Market, dine at the Golden

Barge Restaurant and see the Grand Palace, (13) Kirby winners shopping at one of the many shops in Bangkok; (14) Distributor Al Tamburr visits with a Sikh—an old soldier; (15) Distributor Curt Meador enjoying the sights aboard the Star Ferry on the way from Hong Kong to Kalhoun.

# "Memories are Made of This" Winners Visit Exciting Hong Kong

Kirby winners arrived in Hong Kong on the afternoon of November 17th. President and Mrs. Budlong, as host and hostess, greeted the group at a "Welcome to the Pearl of the Orient" social reception and group dinner in the plush and towering Mandarin Hotel.

A highlight for the group in Hong Kong was dinner at the unique Floating Restaurant in Aberdeen, the "city on the water." The following evening, on the 19th of November, winners were entertained by a specially-requested nine-person Chinese dance troupe and six-person Chinese band.

By crossing the International Dateline during their overnight flight from Hong Kong to Honolulu, Hawaii, the group gained a day and earned the "Order of the Golden Dragon" certificate.

No better spot for a Kirby group could have been chosen than the Sheraton-Waikiki Hotel—facing the most famous beach in the world. Venturing out into the waters of the Pacific, Kirby winners enjoyed a morning cruise of Pearl Harbor.

Touchdown in Los Angeles came on Monday, November 22, 1976. Homeward flights concluded, and once home, each winner had earned the "Circumnavigation of the Globe" certificate.

There are sure to be a number of souvenirs that winners have purchased, but the memories they made will forever be priceless . . . proving once again that "Only Kirby Could Do It" and "Only Kirby Does!"

(1) Distributor John and Joan Debard overlooking the exciting city of Hong Kong. (2) Al Tamburr touring the harbor of Hong Kong. (3) Newly promoted Factory Staff Member, Larry and Diana Jenkins. (4) Distributor Wilf and Erma Edman visiting the picturesque Tiger Balm Gardens. (5) Distributor Al and Rita Latham at the Tiger Balm Gardens. (6) Distributor Gene and Sheelah Windfeldt. (7) Distributor Al and Jean Tamburr during their visit to the Tiger Balm Gardens.



# "STEPPING UP TO GREATER SUCCESS" IN THE CAPITOL DIVISION



Vice President-Sales Peter Menke (right) presents \$17,500 in Rolex Oyster Chronometers to Supervisor Clint Fox, and Distributors Bruce Hutchins, John DeBard, Al Metzger and Dave Stewart (not shown).



Buel Pearson, John Jennings, Cheryl Duncan, Mack Shepard, Paul Mena, Bobby Duncan, Jerry Smallwood, Warren Hollins and John DeBard join with Supervisor Fox on "toasting" a B.M.I.B. in the Capitol Division.



Distributor John McCall receives his B.M.I.B. "Quota-Buster" award from Supervisor Fox.



Supervisors Clint Fox and Ed Bray, of the Steel Division, congratulate Daryl Davis, Howard Cannon and Ted Heverley on earning their "Quota-Buster" awards.



Linda Creef of Virginia Beach receiving the top Dealer award, for the third quarter of 1976, from Clint Fox and Ed Bray.



Steel Divisional Supervisor Ed Bray presents Ten Pin Awards and certificates to: S. Butler, M. Tarnowski, A. Bailey, B. Hawkins, V. Wagoner, K. Dyphert, M. Carver, T. Johnson, M. Emry, J. Rigsby, D. Carey, V. Gray and D. Longus.



Distributor Joe Strange and members of his Virginia Beach organization celebrate their fourth consecutive fourth Best Month In Business!



Field Counselor Bobby Duncan and Dealer Cheryl Duncan are congratulated by Clint Fox and Ed Bray on their appointment to a Kirby Area Distributorship.



Judy Rigsby, Mickey Carver, Vermal Gray and Bob Hawkins are presented legs on their Five Star Awards.



Members of the Oxon Hill Kirby joying the awards banquet.



Congratulations to Robert Thorne of Fayetteville, North Carolina, on being the top Field Supervisor for the third quarter.



Divisional Supervisor Dave Stucky congratulates Distributors Greg Stahl (top S.F.R.), John Mason (top volume) and Vince Ashley (top unit dollar average) on their outstanding achievements during a quarterly period.



Supervisor Dave Stucky (left) and guest Divisional Supervisor of the Paradise Division, George James (right), present Kirby Honor Awards to Tom and Sue Richards, Ronnie Cowan, Linda and Raymond Bennett and Ed Wilson.



Divisional Supervisor Dave Stucky greets Distributors John and Leona Mason of Bowling Green, Kentucky to the V.I.P. Banquet in Miami Beach, Florida.



Members of the Elizabethtown organization receiving their Kirby Honor Awards are Jerry and Wanda Kersey, Dillard and Sheila Wells, Don and Mary Maupin, Dannie and Barb Clements and Ivan and Reba Corman.

## THE NORTH CENTRAL DIVISION SALUTES "TOP ACHIEVERS"



Supervisors Stucky and James present Kirby Honor Awards to Darrell Richardson, and Debbie and Mark Sutterfield of the Greenwood organization.



Supervisor Stucky congratulates Terry Crofford on being the top Area Distributor in September and Ivan Corman for being the top Area Distributor in July.



Distributor Fred Kiper and Bob Simons of the Lexington organization show off the special tee-shirts given to V.I.P. guests.



Fred Riley, Sandy and Tommy Walters and Eddie Goggins enjoying a pool-side chat.



Dan and Cindy Urban, Distributor Ed and Mary Urban and Michael and Ginger Colbert of the Norwalk Kirby organization enjoying the banquet.



Members of the Lexington organization receiving their Kirby Honor Awards are Glen and Donna Croslin, Bob Simons and Kathy and Bill Feck.



Dave Stucky and George James present a Kirby Honor Award to Don and Joy Chalfant of the Newark organization.



Mike Anoskey and Ginny and Billy Cavins of the Evansville organization receiving their Kirby Honor Awards.



C. Rounds, T. Walters, F. Kiper and E. Goggins enjoying a pool-side barbecue held during the V.I.P. Club Banquet in Miami Beach, Florida.



Enjoying the V.I.P. meeting are Bobby and Joe Thomas, and George and Juanita Martin.



Divisional Supervisor Stucky congratulates Ed Wilson on being the top new Dealer in July and Keith Jones on being the top new Dealer in September.

# Letters, We Get Letters!

Dear Sir:

My wife and I recently purchased a Kirby vacuum cleaner from . . . in Phoenix. We would like to take this opportunity to thank you for making such a quality product.

He was extremely courteous and helpful when giving the demonstration. We both feel our Kirby was well worth the money paid for it.

Thank you for making such a quality product and for your fine sales personnel who were representative of a company that backs its product.

Yours truly,  
Mr. N.P.  
Phoenix, Arizona

Gentlemen:

Recently I brought in my Kirby sweeper to be rebuilt. After having this machine for over ten years and after using it on a daily basis, it was in sorry shape.

However, when I picked up the machine, I just couldn't believe my eyes. It looked brand-new and all worn parts were replaced. You certainly did a marvelous job.

Please thank the employees who are responsible for rebuilding old Kirbys . . . they certainly do a wonderful job.

Sincerely,  
Mrs. C.J.O.  
Lakewood, Ohio

Gentlemen:

My rebuilt Kirby sweeper arrived and I just wanted you to know that I am absolutely delighted! It is so refreshing to know that guarantees are honored and lived up to in this ever-changing society.

Since my sweeper was purchased in 1946, it had very little repair, and now it looks and works like a new sweeper. Believe me, I tell everyone I know about my experience with Kirby, and my daughter has been so indoctrinated that she purchased a new 1976 model . . .

Sincerely,  
Mrs. F.M.P.  
Cincinnati, Ohio

Dear Sirs:

I wanted to drop you a note of special thanks for the wonderful service on my Kirby.

To have my machines completely renovated is a selling point for the Kirby that I really didn't fully appreciate when I purchased it many years ago. I do remember how expensive I thought it was as compared to other machines, but its service, plus exceptional equipment was what my husband saw in the Kirby, so therefore we purchased it.

I shall continue "selling" it to my friends and acquaintances whenever I have the opportunity.

Thank you again.

Yours very truly,  
Mrs. V.K.R.  
Midland, Michigan

Dear Sirs:

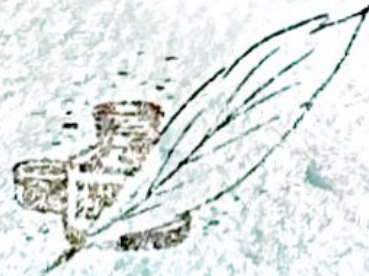
I want to thank you for our beautiful Kirby. I feel like I have a brand-new vacuum, for \$23.00.

We were shocked as to how shiny everything was and that new parts were replaced, where needed.

I have always bragged about the Kirby vacuum, but since we had ours rebuilt, I show it to everyone that comes to our house, instead of telling them.

Thank you, again, you can bet on it, I will be a good advertiser for The Kirby Company.

Sincerely,  
Mrs. F.A.  
Maitland, Florida



# PRO TIP

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

## "I'LL DO IT MY WAY"

Every now and then a new Dealer comes into the business and goes through training; attends sales meetings; watches a PRO demonstrate in the field and make sales and then says to himself, "Well, doing it that way may be all right for the others, but I have my own ideas on how Kirby should be sold."

Kirbys have been sold for over fifty years. During that time, much trial and error has gone into the ways and means as to how to properly sell and demo a Kirby. The demonstration evolved after many years of field experience, literally through millions of demos in the home.

The average Kirby Distributor has been in business for many years. Proof in itself that he or she must know what to do and how to do it. Before they became a Distributor, they probably served as a Sales Manager or Field Counselor, teaching others how to sell. Before they could teach others, they first had to be a successful salesperson who followed instructions from people who were previously successful.

Sometimes a new Dealer may not understand why he or she is asked to do or say things in a certain way. All new Dealers should remember that the instructor is speaking from experience and that the instructor wants the new Dealers to succeed. Could you imagine a man taking golf lessons from Arnold Palmer and then deciding to do it his own way? Would you take flying lessons from an experienced pilot and then decide that some of the things you were told were unimportant? Listen, and learn from the PROS and when all else fails, FOLLOW INSTRUCTIONS.

(The Kirby Company Division makes a number of items available to your Distributor that are designed to provide you with the proper method of giving a value-building, need-showing and desire-creating demo of the Kirby Classic III System. Items such as the "Here's Proof" book, the Kirby Demonstration Sequence Card, and the Kirby "Guide to Successful Selling" will help you demo the PROFITABLE way. If you haven't seen any of these items, ask your Distributor for them so that you can benefit from them AND instructions by a real Kirby pro.)

(Our Kirby Divisional Supervisor Fred Pape for this Pro Tip was interviewed in the Nugget Divisional publication.)



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# PARADISE DIVISION

## GOES "WESTERN" AT V.I.P. CLUB OUTING

- 1 Guest speaker, Dick Riley of Cleveland, Ohio, Distributor Clate and Maureen Riley, Scott Riley, Bonnie and Rick Tomlinson enjoying a specially held Kirby rodeo during the V.I.P. outing.
- 2 Divisional Supervisor George James visits with Distributor Chuck Black during the Kirby rodeo.
- 3 Rosa Nicado from the Miami Springs organization "heading up" the riders.
- 4 Carlos Gamboa gets all set for a beautiful day in the country.
- 5 Carol and Tony Hohman of the Orlando Kirby organization enjoying the western reception.
- 6 Tom Moreland, Angel Coronel, Franklin Paga, Dayton Stivers, Tony Borsello and Randy Cabrera during the western cookout.
- 7 Angel and Nivia Coronel of the Miami Springs organization.
- 8 Virginia James (wife of Supervisor George James) visits with Florence Writh and Chuck Black.



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Distributor Clate Riley presents an award trophy to Grace Prince of Waycross for being the top Area Distributor in the Jacksonville organization for the month of October. Grace also received a cashmere sweater and a diamond drop necklace.



Eugenia Jackson receiving the top Dealer award for her efforts during September. Eugenia had been a school teacher for seventeen years and this is her first selling experience!



Bob Wheeler, Lavada Bowen, Jack Gilbert and Rick Arsenault show the Kirby Honor Award certificates they earned. Rick also attained the "top Dealer spot" during the month of October.

## Notes from the JACKSONVILLE KIRBY Organization



Wagon Master Dwight Stickney congratulates his "Kirby buddy" Jean Longstreth on being the top Dealer in August.



New Dealer, Rex Morrison, accepting his Ten Pin certificate from Distributor Clate Riley.

## EMPIRE DIVISION . . . BORDENTOWN ORGANIZATION VISITS KIRBY FACTORY



President Budlong congratulates Jerry LoPresti on earning his Kirby Ten Pin Award.



Vice President-Sales Peter Menke (left) and President Adrian Budlong, Jr. (right) greet members of the Bordentown Kirby organization to the Kirby Factory. Visiting are Salesman Jerry LoPresti, Dave Cox and Distributor Jim Marjoni.



Regional Supervisor Norm Mahoney presents the Kirby "Make Your Move" plaque to Distributor Ed Slaughter of Reno, Nevada.



Distributor Wilf Edman (right) of Salt Lake City, Utah, receiving his "Make Your Move" award plaque from Norm Mahoney.



Distributor John Finkbeiner of Sacramento, California receiving his "Make Your Move" award plaque.



Area Distributor Rich Coleman of the Kennewick organization presents the Ten Pin Award to Buzz Horner.



Distributor Monte Carter of Wenatchee awards a bonus check to Bernie Patton for achieving a B.M.I.B. in his Area Distributorship.

# Outstanding Achievers Earn Recognition in the NUGGET DIVISION



George Rachac, Dennis Dillingham and Glen Curtis all received handsome watches for their outstanding efforts as Area Distributors.



Distributor Wilf Edman, Vice President-Marketing Dale Bartelmay and Divisional Supervisor Walt Sauer (second from right) present additional legs to the Five Star Award to M. Reid, D. Patterson, A. Sutton and B. Losee.



Distributor Wilf Edman and Vice President-Marketing Bartelmay present the Five Star Award to R. Winnett, W. Oyler and J. Bower.



Above: Distributor Wilf Edman congratulates Paul Gingrasa on earning the "Gold Digger" award for attaining seventy-two personal sales during one month's time!

Right: Dale Bartelmay and Walt Sauer present the Twenty-Four Plus Award to B. Winnett, D. Snow, E. Johnson, J. Slane and B. Losee.



Kirby Factory Staff Member, O.R. Sanders, presents the Kirby B.M.I.B. "Certificate of Recognition" to Noland Gregory of Fremont, California.



O. R. Sanders presents the "Certificate of Recognition" to Distributor Rick Held of San Jose, California.



Dale Bartelmay and Walt Sauer congratulate Richard Snow (center) on earning the third leg on the coveted President's Pin.



Distributor Hersh Coleman (right) of Kennewick, Washington congratulates John Lang for the outstanding job he is performing as a Branch Manager in the Richland office.



Sales Manager Stu Lofow of the Portland organization congratulates Dan Bevans on his outstanding sales achievements.



Distributor Marlin Hopper (third from left) Portland, Oregon, during the grand-opening of his Beaverton Area Distributorship.



Distributor Jack Hinkle of Seattle, Washington presents a bonus check to Deano Edwardson for his outstanding sales achievements.



Congratulations to Deano Edwardson and Dan Epling on earning extra bonus money in the Seattle organization for their sales efforts.



Distributor Jim Hutabka (right) of Salem, Oregon plans his winning strategy for the 1977 Kirby Council Election Campaign with Area Distributor, Neil Barney.



## Factory Views

### 7th ANNUAL PIONEER CLUB BANQUET IS HELD

On October 15, 1976, The Kirby Company hosted its 7th Annual Pioneer Club Banquet at Wagner's Country Inn, honoring employees and retirees with 25 or more years of service.

Acting as Master of Ceremonies was Distribution Manager Earl Walter and assisting in presentations of handsome engraved executive pitchers to the 75 members of the club, were Vice President—Operations Hilliard Keeney and Vice President—Marketing Dale Bartelmay.

Everyone enjoyed a delightful evening filled with dining, dancing and socializing.



Vice President—Operations Hilliard Keeney (far left) and Vice President—Marketing Dale Bartelmay (far right) present Pioneer Club mementos to Jack and Val Reidel and Dick Smith.



Russ and Rose Brand, Gay Fizer and Ken Woike receiving their mementos.



Tom and Veronica Quintiliano and Eleanor and Paul Rasper.



Mary Ann Novak, Helen Kovacs, Jim and Ann Smutna and Millie Long receiving their presentations.



Emil Kucera and Andy and Paula Ohman receiving their awards.



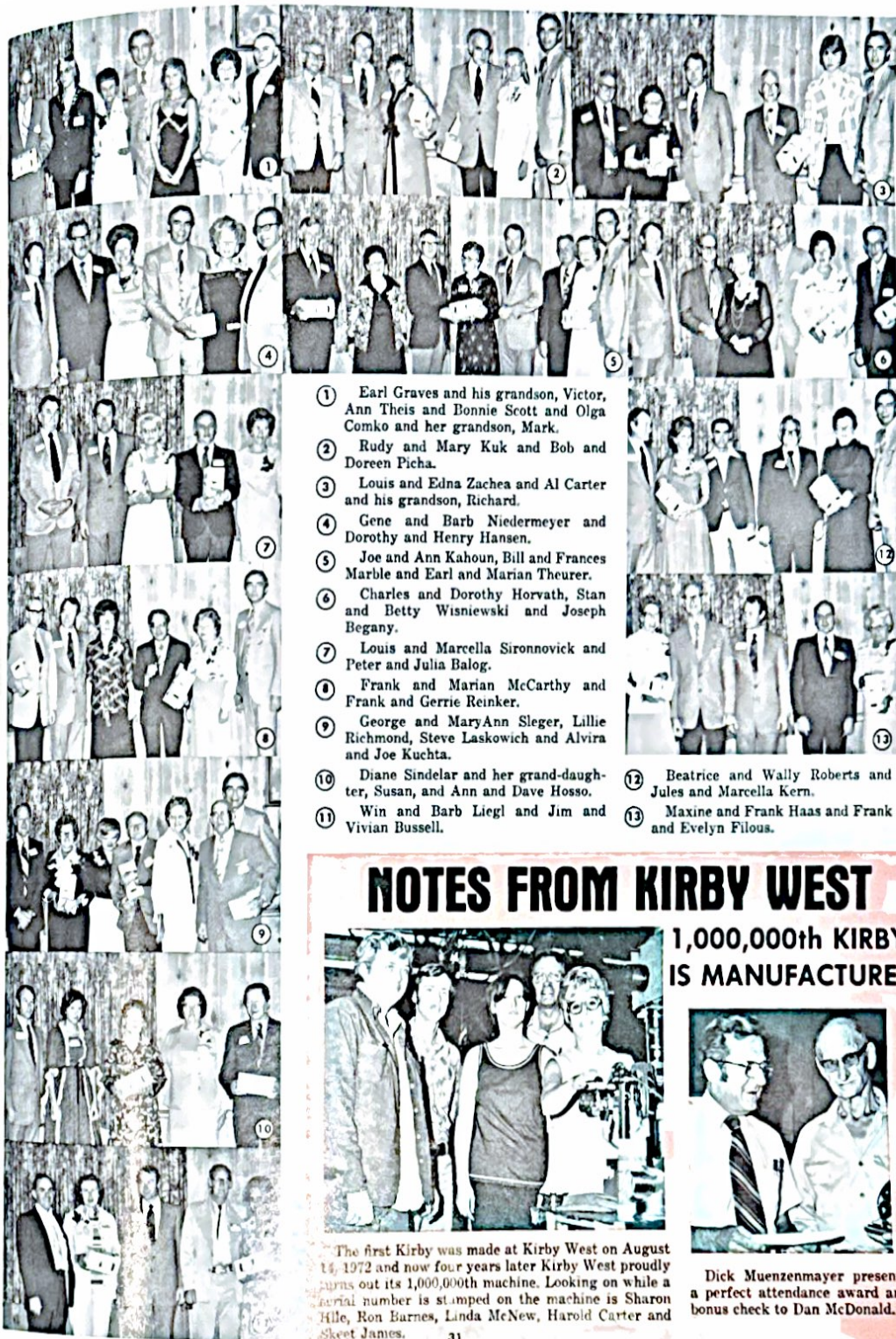
Vince Strnad, his grand-daughter, Susan, Red and Gladys Furlong.



Receiving their gifts are Ernie and Ann Jedlinsky and Jo and Tom Zingale.



Joe and Ruth Borecki and Jane and Paul Arndt.



- ① Earl Graves and his grandson, Victor, Ann Theis and Donnie Scott and Olga Comko and her grandson, Mark.
- ② Rudy and Mary Kuk and Bob and Doreen Picha.
- ③ Louis and Edna Zachea and Al Carter and his grandson, Richard.
- ④ Gene and Barb Niedermeyer and Dorothy and Henry Hansen.
- ⑤ Joe and Ann Kahoun, Bill and Frances Marble and Earl and Marian Theurer.
- ⑥ Charles and Dorothy Horvath, Stan and Betty Wisniewski and Joseph Begany.
- ⑦ Louis and Marcella Sironnovick and Peter and Julia Balog.
- ⑧ Frank and Marian McCarthy and Frank and Gerrie Reinker.
- ⑨ George and MaryAnn Sleger, Lillie Richmond, Steve Laskowich and Alvira and Joe Kuchta.
- ⑩ Diane Sindelar and her grand-daughter, Susan, and Ann and Dave Hosso.
- ⑪ Win and Barb Liegl and Jim and Vivian Bussell.
- ⑫ Beatrice and Wally Roberts and Jules and Marcella Kern.
- ⑬ Maxine and Frank Haas and Frank and Evelyn Filous.

## NOTES FROM KIRBY WEST

1,000,000th KIRBY IS MANUFACTURED!



The first Kirby was made at Kirby West on August 16, 1972 and now four years later Kirby West proudly turns out its 1,000,000th machine. Looking on while a serial number is stamped on the machine is Sharon Hille, Ron Barnes, Linda McNew, Harold Carter and Skeet Janies.



Dick Muenzenmayer presents a perfect attendance award and bonus check to Dan McDonald.



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



**JOHN MERRIS**  
Recommending Distributor is John Hathaway of Austin, Texas.  
Mr. Merris (not shown) has been associated with Kirby for over seven years and has held the positions of Dealer, Field Counselor, and Area Distributor. He is the recipient of the Five Star Award and also has earned the Southwest Division's 100% Club Pin displaying a full set of diamonds. Mr. Merris is planning on becoming a Kirby Distributor in early 1977 and is looking forward to being one of the "top Distributors" in the nation.



**DALLAS MORRIS**  
Recommending Distributor is Ralph Randall of Mt. Pleasant, Texas.  
Dallas Morris has been with Kirby since 1973 and has served as a Dealer, Field Counselor and an Area Distributor. He has earned the Ten Pin and Five Star Awards and also the Southwest Division's 100% Club Pin. He has shown outstanding ability in recruiting, training and motivating others and looks forward to opening up his own Kirby Distributorship during the first month of 1977.

**JOSEPH BRYER**  
Recommending Distributor is Frank Turko of Olyphant, Pennsylvania.  
Mr. Bryer has been associated with Kirby for approximately eight years. He has earned his Twenty-Four Plus and Five-Star Awards and has proved to be an outstanding Dealer in recruiting skills, training and motivating others. He is the Sales Manager for the Scranton Area Distributorship, and is planning on opening up his own Distributorship in January of 1977.



**MARVIN IVEY**  
Recommending Distributor is Dave Stewart of Raleigh, North Carolina.  
Mr. Ivey (not shown) has been with Kirby for over three years and for the past two, has served as an Area Distributor for the Raleigh organization. He has an excellent background on hiring training and service. He also was a "top Dealer" when in the Atomic Division and has earned many Kirby Awards over the years. He is planning to open up his Distributorship in January of 1977.



**ROBERT POLIAK**  
Recommending Distributor is Bob Tausinger of LaMirada, California.  
Mr. Poliak has been with the Kirby organization since 1964 and has earned many sales contests as a "top" Dealer. He has earned his Five Star Award and is looking forward to attaining at least 200 sales a month during his first three years as a Kirby Distributor. He is scheduled to open a Distributorship in March of 1977.

**CURTIS JOHNSON**  
Recommending Distributor is Dave Stewart of Raleigh, North Carolina.  
Mr. Johnson has been with Kirby for over six years and has worked as a Field Counselor, a Sales Manager and attained over 600 sales in one year as an Area Distributor. He has earned the Five Star Award and was the top Field Counselor, top Dealer and top Area Distributor in his Division many times. Mr. Johnson is scheduled to become a Kirby Distributor in early 1977.



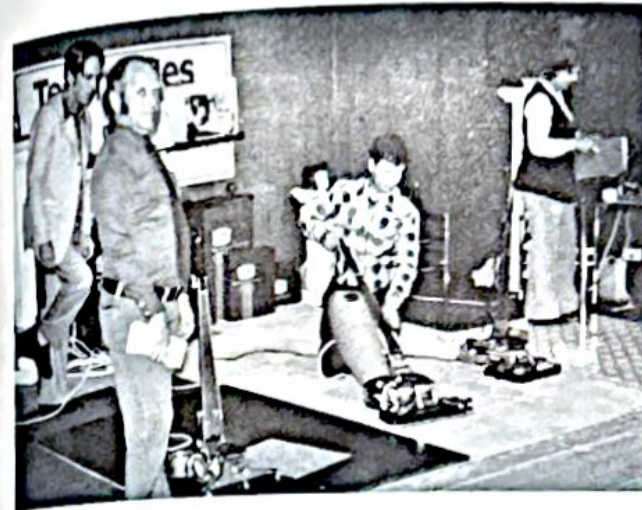
**DARRELL WISDOM**  
Recommending Distributor is V.L. Heskell of Oklahoma City, Oklahoma.  
Mr. Wisdom has had eleven years experience in Kirby and has proved to be of good character and a feasible businessman. He has earned his Five Star and Twenty-Four Plus Awards and has shown a good attitude regarding customer service, is promotion minded and adheres to ethical practices. Mr. Wisdom is scheduled to become a Kirby Distributor in January of 1977.

**WANDA JEAN TUCKER**  
Recommending Distributor is Larry Silver of Springfield, Missouri.  
Wanda Jean Tucker (not shown) has been with Kirby since 1973 and has worked as an office girl, a Dealer and has been an Area Distributor for over two years. She has earned the Five Star Award and looks forward to becoming a Kirby Distributor in December, 1976.

# The **ALOHA DIVISION** Introduces the Kirby III System Around the World

## AUSTRALIA . . .

Distributor Reg Smart, Vic Jensen, Sales Manager Colin Rich and Betty Smart demonstrate the Kirby Classic III during the Royal National Agricultural Show in Australia.



## TAIWAN . . .

Members of the Taiwan Kirby organization demonstrate the Kirby Classic III System during the "American Bicentennial Promotion of United States Products."



## SINGAPORE . . .



Divisional Supervisor Ray George with Yew Ping Chen of the Singapore organization.

## NORTH EAST DIVISION

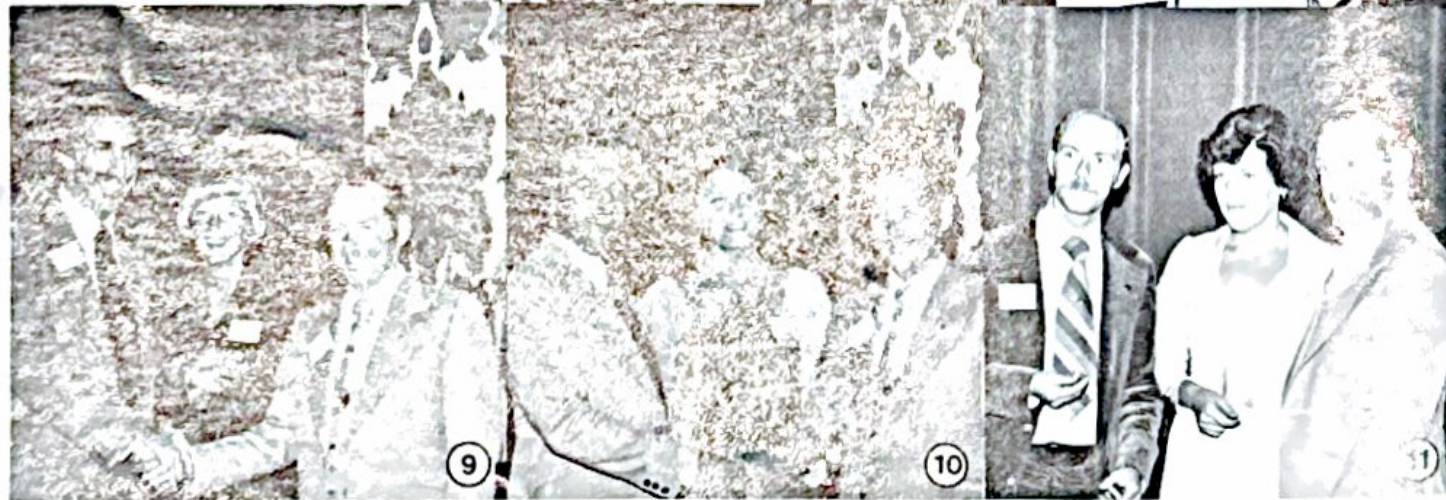


Factory Staff Member Bruce Olson (right) welcomes members of Lou Venditti's Depew organization to the Kirby Factory in Cleveland, Ohio.



## EAST CENTRAL CANADIAN DIVISION holds 100% Club Banquet

- ① Guest speaker, Distributor Allan Burgess of the Pacific-Canadian Division presents "Make Your Move" award plaques to Divisional Supervisor Bob Lalonde and Distributors Cliff Mills, Al Lofchuck and Grant Edwards.
- ② Ken and Gloria Ali of London, Ontario receiving the "top volume Distributor" award for the month of July from Distributor Al Burgess.
- ③ Al Burgess (right) presents the "top S.F.R." awards for the months of May, June and July to Cliff and Dorothy Mills.
- ④ Regional Supervisor Don Van Leeuwen (right) presents the Kirby B.M.I.B. "Certificate of Recognition" to Distributors Al and Mary Lofchick, Gary and Donna Pillon, and Dorothy and Cliff Mills.
- ⑤ Edna and John VanderRaadt proudly accepting the "top Area Distributor" award for the months of May and June from Al Burgess.
- ⑥ Distributor Al and Mary Lofchick accepting an award trophy from guest speaker, Al Burgess. Their Scarborough organization earned awards for "top volume" and "top unit dollar" Distributorship.
- ⑦ Grant and Shirley Edwards of Windsor receiving the "added manpower" trophy from Al Burgess.
- ⑧ Regional Supervisor Van Leeuwen (right) presents the Distinguished Distributor Award certificates to Cliff Mills, George Way, Ken Ali and Al Lofchick.
- ⑨ Marcel and Melanie Fenech of the London organization receiving the President's Pin from Al Burgess.
- ⑩ George and Linda McGibney of Oshawa proudly receive the Five Star Award.
- ⑪ Chuck and Linda McDonald receiving the Five Star Award from Al Burgess.



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.



HEINZ ANDRE  
Edmonton, Canada



GARY CAREY  
Anchorage, Alaska



RODOLFO COTTO  
San Juan, Puerto Rico



RON DeVRIES  
Mt. Vernon, Washington



CHERYL DUNCAN  
Silver Springs, Maryland



BILL ELDRED  
Ardmore, Oklahoma



I. EDWARD WELTEROTH  
New Kensington, Pennsylvania



DANIEL GALL  
Milwaukee, Wisconsin



LARRY W. HALTOM  
Duncan, Oklahoma



PHILIP JOHNSON  
Fayetteville, North Carolina



HAROLD JONES  
Lethbridge, Canada



# 24 PLUS CLUB

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



**RUDY LEONARD**  
Brandon, Canada



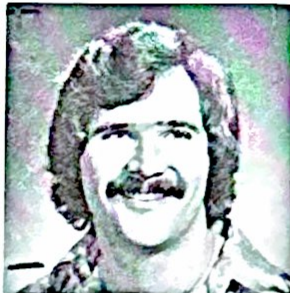
**MOISES MENDEZ**  
San Juan, Puerto Rico



**JAMES MORRISON**  
Fayetteville, North Carolina



**JIM NEWELL**  
Anchorage, Alaska



**JAMES O'BRIEN**  
Mt. Vernon, Washington



**LLOYD OLSEN**  
Edmonton, Canada



**HERMAN ROGALSKY**  
Winnipeg, Canada



**JOHN SMITH**  
Ardmore, Oklahoma



**DAN THERRIEN**  
Winnipeg, Canada



**ED TURNER**  
Regina, Canada



**ROY URSU**  
Regina, Canada



**ERROL ZARETSKI**  
Lethbridge, Canada