



Robert Notte  
Divisional Supervisor

Don Sheckles, Gil Paar & Roger Silvia  
Divisional Assistants

Esther Tessmer  
Editor

## TOP IN JANUARY

### TOP DISTRIBUTOR



DICK YOUNG-Madison, Wis.

### TOP DEALER



DICK GENTHE-Waukesha, Wis.

### TOP PART-TIME DEALER



DONNIE SHECKLES-Kenosha, Wis.

### TOP DEALER IN ATTACHMENT SALES



DICK GENTHE-Waukesha, Wis.

### TOP AREA DISTRIBUTOR OR BRANCH



BUTCH JOHNSON-Rockford, Ill.

### OUTSTANDING NEW DEALER



LERON KREBILL-Kenosha, Wis.

### HONORABLE MENTION



JEAN WINKEL-Green Bay, Wis.



# IN THE CROSSROADS OF AMERICA

## TOP TEN DISTRIBUTORS BY VOLUME YEAR TO DATE

1. Sterling, Illinois.....Steve Griffith
2. Madison, Wisconsin.....Dick Young
3. Waukesha, Wisconsin.....Kaye Boldon
4. Appleton, Wisconsin.....Herb Kesler
5. Eau Claire, Wisconsin.....Arvel Tegels
6. Elmhurst, Illinois.....Jim Molloy
7. Green Bay, Wisconsin.....Ken Jensen
8. Chicago Hts., Illinois.....Larry Edmonds
9. Fond du Lac, Wisconsin.....Chuck Yaeger
10. LaCrosse, Wisconsin.....Ernie Olness

## TOP PERCENTAGE INCREASE YEAR TO DATE

Jim Molloy.....Elmhurst, Ill.....	1133
Joel Le'Cuyer.....Kankakee, Ill.....	717
Sid Baumann.....Racine, Wis.....	650
Arvel Tegels.....Eau Claire, Wis.....	400
Bob Cutter.....Fond du Lac, Wis.....	243
Steve Griffith.....Sterling, Ill.....	208
Mel Gall.....Milwaukee, Wis.....	183
Bob Lee.....Oconomowoc, Wis.....	175
Paul Moody.....Kenosha, Wis.....	140
Ken Jensen.....Green Bay, Wis.....	139
Bill Atkinson.....Marquette, Mich.....	125
Bob Byrne.....Chicago, Ill.....	100
Conrad Studer.....Joliet, Ill.....	88
Kaye Boldon.....Waukesha, Wis.....	68
Larry Edmonds.....Chicago Hts., Ill.....	66
Dick Young.....Madison, Wis.....	42
Jerry Altenburg.....West Allis, Wis.....	38
Ernie Olness.....LaCrosse, Wis.....	37
Dan Welstead.....Addison, Ill.....	29
Will Hart.....Oak Park, Ill.....	17
Mickey McClay.....Chicago, Ill.....	13
Hugh Young.....Waukegan, Ill.....	8
Herb Kesler.....Appleton, Wis.....	7

## TOP TEN SFR DISTRIBUTORS

1. Ken Jensen.....Green Bay, Wis...
2. John Henry.....Schofield, Wis...
3. Steve Griffith.....Sterling, Ill...
4. Ernie Olness.....LaCrosse, Wis...
5. Paul Moody.....Kenosha, Wis....
6. Chuck Yaeger.....Fond du Lac, Wis.
7. Herb Kesler.....Appleton, Wis....
8. Ed Cygan.....Lake Geneva, Wis.
9. Bob Lee.....Oconomowoc, Wis..
10. Russ Hunt.....Lafayette, Ind...

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# IN THE CROSSROADS OF AMERICA

## TOP SIX AREA DISTRIBUTORS



BUTCH JOHNSON-Rockford, Ill.



JOHN FISCHER-Dixon, Ill.



MAX DREW-DeKalb, Ill.



GARY LOVELADY-Escanaba, Mich.



# IN THE CROSSROADS OF AMERICA

## STERLING, ILLINOIS

STEVE GRIFFITH, Distributor



collectingdust.com

collectingdust.com

We've got that old Kirby Spirit!



# IN THE CROSSROADS OF AMERICA

## TOP TEN DISTRIBUTORS BY SALES JANUARY

1. Madison, Wisconsin.....Dick Young
2. Sterling, Illinois.....Steve Griffith
3. Appleton, Wisconsin.....Herb Kesler
4. Green Bay, Wisconsin.....Ken Jensen
5. Waukesha, Wisconsin.....Kaye Boldon
6. LaCrosse, Wisconsin.....Ernie Olness
7. Milwaukee, Wisconsin.....Ron Wear
8. Elmhurst, Illinois.....Jim Molloy
9. Kenosha, Wisconsin.....Paul Moody
10. Fond du Lac, Wisconsin....Chuck Yaeger

## TOP TEN DISTRIBUTORS BY PURCHASES OF ATTACHMENTS YEAR TO DATE

60KA - 20 M/H - 20 HB - 20 RR - 10 M/W  
 DISTRIBUTORS WITH 50 AVERAGE PURCHASES PER MONTH

### DISTRIBUTORS ATTACHMENT SALES

DISTRIBUTORS	Points
Will Hart.....Oak Park, Ill.....	107
Larry Edmonds....Chicago Hts., Ill.....	99
Russ Hunt.....Lafayette, Ind.....	94
Dick Young.....Madison, Wis.....	93
John Henry.....Schofield, Wis.....	92
Kaye Boldon.....Waukesha, Wis.....	90
Ken Jensen.....Green Bay, Wis.....	90
Hugh Young.....Waukegan, Ill.....	86
Steve Griffith...Sterling, Ill.....	86
Mickey McClay....Chicago, Ill.....	84

## PRESIDENT'S PINS

# IN THE CROSSROADS OF AMERICA

**RACINE, WISCONSIN**  
**SID BAUMANN, Distributor**  
 (Continued)



# IN THE CROSSROADS OF AMERICA

## TOP TWELVE DEALERS



DICK GENTHE-Waukesha, Wis.



BILL STREGE-Kenosha, Wis.



STANLEY BLICHARZ-Madison, Wis.



CAROL TREMBLE-Green Bay, Wis.



GWENN ELLIS-Green Bay, Wis.



DON CARNDUFF-Milwaukee, Wis.



BOB COSTANZO-Waukesha, Wis.



JOHN KELLER-West Bend, Wis.



JIM JOHNSON-Milwaukee, Wis.



DANIEL GALL-Milwaukee, Wis.



STEVE SOFOLO-Dixon, Ill.



MIKE DePETRO-Green Bay, Wis.





# IN THE CROSSROADS OF AMERICA

## TOP DEALER SALES

Dick Genthe.....Waukesha, Wis.....25	Floyd DeBruin.....Appleton, Wis.....11
Bill Strege.....Kenosha, Wis.....18	Adrian Cottle.....Oak Park, Ill.....10
Stanley Blicharz..Madison, Wis.....18	Keith Poropat.....Oak Park, Ill.....10
Carol Tremble.....Green Bay, Wis.....17	Ken Tuggle.....Waukesha, Wis.....10
Gwenn Ellis.....Green Bay, Wis.....16	Jean Winkel.....Green Bay, Wis.....10
Don Carnduff.....Milwaukee, Wis.....16	Tim Lanari.....Fond du Lac, Wis.....10
Dennis Kaiser.....Spooner, Wis.....16	Carol Davidson.....Waukegan, Ill.....10
Bob Costanzo.....Waukesha, Wis.....15	Tom Thompson.....Fond du Lac, Wis.....10
John Keller.....West Bend, Wis.....15	Ray Seeber, Jr....Ft. Atkinson, Wis.....10
Jim Johnson.....Milwaukee, Wis.....15	Mike Cashion.....Racine, Wis.....10
Daniel Gall.....Milwaukee, Wis.....15	David Davidshofer.Schofield, Wis.....10
Steve Sofolo.....Dixon, Ill.....14	David DeMore.....Schofield, Wis.....10
Mike DePetro.....Green Bay, Wis.....13	Steve Rosik.....Green Bay, Wis.....10
C. J. Schmidt.....Green Bay, Wis.....13	John Tremblay.....Oconomowoc, Wis.....10
David Zank.....Madison, Wis.....13	Dave Kochendorfer.Oconomowoc, Wis.....10
Frank Pitts.....Waukegan, Ill.....12	Joe Catrone.....Elmhurst, Ill.....10
Daryl Benson.....LaCrosse, Wis.....12	Jim West.....Madison, Wis.....10
Bob Cutter.....West Allis, Wis.....12	Steve Herbeck.....Madison, Wis.....10
Linda Hall.....Madison, Wis.....12	Harry Sloniker...Madison, Wis.....10
Jack Freed.....Sterling, Ill.....12	Grant Petersen...Waukesha, Wis.....10
Leron Krebill.....Kenosha, Wis.....11	Jo Ann Quirke.....Milwaukee, Wis.....10
Tim Yorgan.....Racine, Wis.....11	Drew Raguse.....Sterling, Ill.....10
Jim Morz.....Green Bay, Wis.....11	Fred Walker.....Sterling, Ill.....10
Donnie Sheckles...Kenosha, Wis.....11	Terry Williams...DeKalb, Ill.....10
Dan Jakubowski...Cudahy, Wis.....11	Tina Yentze.....DeKalb, Ill.....10
Floyd Kertcher...Fond du Lac, Wis.....11	Marilyn Seefeld...Appleton, Wis.....10
Roger Jewell.....Madison, Wis.....11	Elroy Barth.....Appleton, Wis.....10
John Summer.....Sterling, Ill.....11	Craig Smith.....Madison, Wis.....10
Mick O'Brien.....Dixon, Ill.....11	

## FIVE STAR PINS

David Davidshofer.....Schofield, Wisconsin.....Five Star Pin
Bob Costanzo.....Waukesha, Wisconsin.....3rd leg
John Keller.....West Bend, Wisconsin.....3rd leg
Tim Lanari.....Fond du Lac, Wisconsin.....3rd leg
John Tremblay.....Oconomowoc, Wisconsin.....3rd leg
Gwenn Ellis & Jeannette Heuser.....Green Bay, Wisconsin.....2nd leg
Frank Butz.....Fond du Lac, Wisconsin.....2nd leg
Gene Novitzke.....Schofield, Wisconsin.....1st leg

# THERE'S ONLY ONE WAY TO GO UP!



# IN THE CROSSROADS OF AMERICA

## TEN PINS

John D'Ancona.....Green Bay, Wisconsin	Terry Adams.....Lafayette, Indiana
Jean Winkel.....Green Bay, Wisconsin	Fred Walker.....Sterling, Illinois
Dennis Herlache.....Green Bay, Wisconsin	Tina Yentze.....DeKalb, Illinois
Tim Yorgan.....Racine, Wisconsin	Terry Williams.....DeKalb, Illinois
Mike Cashion.....Racine, Wisconsin	Mick O'Brien.....Dixon, Illinois
Dave Schein.....LaCrosse, Wisconsin	Luther Johnson.....Madison, Wisconsin
Bob Ketchum.....Platteville, Wisconsin	Arlene Uiley.....Madison, Wisconsin
Paul Millerman.....Rice Lake, Wisconsin	Jean Keiser.....Madison, Wisconsin
John Metzen.....Waukesha, Wisconsin	Gene Novitzke.....Schofield, Wisconsin
Ted Sapida.....Waukesha, Wisconsin	Jim Hannon.....Schofield, Wisconsin
Wayne Flack.....Waukesha, Wisconsin	David DeMore.....Schofield, Wisconsin
Larry Arend't.....Waukesha, Wisconsin	Jeff Sousek.....Appleton, Wisconsin
Mark Stanislawski.....Waukesha, Wisconsin	Lyle Siedl.....Appleton, Wisconsin
Donnie Sheckles.....Kenosha, Wisconsin	Virgilio Diaz.....Oak Park, Illinois
Mike Schoenberger.....Kenosha, Wisconsin	Mike Robison.....Lake Geneva, Wisconsin

## PROMOTIONS

Jerry Cook.....Downers Grove, Illinois.....Factory Distributor
Dick Hatton.....Cudahy, Wisconsin.....Factory Distributor
Mike Schoenberger.....Kenosha, Wisconsin.....Senior Dealer
Bob Costanzo.....Waukesha, Wisconsin.....Branch Manager
Ken Tuggle.....Waukesha, Wisconsin.....Trainer



Jerry Cook signing his Factory Distributor papers with Divisional Supervisor Robert Notte (left) and Distributor Kaye Boldon looking on.

# KIRBY OPPORTUNITY



IN THE CROSSROADS OF AMERICA

### SALES AWARDS

- Ed Kolan.....Lake Geneva, Wis.....\$50 in groceries, 50 gal. gas
- Ben Ziervogel.....Lake Geneva, Wis.....Elec. chain saw, 25 gal. gas, \$100 clothes
- Patricia Brand.....Lake Geneva, Wis.....25 gal. gas
- Carol Tremble.....Green Bay, Wis.....KA, cash, binoculars
- Gwenn Ellis.....Green Bay, Wis.....KA, pants suit, cash
- Mike DePetro.....Green Bay, Wis.....KA, \$200 cash
- Jim Morz.....Green Bay, Wis.....KA
- Jean Winkel.....Green Bay, Wis.....75 gal. gas, RR, HB, cash, steak dinner
- Donna Olson.....Green Bay, Wis.....75 gal. gas, RR, steak dinner
- Kathy & Armand Ferman..Green Bay, Wis.....75 gal. gas, RR, steak dinner
- Debbie Krzewina.....Green Bay, Wis.....Cash
- Steve Rosik.....Green Bay, Wis.....RR
- Dennis Herlache.....Green Bay, Wis.....RR
- Don LaCombe.....Green Bay, Wis.....RR
- John Tremblay.....Oconomowoc, Wis.....\$100 cash, 150 gal. gas
- Ray Seeber, Jr.....Ft. Atkinson.....\$75 cash, 100 gal. gas
- Dave Kochendorfer.....Oconomowoc, Wis.....\$50 cash, 100 gal. gas
- Daniel Gall.....Milwaukee, Wis.....Cash
- Don Carnduff.....Milwaukee, Wis.....Cash
- Tim Yorgan.....Racine, Wis.....\$75 cash, 3 2-in-a-day trophies, Outstanding New Dealer Plaque
- Mike Cashion.....Racine, Wis.....Salesman of Month Plaque, HW, MW, 3 2-in-a-day trophies, Most Kirby Spirit Plaque
- Cleo Moore.....Racine, Wis.....2-In-a-day trophy
- Vaughan Chattman.....Racine, Wis.....Most Progressed Dealer Plaque
- Ray May.....Lafayette, Ind.....Hot comb, 50 gal. gas
- Gary Eagon.....Lafayette, Ind.....Pocket secretary, \$10 bonus
- Rob Fletcher.....LaCrosse, Wis.....\$50, pants and shirt
- Dave Schein.....LaCrosse, Wis.....2 RRs, 2 MHs, pants
- Dan Ausman.....West Bend, Wis.....KA, RR, HB, \$100, dinner, Top Office Trophy
- John Keller.....West Bend, Wis.....KA, \$100, dinner
- Dick Genthe.....Waukesha, Wis.....KA, \$100 clothes, Top Dealer Trophy
- Bob Costanzo.....Waukesha, Wis.....\$100 clothes, MH, MW
- John Metzen.....Waukesha, Wis.....HB, RR, MH, MW
- Ken Tuggle.....Waukesha, Wis.....KA, RR, HB, \$100
- Larry Arendt.....Waukesha, Wis.....MH, HW, \$100
- Teddy Sapida.....Waukesha, Wis.....MH, HW
- Mark Stanislawski.....West Bend, Wis.....MH, HB, slacks
- Dave Schmidt.....Waukesha, Wis.....\$175
- Gerry Cook.....Bolling Brook, Ill.....HB, RR, Pen
- Kim Kusch.....Waukesha, Wis.....RR, HB
- Scott Hoffman.....Kenosha, Wis.....Calculator, demo kit, gas
- Chuck Zielesch.....Kenosha, Wis.....Stereo, Kirby Complete
- Mike Schoenberger.....Kenosha, Wis.....Kirby Complete
- Donnie Sheckles.....Kenosha, Wis.....Luggage
- George Glenn.....Elmhurst, Ill.....B/W TV
- Tom Whelan.....Elmhurst, Ill.....Luggage
- Bob Wojciechowski.....Milwaukee, Wis.....B/W TV
- Jo Ann Quirke.....Milwaukee, Wis.....Calculator
- Art Schoemann.....Whitewater, Wis.....25 gal. gas
- Daniel Jakubowski.....Cudahy, Wis.....\$100 bonus
- Ed Piotrowski.....Cudahy, Wis.....RR, pr. slacks



IN THE CROSSROADS OF AMERICA

# DISTRIBUTOR 100+ CLUB FOR JANUARY

1-DICK YOUNG-Madison, Wisconsin-200+

2-STEVE GRIFFITH-Sterling, Illinois-200+

3-HERB KESLER-Appleton, Wisconsin-200+

4-KEN JENSEN-Green Bay, Wisconsin-150+

5-KAYE BOLDON-Waukesha, Wisconsin-150+

# AREA DISTRIBUTOR 40+ CLUB FOR JANUARY

1-BUTCH JOHNSON-Rockford, Illinois-40+

2-JOHN FISCHER-Dixon, Illinois-40+

RECRUIT MORE MEN



SELL MORE KIRBYS



# IN THE CROSSROADS OF AMERICA

## MADISON, WISCONSIN

RICHARD YOUNG, Distributor

January was another great month for the Kirby Company of Madison and our sales force is growing fast and furious.

WAYNE LASEK is now an A.D. in Rockford, Illinois and we expect all kinds of fine happenings from him and his salespeople. SKIP STOCKWELL is doing a fine job in Janesville, Wisconsin as a Branch Office for us and as of March 1st we shall be having another A.D. by the name of ROBERT FINLEY. BOB has been acclimated in the Wagon Master Program and we know that he has a head start to being a top A.D. in the Great Lakes Division. BOB has taken advantage of the Kirby Opportunity by being promoted in less than one year. Congratulations to BOB, SKIP and WAYNE on their promotions.

We have several people who have moved up and taken over the field counselling job, STEVE HERBECK, JIM WEST, BRIAN HASMUK and JEFF BERGETH, who are now filling the vacated positions and are doing an outstanding job.

We would like to congratulate our dealers CRAIG SMITH, BILL CROSSLAND, DENNIS ELLIOTT, LEE KIRCHNER, DALE CROSS, TIM RUTHERFORD, TIM EHLERS, GARY PEETZ and MARK SANKFELL and PETE SIMONSON on a job well done.

We would like to welcome all our new dealers to the Madison Kirby Organization, they are CHERI, ALLYCE, CHERYL, SKIP, ROGER, OLIVIA, DAN, BOB, JAN, TIM, JERRY, DAN, JEFF, GARY, MARK B., KEVIN, ED, MARK BERLING, GREG, JEFF and PETER. With all these people taking advantage of the Kirby Opportunity, the Madison Organization will be moving that much closer to our goal of being number One in Kirbyland.

Area Distributor ROGER JEWELL is as always doing a fine job. Three of his new dealers, LUTHER JOHNSON, ARLENE UTLEY and JEAN KEISER received their 10-Pins. Congratulations to one and all on an excellent job.

GENE JUUL is still doing a fine job in Baraboo and adds to our total sales by being so consistent.



One of our sales meetings. We hope we have all the people in. As you can see we have a large group in our Madison office.

RECRUIT MORE MEN



SELL MORE KIRBYS



# IN THE CROSSROADS OF AMERICA

## MADISON, WISCONSIN

RICHARD YOUNG Distributor (Continued)



Dennis Barret (l) receiving his 10-Pin from Dist. Dick Young.



Bob Finley being congratulated on receiving his second leg on his 5-Star Pin.



Jeff Bergeth, top salesman for another week, receiving his CB radio from Dist. Young. A job well done!!



Jim West being congratulated by Mr. Young on winning a CB radio. Good job for one week's work.



Craig Smith receiving his 10-Pin from Dist. Young.



Jim West (l) receiving his first leg on the 5-Star Pin.



Brian Hasmuk (r) receiving a CB radio from Mr. Young for being high salesman for the week. Brian did an outstanding job the first week of the month to receive his radio.

RECRUIT MORE MEN



SELL MORE KIRBYS



## IN THE CROSSROADS OF AMERICA

**SCHOFIELD, WISCONSIN JOHN HENRY, Distributor**

Break One-Nine for a message from Schofield.

Let the wagon roll. That's what we did in December and January and ended up with a B.M.I.B. of 77 Super Sales for December, a Super month for January and some fantastic months coming.

Leading the Wild Pack with 15 sales each were GENE NOVITZKE (The Great Ali) and DAVID DAVIDSHOFER (Bionic Sweeper). Both did a super job - Bionic earned his Five Star Award and Ali for his first month in the business earned his 1st leg. (The syrup was flowing). Following closely were DAVID DeMORE (Starsky) and KEVIN EMIGH (Hutch) with 10 sales each. Starsky wanted to canvass and got the "clean sweep" (Dist. HENRY) excited around the middle of the month. The sales started rolling out of the Blue Wagon, so the "clean sweep" went and bought a van in January. Hutch says he's going out after his Five Star and is becoming more proficient every day. Starsky says he's after 24---WOW!

STAN STICHMANN (Sundance) is coming on strong. Sundance is in the office first in the morning and jumps out of the van first. Keeping the office in safe order are LES LINDER and CATHY HABECK. Their love affair keeps each other even-keyed day to day. With a Super Crew we're going to sell lots of Super Kirbys. We're excited and when that happens, everything breaks loose. We've got a good nucleus, so we'll be creeping a little higher each month.

Everyone has their sights set on their Five Star Award. The "clean sweep" says "Thanks" to Starsky for the enthusiasm he's generated since joining us, to the Bionic Sweeper for sticking with him, and to Hutch, Sundance and Ali for pulling everything together, working with one another to obtain a B.M.I.B.

The whole crew would like to thank CHUCK YAEGER's crew from Fond du Lac for the steaks they bought us. We hope they enjoyed the beans!

Welcome new Tiger Dealers - JOHN DREHMEI, LARRY BEESE, RICK KREUGER, STEVE BERGEN, GUY VUCKOVIC, TOM MERTENS and DAN RAMKER. We've got some real go-getters in this group.

We go ten-ten on the side, see you at The Abbey.



Dist. Henry (I) awards David Davidshofer his 5-Star award and Gene Novitzke his first leg plus his 10-Pin.



Dist. Chuck Yaeger was our guest speaker at monthly rally.

RECRUIT MORE MEN 

SELL MORE KIRBYS

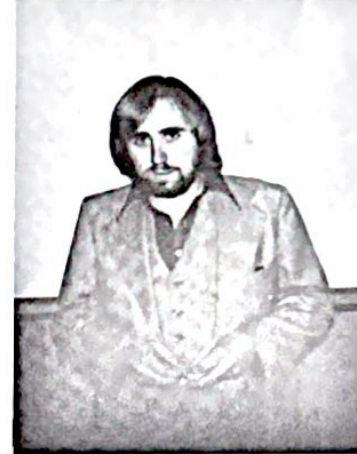


## IN THE CROSSROADS OF AMERICA

**SCHOFIELD, WISCONSIN JOHN HENRY, Distributor (Continued)**



Davi Demore received an ADDP Certificate his first month in the business. He got Schofield to canvass.



Gene Novitzke-15 sales his first month in business. (Dec. 1976).



David Davidshofer proudly displays his 5-Star Pin he earned. This qualified him to become an Area Distributor.

**RACINE, WISCONSIN SID BAUMANN, Distributor**

Many thanks to CHRIS LOBOS in Superior for doing such a fine job under conditions that were absolutely inhuman. Superior, Wisconsin has got to be one of the coldest spots in the nation, yet it did not stop CHRIS. Thanks again, CHRIS - your efforts were sincerely appreciated.

At home in Racine TIM YORGAN did himself proud by earning the following: Ten Pin, "Salesman of the Month" Plaque, 3 "2-in-a-Day" Trophies, "outstanding New Dealer" Plaque, \$75.00 in bonus money. Congratulations, TIM, for a job very well done! MIKE CASHION also enjoyed a great January by earning a Handi Waxer and Miracle Head for Lead Books brought in. Those 170 referrals earned MIKE a Ten Pin, 3 "2-in-a-Day" Trophies, "Most Kirby Spirited" Plaque and the respect of his fellow colleagues. Bravo, MIKE!

Congratulations are in order for VAUGHAN CHATTMAN, who became a new Daddy in January and also for earning the "Most Progressed Dealer" Plaque. VAUGHAN is such a great individual that he held back in January, but promises to hang MIKE CASHION out to dry in February.

CLEO MOORE breezed through January with better than \$500.00 in overrides and is just super at training new men. CLEO also earned a \$100.00 cash bonus and a "2-in-a-Day" Trophy. Thanks, CLEO, for a great job.

GAIL BAUMANN is keeping everyone and inventory in line and thank God she does. All businesses require a lot of paperwork and GAIL really does an outstanding job of keeping people, machines and paperwork in order. Thank you, GAIL.

RECRUIT MORE MEN 

SELL MORE KIRBYS



# IN THE CROSSROADS OF AMERICA

**LAFAYETTE, INDIANA**  
RUSSELL HUNT, Distributor



This is Joe Hanns and his wife, Marjorie. This Super-Tiger will be getting those plus sales in March [or his wife will break his leg]. Just kidding, Joe!



Ray Mar [r] wins a hot comb and 50 gallons of gasoline for 4 sales h's first week-end out of training. Keep up the good work, Ray!



This is Terry Adams and his wife, Carolyn. Terry had a good month in February, but will have a better one in March. Right, Terry!



Here is Jody Ashcraft. Not only is she pretty, but she is a heck-of-a sales person.



Here are our new Tigers! Kyle Landis, Ed Leiman and Gary Eagon. We are looking for a lot of sales in March from these 3.



Here is Dist. Russ Hunt pictured with part of our sales force. Russ is explaining at our banquet about the super contest we are in.

**RECRUIT MORE MEN**



**SELL MORE KIRBYS**



# IN THE CROSSROADS OF AMERICA

**LAFAYETTE, INDIANA**  
RUSSELL HUNT, Distributor  
(Continued)



This is Ray May and his wife, Elizabeth. For as new as Ray is to the business, he is showing alot of promise for the future.



Tigers, you are looking at the "Dynamic Duo" [Arnie Robbins and Roger Slavens]. These two plan to get those plus sales in March.

## AURORA, ILLINOIS

NICK GOLICH, Distributor

Greetings!

The "BOSS" is on his way to recovery.

'77 will be a great year for us. More sales - more manpower.

NICK, Jr. did an excellent job of managing the Aurora office while NICK, Sr. was recuperating. Thanks again, NICK.

DEL GRAHAM has his office on the move. He is on the upward swing.

The entire gang has promised to make this year the Best -

IF IT'S TO BE, IT'S UP TO ME!

**RECRUIT MORE MEN**



**SELL MORE KIRBYS**





IN THE CROSSROADS OF AMERICA

OCONOMOWOC, WISCONSIN BOB LEE, Distributor

Greetings from Oconomowoc,

Even with all the cold weather we managed to keep warm and come in with a good month - January. We had 2 more men qualify to go to The Abbey and get their name in for a chance for the car. They are RAY SEEER, Jr. and DAVE KOCHENDORFER. JOHN TREMBLAY had already qualified to go to The Abbey, but had 10 for the 100% Club contest. May one of the 3 win the car! Good Luck!

We would like to welcome our new dealer JENNY ANDERSON to the organization. JENNY is anxious to get going. She has completed the training and is already out working. MIKE has not quite recuperated from getting married, according to sales. Go get 'em in February, MIKE.

We would also like to mention our new office girl, LORENE FREDENBERG. She looks like as asset to the office.

Thanks everybody for all your efforts!

Sincerely, Robert Lee



[l to r] Terry Dollhopf, John Tremblay, Mike English, Ray Seabr, Jr. and Dave Kochendorfer.



Lorene Fredenberg.

**DON'T UNDER-RATE YOURSELF!  
YOU CAN DO IT!**

RECRUIT MORE MEN



SELL MORE KIRBYS



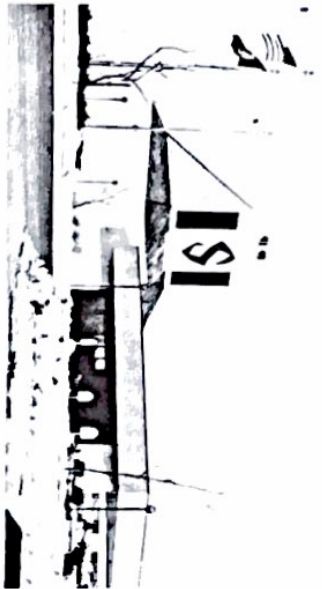
FEBRUARY 1st THROUGH MAY 31st, 1977



Every Great Lakes Division Dealer Can Win

A FANTASTIC WEEKEND AT SCOTSLAND

3 DAYS  
2 NIGHTS  
COCKTAIL PARTY  
BANQUET  
AWARDS



GOLF  
TENNIS  
HEALTH SPA  
SWIMMING  
SHOPPING

There's no place in the world quite like this...

Every Sale  
is a  
Credit

A FUNTASTIC AFFAIR!

WON BY WHO? IT SHOULD BE Y-O-U!

Every Sale  
is a  
Credit

DINING - DANCING - SHOPPING - ENTERTAINMENT - SWIMMING

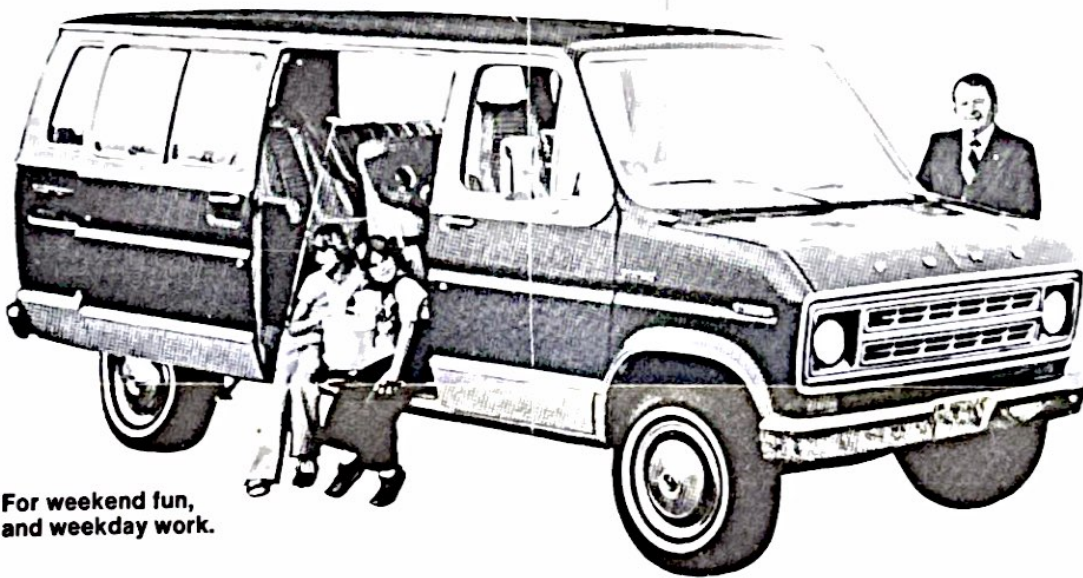
GREAT LAKES DIVISION 100% CLUB

**"Fantastic  
Add-Van-tage"**

**CAMPAIGN**  
Feb. 1 through April 30, 1977



**28 KIRBY  
DISTRIBUTORS  
WIN THEIR CHOICE OF...**



For weekend fun,  
and weekday work.

**1977  
FORD  
CHATEAU  
WAGON**

- CAPTAIN'S CHAIRS • 351 CU. IN. V8 ENGINE • AUTOMATIC TRANSMISSION
- AIR CONDITIONING • AM/FM RADIO • POWER STEERING
- POWER BRAKES • MAG-STYLE WHEEL COVERS • STEEL BELTED RADIAL TIRES
- ROOF MOUNTED LUGGAGE RACK, AND MORE!

**OR**

**1977  
FORD  
CRUISING  
VAN**



An eye-catcher  
that's fun to be  
around and in.

- CAPTAIN'S CHAIRS • FULLY INSULATED AND CARPETED LIVING AREA
- PRIVACY WINDOW • POWER STEERING AND BRAKES • AIR CONDITIONING
- MAG-STYLE WHEEL COVERS • AM/FM RADIO • AUTOMATIC TRANSMISSION
- ROOF MOUNTED LUGGAGE RACK • 351 CU. IN. V8 ENGINE, AND MORE!



IN THE CROSSROADS OF AMERICA

LA CROSSE, WISCONSIN

ERNEST OLNESS, Distributor



Mr. Bob Ketchum and Mr. David Schein qualified for The Abbey as "New Men." Nice going, guys!!



Daryl Benson says, "What, you mean I qualified for The Abbey?" Daryl is doing a great job helping with inside office sales and closing.



Congratulations Mike Eckley, Top Area Distributor in January, from Rice Lake, Wisconsin.



[l to r] Seated-Jeff Bentz, Tom Arellano. 2nd row-Rob Fletcher, Bob Long, Gary Liting. 3rd row-Jim Leitner, Dave Schein, Dist. Ernie Olness.



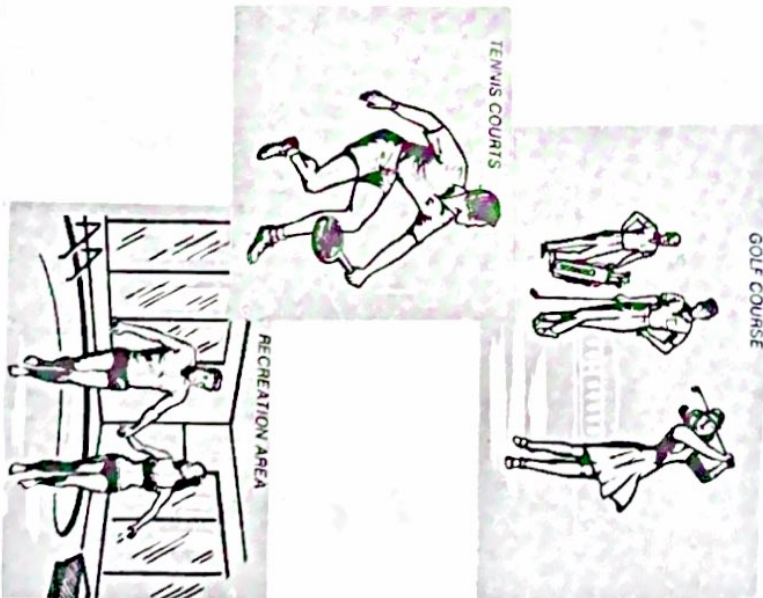
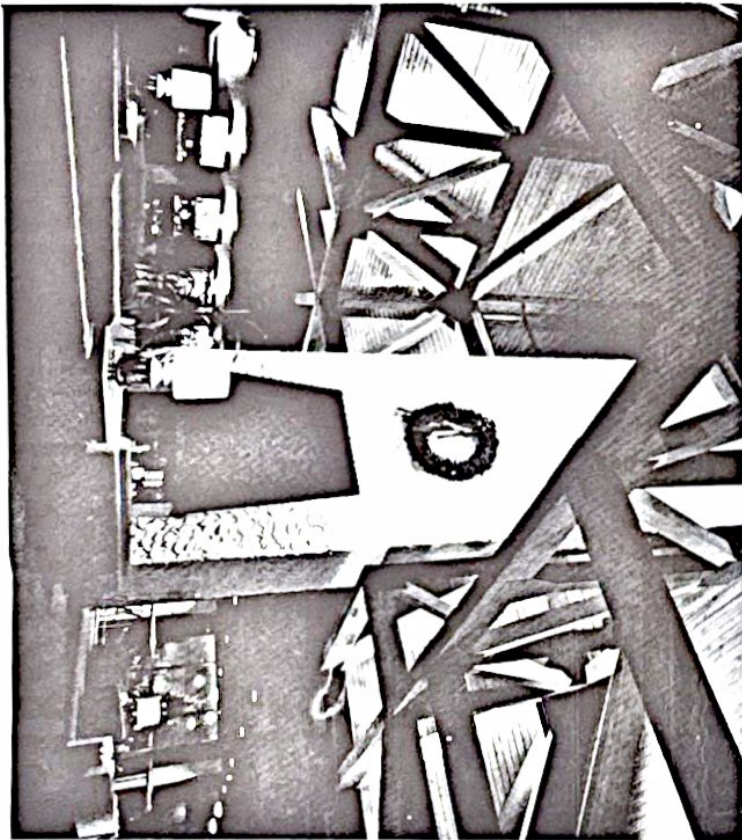
"Fantastic Add-Van-Tage" kick-off dinner.

RECRUIT MORE MEN



SELL MORE KIRBYS

FEBRUARY, MARCH, APRIL AND MAY  
JULY 15, 16, & 17, 1977  
SCOTSLAND RESORT - OCONOMOWOC, WISCONSIN



SENIOR KIRBY DEALERS with 45 approved sales, or 36, 3 out of the 4 month contest period.

JUNIOR KIRBY DEALERS with 30 approved sales, or 24, 3 out of the 4 month contest period.

KIRBY PART-TIME DEALERS with 25 approved sales, or 21, 3 out of the 4 month contest period.

NEW KIRBY DEALERS (90 days or less in Kirby during the contest period) with 20 approved sales, or 15, 3 out of the 4 month contest period.

AREA DISTRIBUTORS with 100 approved sales, or 75, 3 out of the 4 month contest period.

EVERY MAN HAS TO QUALIFY WITH AT LEAST 7 HANDI BUTLER SALES.



# IN THE CROSSROADS OF AMERICA

## KENOSHA, WISCONSIN **B.M.I.B.**

**PAUL MOODY, Distributor**

THIRD B.M.I.B. IN A ROW!

January was COLD, but the dealers said thank God for warm houses, and with people staying home they are in a buying mood. The proof is in the pudding, that's why we just finished our third B.M.I.B. in a row.

**BILL "Fireball" STREGE** proves good work habits, enthusiasm and P.M.A. makes Kirby opportunity a reality, so "Fireball" has earned his Area Distributor effective March 1st. Kirby opportunity is happening now in Kenosha. CONGRATULATIONS, BILL.

**LERON "PBDB" KREBILL** joined Kirby of Kenosha Jan. 1st. LERON was our Top New Dealer and was promoted to Crew Leader. "Super Job", LERON, keep up the good work. **DONNIE "Admiral" SHECKLES** says he is glad the teachers are on strike in Racine. He must be glad because **DONNIE** was our Top Part-time Dealer and won the trip to The Abbey. Thanks for a job well done. Not too bad for a 17 year old. **RICK "Super Shooter" GAGO** did his usual good job recruiting and training new Kirby Dealers and obtaining his personal sales. RICK says he will see everyone at The Abbey.

**SCOTT "Dustin" HOFFMANN** also did a super job and was promoted to a Crew Leader. Congratulations on another step of Kirby Opportunity. **CHUCK "Bridge Player" ZIELESCH** says he is glad January is over, but with car problems and sickness in the family, he still managed to have a good month. **CHUCK** proves you can over-come obstacles. We would also like to welcome our new guys, **JOHN "Thumper" VERHAEGE** and **BILL "Javelin" FRYER** and thank them for a good job in a short period of time. We also want to thank our back-up crew, **JOAN PETERS** for the super job she is doing running the office and keeping the books and **KATHY LANG** for helping to keep the guys in appointments. Thanks, girls, for a job well done.

Last but definitely not least, I would personally like to thank **DON "Omega" SHECKLES** for the fantastic job that he has done showing all of us here in Kenosha the roads to Success in Kirbyland.

73's to you, this **PAUL "P.T." MOODY** is not bringing up the back door anymore, we are sitting in the Rocking Chair looking for the Front Door. So with this thought in mind, we will -

"KEEP ON KEEPING ON" - SEE YOU AT THE ABBEY



Dist. Paul Moody looks on as Bill Strege signs Area Distributor papers.



Crew Leader Leron Krebill [r] congratulating Bill Fryer on two sells in one day.

**RECRUIT MORE MEN**



**SELL MORE KIRBYS**



# IN THE CROSSROADS OF AMERICA

## KENOSHA, WISCONSIN **PAUL MOODY, Distributor (Continued)**



Crew Leader Leron Krebill [l] congratulating Chuck Zielesch on a job well done.



Dist. Paul Moody congratulating Donny Sheckles on being Top Part-time Dealer.

## OAK PARK, ILLINOIS

**WILL HART, Distributor**

Well at least **KEITH** and **ADRIAN** made a showing in January. We were plagued with cars not starting and many other excuses I don't think are worth mentioning.

February we aren't accepting excuses, just contracts. You will hear nothing but bragging next month.



Adrian wins the Top Producer Plaque for 1976.



Reggie [r] took top honors for December.



Mrs. Laws of Chicago wins our \$150.00 grocery give away.

**RECRUIT MORE MEN**



**SELL MORE KIRBYS**



# IN THE CROSSROADS OF AMERICA

## GREEN BAY, WISCONSIN

KEN JENSEN, Distributor

A great big hello from cold, cold Green Bay. The weather may have been cold all month, but the sales were sure hot. Cold weather does one thing - it keeps the people at home to welcome the ambitious Kirby dealers. We had a lot of dealers who really put on a big push the last two weeks of January. Our sales were led by CAROL TREMBLE, followed very closely by GWENN ELLIS and JEANNETTE HEUSER, as CAROL sold 17 and they sold 16 of those fabulous Classic III's.

MIKE DePETRO and JIM MORZ were a close third and fourth, respectively. A real fine group of new dealers helped us tremendously the last two weeks. Special recognition goes to JEAN WINKEL, as she sold 10 Kirbys the last 12 days of January and qualified for The Abbey. JEAN says selling Kirbys is alot easier than selling sewing machines. Another new gal, DEBBIE KRZEWINA, sold 7 Kirbys the last two weeks, DONNA OLSON had 6 sales, KATHY and ARMAND FERMIN sold 4, SCOTT WITBRO had 2 sales and EMILY PALUCH sold 1 Kirby, but she was gone for one week and promises us a big month of February.

I would like to commend our trainers, JOHN VANVONDEREN and JIM MORZ, for training this fine group of Kirby people. Other people who contributed sales to our January total were JOHN D'ANCONA, DENNIS HERLACHE, DON LACOMBE, PAULETTE MAACK, C.J. SCHMIDT and BOB SELISSEN. Our phone girl, JUDY HACKEL, did a super job of setting appointments and also found time to sell a couple of Kirbys. Our service man and part-time dealer, DAVE DUFEK, had alot of service work in January and still found time to sell 9 Kirbys. I hope I didn't miss anyone from our Green Bay office who helped us, because believe me, we appreciated every sale.

Special thanks to STEVE ROSIK as he has transferred to our DePere office to help ROGER GRONKE build that office so they can compete with the other area offices. STEVE also qualified for The Abbey weekend. ROGER promised us over 30 sales in February. NORM MILLER, from our East side store said he likes warmer weather, so spring is almost here and he said February will be his B.M.I.B.

Congratulations are also due to BRAD and SALLY TERRELL from our Menominee office, as they had a B.M.I.B. in January. Keep up the progress. I'm sure you can see the light at the end of the rainbow now. See you at The Abbey - Ken

Things are starting to click in Menominee (B.M.I.B.ville)! TIM BARRAS helped us do some training earlier this month. TIM, only 18 years old and two months in the Kirby business, is really starting to see his future in Kirby and has pledged a super February!

A big welcome to STEVE MATUEZAK and SUE SHARON, two new-timers who show alot of promise. NATALIE ZILLMER has finally finished moving and promised to get to work selling alot of Kirbys this month.

Add a special thanks to C.J. SCHMIDT, a real pro, who helped us light a fire in the COLDEST PLACE ON EARTH!!

See you at The Abbey - Brad & Sally

RECRUIT MORE MEN



SELL MORE KIRBYS



# IN THE CROSSROADS OF AMERICA

## WAUKESHA, WISCONSIN

KAYE BOLDON, Distributor (Continued)



Sales Mgr. Jim Morz presenting Mike DePetro a \$200.00 check for our weekly jackpot contest.



Here are 5 new salesladies working for our Green Bay office. Donna Olson, Debbie Krzewina, Jean Winkel, Emily Paulach and Kathy Ferman. These 5 gals sold 27 Kirbys the last 2 weeks of January. By the way, the lucky guy kneeling down is Kathy's husband, Armand.



John 'D'Ancona (l) receiving his 10-Pin from Dist. Ken Jensen.



(l to r) Jean Winkel and Donna Olson. These two gals sold a total of 16 Kirbys and their first 2 weeks in the Kirby business.



Dist. Ken Jensen presenting new dealer Jean Winkel with her 10-Pin. Jean earned her 10-Pin in her first 12 days in the Kirby business.



Dennis Herlache (l) accepting congratulations on earning his 10-Pin from Dist. Ken Jensen.

RECRUIT MORE MEN



SELL MORE KIRBYS



# IN THE CROSSROADS OF AMERICA

## GREEN BAY, WISCONSIN KEN JENSEN, Distributor (Cont.)



Sales Mgr. Jim Mors handing a 3-in-a-day trophy to Dist. Ken Jensen at our awards banquet.



Gwenn Ellis eyeing up another Kirby prospect, I think! As Jeannette Heuser wonders what's next.



Slim Dave Dufek and his lovely wife, Barb, enjoying a couple of drinks before our meal.

## FOND DU LAC, WISCONSIN

### BOB CUTTER, Distributor

We had a better January than December in spite of the cold weather.

FLOYD was our top dealer with 11 COLD sales, and it was cold. Congratulations, FLOYD. MIKE says look out in February. DOYCE says we're going to town in January. CHUCK has also been doing an excellent job in Beaver Dam. We are also expecting to hear more from JIM. We understand that he has alot cooking in February.

Can hardly wait for the warm weather. Which one of our dealers is going to win the side band radio. Next month will tell.

Bob



### RECRUIT MORE MEN

### SELL MORE KIRBYS



# IN THE CROSSROADS OF AMERICA MILWAUKEE, WISCONSIN

## RON WEAR, Distributor

The cold weather is gone and time to go to work.

Those who did the job last month were DICK HATTON, Top A.D. in Cudahy, DAN JAKUBOWSKI, Top Salesman in Cudahy, JIM JOHNSON, Top Salesman in Milwaukee, JOANN QUIRKE, first runner-up dealer and BRIAN STAUFF, first runner-up A.D. The other dealers also doing a super job are HENRY WATFORD, MATT MARTIN, MIKE HALL, WALLY JUNGKUNTZ, ART SCHOEMANN, KIRK ELIAS, ED PIOTROWSKI and BOB WOJO.

Also a super thanks to DARLENE and PENNY. The Milwaukee gang is on the move - because "Ya Gotta Wanna"!

Congratulations to DICK HATTON on a job well done and the best of luck in the future as a Direct Factory Distributor from RON, JANET and the entire Kirby Gang!



Dist. Ron Wear [r] congratulates Mike Hall, new service manager.



Art Schoemann receives 25 gallons of gas from Dist. Ron Wear [r].



Joann Quirke receives calculator from Dist. Ron Wear.



Darlene Kawa-Super Secretary.



The Milwaukee gang-Ron, Mike, Joann, Matt, Henry, Jim and Art.

### RECRUIT MORE MEN



### SELL MORE KIRBYS



# IN THE CROSSROADS OF AMERICA

## LAKE GENEVA WISCONSIN

ED CYGAN  
Distributor

A BIG HELLO from the Lake Geneva Kirby Tigers to everyone out there in Kirbyland.

First, we'd like to extend a very warm welcome to new dealers BEN ZIERVOGEL, JERRY SQUARE and PAT BRAND and also to new office girl SALLY HILL and phone girls JOY HUMPHREY and ROBBIE HINES.

Congratulations to BEN ZIERVOGEL, who took top new dealer honors for January. Right behind him were PAT BRAND and JERRY SQUARE. Keep up the good work, gang.

SALLY HILL, our vivacious, smiling office girl, is doing a great job on the phone and in keeping the office in order. Leading the office in sales is ole pro, ED KOLAN, who took the top dealer spot for January, and it looks like he's going to do an even better job in February. Good going, ED. We hope you sell a million of them.

MIKE (Stretch) ROBISON is finally settled down in his new place on the farm. Between feeding the horses, chopping wood for the fireplace, thawing out frozen water pipes and getting his car out of ditches, MIKE managed to get a few sales anyway. MIKE's got his mind made up to sell a bunch of Kirbys in February. He says he needs the \$\$\$\$\$ and proved what he said by handing in a sales contract for a complete Kirby. Hooray for MIKE!

We'll see you all at The Abbey in March. Bye for now and keep on selling!

ED



Pat Brand getting a Weber Kettle from Distributor Ed Cygan for her efforts, Good job, Pat.



Dist. Ed Cygan [r] presenting Ed Kolan with dealer of the month awards and ADDP Certificate. Keep up the good work, Ed.



Ben Ziervogel [r] with a new electric chain saw that he earned on countdown sales.



Sally Hill, new office girl [l] and Joy Humphrey. If only the people on the other end of the line could see those smiling faces. Boy! Would they ever set up appointments.

RECRUIT MORE MEN



SELL MORE KIRBYS



# IN THE CROSSROADS OF AMERICA

## WAUKESHA, WISCONSIN KAYE BOLDON, Distributor

Congratulations are in order for DICK GENTHE (top dealer, January and top dealer for the last 3 months) and DAN AUSMAN (top office for January and top office for the last 3 months). Both DICK and DAN received trophies, cash and dinners for their fine efforts during the Council Contest.

Earning their 3rd legs on their 5-Star pins in January were BOB COSTANZO and JOHN KELLER (who works for DAN AUSMAN's West Bend office). BOB has been promoted as of February 1st to Branch Manager of the Waukesha Office. BOB is an outstanding salesman and I'm sure will be especially good as a manager. JOHN KELLER has earned not only his 3rd leg on his 5-Star pin, but also 3 ADDP Certificates in the past 3 months and is well on his way to earning his A.D. office.

KEN TUGGLE has "caught on fire" with 11 sales the last two weeks and is finally starting to reach the potential that we felt he has always had - KEN is "shooting" for the crew manager's job that was vacated by BOB COSTANZO, and I'm sure will earn this position in February.

AL HIRSCHBEIN is back in business with his A.D. MIKE FRIEDMAN and this fine salesman is starting to "click" - AL only needs one more leg to earn his 5-Star pin and I'm sure will accomplish this in February. MIKE FRIEDMAN is really starting to move in sales and I'm sure this outstanding salesman will have his A.D. office in the 40's for February.

ARCHER BROWNING is the best trainer we have ever had and is now in training himself to become a "Manpower Specialist". I'm sure ARCHER will do a fine job in this most important position.

Welcome to new dealers DAVE SCHMIDT, JEFF VERMILLION, KURT LEVERENZ and DALE PLUSKOTA. DAVE set the pace with 3 sales in 3 days and with bonus money, earned \$445 in only 4 days. The Kirby business is great if you "WORK".

ED BLUMBERG, the General Manager and Branch Manager out of Metro-Milwaukee, now has some competition with the Waukesha Branch and I'm sure this "super" manager and "salesman" will have 100 sales very shortly.

Things are looking great for February and I would be very disappointed if we didn't have 200+ sales this month.

Kaye

EVERYONE WANTS TO HARVEST,  
NO ONE WANTS TO PLOW.

RECRUIT MORE MEN



SELL MORE KIRBYS



# IN THE CROSSROADS OF AMERICA

## WAUKESHA, WISCONSIN KAYE BOLDON, Distributor (Continued)



Bob and Marie Costanzo, recently promoted to Branch Manager, Waukesha.



Div. Supervisor Bob Notte with Top Outside Office, A.D. Dan Ausman [l] and Top Dealer Dick Genthe [r].



Div. Supervisor Bob Notte with contest winners. [l to r] Dealer Mark Stanislawski, A.D. Dan Ausman, Branch Mgr. Bob Costanzo.



Dan Ausman's "Super" front window in his A.D. office in West Bend.



Div. Supervisor Bob Notte congratulating Bob Costanzo on his promotion to Branch Manager-Waukesha office.



A.D. Mike Freidman [r] with Top Dealer for Jan. 1977, Al Hirschbein.



Ken Tuggle with 4-in-a-day trophy.



Div. Supervisor Bob Notte with Wayne Leverenz in [l] 3-in-a-day trophy and Ken Tuggle [r] 4-in-a-day trophy.



### RECRUIT MORE MEN

### SELL MORE KIRBYS



# IN THE CROSSROADS OF AMERICA

## WAUKESHA, WISCONSIN

KAYE BOLDON, Distributor (Continued)



Crew Leader Ken Tuggle checking out equipment to new dealers.



Dan Ausmann [l] receiving Top Outside Office Award from G.M. Ed Blumberg.



[l to r] Dealer Mark Stanislawski, A.D. Dan Ausman, Dealer John Keller.



### RECRUIT MORE MEN

### SELL MORE KIRBYS



A.D. Dan Ausman [r] awarding John Keller a check for \$100.00, his 3rd ADDP Certificate and Top Dealer Trophy.



Service Manager Grant Petersen next to his work bench repairing a Kirby.



Bob Costanzo, Branch Manager [l] receiving 3rd leg on his 5-Star Pin from Ed Blumberg, General Manager.



Dan Ausman's Christmas party with his group and guests.





# IN THE CROSSROADS OF AMERICA

## STERLING, ILLINOIS

STEVE GRIFFITH, Distributor

We've got that old Kirby Spirit!

What a way to open a new office. Here we are over 200 deals again! The first of the year we moved to our new beautiful office building. Distributor STEVE GRIFFITH couldn't be suited as a renter so he bought the building. That's the old Kirby Spirit - Right!

We've been through everything - first a fire, but we made a good month. Then we moved and lost 5 days to the weather. We thank Mr. NOTTE for coming down and getting us going. We have good people. So good, in fact, that we will have to put about 4 out in their own offices.

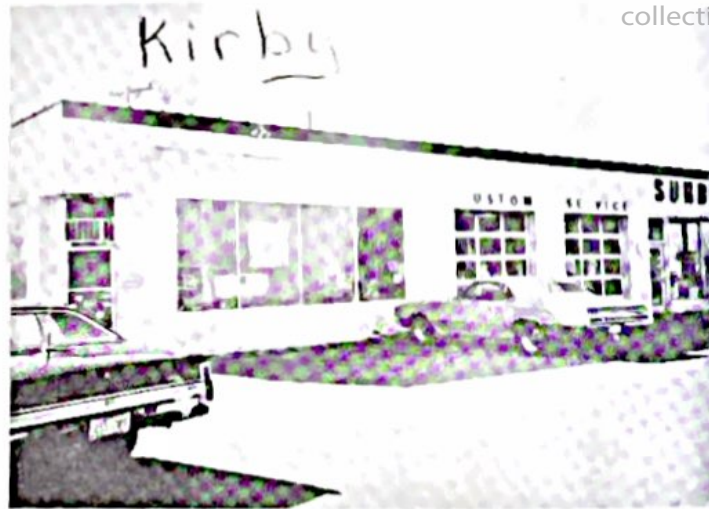
Our organization was led by JOHN FISCHER, the top A.D. And the top dealer was STEVE SOFOLO, with 14 big deals. Fantastic, STEVE. Next was JACK FREED with 13. He says second is nowhere.

We want to welcome newcomers DANNY and BRUCE. New to us, but now new to Kirby. Congratulations to MAX DREW, DeKalb Branch, for a fantastic month and B.M.I.B. Also MICK O'BRIEN of Dixon and TERRY WILLIAMS and TINA YENTZE of DeKalb, DREW RAGUSE and JOHN SUMNER of Sterling - all these people were over 10 deals. Our A.D.s are super - MARK LEWIS of Rock Falls, DICK CARSON of Kewanee and DICK LEON of LaSalle - we salute a great bunch! Thank God for the Kirby opportunity.

We'll be at The Abbey.



Kirby Sales & Service, Sterling. Our new office building [1112 E. Fourth St.]



Kirby - Mark Lewis' Office, Rt. 30, Rock Falls

HIRE MORE MEN



SELL MORE KIRBYS



# IN THE CROSSROADS OF AMERICA

## RACINE, WISCONSIN

SID BAUMANN, Distributor

(Continued)



New dealers Chuck Jordan [L] and Bob Lilly [R]



Tony Hatfield, our repairman, checking out our Kirby.



New opportunity! Drew Raguse going out as Branch Manager new month! Thanks, Steve!



Jack Freed-Top salesman of month [January].



Roxanne Freed, our new office girl, busy at work.



Mark Lewis, Rock Falls, Branch Manager. Playing games?

RECRUIT MORE MEN



SELL MORE KIRBYS



# IN THE CROSSROADS OF AMERICA

## STERLING, ILLINOIS

STEVE GRIFFITH, Distributor (Continued)



Tom Lewandowski receiving Top Dealer Awards from Mr. Notte.



Howard Coffin at our monthly banquet.



Tina Yentze with first week's paycheck of \$245.00. Watch for this young lady!



Mr. Notte Presents Dist. Steve Griffith Honor of "Memories are Made of This."



Divisional Supervisor Robert Notte showing the lite.



Dave Gessner [center] receiving his trophies from Howard Coffin [!] and Divisional Supervisor Robert Notte.



Dave Gessner [center].



Howard Coffin received key chain for "job well done" from Divisional Supervisor Robert Notte.

RECRUIT MORE MEN

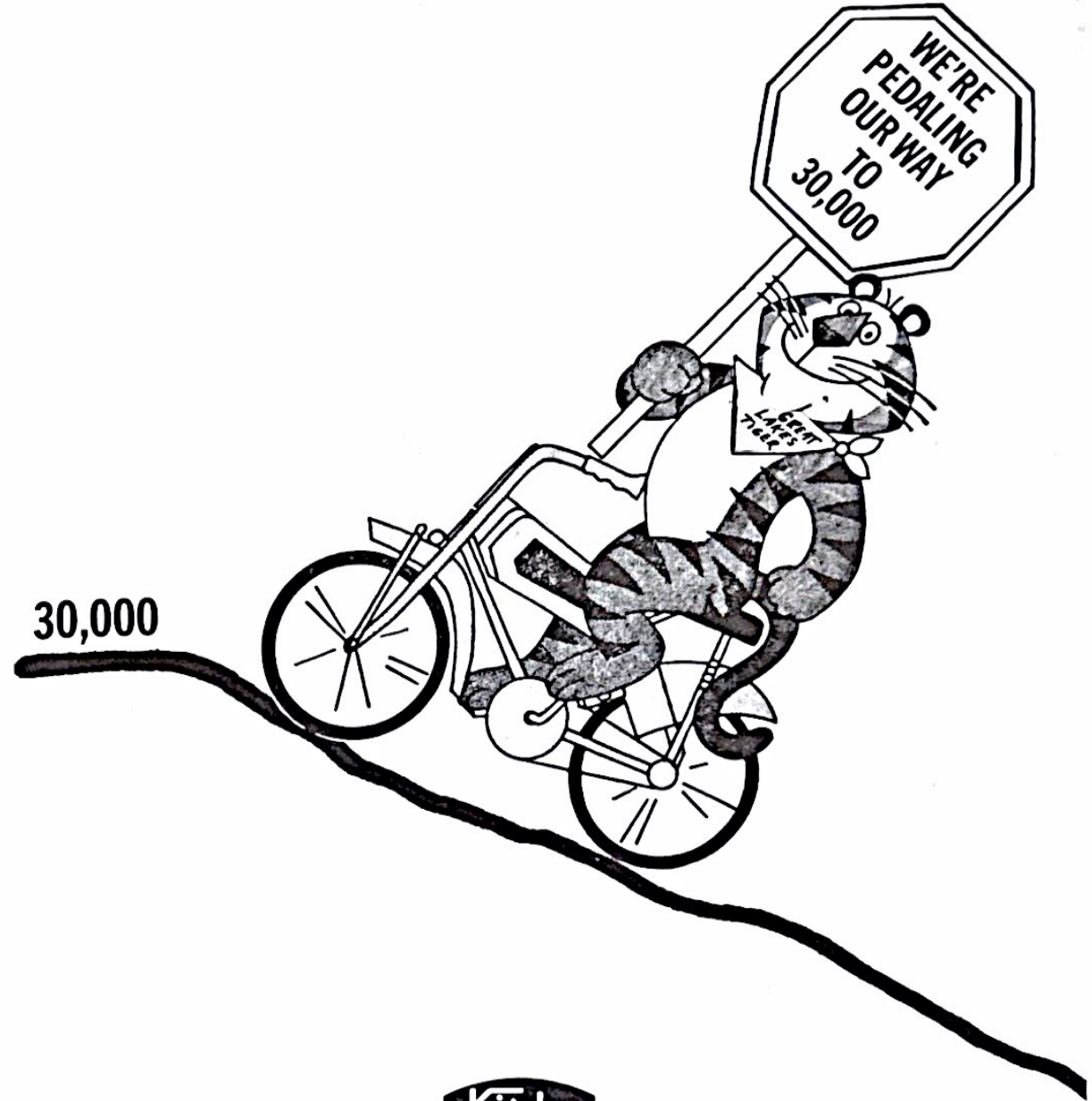


SELL MORE KIRBYS



# IN THE CROSSROADS OF AMERICA

30,000



HIRE MORE MEN



SELL MORE KIRBYS

# ATTACHMENT SALES



DICK GENTHE-Waukesha, Wis.



CAROL TREMBLE-Green Bay, Wis.



ADRIAN COTTLE - Oak Park, Ill.



BOB COSTANZO-Waukesha, Wis.



GWENN ELLIS-Green Bay, Wis.



KIETH POROPAT-Oak Park, Ill.

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**ATTACHMENT SALES = PLUS PROFITS !!**