



Robert Notte
Divisional Supervisor

Divisional Assistants
Sid Baumann and Dick Ventura

Esther Tessmer
Editor

TOP IN JUNE

TOP DISTRIBUTOR



HERB KESLER - Appleton, Wis.

TOP DEALER IN ATTACHMENT SALES



LEONARD KNABLE - Madison, Wis.

TOP AREA DISTRIBUTOR



STEVE GRIFFITH - Sterling, Ill.

DEALER OF THE MONTH



LEONARD KNABLE - Madison, Wis.

OUTSTANDING NEW DEALER



FRANK DANE - Greenfield, Wis.

TOP PART-TIME DEALER



KEVIN KOESTER - Schofield, Wis.

HONORABLE MENTION



JACK GULMIRE - Shawano, Wis.



IN THE CROSSROADS OF AMERICA

TOP TEN DISTRIBUTORS BY VOLUME YEAR TO DATE

1. Madison, Wisconsin Dick Young
2. Appleton, Wisconsin Herb Kesler
3. Green Bay, Wisconsin Ken Jensen
4. Eau Claire, Wisconsin Arvel Tegels
5. Rockford, Illinois Tom Lokken
6. Waukesha, Wisconsin Kaye Boldon
7. Chicago, Illinois Bob Betts
8. Waukegan, Illinois Hugh Young
9. Milwaukee, Wisconsin Ron Wear
10. Schofield, Wisconsin Butch Johnson

TOP PERCENTAGE INCREASE YEAR TO DATE

- Al Potter Michigan Dity, Ind. 109
Arvel Tegels Eau Claire, Wis. 9

TOP TEN SFR DISTRIBUTORS

1. Butch Johnson Schofield, Wis. 329
2. Ken Jensen Green Bay, Wis. 684
3. Kaye Boldon Waukesha, Wis. 690
4. Chuck Pierson Schofield, Wis. 692
5. Sheckles-Nelson Racine, Wis. 731
6. Herb Kesler Appleton, Wis. 792
7. Nick Golich Aurora, Ill. 864
8. Dick Young Madison, Wis. 1029
9. Ernie Olness LaCrosse, Wis. 1036
10. Dale Michael Greenfield, Wis. 1059

M
E
E
T
T
H
E

C
H
A
M
P
S



IN THE CROSSROADS OF AMERICA

TOP SIX AREA DISTRIBUTORS



STEVE GRIFFITH - Sterling, Illinois



BOB BONK - Manitowoc, Wisconsin



WALTER STOCKWELL - Loves Park, Illinois



JERRY COOK - Wauwatosa, Wisconsin



RAY BALDWIN - Bartlett, Illinois



MIKE FRIEDMAN - Waukesha, Wisconsin



"EXTRA EFFORT MAKES
THE DIFFERENCE."



Congratulations to a
Group of Champions

TOP TEN DISTRIBUTORS BY SALES JUNE

- | | |
|------------------------------------|-----------------|
| 1. Appleton, Wisconsin | Herb Kesler |
| 2. Madison, Wisconsin | Dick Young |
| 3. Waukesha, Wisconsin | Kaye Boldon |
| 4. Chicago, Illinois | Bob Betts |
| 5. Racine, Wisconsin | Sheckles-Nelson |
| 6. Eau Claire, Wisconsin | Arvel Tegels |
| 7. Rockford, Illinois | Tom Lokken |
| 8. Green Bay, Wisconsin | Ken Jensen |
| 9. Chicago, Illinois | Mickey McClay |
| 10. Milwaukee, Wisconsin | Ron Wear |

TOP TEN DISTRIBUTORS BY PURCHASES OF ATTACHMENTS YEAR TO DATE

60KA - 20 M/H - 20 HB -
 20 RR - 10 M/W

DISTRIBUTORS ATTACHMENT SALES

		Points
Tom Lokken	Rockford, Ill.	105.9
Sheckles-Nelson	Racine, Wis.	95.0
Russ Hunt	Lafayette, Ind.	93.2
Ken Jensen	Green Bay, Wis.	93.0
Butch Johnson	Schofield, Wis.	92.9
Will Hart	Oak Park, Ill.	92.7
Joe Piazza	Highland, Ind.	91.9
Dale Michael	Greenfield, Wis.	90.4
Al Potter	Michigan City, Ind.	90.1
Mickey McClay	Chicago, Ill.	89.2

PROMOTIONS

Larry Vezina	Superior, Wis.	Area Distributor
Tom Woodcock	LaCrosse, Wis.	Branch Manager
Chet Cyrus	Rockford, Ill.	Branch Manager
Mike Ramker	Racine, Wis.	Branch Manager
Herb Robinson	Waukesha, Wis.	Branch Manager
Jack Quinlan	Waukesha, Wis.	Manager
Al Herschbien	Waukesha, Wis.	Crew Manager
Russ Koth	Waukesha, Wis.	Crew Manager

BUILD WITH THE BASICS

TOP TWELVE DEALERS



LEONARD KNABLE - Madison, Wis.
 collectingdust.com



STANLEY BLICHARZ - Madison, Wis.



EUGENE JUUL - Madison, Wis.



BOB WRIGHT - Madison, Wis.



PAUL MOODY - Kenosha, Wis.



BOB BUSIEL - Chicago, Ill.



GRANT PETERSEN - Waukesha, Wis.



NICK GOLICH, Jr. - Aurora, Ill.



RUSS GROVES - Oak Park, Ill.



DAVE SIMMONS - Lisle, Ill.



DAN AUSMAN - West Allis, Wis.



NORB MEVERDEN - Crystal Lake, Ill.



IN THE CROSSROADS OF AMERICA

TOP DEALER SALES

Leonard Knable	Madison Wis.	27	Dan Ausman	West Allis, Wis.	13
Stanley Blicharz	Madison, Wis.	26	Norb Meverden	Crystal Lake, Ill.	13
Eugene Juul	Madison, Wis.	25	Wally Yokum	West Allis, Wis.	13
Bob Wright	Madison, Wis.	20	Jack Quinlan	Waukesha, Wis.	12
Paul Moody	Kenosha, Wis.	15	Bill Strege	Racine, Wis.	11
Bob Busiel	Chicago, Ill.	15	Mike Ramker	Racine, Wis.	11
Grant Petersen	Waukesha, Wis.	15	C.J. Schmidt	Green Bay, Wis.	10
Nick Golich, Jr.	Aurora, Ill.	14	Bob Hall	Crystal Lake, Ill.	10
Russ Groves	Oak Park, Ill.	13	Kevin Koester	Schofield, Wis.	10
Dave Simmons	Lisle, Ill.	13	Dick Genthe	Waukesha, Wis.	10

FIVE STAR PINS

Dick Hatton	Superior, Wis.	24+ tab
Russ Groves	Oak Park, Ill.	3rd leg
John Walker	Wautoma, Wis.	2nd leg
Ed Blumberg	Waukesha, Wis.	2nd leg

TEN PINS

Bill Strege	Racine, Wisconsin
Paul Ohmstad	Oshkosh, Wisconsin
Russ Koth	Waukesha, Wisconsin
R.G. Stathas	Green Bay, Wisconsin
Ron Pasowicz	Green Bay, Wisconsin
Gwenn Ellis	Green Bay, Wisconsin
Jeanette Heuser	Green Bay, Wisconsin
Larry Drephal	Appleton, Wisconsin
Paul Ohmstad	Oshkosh, Wisconsin
Randy Slezak	Lisle, Illinois
Al Hirschbein	Waukesha, Wisconsin



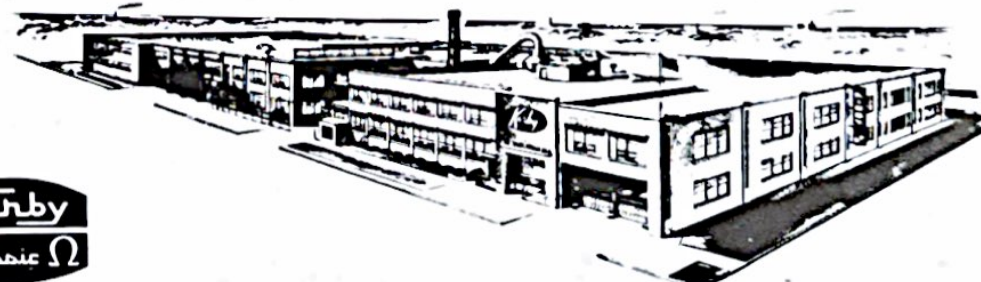
IN THE CROSSROADS OF AMERICA

SALES AWARDS

Roy Glocke	Appleton, Wis.	Smokey Joe Grill, brats
Bob Napiwocki	Stevens Point, Wis.	Smokey Joe Grill, brats
John Kesler	Manitowoc, Wis.	Smokey Joe Grill,
Jerry Selwitschka	Oshkosh, Wis.	Smokey Joe Grill, beer, brats, digital watch
Marty Stark	Lisle, Ill.	Leisure suit
Dave Simmons	Lisle, Ill.	Leisure suit, quartz watch
Larry Morris	Aurora, Ill.	Watch
Nick Golich, Jr.	Aurora, Ill.	3-in-a-day trophy, quartz watch
Wendell Kurtz	Greenfield, Wis.	Shirt & tie
Valinda Hoffman	Greenfield, Wis.	50 gal. gas
Frank Dane	Greenfield, Wis.	Poker table, 25 gal. gas
Kurt Jasinski	Greenfield, Wis.	25 gal. gas, shirt & tie
Milt Habeck	Wauwatosa, Wis.	25 gal. gas
Dave Shereda	Wauwatosa, Wis.	Weber grill
Bill Strege	Racine, Wis.	AM/FM radio, cash bonus, Division car
Mike Ramker	Racine, Wis.	Cash bonus
Fred Bull	Rockford, Ill.	Top Dealer Award, stereo
Joe Lonergan	Loves Park, Ill.	3-in-a-day trophy
Steve Duby	Kenosha, Wis.	Quartz watch
Bob Wojo	Milwaukee, Wis.	SX-70 camera
Allen Freiherr	Milwaukee, Wis.	Slacks, gas
Daniel Gall	Milwaukee, Wis.	Slacks, gas
Ron Suski	Green Bay, Wis.	Pie in the face, RR
Ron Pasowicz	Green Bay, Wis.	Pie in the face
Tom Dean	Green Bay, Wis.	Pie in the face, RR
C.J. Schmidt	Green Bay, Wis.	RR, cash
Chuck Zittlow	Green Bay, Wis.	Cash
Ron Suchalla	Waukesha, Wis.	Crouton Watch, 3-in-a-day trophy
Jack Quinlan	Waukesha, Wis.	25 gal. gas
Mike Friedman	Milwaukee, Wis.	Leisure suit, trip to Las Vegas

USE WHAT TALENTS YOU POSSESS: THE WOODS WOULD BE VERY SILENT IF NO BIRDS SANG THERE EXCEPT THOSE THAT SANG BEST.

-HENRY VAN DYKE





IN THE CROSSROADS OF AMERICA

AURORA, ILLINOIS NICK GOLICH, Distributor

B. M. I. B.

GREETINGS!!

June was a Great month and we had a B.M.I.B. to prove it. Hot weather sure agrees with our gang. As the temperatures went up, so did our sales.

At our Steak and Bean dinner, the Aurora office was the Victor DAVE SIMMONS and his Lisle office, gulped down their beans with a smile, as money was made by everyone. Lisle lost by only 2 sales. Extra effort makes winners

NICK, Jr. had a fantastic month, his best yet. He received a 3-in-a-day trophy (for his Sunday efforts) and also a Quartz watch for high salesman. He gladly fed DAVE his beans at the banquet. NICK, Jr. plans on being in Las Vegas and we know he'll make it. Even his sprained ankle won't keep him down. Keep up the good work, NICK . . .

Congratulations to RICH and BARBARA KOEMPLE on their new daughter, HEATHER. DEAN KAUS is on the Kirby Bandwagon and raring to go.

Our new trainer, TOM OTTO, will prove to be an asset to our office. Welcome to our group, TOM. We have the manpower to keep JAN busy on the phone, and as usual we are assured of appointments. Thanks, JAN. A Kirby thanks to the whole gang for a terrific month.

Branch No. 1 - Lisle, Illinois

DAVE SIMMONS and his Lisle office promise they will never eat beans again. And a promise is a promise . . . right, DAVE?

A speedy recovery to RANDY SLEZAK, who is hospitalized. RANDY has earned his 10-pin and is doing an outstanding job in Lisle. DAVE and MARTY STARK won leisure suits for themselves. DAVE SIMMONS also won a Quartz watch, which he proudly wears. DAVE and CHARLENE SIMMONS are planning to be in Las Vegas also, so their work is cut out for them. JOE STAFFORD is in there plugging along.

Congratulations to the Lisle office for an outstanding month. Thanks!!



Randy Slezak displaying his 10-pin and certificate.



Dave Simmons and Nick Golich, Jr. receiving their Quartz watches from Dist. Nick Golich.



Dave Simmons and Marty Stark in their leisure suits they won.



Nick Golich, Jr. feeding Dave Simmons his beans.



IN THE CROSSROADS OF AMERICA

OCONOMOWOC, WIS.

BOB LEE, Distributor



J.R. McKee receiving watch for first complete Kirby of the day.



"Dad" Jim McKee receiving gold Cross pen from Distributor Bob Lee (r).



J.R. McKee (l) receiving 10-Pin from Distributor Bob Lee.



Harold Hall receiving his gold Cross pen.

OAK PARK, ILLINOIS

WILL HART, DISTRIBUTOR

RUSS led the field with ADRIAN 2 sales behind and REGGIE right behind ADRIAN. ADRIAN may have sold more, but he spent a week in Canada fishing and another week was spent on telling us all his fish stories.

July will be a block buster. I'm sneaking off for a week and ADRIAN is going to Florida for 2 weeks, so he'll have more stories for us, but with KEITH and LOUISE rejoining us I don't think our production will be missed. Besides that, LORRAINE ADAMS and JOYCE brought a buddy in. We would like to welcome LUCILLE PETTY to Kirby.

DEBBIE STRONG has a big weekly goal to make, so with all that we will be strong in July and stronger and better than ever in the future.



Russ takes Plaque for May.



IN THE CROSSROADS OF AMERICA

LAFAYETTE, INDIANA

RUSSEL HUNT, Distributor



Debbie Yates prepares to get her pie from Randy Cox.



Our newest trainee class, from left to right - Debbie Yates, Jim Beerstecher, Marek Winiarz and Sondra Terrel.



Larry Sharp, asking Randy Cox how the pie tasted.



Larry Sharp (l) receiving a dollar bill from George Wilson (r). The bill has written on it, "You are a better salesman than I".



Marek Winiarz (l) receives the champagne for being voted the "fastest learner" in trainee program, George Wilson is in the center and Sondra Terrel (r) receives the baby roller skates for being voted the "slowest learner".



Randy Cox (on the receiving end of the pie) is the picture of doom. If ever you want to know this feeling that Randy is feeling, ask Joe Catrone!



ENTHUSIASM IS THE YEAST THAT RAISES THE DOUGH!



IN THE CROSSROADS OF AMERICA

LAFAYETTE, INDIANA

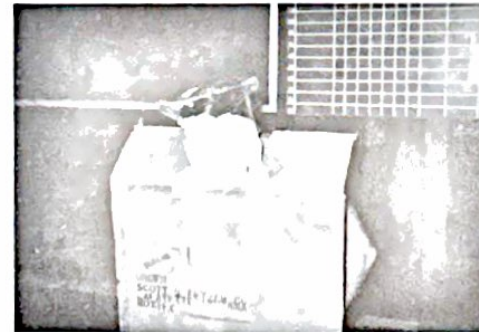
RUSSEL HUNT, Distributor (cont.)



Jim Beerstecher and Marek Winiarz review what they've learned about the Handi-Butler.



Sondra Terrel and Debbie Yates identify the various parts of the Kirby.



Larry Sharp wanted his picture in the Tiger Magazine, so here it is, Lar!!



Jim Beerstecher ready to receive his pie from George Wilson.

YOU ARE A VERY IMPORTANT PERSON

Xvxn though this typxwritxr is an old modxl, it works quiti wlll xxcpt for onx kxy. It has wishd many timxs that it workxd prfxctly. It is trux that thxrx arx forty-onx kxys that do function wlll xnough, but just onx kxy not working makxs thx diffxrxncx.

Somxtimxs an organization is somxwht likx this typxwritxr - not all thx pxoplx arx working propxrlly.

You may say to yoursxlf, "Wxll, I am only onx pxrson. I won't makx or brxak a projxt". But it doxs makx a diffxrxncx bxcausx any projxt, to bx xffxctivx, nxxds thx participation of xvxy mxmbrx.

So thx nxxt timx you think you arx only onx pxrson, and that your xfforts arx not nxxdxd, rxmxxbrx this typxwritxr and say to yoursxlf, "I am a KXY pxrson in our organization and I am NXXDXD VXRY MUCH."



IN THE CROSSROADS OF AMERICA

MADISON, WISCONSIN RICHARD YOUNG, Distributor

collectingdust.com

Even all the rain we had in June didn't dampen our enthusiasm in Madison. The sales really poured in with STAN BLICHARZ and BOB WRIGHT leading the Madison office. Right behind them were WAYNE LASEK, STEVE KORTSCH, RICH FALK and new dealer RICK STACY, all adding to the total sales in June. FRANK REIGHARD on the West Side of Madison, found June to be one of his best months. With all the enthusiasm in sales this year, July will be even better.

Branch No. 1 - Ben HAWKE

BEN HAWKE and DAVE DAVIES took a fishing and hunting vacation in Canada, but will be back full speed selling in July.

Branch No. 2 - EUGENE JUUL

GENE JUUL bought a new boat in June and still came ashore enough to earn a diamond for his 24+ Ring. Fine job, Captain GENE.

Branch No. 3 - LEONARD KNABLE

Len Knable had a B.M.I.B. and sold more than enough to earn his 24+ Club Ring. He will start filling it with diamonds in July. Fine job, LEONARD!

Area No. 1 - DON BYRD

DON BYRD and his crew, after taking a vacation in June, are back working in July to get back their No. 1 A.D. ways.

Area No. 2 - ROGER JEWELL

ROGER JEWELL, keeping his good consistent ways in June, is looking to a B.M.I.B. in July and if anyone can, ROGER JEWELL CAN. Good Luck, ROGER!



GREENFIELD, WISCONSIN DALE MICHAEL, Distributor

Greetings from the Kirby Co. of Greenfield!!

June was a building month for the Greenfield office. We hired and trained all month with a big helping hand from DICK VENTURA, Divisional Assistant.

We welcome the new salespeople, KURT, DENNIS, ALBERT, RICHARD H., VALINDA, JOHN L., CHARLES, RICHARD N., VIC, BILL, FRANK, DAVID, WENDELL, DAVID, DWIGHT, KEVIN, RANDY, JOHN S. We also welcome back SCOTT RANSKUGLER, who has decided to make Kirby his career.

Some prizes were awarded to the new people: WENDELL KURTZ won a shirt and tie; VALINDA HOFFMAN won 50 gallons of gas; FRANK DANE won a poker table and 25 gallons of gas; KURT JASINSKI won a shirt and tie and 25 gallons of gas. Congratulations!!!

DALE has put up some nice contests for July and everyone should win something then.

We hope to have a big gang going to Las Vegas. See you all there!

Again, thanks to DICK VENTURA for a great job, well done in the three weeks he was here with us.



IN THE CROSSROADS OF AMERICA

ROCKFORD, ILLINOIS TOM LOKKEN, DISTRIBUTOR

At this time we would like to THANK Everyone in our office for making us a Winner in the "Plot Your Course" Campaign!!! Due to the combined efforts of WALTER STOCKWELL, JOE LENNARTZ, CHET CYRUS, BILL LARSON, JOE LONERGAN, BOB PEEK, ORIN CHRISTENSON, BRUCE LARSON, RALIEGH HERMANDSON and JERRY LUND, and of course FRED BULL, WE will be on the Caribbean Cruise in August! We are Very Proud to be associated with these fine Kirby Men!!!

We had a tie for Top Dealer this month. The two men taking the honors were FRED BULL and JOE LONERGAN!!

Congratulations to BRUCE and CHARLEEN LARSON on the birth of their daughter!

JOE and RALIEGH are in the process of training new men, so by the end of summer this office will be on the way to being NUMBER ONE!!



General Manager Joe Lennartz (r) presents Fred Bull with his Top Dealer Trophy! This is the second month in a row that Fred has taken this honor!!



The Newlyweds Joe & Pat Lonergan!



A.D. Walter Stockwell (r) presents his man Joe Lonergan with his first 3-in-a-day trophy.



General Manager Joe Lennartz presents Fred Bull with the Stereo he won.



Joe Lennartz (r) congratulates Joe Lonergan for tying for Top Dealer!



IN THE CROSSROADS OF AMERICA

LA CROSSE, WISCONSIN
ERNEST OLNESS, Distributor



Don Numsen (r) receives Kirby Pen & Pencil set.



Mike Eckley's Van Crew - (l to r) George Korycki, Larry LeClaire, Mike Eckley and Scott Brinkman.



Mike Eckley (r) receives high Dealer Plaque from Dist. Ernie Olness.



"It's a Great Gang That Sells the Kirby" in LaCrosse, Wis.



Dist. Ernie Olness (l) presents Bobby Joe Smith with 24+ Club Membership.



Sales Manager, Daryl Benson (r) receives weekly check.



MAY 1, 1975 through AUGUST 31, 1975



Every Great Lakes Division Dealer Can Win

A FANTASTIC 4 DAYS AND 3 NIGHTS IN LAS VEGAS!

- 4 DAYS
- 3 NIGHTS
- GOLFING
- SWIMMING
- ENTERTAINMENT
- SHOWS



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

GREAT LAKES DIVISION 100% CLUB

DINING - DANCING - SHOPPING - ENTERTAINMENT - SWIMMING

SUCCESS COMES BEFORE WORK ONLY IN THE DICTIONARY

NEVER
BEFORE
HAS
KIRBY
OFFERED
SUCH
A
QUANTITY
OF
QUALITY
LUXURY
CARS!

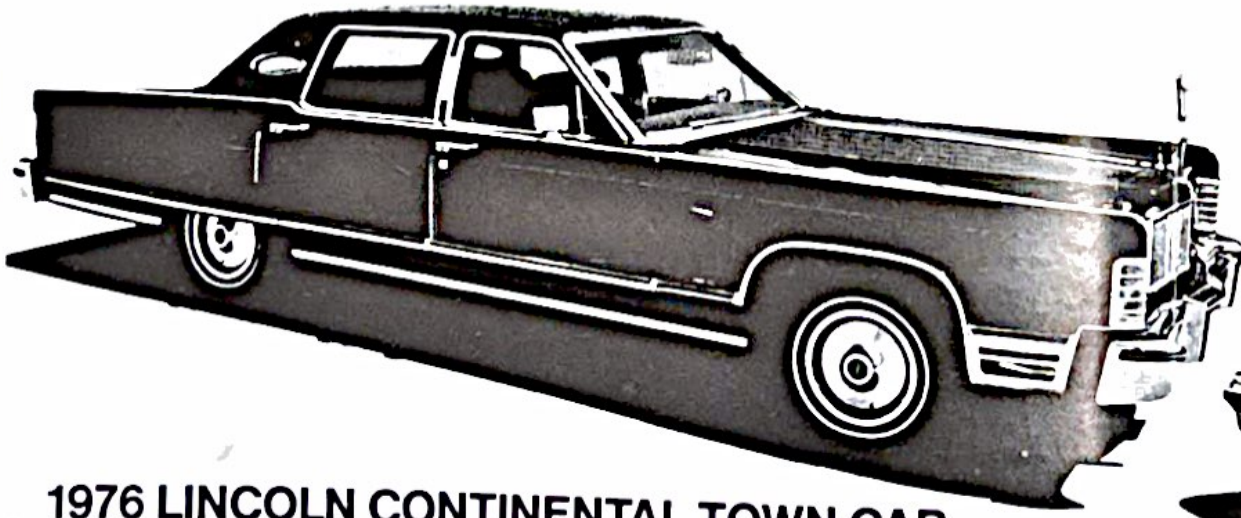
Kirby
Classic Ω
"DOUBLE-Q"
CAMPAIGN JUNE 1 THRU SEPT. 30, 1975

30

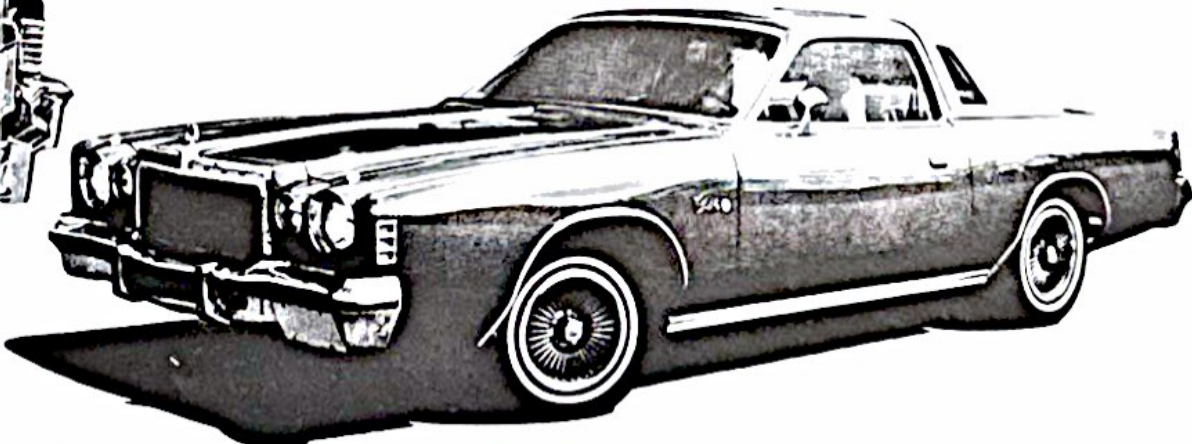
15
KIRBY DISTRIBUTORS
WIN

WINNING
ORGANIZATIONS

15
KIRBY DISTRIBUTORS
WIN



1976 LINCOLN CONTINENTAL TOWN CAR



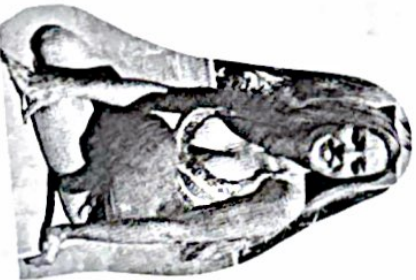
1976 CHRYSLER CORDOBA

IT'S
THE
"DOUBLE Q"
CAMPAIGN
FOR
"DOUBLE C'S"
CONTINENTALS
&
CORDOBAS





Step Out And Be Recognized



MAY - JUNE - JULY - AUGUST
SEPTEMBER 25, 26, 27, & 28 - STARDUST HOTEL

CONTEST RULES!

SENIOR KIRBY DEALERS with 1080 points per month or minimum total of 4320 points for 4 months will qualify.
KIRBY PART TIME DEALERS with \$40 points per month or minimum total of 2160 points for 4 months will qualify.
AREA DISTRIBUTORS with 2250 points per month or minimum total of 9000 points for 4 months will qualify.
AREA DISTRIBUTORS CAN QUALIFY AS SENIOR DEALERS.
NEW DEALERS coming in within 30 days of conclusion of contest can qualify with 1080 points.

KIRBYS - 50 points
ATTACHMENTS - 10 points
MIRACLE HEADS - 20 points
HANDY BUTLERS - 20 points
RUG RENOVATORS - 20 points
MIRACLE WAXERS - 10 points



IN THE CROSSROADS OF AMERICA

GREEN BAY, WISCONSIN

KEN JENSEN, Distributor

Well, June is over and we're looking forward to a bigger and better month of July. June sales were led by C.J. SCHMIDT. C.J. has promised us a big month of July as he needs 18 sales to qualify for VEGAS.

DAVE DUFEK also came alive in June and showed us that he can both sell and service Kirbys, besides setting all his own appointments.

Our Sales Manager STEVE ROSIK also had a busy month, not only selling but also hiring and training several new people. One of them is CHUCK ZITLOW, who sold 4 Kirbys his first 9 days in the business. STEVE WETTS also brought in his first sale.

GLADYS VAN EREM, our part-time gal, helped our total for June also.

We are expecting a BETTER MONTH OF JULY from all our great guys and gals, including RON SUSKI, NORM MILLER, DON LaCOMBE, SAM RAMKER, GWENN ELLIS, JEANETTE HEUSER, CAROL TREMBLE, KATHY PINCHART, RUSS MOMMARTS, MARTY BAUER, PAUL McNUTT, TOM DEAN BRUCE RICHARDS, LOIS ARENDT, MIKE VANDE WALLE and RON PASOWICZ.

Thanks to our gals in the office too, namely CAROL, JOYCE and FAY.

See You in VEGAS!!!!
As Always, KEN



General Manager Steve Rosik (r) awarding R.G. Stathas his 10-Pin.



General Manager Steve Rosik awarding 10-Pins to Ron Pasowicz, Russ Mommaerts, Gwenn Ellis and Jeanette Heuser.



(l to r) Paul, David, Winston, John, Sandy and Joann. New training crew.



THERE'S STILL ROOM
AT THE TOP!





IN THE CROSSROADS OF AMERICA

RACINE, WISCONSIN

DON SHECKLES & CLINT NELSON, DISTRIBUTORS

WHAT A MONTH!!

85 BIG DEALS. JERRY BRUCKNER and BILL STREGE were winners of the Div. car. We also were winners in a Steak & Beans Contest with DALE MICHAEL's office. (MICHAEL forgot the beans).

MIKE RAMKER, JERRY BRUCKNER and PAUL RHYNER, the Burlington Bombers, did a fantastic job of knocking those doors and showing people the Kirby Way. Also congratulations to LEN CONKLIN Jr. for that first Big Kirby Deal. We know there will be many more.

We would also like to welcome new phone girl LINDA HENDRICKSON, and of course a special thanks to DONNY and TINA for taking care of the office and service. Also to BOB NOTTE for a fantastic sales meeting.

THE ONLY TIME YOU FAIL IS WHEN YOU STOP TRYING.

RACINE'S ALIVE IN '75!
Don & Clint

Kirby Company of Superior - A.D. Larry Vezina

It's the same location, but what's going on behind the closed Kirby door is a lot of new ideas and 3 new salesmen, who are going to really sell a lot of full boats in the years to come.

First of all "hats off" to LARRY VEZINA, our new Area Distributor. LARRY hasn't been with Kirby too long, but that Kirby ring he wears speaks for itself. We all wish you much success, LARRY, in your wonderful fun-filled life with Kirby.

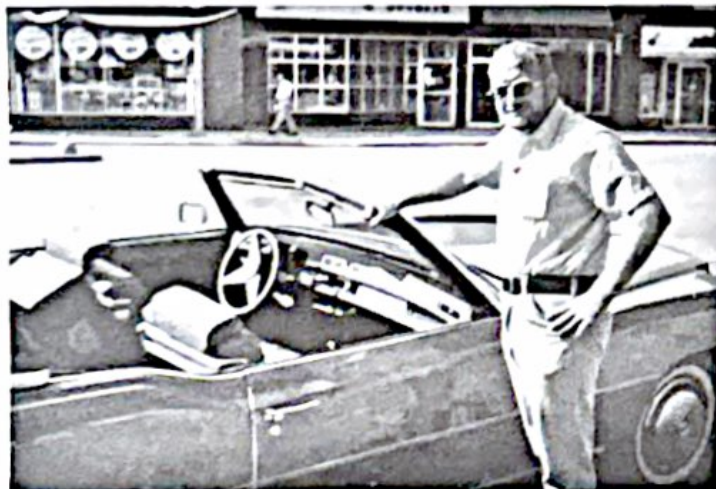
We would like to give a special salute to our new-comer JOHN GILBERTSON, who after 2 weeks of training sold 3-in-a-day. JOHN was awarded a beautiful 3-in-1-day trophy plus a very large commission check. JOHN is a retired Air Force Officer and from the looks of all the contracts he's been bringing in, it looks like he's still giving orders. Not too bad of a record for 4 sales out of 7 demos (office appointments).

Another newcomer to our office is CHARLIE MOORE. CHARLIE didn't need too much training because he certainly isn't a newcomer to the Kirby world, CHARLIE sold Kirbys part-time while in the Navy and now that his hitch with Uncle Sam is over with he hopes to make Kirby his full-time occupation. "Wise choice, CHARLIE".

Next, but not least is RICK CORRELL. RICK has just finished his training period and says he's ready to get out and really sell.

With all the new smiling faces around the Superior Kirby office, it looks like there is going to be a lot of New Kirby owners in this town. Look out Vegas, here they come!

Thought for the day: He who snoozes, loses!



Bill Stregge beside the "Caddie" he won with a lot of hard work.



Bill Stregge (l) receiving his 10-Pin from Distributor Don Sheckles his first month in business.



IN THE CROSSROADS OF AMERICA

RACINE, WISCONSIN

DON SHECKLES & CLINT NELSON, DISTRIBUTORS CONT.



"Trader Bill" with 1 weeks trade-ins.



Lenny Conklin, Jr. with the first of many Kirby sales.



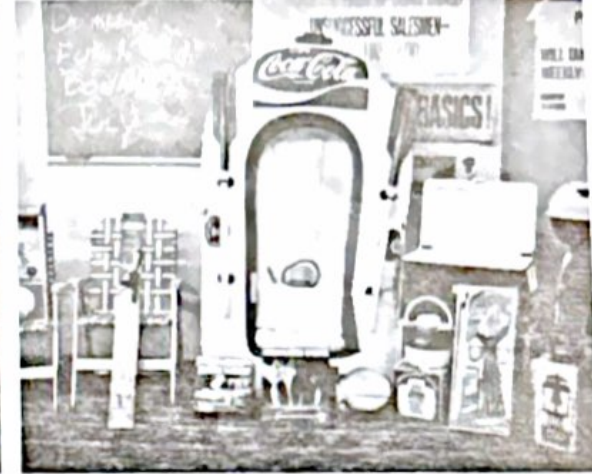
Welcome to Linda Hendrickson, our new phone girl.



The Burlington Bombers
Paul Rhyner, Mike Ramker and Jerry Bruckner.



Bill Stregge received AM/FM radio for first 2 sales called in.



Prizes to be awarded in our July Fun 'N Sun Bonanza.



Winner of the Division car, Bill Stregge, seen driving President of the Racine Northside Business Association, Bob Truckey and Carnival Queen, Rita Jirgensen, in the Fourth of July Parade in Racine.



IN THE CROSSROADS OF AMERICA WAUKESHA, WISCONSIN

KAYE BOLDON, Distributor

Welcome to new Dealers GINNY KUMBERS, AL HIRSCHBEIN, WAYNE LEVERNEZ and RICH STIPP. They all have their first sales with AL doing a super job earning his 10-Pin and Crew Manager status in just two (2) weeks.

HERB ROBINSON has done an outstanding job of training and has been awarded with his own office and is just a few sales away from becoming an Area Distributor.

JACK QUINLAN has also done an outstanding job and as of July 1st, is now Manager of the Waukesha office.

GRANT PETERSEN was top Dealer with 15 personals, followed closely by JACK QUINLAN and DICK GENTHE.

July looks like a super month, so back to work.

Kaye



Waukesha Banquet - Top Dealer for 1974 Dick Genthe (l) and wife Beth receiving their trophy from guest speaker Don Payne.



Waukesha Banquet - Top Dealer 1974 - Dick Genthe (l) wife Beth Genthe and guest speaker Don Payne, top American Family Insurance Agent.



Waukesha Banquet - Branch Manager Ed Blumberg receiving two B.M.I.B. awards from guest speaker Don Payne.



Waukesha Banquet - Top P.T. Dealer 1974 - Edith King and Husband Ken, receiving their trophy from guest speaker Don Payne.



Waukesha Banquet - Jack Quinlan with Mother Norma receiving Special Award for 19 sales in 19 days (April) from guest speaker Don Payne (r).



Waukesha Banquet - A.D. Mike Friedman and wife Linda receiving B.M.I.B. award from guest speaker Don Payne.



IN THE CROSSROADS OF AMERICA WAUKESHA, WISCONSIN

KAYE BOLDON, Distributor (cont.)



Waukesha Banquet - Left to right - Dealers John Dermody, Fiancee Diane, Ron Suchalla and wife Karen.



Waukesha Banquet - Dist. Kaye Boldon with all the Award winners - first quarter 1975.

CRYSTAL LAKE, ILLINOIS

BOB KIMBLE, Distributor



Norbie Meverden with his good work habits heading out for his next sale.



Nita Karry doing a fantastic job at the Crystal Lake office. "Keep up the good work Nita."



Super Saleman, Ed DeBoer, explaining the Kirby Upright to his crew before evening demos.



Bob Hall (Handi Butler Man) happy after selling a Kirby Complete.



IN THE CROSSROADS OF AMERICA

MILWAUKEE, WISCONSIN

RON WEAR, Distributor

May and June brought summer and summer brought the heat. The "Old Pros" felt the heat from more than the sun. Ed Cygan, Top New Dealer in the Division in April, shot ahead for Top Dealer in May, and placed second for the month of June. ED, an Add-a-Man himself, picked up a three-in-a-day trophy, the first leg on his 5-star pin, and a new Add-a-Man, ED KOLAN. ED CYGAN want his own office and he's going everything right to get it, starting with the right attitude and good "old" fashioned hard work (ED's over thirty). In Kirby you get what you want.

"Old Pro" PAUL MOODY, not to be outdone, came from number 2 in May to number 1 in June, and took the Division Cadillac for a week's ride in the process.

RICK GAGO worked hard at the fairs to set up lots of prospects and now he's making his move for the big rewards.

Welcome STEVE DUBY, who joined us in June and won his first contest and a L.E.D. quartz watch. Just ask STEVE, he'll tell you, NOW is the time with Kirby.

BOB WOJO led Milwaukee in May and June, and won a Polaroid SX-70 camera for his efforts. JIM JOHNSON's going to make July his month and is happy about WOJO's prize; he thinks it will take a great photo of him with the next top dealer trophy.

BRIAN STAUFF has been busy graduating new Tigers to help R.W. Enterprise on its way to a national contest win. That win will come too, especially with new men like JOE HALL. JOE couldn't wait to make money so he sold 2 complete Kirbys the first day out of training. Congratulations JOE and we welcome you and our other new crew members aboard.

Everyone in the organization had a terrific time at our end of the month party. Brisk weather made for a lot of movement and big appetites, which were quenched by sizzling sirloins and scrumptious side dishes. Our successes in May and June were made possible not only by the man carrying the demo kit, but just as importantly by the family he or she came home to. Our sincere thanks to all those driving influences in Dealer's lives.

Special thanks to Divisional Assistant SID BAUMANN for sharing his tremendous knowledge and experience with us.

Office back up is essential to any good organization and with workers like DARLENE, GIGI, PENNY and newly added KATHY, our good has just got to keep on getting better. Besides, we all know that everybody gets hot in July!

ED CYGAN does; JOE HALL does; our whole group does; how about you?

Remember - "YA GOTTA WANNA" Ron Wear



Steve Duby wins quartz watch.



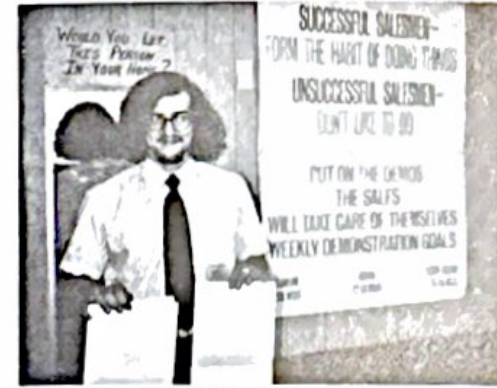
New office girl, Kathy. A big welcome to Kirby.



IN THE CROSSROADS OF AMERICA

MILWAUKEE, WISCONSIN

RON WEAR, Distributor cont.



New man Joe Hall with his first two sales. Congratulations and keep up the good work.



Bob and Dick checking out our End of the Month party.



Janet, Darlene, June, Kathy, Ann and Pat filling their plates before the guys get there.



Jim Johnson telling sales meeting about two sales the day before.



Toot, Paul, Brian Bob and Rick having a good time at our last EOM party.



Ed Cygan (r) Top Dealer for May.

BE LIKE A DUCK - KEEP CALM AND UNRUFFLED ON THE SURFACE BUT PADDLE LIKE THE DEVIL UNDERNEATH



IN THE CROSSROADS OF AMERICA

EAU CLAIRE, WISCONSIN

ARVEL TEGELS, Distributor



It's \$75.00 worth of gasoline for Darcia Swanson, and it's presented by Distributor Arvel Tegels.



Dealer Kevin Tegels and manager Dennis Harnden receive pins and congratulations from Boss Man Arvel (r).



Mark Gibson (r) receiving trophy for Top Sales for the month of May.



Mark Gibson receiving \$231.00 bonus from Don Anderson (l) for week-end sales and Top sales for month.



"First Sale on Friday" cash plus a new haircut is shown by Kirby Ace Debbie Tegels. Presenting check is Sales Manager Dennis Harnden.



Some of the Sterling Kirby Crew - l to r Jim Peach, Mark Gibson, Dorsey Snyder and Don Anderson.



Don Anderson (r) receiving \$25.00 clothing bonus from Dorsey Snyder.



Dorsey Snyder (r) receiving bonus check from Area Distributor Steve Griffith.



IN THE CROSSROADS OF AMERICA

SCHOFIELD, WISCONSIN

BUTCH JOHNSON, Distributor

Hot weather, not so hot in sales.

We didn't have a B.M.I.B, but we're positive this will be a better month.

CHRIS DALBEC was high man, followed by ROGER SZARKOWITZ, LARRY TEIGE and JEFF BERGETH.

Congratulations! We have a promotion, LARRY TEIGE will be our Public Relations Man and Serviceman Manager.

We welcome BILL WERNER.

We can expect a lot of sales out of our bunch, as everyone wants to go to LAS VEGAS.



Steve Davis, Gordon Larsen, Pam Larsen and Marilynn Davis. These guys fish a lot, but they sell a lot of Kirbys.



Richard and Carol Imms, Manager for Sears Roebuck, says he's switching to Kirby in July. Jim Paulson, new man on right, 2 sales in 3 days.



MILWAUKEE, WISCONSIN

MEL GALL, Distributor



Big Al figures money is made to be spent, so he bought the bike shown here. Not only that, he changed cars too. Now he really has to make more \$\$\$.



John Toohy captures the Spark Plug Award again.



IN THE CROSSROADS OF AMERICA

APPLETON, WISCONSIN HERB KESLER, Distributor

The past month here in Appleton was HOT. Not only the weather, but the sales crew as well. Our manpower increased and this always increases sales as well as enthusiasm.

Our regulars, JIM, MARILYN, MIKE, LARRY, ROLF, RICK were joined by newcomers, MARK and BRIAN. As they usually do, they proved that once again the road to success is paved with Kirby Kash.

The contest the past month, Smokey Joe Grills, along with beer and brats, was again the annual success that it generally is. We can smell the smoke already and it sure smells good!

The county fairs are beginning this upcoming month. This means a lot of extra work and hours for the dealers, but with all the added leads we hear no complaints.

With Las Vegas coming up shortly, the time is rapidly running out for obtaining those qualifying sales. Everyone is in a hurry to "wheel and deal" so they can go to Vegas and "wheel and deal".

AREA No. 1 - John Kesler

We would like to welcome new man GARY MOORE. GARY already won a steak dinner with his wife for his efforts. BOB BONK was top dealer for the office, although he spent a lot of time in his swimming pool.

This being the very first month in business I would like to say a big THANK YOU to a couple of people. First of all, a big Thank You to the best Kirby man I know, HERB KESLER, with his guidance and true Kirby wisdom we will be successful. To BOB BONK, who's one of the best anywhere, for all of his help in getting me settled here in Manitowoc. Also to his wife, BETTY, my wife-to-be, NANCY and all the great Kirby people that wished me luck along the way.

Next month should be good 'cause I'm taking that walk down the aisle in August.



Bob, Top dealer of week.



Pete, our top dealer of the week.



A.D. John, top dealer of week.



New Dealer Mike Ace -
Appleton Office.



IN THE CROSSROADS OF AMERICA

APPLETON, WISCONSIN HERB KESLER, Distributor (Cont.)



H.D. Kesler (front) with 4 of his top Managers and A.D.s, John W., Jerry S., Louie B. and Roy G.



Dist. H.C. Kesler (1) and Roy Glocke giving new men Mike Ace and Rick Konrad a welcome to Kirby Opportunity. Good Luck!



New men checking out calculators they won on practice demos.



Winners of monthly contest. A.D. John W. won a redwood picnic table. A.D. Louie B. won a speed boat. Rolf H. won a Weber grill.



Rolf Hintzke, Jim Tellock, Marilyn Seefeld and Roy Glocke before cutting Rolf's birthday cake. How old did you say you were, Rolf?



Branch 3, Jerry Selwitschka and Paul Ohmstad ready to begin a day's work.

One Of The Greatest Sources Of Energy

Is Pride In What We Are Doing!

APPLETON, WISCONSIN
HERB KESLER, Distributor (Cont.)



Dist. Herb Kesler (1) presenting 24+ Ring with the first diamond to Bob Bonk.



Connie Plach being presented with a digital watch on his retirement after many years of good service work.



Dist. Herb Kesler (1) presenting Connie Plach with retirement cake at morning sales meeting.



John, Roy, Bob and Jerry all showing off grills won from Dist. Herb Kesler.



Roy, top dealer of the week.



Jack Gulumire, Area Distributor Branch 11.



Rolf Hintzke - Appleton Office.



Louie Berna, Area Distributor, Branch 7, 2 weeks during May.

IF YOU CAN'T BE BEST - YOU COULD BE BETTER!

WHAT IS HUSTLE?

- HUSTLE is doing something that everyone is absolutely certain can't be done.
- HUSTLE is getting the order because you got there first, or stayed with it after everyone else gave up.
- HUSTLE is shoe leather and elbow grease and sweat and missing lunch.
- HUSTLE is getting prospects to say "yes" after they've said "no" twenty times.
- HUSTLE is doing more unto a customer than the other guy is doing unto him.
- HUSTLE is believing in yourself and the business you're in.
- HUSTLE is the sheer joy of winning.
- HUSTLE is being the sorest loser in town.
- HUSTLE is hating to take a vacation because you might miss a piece of the action.
- HUSTLE is heaven if you're a hustler.
- HUSTLE is hell if you're not.

Compliments of Nick Golich