

Robert Notte
Divisional Supervisor

Joe Catrone - Don Sheckles
Divisional Assistants

Esther Tessmer
Editor

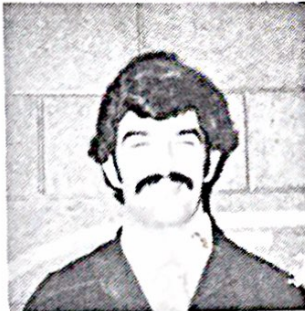
TOP IN OCTOBER

TOP DISTRIBUTOR



DICK YOUNG-Madison, Wis.

TOP DEALER



DAVID HAY-Beloit, Wis.

TOP PART-TIME DEALER



DANIEL GALL - Milwaukee, Wis.

TOP DEALER IN ATTACHMENT SALES



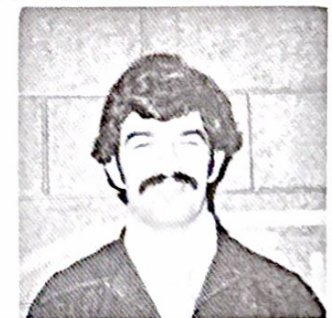
DAVID HAY-Beloit, Wis.

TOP AREA DISTRIBUTOR OR BRANCH



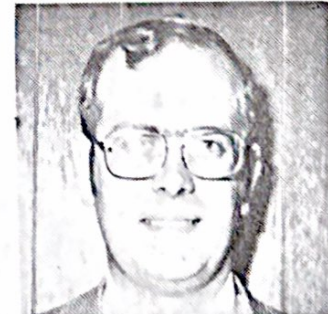
JIM PIERCE-Beloit, Wis.

OUTSTANDING NEW DEALER



DAVID HAY-Beloit, Wis.

HONORABLE MENTION



JIM HOLMES-Lafayette, Ind.



IN THE CROSSROADS OF AMERICA

TOP TEN DISTRIBUTORS BY VOLUME YEAR TO DATE

1. Madison, Wisconsin Dick Young
2. Appleton, Wisconsin Herb Kesler
3. Waukesha, Wisconsin Kaye Boldon
4. Sterling, Illinois Steve Griffith
5. Milwaukee, Wisconsin Ron Wear
6. Green Bay, Wisconsin Ken Jensen
7. LaCrosse, Wisconsin Ernie Olness
8. Lafayette, Indiana Russ Hunt
9. Waukegan, Illinois Hugh Young
10. Aurora, Illinois Nick Golich

TOP PERCENTAGE INCREASE YEAR TO DATE

Ernie Olness	LaCrosse, Wis	143
Bob Byrne	Chicago, Ill	139
Bill Atkinson	Marquette, Mich	121
Ron Wear	Milwaukee, Wis	105
Russ Hunt	Lafayette, Ind	101
Nick Golich	Aurora, Ill	89
Kaye Boldon	Waukesha, Wis	76
Larry Edmonds	Chicago Hts., Ill	47
Dick Young	Madison, Wis	43
Conrad Studer	Joliet, Ill	41
Will Hart	Oak Park, Ill	36
Hugh Young	Waukegan, Ill	23
Herb Kesler	Appleton, Wis	16
Bob Cutter	Fond du Lac, Wis	10
Jim Molloy	Elmhurst, Ill	9
Jerry Altenburg	West Allis, Wis	8

TOP TEN SFR DISTRIBUTORS

1. Russ Hunt	Lafayette, Ind	439
2. Ken Jensen	Green Bay, Wis	555
3. Chuck Yaeger	Fond du Lac, Wis	629
4. Ernie Olness	LaCrosse, Wis	755
5. John Henry	Schofield, Wis	769
6. Herb Kesler	Appleton, Wis	806
7. Paul Moody	Kenosha, Wis	835
8. Dick Young	Madison, Wis	884
9. Bob Lee	Oconomowoc, Wis	948
10. Ed Cygan	Lake Geneva, Wis	958

"EXTRA EFFORT MAKES THE DIFFERENCE."



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IN THE CROSSROADS OF AMERICA

TOP SIX AREA DISTRIBUTORS



JIM PIERCE-Beloit, Wis.



JERRY COOK-Wauwatosa, Wis.



MIKE FRIEDMAN-Waukesha, Wis.



BRAD & SALLY TERRELL-Menominee, Mich.



SKIP STOCKWELL-Valparaiso, Ind.



LEON CZARNY & WALLY CZWODZINSKI
Westmont, Ill.

Congratulations to a Group of Champions



IN THE CROSSROADS OF AMERICA

TOP TEN DISTRIBUTORS BY SALES

OCTOBER

1. Madison, Wisconsin.....	Dick Young
2. Appleton, Wisconsin.....	Herb Kesler
3. Waukesha, Wisconsin.....	Kaye Boldon
4. Sterling, Illinois.....	Steve Griffith
5. Lafayette, Indiana.....	Russ Hunt
6. Green Bay, Wisconsin.....	Ken Jensen
7. Elmhurst, Illinois.....	Jim Molloy
8. Milwaukee, Wisconsin.....	Ron Wear
9. LaCrosse, Wisconsin.....	Ernie Olness
10. Aurora, Illinois.....	Nick Golich

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
Will Hart..... Oak Park, Ill.....	112
Russ Hunt..... Lafayette, Ind.....	93
Hugh Young..... Waukegan, Ill.....	91
Kaye Boldon..... Waukesha, Wis.....	88
Ken Jensen..... Green Bay, Wis.....	85
Dick Young..... Madison, Wis.....	84
Ernie Olness..... LaCrosse, Wis.....	83
Larry Edmonds..... Chicago Hts., Ill.....	82
Nick Golich..... Aurora, Ill.....	82
Herb Kesler..... Appleton, Wis.....	79

PRESIDENT'S PINS

Daniel Gall..... Milwaukee, Wisconsin.....	3rd leg
Ike Pummill..... Iron Mountain, Michigan.....	1st leg

THREE DEMOS A DAY KEEP THE \$\$\$ BLUES AWAY



IN THE CROSSROADS OF AMERICA

TOP TWELVE DEALERS



DAVID HAY-Beloit, Wis.



KEVIN CASPER-Fond du Lac, Wis.



RUTH McINTOSH-Lafayette, Ind.



BOB WILLIAMS-Lafayette, Ind.



JOHN TOOHEY-Milwaukee, Wis.



JIM MORZ-Green Bay, Wis.



EUGENE JUUL-Madison, Wis.



STANLEY BLICHARZ-Madison, Wis.



BILL STREGGE-Kenosha, Wis.



DELBERT GRAHAM-Aurora, Ill.



ROGER JEWELL-Madison, Wis.



JOE HANNS-Lafayette, Ind.



IN THE CROSSROADS OF AMERICA

TOP DEALER SALES

David Hay	Beloit, Wisconsin	22
Kevin Casper	Fond du Lac, Wisconsin	17
Ruth McIntosh	Lafayette, Indiana	15
Bob Williams	Lafayette, Indiana	15
John Toohey	Milwaukee, Wisconsin	15
Jim Morz	Green Bay, Wisconsin	14
Eugene Juul	Madison, Wisconsin	14
Stanley Blicharz	Madison, Wisconsin	14
Bill Strege	Kenosha, Wisconsin	13
Delbert Graham	Aurora, Illinois	12
Roger Jewell	Madison, Wisconsin	12
Joe Hanns	Lafayette, Indiana	11
Tony Talarico	Waukegan, Illinois	11
C. J. Schmidt	Green Bay, Wisconsin	11
John Tremblay	Oconomowoc, Wisconsin	11
Donald Carnuff	Milwaukee, Wisconsin	11
Carol Davidson	Waukegan, Illinois	10
Sue Dahlke	Fond du Lac, Wisconsin	10

PROMOTIONS

Jim Foot	La Crosse, Wisconsin	Area Distributor
Delbert Graham	Aurora, Illinois	Area Distributor
Dan Ausman	West Bend, Wisconsin	Area Distributor
Jim Morz	Green Bay, Wisconsin	Sales Manager
Michael Huset	Beloit, Wisconsin	Sales Manager
Brain Gornick	Beloit, Wisconsin	General Manager
Joe Hanns	Lafayette, Indiana	Crew Manager
Shirley Hatfield	Sterling, Illinois	Crew Leader
Rod Latstetter	Sterling, Illinois	Crew Leader
David Hay	Beloit, Wisconsin	Field Counselor
T. J. Hall	Beloit, Wisconsin	Field Counselor
Jim Schmidt	Beloit, Wisconsin	Field Counselor
Brad Worth	Beloit, Wisconsin	Field Counselor
Laura Jordan	Beloit, Wisconsin	Field Counselor
Benina Dasquez	Beloit, Wisconsin	Field Counselor
Bruce Mullvain	Beloit, Wisconsin	Field Counselor
James Feldman	Madison, Wisconsin	Field Counselor
James Erickson	Madison, Wisconsin	Field Counselor
Bill Cippola	Madison, Wisconsin	Field Counselor
Bob Herrick	Madison, Wisconsin	Field Counselor
Steve Herbeck	Madison, Wisconsin	Field Counselor
Jeff Bergeth	Madison, Wisconsin	Field Counselor
Brian Hasnmuck	Madison, Wisconsin	Field Counselor
Gab Bedevian	Madison, Wisconsin	Field Counselor

DON'T ENVY THE MAN WHO GETS AHEAD—STUDY HIS TECHNIQUE.



IN THE CROSSROADS OF AMERICA

FIVE STAR PINS

Daniel Gall	Milwaukee, Wisconsin	5th leg
Bob Williams	Lafayette, Indiana	4th leg
Ray Seeber, Jr.	Fort Atkinson, Wisconsin	3rd leg
Joe Hanns	Lafayette, Indiana	3rd leg
Kevin Casper	Fond du Lac, Wisconsin	2nd leg
Jim Holmes	Lafayette, Indiana	2nd leg
John Tremblay	Oconomowoc, Wisconsin	1st leg
Shirley Hatfield	Sterling, Illinois	1st leg

TEN PINS

Dennis Cook	Joliet, Illinois
Ted Sapida	Milwaukee, Wisconsin
Kevin Casper	Fond du Lac, Wisconsin
Sue Dahlke	Fond du Lac, Wisconsin
Andy Smith	Fond du Lac, Wisconsin
Sam Prater	LaCrosse, Wisconsin
Karen Hatleberg	Madison, Wisconsin
Jim Feldman	Madison, Wisconsin
Jim Erickson	Madison, Wisconsin
Doug Herrick	Madison, Wisconsin
Jim Garin	Madison, Wisconsin
Bill Crossland	Madison, Wisconsin
Jeff Bergeth	Madison, Wisconsin
David Hay	Beloit, Wisconsin
Bruce Mullvain	Beloit, Wisconsin
Laura Jordan	Beloit, Wisconsin
Brad Worth	Beloit, Wisconsin
Ken Tuggle	Waukesha, Wisconsin
Pat Hamilton	Waukesha, Wisconsin
Shirley Hatfield	Sterling, Illinois
Drew Raguse	Sterling, Illinois
Bob Lopas	Appleton, Wisconsin
Lance Herald	Appleton, Wisconsin

NOW IS THE TIME TO MAKE YOUR



MOVE





IN THE CROSSROADS OF AMERICA
SALES AWARDS

Bob Williams	Lafayette, Ind.....	100 gal. gas, leisure suit, Top Dealer Trophy, ADDP Cert., \$150 bonus
Joe Hanns	Lafayette, Ind.....	50 gal. gas, \$100 bonus
Dave Stoner	Lafayette, Ind.....	Leisure suit, \$100 bonus, watch, ring, camera, lighter, 50 gal. gas, 3-in-a-day trophy Sewing machine
Hank Taylor	Oak Park, Ill.....	Stereo
Arturo Galvan	Oak Park, Ill.....	25 gal. gas, 2 tickets to Pheasant Run
Bill Ambrosen	Elgin, Ill.....	KA, luggage
Jim Morz	Green Bay, Wis.....	KA
C. J. Schmidt	Green Bay, Wis.....	Cash
Gwenn Ellis	Green Bay, Wis.....	Cash, 10# steak
Mike DePetro	Green Bay, Wis.....	Cash
Jeannette Heuser	Green Bay, Wis.....	Cash, 10# steak
Don LaCombe	Green Bay, Wis.....	Cash, 20# steak
Dennis Herlache	Green Bay, Wis.....	25# steak
Dave Dufek	Green Bay, Wis.....	10# Rib eye steak
John VanVonderen	Green Bay, Wis.....	25 gal. gas, \$25 saving bond, 3-in-a-day Trophy, KA,
Mike Robison	Lake Geneva, Wis.....	trip to Vegas \$25 saving bond
Molly Smith	Lake Geneva, Wis.....	1/2 gal. scotch
Ed Kolan	Lake Geneva, Wis.....	Cert. for free Kirby
Kevin Casper	Fond du Lac, Wis.....	Top Dealer Trophy, 4-in-a-day Trophy, Cash award, KA,
Bill Strege	Kenosha, Wis.....	watch, dinner for 2 Cash award
Harold Jester	Kenosha, Wis.....	RR, Top New Dealer Trophy
Scott Hoffman	Kenosha, Wis.....	Top Part Time Dealer Award
Bobby Notte	Kenosha, Wis.....	LED watch
Matt Martin	Milwaukee, Wis.....	CB radio
Henry Watford	Milwaukee, Wis.....	100 gal. gas
JoAnn Quirke	Cudahy, Wis.....	Free KA
John Tremblay	Milwaukee, Wis.....	20 gal. gas, \$25 cash
Ray Seeber	Oconomowoc, Wis.....	20 gal. gas, gold Cross Pen
Ed Soto	Ft. Atkinson, Wis.....	20 gal. gas, gold Cross Pen
Terry Dallhopf	Oconomowoc, Wis.....	10 gal. gas
Chuck Kerr	Oconomowoc, Wis.....	Motorcycle
David Hay	Beloit, Wis.....	ADDP Cert.
Karen Hatleberg	Beloit, Wis.....	Crystal set, ADDP Cert.
Jim Erickson	Madison, Wis.....	Stoneware, ADDP Cert.
Gab Badevian	Madison, Wis.....	Crystal set, ADDP Cert.
Jim Feldman	Madison, Wis.....	Crystal set, ADDP Cert.
Brain Hasruk	Madison, Wis.....	2 gold flatware sets, pistol set, ADDP cert.
Jim Garin	Madison, Wis.....	Gold flatware set, crystal set, ADDP cert.
Jeff Bergeth	Madison, Wis.....	Crystal set, ADDP cert.
Jim West	Madison, Wis.....	Crystal set
Randy Ward	Madison, Wis.....	ADDP Cert.
Mike Huset	Madison, Wis.....	ADDP Cert.
Bill Cippola	Madison, Wis.....	ADDP Cert.
Steve Herbeck	Madison, Wis.....	ADDP Cert.
Bob Herrick	Madison, Wis.....	ADDP Cert.
Paul Englehart	Madison, Wis.....	ADDP Cert.
Gerald Shelton	Madison, Wis.....	ADDP Cert.



IN THE CROSSROADS OF AMERICA

DISTRIBUTOR 100+ CLUB
FOR OCTOBER

1 - DICK YOUNG - Madison, Wisconsin 300+

2 - HERB KESLER - Appleton, Wisconsin 175+

3 - KAYE BOLDON - Waukesha, Wisconsin 100+

collectingdust.com

AREA DISTRIBUTOR
40+ CLUB
FOR OCTOBER

JIM PIERCE - Beloit, Wisconsin 50+

RECRUIT MORE MEN  **SELL MORE KIRBYS**

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IN THE CROSSROADS OF AMERICA

WAUKESHA, WISCONSIN KAYE BOLDON, Distributor

October was just a fair month in sales, but a good month for preparation for the coming months. Everyone had a wonderful vacation in Florida and should now be all rested up to go back to work in November.

DAN AUSMAN moved into his new AD office in West Bend and he and TOM ROZELL are now operational. I expect them to do a good job in November.

AD, GERRY COOK has now moved his family to Joliet, Illinois and is ready to sell a lot of Kirbys plus recruit new people for his organization. DENNIS COOK was his Top Dealer with (7) sales his first two weeks in the business-DENNIS looks like a good one and should be a top dealer soon.

MIKE FRIEDMAN is now a proud father as his wife, LINDA, gave birth to a beautiful baby girl named JENNIE BETH. MIKE must be excited and motivated,

as he is moving to a bigger office so he can recruit new people and become the top AD in our division.

Congratulations to top new dealer, TEDDY SAPIDA, who came in with 10 sales his first three weeks in Kirby-Keep up the good work, TEDDY!

Welcome to new dealers MARK STANISLOWSKI, WAYNE FLACK, JEFF VERHALEN, GEORGE REICHARD, JOHN METZEN, ARCHER BROWING, DAVE PETRINI and MEL STAUER-this group sold 14 Kirbys in 7 days.

In closing let me say that the Kirby Company of Waukesha has declared themselves winners of the Council Contest for November, December and January. Kaye



(l to r) Tom Rozell, AD Dan Ausman and Mike Loos.



(l to r) Dealer Bob Costanzo, AD Mike Friedman and Dealer Bill Schooley.



IN THE CROSSROADS OF AMERICA

WAUKESHA, WISCONSIN KAYE BOLDON, Distributor (Continued)



Dealer Ken Tuggle putting on demo.



Top AD in October, Gerry Cook.



New dealers with trainer Pat Hamilton, right kneeling.



New red jackets and shirts.



Dist. Kaye Boldon with trophies to be awarded at Breakfast Meeting.



Awards for the month.



Top New Dealer in October-10 sales in 3 weeks-Teddy Sapida.

RECRUIT MORE MEN



SELL MORE KIRBYS

RECRUIT MORE MEN



SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

OCONOMOWOC, WISCONSIN BOB LEE, Distributor

With Florida out of the way, we are hoping that everything returns back to normal. JOHN TREMBLAY, our office manager, kept the home fires burning and had a good month. We would like to welcome three new dealers into the organization; RITA BRUSS, JAN MAY and MIKE CHASTEEN. If IVER KNUTH can keep his car on the road, he should do good this month as he shows possibilities. TERRY DOLLHOPF is the quiet one of this bunch, but is beginning to come alive and shows good possibilities too. Even though JEFF KRAMER has been partridge hunting in Ladysmith, he did manage to bring in a couple sales. EDSOTO has to recuperate from all that Mexican food in Florida and will also be bringing in a few sales.

MIKE ENGLISH managed to keep our Fort Atkinson office alive and had his best personal month for quite a

while and hopes to come in with more in November. RAY SEEBER has been busy buying his brand new 1977 Pontiac Grand Prix, but wure will s.art selling again. Inspired by the Tampa trip, DAVE KOCHENDORFER, will really start settling in November and get his first leg on his 5-Star Pin.

If anyone missed the Florida trip, they missed a wonderful time. Hope to see everyone at The Abbey.

P.S. Would like to welcome our new addition to the service department, JEFFREY TREMBLAY, born October 19 and weighing 6 lbs. 13 oz! He will keep his brother STEVE, who runs the service department, on the ball. Congratulations, JOHN and EB TREMBLAY.



Ray Seeber and his Brand New 1977 Grand Prix.



Eboly with their new addition, Jeffrey, 6 lbs. 13 oz. born October 19th.

RECRUIT MORE MEN 

SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

LAFAYETTE, INDIANA RUSSELL HUNT, Distributor



Joe Hanns [r] puts out his first training class. Joe did a fine job with a fine class.



Congrats to Bob Williams for earning his 4th leg on his 5-Star. Keep on truckin', Bob!



Bob Williams has the honors after winning a daily contest. We must apologize for the poor picture of Kim Pratt, but it's the best he could do with the shaving cream in his face. [Randy Cox assisting].



Randy Cox won the division Caddy for the second week. Russ put it up for an office contest for the period that Russ, Bob, Joe and Dave were in Florida. Good job, Randy, for a fine effort during that contest.



Joe looks good behind the wheel of that division Caddy. Joe brought it down here to Lafayette with 10 sales in one week. Great job, Joe! Keep up the fine work.



Our candid camera also made its way to the service dept. where we caught our repairman, Dave Leingang, by surprise. Dave is doing a good job for us while going to Purdue U.

THERE'S SOMETHING NEW AND BEAUTIFUL

KIRBY CLASSIC III



IN THE CROSSROADS OF AMERICA

LAFAYETTE, INDIANA
RUSSELL HUNT, Distributor
(Continued)



Top Dealer of the Month in September-Joe Hanns-Lafayette.



Our newest additions to the Lafayette crew [from l to r] Charlie Webb, Karen Donahue and Craig Capatina. Congratulations to all the new Tigers and I wish you success in Kirby.



Bob Williams [r] congratulates Joe Hanns for being promoted to Crew Manager.



Congratulations to Dave Stoner for being our Top Dealer of the Month in August.



Joe Hanns starts out with a fine new crew in Rick Ely and Blanche Tyson.



These two men were responsible for 51 sales in the Lafayette organization. Jim Holmes [l] sold 28 units [part-time] and Joe Hanns [r] sold 24 in September. Congratulations to both of you for a fine effort.

RECRUIT MORE MEN

SELL MORE KIRBYS



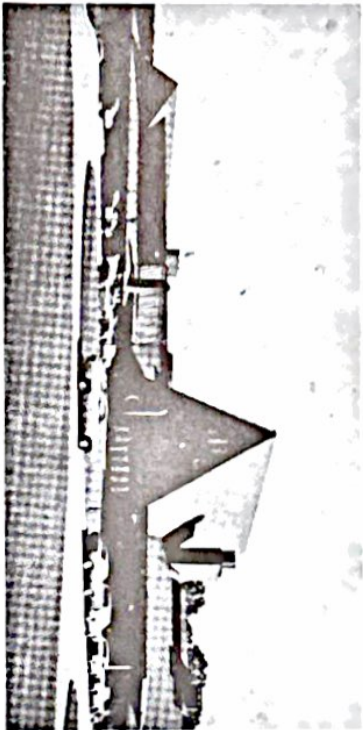
SEPTEMBER 1 THROUGH DECEMBER 31, 1976



Every Great Lakes Division Dealer Can Win

"A FANTASTIC WEEKEND AT THE ABBEY"

- 3 DAYS
- 2 NIGHTS
- 3 POOLS
- COCKTAIL PARTY
- BANQUET
- AWARDS



- SAUNAS
- SNOWMOBILING
- ICE-BOATING
- SKATING
- ICE-FISHING
- SKIING

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 GOLFING ENTERTAINMENT SWIMMING

GREAT LAKES DIVISION 100% CLUB




KIRBY COUNCIL ELECTION CAMPAIGN

November 1, 1976 thru January 31, 1977



8-DAY ALL EXPENSE
PAID TRIP
TO THE 30th
KIRBY COUNCIL
CONFERENCE
IN

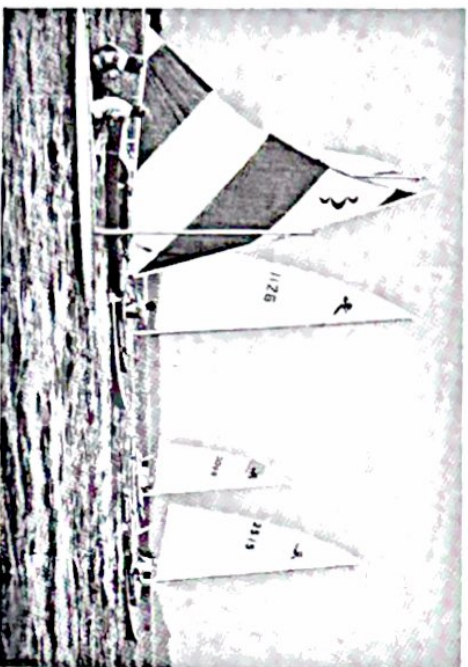



Rio-Sheraton
 Hotel
SHERATON HOTELS & MOTOR INNS, WORLDWIDE

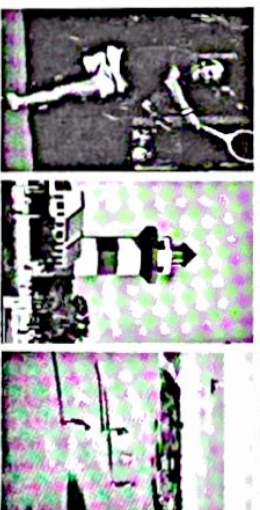
March 27 - April 3, 1977

4-DAY ALL EXPENSE
PAID TRIP
TO THE 31st
**KIRBY COUNCIL
CONFERENCE**

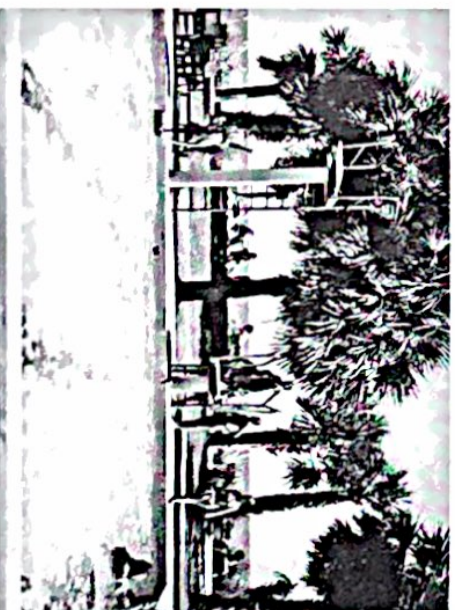
AT
HILTON HEAD INN
SEPTMBER 7-10, 1977



**SEA PINES
PLANTATION**



HILTON HEAD ISLAND, SOUTH CAROLINA



BE A WINNER



IN THE CROSSROADS OF AMERICA

WAUKESHA, WISCONSIN
KAYE BOLDON, Distributor (Continued)



Blanch Tyson is our newest prettiest and most ambitious addition to the Lafayette gang. Her first full week she sold six units. Keep up the fine work, Blanche.



Congratulations to Joe Hanns for being promoted to Crew Manager.



We corralled Joe Hanns long enough to take this picture showing 3-in-a-day. He also went out and got a 5-in-a-day also. Good job, Joe!

STERLING, ILLINOIS

STEVE GRIFFITH, Distributor (Continued)

Greetings from Sterling, Illinois.

We want to thank the Distributors for a great 100 percent Club in Florida. We promise we will all be there from now on. We are looking forward to being #1 in the division. We are committed to this! And we will do it. We know it will take a lot of demos, but we know where to get them. We know there is Kirby Green ahead every foot.

We tip our hat to our fine dealers here in Sterling. PAT DEVINE, a new dealer, sold 10 his first month in the

business! Great going, PAT, we expect it from now on! Here are some of our fantastic door knockers and dealers-SHIRLEY HATFIELD, MARK LEWIS, JOHN DEVINE, DALE DERICKSON, STEVE SCHMIDT, MARY COX, SANDY BEAL, LLOYD BEAL, DREW RAGUSE, MARTY CRANIS, TOM LEWENDOWSKI, BECKY FUENTES; New dealers-JOHN SUMMERS, JILL DILLON, DOLORES RIPLEY, JEFF SMITH, KERRY KENT, RICK GONZALES, LYDIA ROBINS. We thank you ALL very much.

We'll see you at The Abbey.

RECRUIT MORE MEN



SELL MORE KIRBYS

OCTOBER, NOVEMBER, DECEMBER & JANUARY
MARCH 4, 5 & 6, 1977

**GIFTS
GIFTS
GIFTS**
SELECTED BY YOU
**GIFTS
GIFTS
GIFTS**
150 PRIZES
TO CHOOSE FROM

SPECIAL GUEST SPEAKER
DIVISIONAL SUPERVISOR
DAVE STUCKY
FROM THE
NORTH CENTRAL DIVISION
PRESENTLY EXPERIENCING
34.4% INCREASE

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.



Step Out And Be Recognized





IN THE CROSSROADS OF AMERICA

GREEN BAY, WISCONSIN

KEN JENSEN, Distributor

October has come and gone all too quickly with all the vacationing in Florida and hunting, it seems the month was over before we got started. Everyone who went to Florida really loved the vacation, and listening to GENE WINDFELT, I feel, should give everyone the added enthusiasm to help us win the Kirby Council Contest.

Our October sales were led by JIM MORZ, followed closely by C.J. SCHMIDT. DAVE DUFEK, DON LaCOMBE, MIDE DePETRO, GWENN ELLIS, JEANNETTE HEUSER, CAROL TREMBLE, PAUL-ETTE MAACK, JOHN VAN VONDEREN and STEVE

ROSIK all contributed sales to our October total.

New people making their first sales in October were JUDY HACKEL, DENNIS HERLACHE and JOHN DANCONA. I would also like to say that we promoted a very experienced and capable man in JIM MORZ to Sales Manager of our Green Bay office as of November 1. Our Menominee office had a real good month of October. Our Menominee office had a real good month of October. ROGER GRONKE, from De Pere, and NORM MILLER, from our East Side office, have also pledged big months for November.



AURORA, ILLINOIS

NICK GOLICH, Distributor

GREETINGS. . .

Our hats off for the 100 percent Club trip to Tampa, Florida. Everything was perfect, from the banquets to the weather. Everyone is looking forward to the next one.

DEL GRAHAM has been promoted to an Area Distributor and is in the process of opening his office. DEL has promised to be the Top A.D. and with his Kirby experience, we know he can do it. We wish DAL and MARLA our Kirby Best. . .

With our area offices increasing their manpower, we aer on the Move. . .

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

Elgin, Illinois
Nick Golich, Jr., Area Distributor

Well the honeymoon's over. . . Just finished our first month in business.

We had a good October and promise to be twice as good in November. BILL AMBROSEN started out slow, but is quickly picking up the pace. DAVE GRIMM has the flu bug, but he will be up and around in no time. MARGARET, our phone girl, is setting demos like a Kirby Pro. BILL's wife, CHRIS, even wants to get into the Kirby act, by setting appointments for us. . .

See you at the top, Nick, Jr.

RECRUIT MORE MEN



SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

MILWAUKEE, WISCONSIN

MEL GALL, Distributor



Without a doubt the Florida Trip was the most stupendous 100 percent Club function put on by anyone and certainly is going to be hard to duplicate, much less better. The people who didn't work to qualify can't begin to realize what they have missed.

Back at the home front, JOHN TOOHEY came out of retirement to have a good month in October. Just think what he could do working full time. (That could apply to us all).

Distributor Mel Gall proudly presents son Dan his well earned 5-Star Pin with three rubies. On to the "President's Pin".



OAK PARK ILLINOIS WILL HART, Distributor

Well, ADRIAN, ARTURO, Myself and our lovely wives enjoyed Florida.

Got some sun, good booze and extra calories. The only problem was although we got extra calories, we didn't

get any extra sales, so we are ready for work and will have lots of bragging to do in the next issue.

We have added some new pretty faces that we will let the Kirby World know about later.



Arturo won a stereo.



Arturo Galvan [r] was top in August and Adrian [l] took top in September.

RECRUIT MORE MEN



SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

LAKE GENEVA WISCONSIN

ED CYGAN
Distributor

The Kirby Tigers from Lake Geneva say "HELLO".

The Florida weekend was a real "GAS". The trip was great; ditto for the accommodations, and the food and service superb. We can't wait for the next time. Thank you all.

The L.G. Kirby Co. has started making it's move in October by hiring and training on a consistent basis. A warm welcome to new Kirby Tigers-MOLLY SMITH, MIKE ROBISON and MIKE's Add-a-Man, ROB KEELER. Wow! What a group. MIKE had five big



Molly Smith, Mike Robison, Paul Payne, Richard Mehlen, Rob Keeler and SUPER-TRAINER Brian Stauff. Look at that fist full of Kirby contracts in Mike's hands.

deals his first weekend in the business. Not only is MIKE a big man (6' 10"), but he believes in big deals as well. MIKE knows what he wants and is out to get it. MOLLY also took advantage of her Kirby opportunity and had a good first week in business. ROB says, "If MIKE can do it, so can I." You sure can, ROB, you're in the right place at the right time. The sky's the limit. ED KOLAN is back on his feet and feeling good again, and is ready to go in November.

Bye for now, ED.



Ditte doing her thing with potential Kirby owners.



The Kolan's and The Cygan's having a super time at the Luau!



Big Ed Kolan-I think he's smiling because of the free K/A he earned.

RECRUIT MORE MEN



SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA MILWAUKEE, WISCONSIN

RON WEAR, Distributor

Cold weather has finally set in and the sales people are realizing it's much nicer to be inside than out. So sales are really "picking up".

Top A.D. was DICK HATTON with just one week in his new office, and I'm sure he's out to take top honors again this month. Helping DICK do his thing are DAN, LARRY, BILL, ANN and WALLY doing the repairs. Keep up the good work, Cudahy.

BRIAN STAUFF in Whitewater, has started hiring and training on a consistent basis, so production is sure to follow. Helping BRIAN so far is KATHY, DICK and

DALE, which is a start in the right direction, so look out #1, here they come.

JIM JOHNSON is doing a super job back in Milwaukee running the main office, so with hiring and training and lots of phone work. We're going to keep going up. Helping the Main Store is #1 dealer last month, BOB WOJO, followed by MATT MARTIN, JOANN QUIRKE, HENRY WATFORD and DIANE LEWIS. Thanks to a super crew and the help of great management, we're on the move.

Remember, to succeed, "Ya Gotta Wanna".



What a super 100% Club, that I'm sure was enjoyed by all.



Top 3 in a weekly contest-Matt, Dan and Henry.



The Kirby gang ready to go to work after a morning meeting.



Top A.D., Dick Hatton.

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IN THE CROSSROADS OF AMERICA

MILWAUKEE, WISCONSIN
RON WEAR, Distributor (Continued)



Divisional Supervisor Bob Notte greeting Pink and Dick Ventura and Esther and Dick Tessmer at the Hospitality Desk in Tampa, Florida.



Supervisor Bob Notte checking out all the food at the Milwaukee table. [Wow, what a feast].



SCHOFIELD, WISCONSIN JOHN HENRY, Distributor

With Florida behind us we are looking for a great November and even a greater December to close out the old and bring on the new.

Personnel Manager DAVID DAVIDSHOFER finished October with 5 Big Sales the last week for Top Dealer and should give our new people some great Leadership. HARVEY LANNING has his first month under his belt. If he gets hot, look out for Big Things.

A special Kirby welcome to the new people: JIM MOROVEC, KEVIN EMIGH, ED BERGER, RICK MOODY and our female vocalist, JANET JASUAI. TIM and RICK had their first sales the last day of the month and are ready for a Big Month. JIM has his eyes on a new ski package. Now he needs the bread for the lift up

to the top and will do it with Kirby Opportunity. JANET has owned a Kirby for sometime. She's sold on the product, and is out to show the guys what selling vacuum cleaners is all about. She has that edge with a Domestic Engineer Degree.

Our old reliable phone girl, CATHY, is doing a fine job by keeping us in appointments. ED and KEVIN are roaring to go to 18-20 demos a week. They're really eager for that Kirby Opportunity. Last but not least, Service Manager LES LINDER, keeps those Kirbys in A-1 shape. He sells in the evening and is a big asset to all around the office.

We're making our move in the Central Wisconsin Area and will soon be in the 100 plus.

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IN THE CROSSROADS OF AMERICA

KENOSHA, WISCONSIN
PAUL MOODY, Distributor

TIGERS ON THE MOVE. . .

With Florida on our tails we more than doubled our mileage in the last third of October.

On the front door, as usual, was BILL "Fireball" STREGE. BILL won another KA, \$50 cash, digital watch, Kirby lighter and another 4-in-a-day trophy. Ol' BILL better keep the hammer down cause our Top New Dealer for October. . . SCOTT HOFFMAN is already eyeballin' business WITHOUT WHEELS or a drivers license. That's P.M.A. PLUS! Now SCOTTY has his license and wheels, so WATCH OUT "BIG BILL", or your doors are gonna fly. SUPER JOB, SCOTTY. . . KEEP 'EM TRUCKING!!!!

Truckin' tight on SCOTT's tailgate is our Top Part-time Dealer. . . BOBBY NOTTE. BOBBY has done more after High school each day than some of our full timer's, that's determination!! Quick to learn and apply what he's learned, BOBBY is probably our most likely candidate for the "Kirby Spirit Award". BOBBY is a teenager we can all be proud of. He's doing it on his own.

Another KIRBY SON who's making a good show is DONNY SHECKLES.

Next in the Kenosha Kirby Convoy is CHUCK ZIELESCH. CHUCK earned his Senior Dealer Certificate and several cash bonuses. If we had an "E"

Next in the Kenosha Kirby Convoy is CHUCK ZIELESCH. CHUCK earned his Senior Dealer

Certificate and several cash bonuses. If we had an "E for Effort" Award, CHUCK would get it. Keep up the good work.

HAROLD JESTER nearly captured Top Part-Time dealer honors, but brought home a \$100.00 cash bonus to soften the blow of being edged out by young BOBBY. We appreciate the fine job you've been doing, HAROLD, THANKS!!!

Bring up the "back door" is none other than part-timer DOROTHY GUSTAVSON. RICK "Super-shooter" GAGO has taken over hiring and training and DON "Omega" SHECKLES has been resetting our compass for a more productive course. BILL STREGE has taken over lead procurement and Field Training and this leaves Distributor PAUL MOODY in the strange position of becoming a Distributor.

We welcome all of our newcomers and express our gratitude and appreciation for the help. On the sidelines, but most surely appreciated by all of us, are the gals: JOAN "Kirby Base" PETERS and CATHY LANGE. Both have the responsibility keeping the Kenosha Tigers on the move. Our sincere thanks for a SUPER JOB.

This "Kenosha Kirby Express" is blowin' hats off lots of those willin' to just stand there and watch. So pick it on up. . . Get that hammer down. . . Jam the pedal to the metal 'cause this "ome is goin' 10-6 for a short". . . we've gotta keep those "Green Stamps" a rollin' in 10-4, and we've gotta "Keep on Keeping On".

**SUCCESS ISN'T A RESULT
OF SPONTANEOUS COMBUSTION
YOU MUST SET YOURSELF ON FIRE!**

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IN THE CROSSROADS OF AMERICA

KENOSHA, WISCONSIN PAUL MOODY, Distributor (Continued)



Favorite Sons. . . Donny Sheckles (l) and Bobby Notte are shown presenting Distributor Moody with two more contracts.



Steering Committee. . . Responsibility for guiding the Kenosha Tigers to bigger and better \$\$\$ are (l to r) Don Sheckles, Paul Moody, Rick Gago and (not in photo) Bill Strege.



Senior Dealer. . . Chuck Zielesch is shown being presented his Senior Dealer Certificate by Distributor Moody.



Top New Dealer. . . Distributor Paul Moody (r) took great pleasure presenting our Top New Dealer, Scott Hoffman, with his Senior Dealer Certificate.



Keepin' Tigers on the move. . . Shown (l to r) Phone girl Cathy Lange and Office Manager Joan Peters, have the responsibility of keeping the Kenosha Kirby Gang on the move. Thanks!



Father and son. . . Assistant Divisional Supervisor Don Sheckles is shown congratulating his son, Donny, on his first sale at the Kenosha Convoy.

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IN THE CROSSROADS OF AMERICA

FOND DU LAC, WISCONSIN

CHUCK YAEGER, Distributor

The month of October has been super busy for us! We are just getting settled into our beautiful new office. More room and a nicer atmosphere will mean more Kirby sales in November and a B.M.I.B. for sure! Thanks to everyone for helping with the move.

We've added three new people to our Fond du Lac Gang this month. A warm Kirby Welcome to; KEVIN CASPER, PHIL LUMBLO and DAVE BEUCLH.

KEVIN did a terrific job his first month in Kirby with 15 sales. KEVIN earned the 2nd leg on his 5-Star Pin and lots of Kirby Kash! Congratulations also to SUE

DAHLKE and ANDY SMITH for earning their Ten Pins this month.

A special thanks to TIM LANARI and FRANK BUTZ for becoming carpenters to remodel our new office and still coming thru with sales!

Our telephone girls are doing a great job keeping us in appointments! Keep up the good work, LORI and JUDY!

You will be hearing a lot from us in the months to come! We are growing fast!



Kevin Casper (r) receiving 2nd leg on his 5-Star Pin for 17 sales in October from Harold Easterday (l)

TO KILL
TIME TRY
WORKING IT
TO DEATH!

RECRUIT MORE MEN



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IN THE CROSSROADS OF AMERICA

LA CROSSE, WISCONSIN ERNEST OLNES, Distributor collectingdust.com



New men in October-Gil Leonardson, Tom Jones and Eric Dietzman. Tom Jones sold 3 his first week out of training.



Morning sales meeting at Kirby Company in LaCrosse.



Congratulations Pat and Jim Root, on your promotion to A.D. in Plateville, Wis. on the A.D.P.



A.D.P. Certificates to [l to r] Sam Prater, Bobby Joe Smith, Jim Root.



Dist. Ernie Olness [r] congratulates Tom Woodcock on Top Area Distributor in October.



Congratulations! Sam Prater, Top Dealer for October.

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IN THE CROSSROADS OF AMERICA

MADISON, WISCONSIN

RICHARD YOUNG Distributor

Fantastic! That's the Madison organization in a word. We are in the Super Class-Top in Kirbyland. We love being on top, so now we have to increase our sales and hire more new dealers to reach our ultimate goal--No. 1 in the world. . . Watch out Kirby World we are definitely on our way to reaching that goal.

We wish to thank everyone associated with the Kirby Company of Madison: Our Field Counselors--BOB FINLEY, GERALD SHELTON, JAMES GARIN, PAUL ENGELHART, JIM WEST, BILL CIPPOLA, JIM ERICKSON, JIM FELDMAN, BOB HERRICK, BRIAN HASMUK, JEFF BERGETH and Top Field Counselor GABE BEDEVIAN. Also our dealers--KAREN HATLEBERG, DOUG HERRICK, BILL CROSSLAND, BOB DANIEL, JIM MEYER, GUS KYRIAKAPULAS, RANDY WARD and Distributor ROGER JEWELL, who

is also doing an outstanding job.

Top Area Distributor JAMES PIERCE and his organization are the Great Lakes Division's No. 1 Area Distributor, what else? With the help of Key People like Sales Manager MIKE HUSET, General Manager BRIAN GORNIK, recent Field Counselor Promotees: DAVID HAY, BRUCE MULLVAIN, BRAD WOERTH and with dealers like CHUCK KERR, LAURA JORDAN, JAND SCHMIDT and BENINA VASQUEZ its only the beginning of this organization.

We wish to thank everyone associated with the Kirby Company of Madison for it will only be a short time and they will be associated with the #1 Kirby Organization in the World.



Jim Erickson being congratulated by Dick Ventura [l] for an outstanding job, winning a 45 pc. stoneware dinner set. Also he was promoted to Field Counselor at our monthly banquet.



Brian and Penny Hasruk, who moved from another area, did an outstanding job his first week with us with 6 sales. He won a sports jacket, 52 pc. gold set, lead crystal wine decantor and glasses and a free Kirby. Great job, Brian.



Jim West and his wife, Pam, being congratulated on winning a lead crystal wine set. And for doing an outstanding job as Field Counselor.



Jim Garin being congratulated for an outstanding job. He won a 52 pc. gold set and received his ADDP Certificate. Jim is doing a real fine job.

RECRUIT MORE MEN



SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

MADISON, WISCONSIN RICHARD YOUNG, Distributor (Continued)



Jeff Bergeth, his first week with us in our main office, did an outstanding job winning a sports jacket and 52 pc. gold set. A real fine job, Jeff.



James Pierce, Great Lakes Division's Number 1 Area Distributor.



Dave Hay, Laura Jordan, Jan Schmidt and Jim Erickson receiving trophies for 3 sales in a day. A real fine job.



David Hay, from the Beloit office, receiving Top Dealer Trophy for month of October with 22 sales. Dave was promoted to F.C. and is doing an outstanding job for only being in the business one month. David is definitely management material.



Our new Promotees receiving their plaques for becoming Field Counselors-[l to r] Jim Feldman, Jim Erickson, Bill Cippola, Bob Herrick, A.D. J. Pierce, Dave Hay, Jeff Bergeth, Brian Hasnuck, G.M. Dick Ventura and Dist. Dick Young.



Gabe Bedevian being congratulated on being Top Field Counselor for month of October. Gabe also received an ADDP Certificate and won a lead crystal wine set. He is doing a great job in helping build our Field Counselor Program.



Everyone in this picture except for Mr. Ventura and Mr. Young, are receiving their ADDP Certificates. That's what you call real Kirby opportunity.



Some of our plaques, trophies and ADDP Certificates that were awarded at our monthly banquet.

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IN THE CROSSROADS OF AMERICA

MADISON, WISCONSIN RICHARD YOUNG Distributor (Continued)



The Beloit Field Counselors that are doing an outstanding job are Brad Woerth, Benina Vasquez, Bruce Mullvain, Chuck Kerr, T.J. Hall, Laura Jordan, David Hay and Jan Schimdt.



Beloit contest winners Chuck Kerr, motorcycle winner and Brad Woerth, gold flatware set. Tiger Division painting done by Chuck Kerr and Laura Jordan.

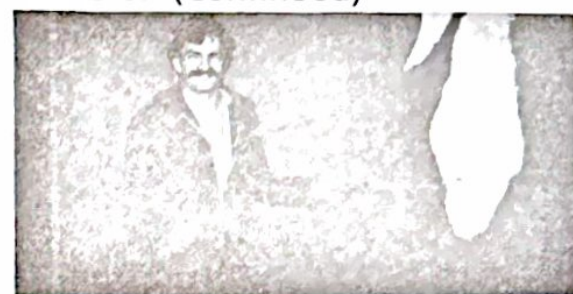


Recent Field Counselor promotions to David Hay, Bruce Mullvain, Brad Woerth, along with Sales Manager Mike Huset.

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David Hay-winner of Division Cadillac, Outstanding New Dealer and #1 Salesman.



10-Pin winners-David Hay, Laura Jordan, Bruce Mullvain, Brad Woerth, along with Sales Manager Mike Huset.



These are our Field Counselors receiving their I.D. tags from the Madison and Beloit offices.



Karen Hatleberg on her way to becoming our first lady Field Counselor. Karen received an ADDP certificate and also won a lead crystal wine set. A great job for a great gal.

ATTACHMENT SALES



DAVID HAY-Beloit, Wis.



RUTH McINTOSH - Lafayette, Ind.



JOE HANNS-Lafayette, Ind.



BOB WILLIAMS-Lafayette, Ind.



TONY TALARICO-Waukegan, Ill.



DELBERT GRAHAM-Aurora, Ill.

ATTACHMENT SALES = PLUS PROFITS !!