

# OUR SEPTEMBER ACHIEVEMENTS



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Divisional Supervisor

**JIM MOLLOY**  
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## TOP SIX IN SEPTEMBER

### TOP DISTRIBUTOR



**DICK YOUNG**—Madison, Wisconsin

### TOP AREA DISTRIBUTOR



**BOB BONK**—Manitowoc, Wisconsin

### DEALER OF THE MONTH



**BEN HAWKE**—Madison, Wisconsin

### OUTSTANDING NEW DEALER



**JEFF FREESE** — Kenosha, Wisconsin

### TOP PART TIME DEALER



**MILLIE BODWAY**—Appleton, Wisconsin

### HONORABLE MENTION



**LARRY JOYCE**—Milwaukee, Wisconsin



# IN THE CROSSROADS OF AMERICA

## DISTRIBUTORS BY VOLUME YEAR TO DATE

- |                            |                 |                            |               |
|----------------------------|-----------------|----------------------------|---------------|
| 1. Madison, Wisconsin      | Dick Young      | 19. Chicago Hts., Illinois | Larry Edmonds |
| 2. Appleton, Wisconsin     | Herb Kessler    | 20. Joliet, Illinois       | Conrad Studer |
| 3. Milwaukee, Wisconsin    | Ron Wear        | 21. Eau Claire, Wisconsin  | Arvel Tegels  |
| 4. Northbrook, Illinois    | Butch Johnson   | 22. Summit, Illinois       | Adrian Cottle |
| 5. Chicago, Illinois       | Mickey McClay   | 23. Marquette, Michigan    | Marv Myers    |
| 6. West Allis, Wisconsin   | Jerry Altenburg | 24. Waukesha, Wisconsin    | Kaye Boldon   |
| 7. Chicago, Illinois       | Will Hart       | 25. Ashland, Wisconsin     | Dan Lear      |
| 8. West Bend, Wisconsin    | Tom Lokken      | 26. Aurora, Illinois       | Nick Golich   |
| 9. Fond du Lac, Wisconsin  | Bob Cutter      | 27. Schofield, Wisconsin   | Chuck Pierson |
| 10. Crystal Lake, Illinois | Bob Kimble      | 28. Kankakee, Illinois     | Joel Le'Cuyer |
| 11. Loves Park, Illinois   | Gene Cox        | 29. Waukegan, Illinois     | Hugh Young    |
| 12. Lafayette, Indiana     | Russ Hunt       | 30. LaSalle, Illinois      | Gene Sorensen |
| 13. Kenosha, Wisconsin     | Roy Wilson      | 31. Milwaukee, Wisconsin   | Dale Michael  |
| 14. Highland, Indiana      | Joe Piazza      | 32. Gary, Indiana          | Ike Taylor    |
| 15. Addison, Illinois      | Dan Welstead    | 33. Darien, Wisconsin      | Jack Poff     |
| 16. Green Bay, Wisconsin   | Ken Jensen      | 34. Des Plaines, Illinois  | John De Wald  |
| 17. Milwaukee, Wisconsin   | Mel Gall        | 35. Greendale, Wisconsin   | Bill Atkinson |
| 18. Chicago, Illinois      | Bob Byrne       | 36. Michigan City, Indiana | Al Potter     |

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## TOP TEN DISTRIBUTORS SEPTEMBER, 1973

- |                           |               |
|---------------------------|---------------|
| 1. Madison, Wisconsin     | Dick Young    |
| 2. Appleton, Wisconsin    | Herb Kesler   |
| 3. Crystal Lake, Illinois | Bob Kimble    |
| 4. Waukegan, Illinois     | Hugh Young    |
| 5. Milwaukee, Wisconsin   | Ron Wear      |
| 6. Waukesha, Wisconsin    | Kaye Boldon   |
| 7. Chicago, Illinois      | Will Hart     |
| 8. Chicago, Illinois      | Mickey McClay |
| 9. Fond du Lac, Wisconsin | Bob Cutter    |
| 10. Addison, Illinois     | Dan Welstead  |

## TOP PERCENTAGE INCREASE YEAR TO DATE

- |                  | Percent |
|------------------|---------|
| 1. Butch Johnson | 119     |
| 2. Tom Lokken    | 111     |
| 3. Ron Wear      | 90      |
| 4. Dick Young    | 88      |
| 5. Larry Edmonds | 76      |
| 6. Dan Welstead  | 55      |
| 7. Bob Cutter    | 42      |
| 8. Marv Myers    | 28      |
| 9. Bob Kimble    | 25      |
| 10. Will Hart    | 25      |

## TOP SFR DISTRIBUTOR

Bob Kimble ..... Crystal Lake, Illinois

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# IN THE CROSSROADS OF AMERICA

## TOP TEN AREA DISTRIBUTORS

- |                             |               |
|-----------------------------|---------------|
| 1. Manitowoc, Wisconsin     | Bob Bonk      |
| 2. Marshfield, Wisconsin    | Les Linder    |
| 3. Evanston, Illinois       | Charles Moley |
| 4. Janesville, Wisconsin    | Don Byrd      |
| 5. Knox, Indiana            | Ruth McIntosh |
| 6. Hartland, Wisconsin      | Bob Lee       |
| 7. Westmont, Illinois       | Leon Czarny   |
| 8. Stevens Point, Wisconsin | Bob Napiwocki |
| 9. Oshkosh, Wisconsin       | Roy Glocke    |
| 10. Tomah, Wisconsin        | Mike Eckley   |

## PRESIDENT'S PINS

Ray Baldwin ..... Addison, Illinois ..... 3rd leg

## TEN PINS

Jeri Gauthier	Green Bay, Wisconsin
Scott Livengood	La Crosse, Wisconsin
Bill Schooley	Waukesha, Wisconsin
Jeff Freese	Kenosha, Wisconsin
Rick Young	Addison, Illinois
Larry Joyce	Milwaukee, Wisconsin
Ellen Kaul	Milwaukee, Wisconsin
Irv Simon	Chicago, Illinois

## FIVE STAR PINS

Jeff Kocher	Marshfield, Wisconsin	1st leg
Jeff Freese	Kenosha, Wisconsin	1st leg
Louise Bourdelais	Chicago, Illinois	2nd leg
Carol Davidson	Waukegan, Illinois	2nd leg
Mike Freidman	Waukesha, Wisconsin	3rd leg
Dale Hicks	Waukesha, Wisconsin	4th leg
Carm Logalbo	Chicago, Illinois	4th leg
Bill Yearby	Elgin, Illinois	5-Star Pin

## PROMOTIONS

Ron Suski	Sturgeon Bay, Wisconsin	Area Distributor
Carm Logalbo	Chicago, Illinois	Area Distributor
Darryl Miller	Monticello, Indiana	District Manager
Steve Rosik	Green Bay, Wisconsin	Sales Manager
Jack Quinlan	Menomonee Falls, Wisconsin	Sales Manager
John Webber	Northbrook, Illinois	Field Counselor
Rod Johnson	Northbrook, Illinois	Field Counselor
Larry Reynolds	Northbrook, Illinois	Field Counselor
Anna Le Beau	Crystal Lake, Illinois	Field Manager

# Congratulations to a Group of Champions



# IN THE CROSSROADS OF AMERICA

## SALES AWARDS

Keith Blomeyer	Greendale, Wisconsin	High Sales Trophy
Katie Blomeyer	Greendale, Wisconsin	Trophy—(Booby)
Maryke Koss	Green Bay, Wisconsin	Kirby & Attachments
Dave Le Boeuf	Green Bay, Wisconsin	\$60.00
Brent Holl	Green Bay, Wisconsin	\$15.00
Dave Metz	Green Bay, Wisconsin	\$15.00
David Almandi	Milwaukee, Wisconsin	Cash
John Toohey	Milwaukee, Wisconsin	Cash
Scott Livengood	La Crosse, Wisconsin	\$120.00 bonus (6 sales in 1 wk.)
Joe Overesch	Appleton, Wisconsin	2 3-in-a-day trophies
Les Linder	Marshfield, Wisconsin	2 3-in-a-day trophies
Pat Berg	Marshfield, Wisconsin	3-in-a-day trophy
Jeff Kocher	Marshfield, Wisconsin	3-in-a-day trophy
Bob Napiwocki	Stevens Point, Wisconsin	3 3-in-a-day trophies
Tim Tellock	Appleton, Wisconsin	Watch, steak dinner
Tom Stadler	Appleton, Wisconsin	Watch, steak dinner
Jim Brenneke	Appleton, Wisconsin	Steak dinner
Larry Reynolds	Northbrook, Illinois	Dinner at Play Boy Club
Jeff Freese	Kenosha, Wisconsin	100 gal. gas, clock radio, slacks
Brian Pier	Kenosha, Wisconsin	Slacks
Dean Featherstone	Kenosha, Wisconsin	Shoes
Jeff Smith	Addison, Illinois	50 gal. gas
Ron Venhorst	Addison, Illinois	Rolls Royce Radio
Rick Gago	Cudahy, Wisconsin	50 gal. gas
Larry Joyce	Milwaukee, Wisconsin	Kirby & Attachments
Norb Meverden	Crystal Lake, Illinois	50 gal. gas, car tune-up, shirt & tie, trophy (most improved)
Bill McGuire	Crystal Lake, Illinois	50 gal. gas
Bill Yearby	Elgin, Illinois	Trophy (top salesman)
Mark Sauer	Crystal Lake, Illinois	Trophy (top part time)
George Dyck	Crystal Lake, Illinois	Trophy (most improved dealer—super job)
Gary Lovelady	Marquette, Michigan	Cash

## TOP DEALER SALES

Ben Hawke	Madison, Wis.	— 26	Brian Pier	Kenosha, Wis.	— 13
Stanley Blicharz	Madison, Wis.	— 24	Don Sheckles	Milwaukee, Wis.	— 13
Eugene Juul	Madison, Wis.	— 24	Larry Joyce	Milwaukee, Wis.	— 13
Carol Davidson	Waukegan, Ill.	— 24	Gary Lovelady	Marquette, Mich.	— 13
Wayne Lasek	Madison, Wis.	— 18	Yvette Cutter	Fond du Lac, Wis.	— 13
Jeff Freese	Kenosha, Wis.	— 18	Gary Schroeder	Janesville, Wis.	— 13
Norb Meverden	Crystal Lake, Ill.	— 16	Steve Duby	Greendale, Wis.	— 12
Louise Bourdelais	Chicago, Ill.	— 16	Maryke Koss	Green Bay, Wis.	— 12
Carm Logalbo	Chicago, Ill.	— 16	Chidman	Waukesha, Wis.	— 12
Keith Blomeyer	Greendale, Wis.	— 15	Jack Quinlan	Menomonee Falls, Wis.	— 12
David Almandi	Milwaukee, Wis.	— 15	Scott Livengood	La Crosse, Wis.	— 11
Dale Hicks	Waukesha, Wis.	— 15	Pat Berg	Marshfield, Wis.	— 11
Leonard Knable	Madison, Wis.	— 15	Ike Pummill	Iron Mountain, Mich.	— 11
Frank Reighard	Madison, Wis.	— 15	John Toohey	Milwaukee, Wis.	— 10
Frank Pitts	Waukegan, Ill.	— 15	Wally Yokom	West Allis, Wis.	— 10
Jeff Kocher	Marshfield, Wis.	— 14	Harvey Goulder	Jefferson, Wis.	— 10
Earl Anderson	Evanston, Ill.	— 14	Steve Goulder	Jefferson, Wis.	— 10
Ton Loughhead	Manitowoc, Wis.	— 13	Rod Johnson	Northbrook, Ill.	— 10
John Webber	Northbrook, Ill.	— 13			



# IN THE CROSSROADS OF AMERICA

## DISTRIBUTORS BY PURCHASES OF ATTACHMENTS YEAR TO DATE

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



## DISTRIBUTORS ATTACHMENT SALES



	Points
Adrian Cottle	Summit, Illinois — 103.0
Gene Sorensen	LaSalle, Illinois — 101.5
Ike Taylor	Gary, Indiana — 101.4
Bill Atkinson	Greendale, Wisconsin — 100.0
ohn De Wald	Des Plaines, Illinois — 95.7
Dale Michael	Milwaukee, Wisconsin — 92.4
Mickey McClay	Chicago, Illinois — 92.4
Will Hart	Chicago, Illinois — 90.2
Russ Hunt	Lafayette, Indiana — 89.8
Tom Lokken	West Bend, Wisconsin — 89.0
Kaye Boldon	Waukesha, Wisconsin — 87.4
Roy Wilson	Kenosha, Wisconsin — 86.7
Butch Johnson	Northbrook, Illinois — 86.0
Jack Poff	Darien, Wisconsin — 85.4
Ron Wear	Milwaukee, Wisconsin — 83.4
Joe Piazza	Highland, Indiana — 83.1
Chuck Pierson	Schofield, Wisconsin — 80.8
Ken Jensen	Green Bay, Wisconsin — 80.0
Nick Golich	Aurora, Illinois — 79.6
Arvel Tegels	Eau Claire, Wisconsin — 78.1
Larry Edmonds	Chicago Hts., Illinois — 77.1
Hugh Young	Waukegan, Illinois — 76.6
Dan Leair	Ashland, Wisconsin — 76.4
Herb Kesler	Appleton, Wisconsin — 75.6
Dan Welstead	Addison, Illinois — 74.9
Joel Le'Cuyer	Kankakee, Illinois — 74.1
Conrad Studer	Joliet, Illinois — 73.9
Bob Byrne	Chicago, Illinois — 73.8
Marv Myers	Marquette, Michigan — 73.7
Jerry Altenburg	West Allis, Wisconsin — 72.9
Bob Kimble	Crystal Lake, Illinois — 72.1
Bob Cutter	Fond du Lac, Wisconsin — 72.1
Dick Young	Madison, Wisconsin — 71.1
Mel Gall	Milwaukee, Wisconsin — 71.1
Al Potter	Michigan City, Indiana — 70.0
Gene Cox	Loves Park, Illinois — 68.8

## TOP MANAGEMENT SALES

Bob Bonking	Manitowoc, Wis.	— 23	Chuck Pierson	Schofield, Wis.	— 14
Leon Czarny	Wstmont, Ill.	— 20	Bob Napiwocki	Stevens Point, Wis.	— 14
Gene Cox	Loves Park, Ill.	— 18	Ray Baldwin	Addison, Ill.	— 14
Bob Lee	Hartland, Wis.	— 18	Bob Kimble	Crystal Lake, Ill.	— 13
Charles Moley	Evanston, Ill.	— 17	Louie Berna	Wisconsin Rapids, Wis.	— 12
Nick Golich	Aurora, Ill.	— 16	Dan Welstead	Addison, Ill.	— 11
Ruth McIntosh	Knox, Ind.	— 16	Ron Wear	Milwaukee, Wis.	— 11
Bill Yearby	Elgin, Ill.	— 16			

# WITHOUT MANPOWER YOU WILL LOSE



# IN THE CROSSROADS OF AMERICA

WAUKEGAN, ILLINOIS  
HUGH YOUNG, Distributor

## B.M.I.B.



Dist. Hugh Young in his newly remodeled office



Dist. Hugh Young with his two new Area Distributors, Frank Pitts and Nita Karry.



Nita Karry signing Area Distributor papers. Looking on is Hugh Young.

Hello from Waukegan,

September was another good month for Waukegan. Congratulations are in order for CAROL DAVIDSON who had a great month with 24 sales. With two more being promoted to Area Distributor, we expect to be number 1 before '73 is over. Congratulations to Nita Karry and Frank Pitts.

Doing a fantastic job hiring and training is CHARLES CASSIDY, with new people like RAY HERMAN, BRUCE BLESER, CHRIS HAWTHORNE and JUDY OLSON. We're really on the move, so Watch Waukegan Go. Let's all sell more Kirbys.



Hugh Young being congratulated by Bob Notte for job well done.



Hugh Young looks on while Frank Pitts signs Area Distributor papers.



# IN THE CROSSROADS OF AMERICA

MICHIGAN CITY, INDIANA  
AL POTTER, Distributor

Hello from Michigan City!

We just took over down here in September and thanks to DENNIS SCHULTZ and his brother, BOB, we are starting to roll. DENNIS is a part-timer, but he sure does a fantastic job. He brought in his brother, BOB SCHULTZ, part time also, and

they both plan on making a lot of Kirby Dollars! We are hiring and training now and we plan on selling a lot of Omegas. You probably haven't heard much from this area before, but you will from now on.

Until next month, Al Potter.

GREENDALE, WISCONSIN  
BILL ATKINSON, Distributor

Considering everything we had to do this month, we were pleased to end up with a fair sales report. KEITH BLOMEYER was High Dealer and helped hammer a few nails between demos. STEVE DUBY ran a close second and new man, LEONARD ROTH, was next in line with 9 BIG ONES his first month in Kirby. BOOBIE PRIZE

TROPHY was taken by KATIE BLOMEYER!!!! Bill managed to contribute a few sales to end our first month in business.

Thanks to everyone who helped get us started and a Special Thanks to DICK YOUNG for supplying us with Kirbys. It's great to be in Kirby and a part of the GREAT LAKES TIGERS!!!!



Keith Blomeyer (with his trophy for being high man this month) Steve Duby, Katie Blomeyer (holding her booby prize) and Leonard Roth. These are the people we want to thank for getting us off to a fair start this month, our first in business. WATCH US GROW!!!



Keith and Katie Blomeyer receive their trophies from Distributor Bill Atkinson.

A MAN RARELY SUCCEEDS AT ANYTHING  
UNLESS HE HAS FUN DOING IT.



# IN THE CROSSROADS OF AMERICA

## MILWAUKEE, WISCONSIN

MEL GALL, Distributor

We'll all have to make up for lost time in October, but we're back in business again after a months' frustration.

DAVE ALMANDI was the top notcher once again in September, with a promise of getting another leg on his Presidents Pin in October.

DAVE has some new competition in CLARK SHERMAN, who has started with us and is determined to give DAVE a run for his money. You can bet your boots that JOHN TOOHEY isn't go-

ing to let these guys get ahead of him. Go to it, fellas.

The follownig is something to think about. Never admit defeat

Nothing in life is static—one must learn to make adjustments

Those who make adjustments the easiest enjoy life the most

You serve God best by serving your fellowman Live constructively and optimistically.



Dave Almandi showing what he accomplished for 3 months work—a new Matador.



Dave Almandi bringing in another trade-in. More cash toward his new car.

## NORTHBROOK, ILLINOIS

BUTCH JOHNSON, Distributor

Everyone is settled, the office is ready, and so are we.

Big JOHN WEBBER led our group in September with 13 sales the last two weeks, followed by ROD JOHNSON and LARRY REYNOLDS. GLENN SCHUEMANN got three sales his first three days in thte business and DAVE FERREN, two sales.

We also want to welcome JIMMY BRANDT. JIMMY got his first sale on his second demo;

watch out for this guy. We have MAURICE WILLIAMS, GENE PIERCE, and STEVE SLOAN just graduating out of training. Mr. NEGLAY says the other fellows better put on thteir working shoes.

The High Field Counselor and the High Dealer and wives will be going to Las Vegas in January with Mr. and Mrs. NEGLAY as Chaperones.

WATCH OUT TIGERS—We're on the move. "THE HARDER YOU WORK THE LUCKIER YOU GET."



# IN THE CROSSROADS OF AMERICA

## ADDISON, ILLINOIS

DANIEL WELSTEAD, Distributor

Hello from Addison,

Activity has slowed down in Addison to a quiet roar. Still hiring and training and keeping the "old pros" on their toes. RICK CAPPS is doing a fine job in the hiring and training dept., and RAY Baldwin is doing a superb job in the field.

Our special congratulations for a job well done for the month goes out to RON VEN-

HORST, ALAN MAREMA, WAYNE JOHNSON, JEFF SMITH, DAN WUEST, RICK YOUNG and of course our Area Distributor, LEON CZARNY.

In training at this time are the following future "super" salesmen: DAN ESPOSITO, SCOTT ANDERSON, HUGH BARKER, RICHARD PARRY, GEORGE KNOTEK, DAVID BARK, DAN THOMPSON and RON WEINMANN.

See you at the Abbey. Dan



Wayne Johnson accepting gas award from Rick Capps.



Ray Baldwin accepting his 3rd leg on his President's Pin from Distributor, Dan.



Ray Baldwin (l) presenting Alan Marema his 10-Pin.



Ray Baldwin (l) presenting Ron Venhorst his 10-Pin.



Ray Baldwin (l) presenting Rick Young his 10-Pin.



Jeff Smith (l) receiving 50 gal. gas check for first sale from Rick Capps.



# IN THE CROSSROADS OF AMERICA

## GREEN BAY, WISCONSIN

KEN JENSEN, Distributor

Well, September is finally over. We all hope that we can get our share of Kirbys in October. We know that October is going to be one of our biggest months of 1973. I would like to personally thank JIM MOLLOY for hiring over 20 new men here in Green Bay. We know that with the help of these new men, namely BRENT HALL, JIM SEILER, STEVE PHILLIPS, MARK ZITLOW, DAN MARTIN, TOM DANFORTH, JERRY FONTAINE, JIM McNALLY, RANDY RONSMAN, FERNANDO CORONADO, ALLEN WECKLER, DAVE LaBINE, JON WILLIAMS, DAN SPENCER, DAVE LeBOEUF, PAT GLEASON, DAN DUCHAN, and HOWARD WALKER, that the month of October will be a very big month.

Congratulations go out to MARYKE KOSS who was our top dealer in the month of September. She came through with four sales the 28th of September. But we are very sure that ROGER GRONKE and NORM MILLER will be back at work full steam in October. ROGER and NORM have

both pledged a big month of sales in October.

We are also very glad to have JERI GAUTHIER back with us after a four-month stay in the hospital. With JERI's willpower and enthusiasm we know that he will return to his old habit of selling those beautiful "but hard to get" OMEGAS. C. J. SCHMIDT is still selling Kirbys even while he is going to college full time.

DON LaCOMBE did not have one of his better months up in Oconto, but DON and his two best men, DAVE DUFEK and FRED MORK have challenged RON SUSKI and his Sturgeon Bay crew for the top A.D. spot in the Green Bay Distributorship. We are expecting one of these two offices to take over as the Number 1 A.D. in the TIGER DIVISION very soon. DON LaCOMBE has promoted DAVE DUFEK to Sales Mgr. in the Oconto office. So, with DAVE's help we know that Oconto will have a very good month of October.

See you all at the Abbey—K. E. Jensen.



Here are 6 of the new men that Jim Molloy hired that have sold at least 1 Kirby each. Back row (l. to r.) Tom Danforth, Brent Hall, Steve VanKleeck and Steve Phillips. Front row—Jim Seiler, Mark Zitlow and Sales Mgr. Steve Rosik.



Our two secretaries hard at work. Carol Rosik and Fay Jensen. Thanks for all the long hours and steady work. Steve and I promise you a very relaxing weekend at The Abbey.



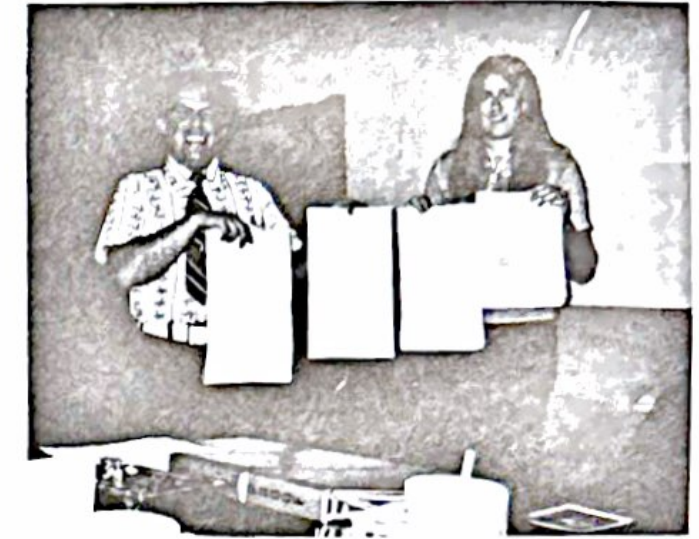
# IN THE CROSSROADS OF AMERICA

## GREEN BAY, WISCONSIN

KEN JENSEN, Distributor cont.



Sales Mgr. Steve Rosik presenting Jeri Gauthier with his 10-Pin. Jeri earned his pin last April, but he spent the last 4 months in the hospital and is now ready to sell like h--t.



Sales Mgr. Steve Rosik and Maryke Koss showing off the 4 contracts she wrote on the 28th of Sept. How can anyone say no with a smile like that.



Steve Van Kleeck sold his first Kirby this past weekend, and Tom Danforth sold two his first weekend out of training.



Divisional Ass't. Jim Molloy graduating his last class of new men in Green Bay. Have you ever seen a finer group of young, ambitious men?

**HARD WORK IS THE BEST SUBSTITUTE FOR GOOD LUCK**

# BE A GOAL BUSTER!



# IN THE CROSSROADS OF AMERICA

## APPLETON, WISCONSIN

HERB KESLER, Distributor

From: Kirby Co. of Appleton

In September we had the privilege of welcoming back one of the all time great salesgals, MILLIE BODWAY. AND we are glad to say that she led total sales in the Appleton office. JOE OVERESCH says he won't stand for second place, especially to a woman. He plans to get back to work in October and show her what he can do.

We want to welcome our new salesmen, JIM TELLOCK, TOM STADLER and RICK LaMAIDE. The new salesmen have already started to show us that they will stay by adding nicely to the September totals. Our banquet has installed the KIRBY SPIRIT and they are ready to win on our KIRBY BOWL contest. It gives all dealers a chance to play armchair quarterback and win nice prizes like toasters, drills, popcorn poppers, blenders and much needed GAS as they race down the field winning points on demos and sales and by obtaining those all-important leads. JOE is going to make sure they stay fired up because he wants to go to Acapulco in January. In our new manager's contest, three of our seven managers will go to Acapulco for five days and four nights in JANUARY while the rest of us are up to our ----- in snow. JOE says he's not about to be left behind and is going to hire, sell, and push those Kirbys out as fast as we can get them in.



Trophy winners—Joe Overesch, Bob Napiwocki, Jeff Kocher, Herb Kesler—Dist., Les Linder, Pat Berg, Roy Glocke and Floyd DeBruin—Sales Manager.

From: Kirby Co. of Oshkosh

JOHN WALKER topped our sales crew here in Oshkosh this month. Along with a great selling job, JOHN was promoted to Appleton for further training. The way to personal satisfaction and success is through Kirby. Just as JOHN!!!

JERRY DISTERHALF and GLEN KELLERMAN are catching fire and added to our sales total this past month. Both JERRY and GLEN plan a long future with Kirby and are ensuring their success by working hard.

October in Oshkosh promises to be a fantastic month. With the help of two new sales people we're shooting for a BMIB. With the help of a tremendous Manager's Contest (Acapulco in January) and Pheasant Run for the dealers, we should have no trouble breaking all our existing quotas.

You will be hearing from Oshkosh next month.



Celeste, Yvonne, Carol, Barb, Linda and Mary, the gals behind the men.



# IN THE CROSSROADS OF AMERICA

## APPLETON, WISCONSIN

HERB KESLER, Distributor cont.



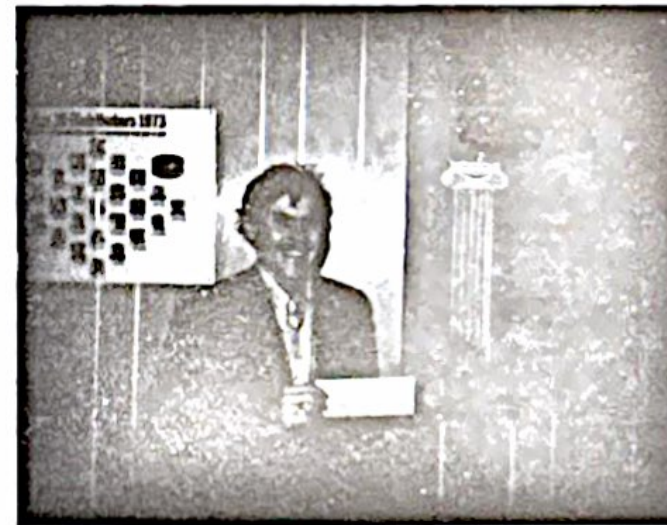
Appleton Distributorship Kick-off — attended by all offices.



We have a large group—takes two pictures for all.

## LA CROSSE, WISCONSIN

ERNEST OLNES, Distributor



Bary Griffin with a check for \$285 for his first week in the Kirby business.

Hi from beautiful La Crosse, Wisconsin. Everyone seems to be getting settled and sales are on the upward swing. September was a fair month considering all factors involved.

I'd like to welcome my brother-in-law, SCOTT LIVENGOOD, into Kirby. He is a former District Manager for Continental Oil Co. He's had lots of sales experience, so this is a man to watch in the future. SCOTT had a good first month with 11 sales. Seven of those were sold the last four days of the month. Nice job, SCOTT, and welcome aboard.

MIKE ECKLEY, A.D. in Tomah, Wisconsin has his office all set up and things are rolling. Welcome to BARY GRIFFIN in Tomah, and best of luck to you in your Kirby career. These two fine young men are a real asset to our organization!

A word of thanks to CAROL SUMMERFELD, the best darn bookkeeper and "Girl Friday" in the country. Everyone should be so lucky. Also thanks to our fantastic new Divisional Supervisor, BOB NOTTE, for his words of wisdom and encouragement.



# IN THE CROSSROADS OF AMERICA

WEST BEND, WISCONSIN

TOM LOKKEN, Distributor

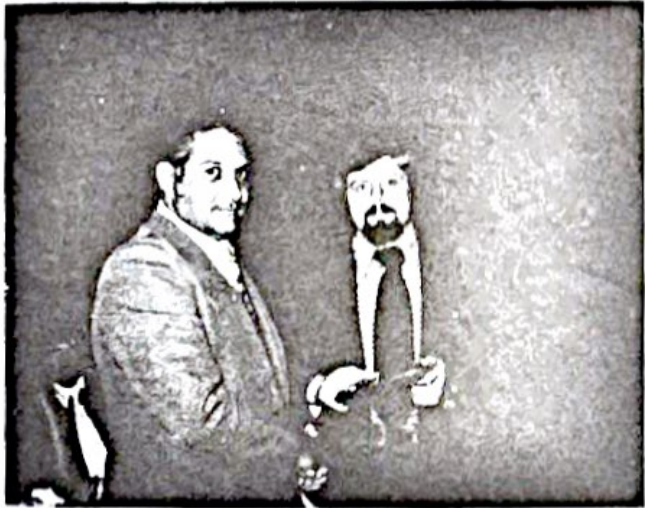


Jack Quinlan receiving Top Dealer of the Month Award for September.

Hello from West Bend! September was a slow month with everyone on vacation. But October has started out with a Boom! Everyone here is enthused about the Kirby Council Election and with all of the contests going we can't help but win!!! The big prize for October is a Color T.V. and who wouldn't work for that!  
Port Washington—Mike Miller, A.D.

Hello from Port Washington!! Well GARY WILLIAMS was our Top Salesman this month. GARY won a \$25 cash bonus and also a free Renovator!!

With the Las Vegas trip that our Dist., TOM LOKKEN, has put up, we are sure to have alot fore production from Port Washington!!



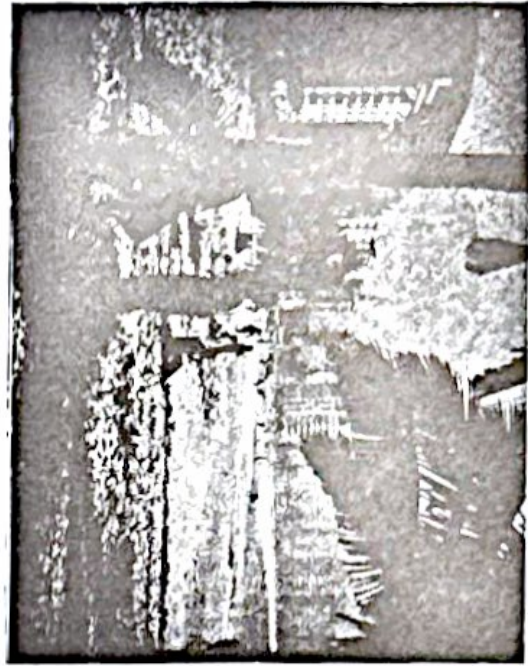
Roland Hermandson receiving his Top Dealer Award from Mr. Notte.



Dennis Davis receiving a trophy for 24 sales in one month.

THERE ARE FEW, IF ANY, JOBS IN WHICH ABILITY ALONE IS SUFFICIENT. NEEDED ALSO ARE LOYALTY, SINCERITY, ENTHUSIASM AND COOPERATION.

**YOU CAN BE OUR NEXT COUNCILMAN  
TRY TRY TRY - UNTIL YOU SUCCEED**



MACUTO SHERATON  
CARACUS, VENEZUELA  
FEBRUARY 24-28 1974

24th KIRBY  
COUNCIL CONFERENCE  
**FIVE DAYS**  
**ALL EXPENSES**  
**PAID TO**

**KIRBY COUNCIL CAMPAIGN**  
OCTOBER - NOVEMBER - DECEMBER







OCTOBER 1, 1973 Through DECEMBER 31, 1973



# Every Great Lakes Division Dealer Can Win

## A FANTASTIC WEEKEND AT PHEASANT RUN

3 DAYS  
2 NIGHTS  
SEMINARS  
COCKTAIL PARTY  
BANQUET  
AWARDS



3 DAYS  
2 NIGHTS  
SEMINARS  
COCKTAIL PARTY  
BANQUET  
AWARDS

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

Every Sale  
is a  
Credit.

# A FUNTASTIC AFFAIR!

Every Sale  
is a  
Credit

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

DINING - DANCING - SHOPPING - ENTERTAINMENT - SWIMMING

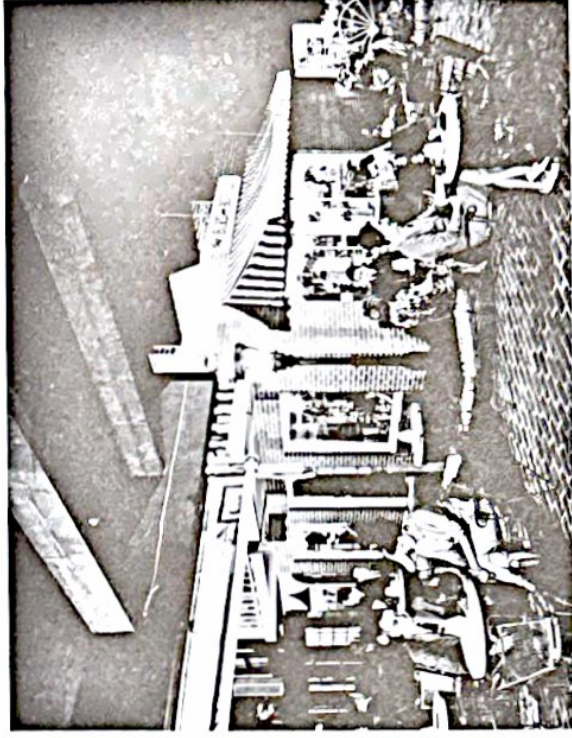
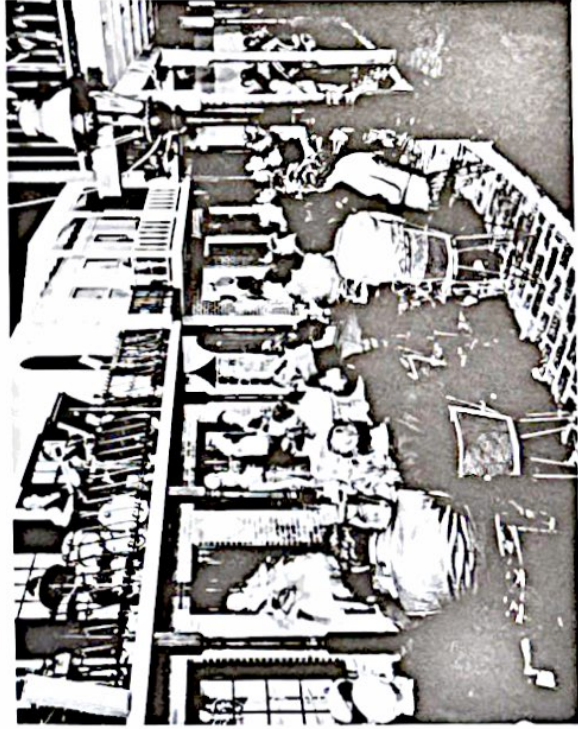
# GREAT LAKES DIVISION 100% CLUB

OCTOBER - NOVEMBER

JANUARY 18 & 19, 1974 - St. Charles, Illinois

## Guest Speaker "Bobby Wisinger"

Classic  
Supervisor



DANCING AND ENTERTAINMENT AT PHEASANT RUN'S FABULOUS BOURBON STREET

### NEW CONTEST RULES!

SENIOR KIRBY DEALERS with 36 approved sales during the contest period.

JUNIOR KIRBY DEALERS with 24 approved sales during the contest period.

KIRBY PART TIME DEALERS with 21 approved sales during the contest period.

### NEW CONTEST RULES!

NEW KIRBY DEALERS (90 days or less in Kirby during the contest period) with 15 approved sales.

AREA DISTRIBUTORS with 75 approved sales during the contest period.

EVERY MAN HAS TO QUALIFY WITH AT LEAST 5 HANDBUTLER SALES.

# YOU CAN BE A WINNER AND . . . BE THERE!

**Kirby  
Classic**

IN THE CROSSROADS OF AMERICA

LAFAYETTE, INDIANA

RUSSEL HUNT, Distributor



This is Lafayette's fearless leader, Russ Hunt, demonstrating the Handi-Butler at the morning meeting.



Larry Sharp bringing in another trade-in for Russ.



Judith Garpow (Knox Office) sold three Kirby Omegas in one day. Nice goin', Judy!

BITTERNESS OF  
POOR QUALITY REMAINS  
LONG AFTER THE  
SWEETNESS OF LOW PRICE  
IS FORGOTTEN

LASALLE, ILLINOIS  
GENE SORENSEN, Distributor

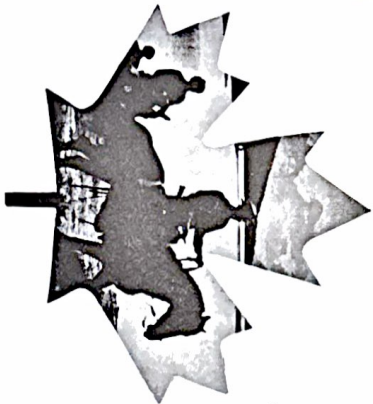
WE HAVE MOVED!

Boy, we now are set-up to put out mass production. We now have our new office set up. Mr. Notte sent us 400 fair leads just in time to kick off the new month in our new facilities. They arrived at noon and GEORGE took off. He found two home, put on two demos, and sold one for cash. Now that is the way to start a new program!

Our ad in the paper is bringing a stream of applicants, many of whom you should be hearing more about next month.

GENE sure is excited about going to Venezuela, I don't quite understand. Do they have hula girls in grass skirts in Caracas or something? What ever the incentive is, he sure is pointing up the points program.

PLUS—



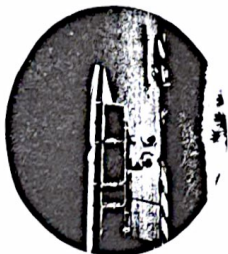
**Mid Year  
Four Day Trip**

All expenses paid to

25th KIRBY  
COUNCIL CONFERENCE  
August 15-18, 1974



CHATEAU FRONTENAC  
QUEBEC CITY  
QUEBEC, CANADA



EVERY SALE HELPS MAKE YOUR  
DISTRIBUTOR A WINNER



# IN THE CROSSROADS OF AMERICA

## KENOSHA, WISCONSIN

ROY WILSON, Distributor

Hello from the Tigers of Kenosha,

Wow, do we have some Tigers. We had a fantastic month in September and are looking forward to October with a new contest to work for. We have some real live Tigers. JEFF FREESE, our super star, this month ended up with 18 personal sales. I might add this was JEFF's first month in the business. JEFF had two days with three sales each. He made over \$1,700.00. His best week alone was \$666.00. One heck of a job for a beginner. What will he do next month?

BRIAN PIER was runner up with 13 personals. Now that BRIAN is moved and all organized he's ready to roll. Says he is going for Number 1 next month. Maybe Totem Pole?? BOB REES was third in line with eight sales, not too bad of a job as BOB is still in school and is only working a couple nights a week and Saturdays.

Those are our Honorable Mentions for September.

CURT SNELL gogt the Blueberry Creme Pie in the face at our Steak and Beans Dinner. Not only did he get thte pie, but he also ate the Beans. CURT asks for a rematch, as he feels his team could have done better. CURT's team lost by one sale. DEAN FEATHERSTONE had a problem the last couple weeks, his wife went back home on vacation. So his alarm clock didn't go off in the mornings. Now that his alarm returned home, DEAN has come alive. We are quite sure you will hear much more of DEAN in the future.

We have some new fellows in training again and they are anxious to get to rolling on their own. We doubled our sales in September compared to our summer months while we were on vacation. Our plans are to double September production in October. With the talented men we have now who knows how far we'll rise.

We are all looking forward to THE ABBEY in November. See you all there.



Bob Notte, Divisional Supervisor, presenting Jeff Freese with Top Salesman of the Month Trophy. Jeff's first month in the business with 18 personal sales.



Bob Notte presenting Brian Pier with 2nd Place Trophy for month of September. Brian had 13 personals.

# THERE'S STILL ROOM AT THE TOP!



# IN THE CROSSROADS OF AMERICA

## KENOSHA, WISCONSIN

ROY WILSON, Distributor cont.



Dist. Roy Wilson with Jeff Freese and his roommate, Roger Bray. Jeff trained Roger and now he also is on the Kirby money wagon.



Div. Sup. Robert Notte and Dist. Roy Wilson with new man Jeff Freese and his 3 trophies he earned his first month in the business. Jeff sold 18 Kirbys and made \$1700 his first month. Good job, Jeff.



Dist. Roy Wilson congratulating Curt Snell on getting back on the money wagon. Curt says he will sell 24 in October. And we know he can do it.



Bob Notte presenting Jeff Freese with 3-sales-in-a-day Trophy. Jeff hit triples on two different days.



Roy Wilson presenting son, Bob, with 3rd place trophy for September. Bob sold 8 personals part time.



Some of Kenosha gang at Steak and Beans Dinner. Dist. Roy Wilson and Alice, Brian, Karen, Jeff, Bob, Jeff, Curt and Roger.



## IN THE CROSSROADS OF AMERICA

### WAUKESHA, WISCONSIN

KAYE BOLDON, Distributor

#### MAIN OFFICE: Dale Hicks, Manager

DALE HICKS led the Main Office for the 3rd consecutive month with 15 personal sales, and MIKE FRIEDMAN was second with 12. MIKE brought in two buddies, DICK GENTHE and BILL SCHOOLEY. DICK GENTHE is part-time and sold two out of his first four demos. BILL SCHOOLEY sold 11 in his first two weeks. Great Job, BILL. Both DICK and BILL are going to do a great job in Kirby—so watch for these two names.

#### HARTLAND: Bob Lee, Area Distributor

BOB LEE had 18 personal sales to lead the Waukesha distributorship for the straight month. BOB also hired and trained TOM RICKHEIM and TOM is doing a good job as a part-timer. I'm expecting 50+ sales from BOB's Area in October and I'm sure he'll do the job.



Larry George, new Part-time dealer—Jefferson.



Bill Schooley, new Full-time dealer—Waukesha.



Dick Genthe, new Part-time dealer—Waukesha.

## MADISON, WISCONSIN

RICHARD YOUNG, Distributor

#### Contest = Motivation = Enthusiasm = Sales

With this motto in mind and the team effort of (ladies first, of course) LINDA SCHOENEMANN, JUDY KAVANAUGH, WAYNE LASEK, FRANK REIGHARD, STEVEN KORTSCH, BILL HANSON, TOM POWERS, JERRY SCHOENEMANN, and STAN Blicharz, we made September a fine month.

Branch #1—The "Hawke" is soaring skyward and is getting more sales all the time. BEN HAWKE has set himself new goals and with his hiring and training of new dealers, he has plans for making October his B.M.I.B. Good luck, BEN,

#### JEFFERSON-FORT ATKINSON:

Harvey Goulder, Manager

HARVEY's son STEVE tied his dad in sales for the month of September. With the addition of new part-timer LARRY GEORGE, I'm expecting 50+ sales for the month of October.

#### SUMMARY

With the addition of (4) new men, I'm expecting a B.M.I.B. for October. If you set a realistic goal and work very hard it's possible to do most anything in the Kirby business, and that's exactly what we're going to do in Waukesha.  
Kaye



## IN THE CROSSROADS OF AMERICA

### MADISON, WISCONSIN

RICHARD YOUNG, Distributor cont.

Area #2—GENE LUND and S. J. VanHOOSE have teamed up in our southern territory and are really merchandising those Omegas. Sell on, sell on.

Area #3—"Dick's Double Barrel", "Butch Cas-

sidy and the Sundance Kid"—alias, JIM GLACKIN and STEVE KORTSCH, are getting the lead out and scattering sales throughout their area, finishing September with a bang. They will be in the running for making a B.M.I.B. in October. Good luck guys and keep smiling.



Gene Juul with his trophies presented by Dist. Richard Young. B.M.I.B., Distinguished Dealer, 3 sales in a day, 4 sales in a day.



Mrs. Richard Young presenting Mrs. Stan Blicharz a gold serving tray and \$100 gift certificate for bringing in a buddy.



Frank Reighard with his trophies presented by Richard Young. Two 3 sales in a day and one 4 in a day.



Jim Glackin, alias (Butch Cassidy), Steve Kortsch, alias (Sun Dance Kid), with their trophies presented by Richard Young.

and congratulations for a fine showing in September.

Branch #2—GENE JUUL and LEONARD KNABE decided to stay on top in September and stay they did! Another B.M.I.B.!!! Congratulations GENE and LEONARD. Let's see if you can do it again.

Area #1 — DON BYRD, BOB WRIGHT and GARY SCHROEDER are back at it again. With both men striving for the honor of "Top Salesman of the Month" in Janesville, and the added efforts of part-time dealer LEO LANG, there is sure to be an increase in production and sales over their good month of sales in September.



# IN THE CROSSROADS OF AMERICA

## ROCKFORD, ILLINOIS

GENE A. COX, Distributor cont.

Rockford is ready to finish 1973 with a good increase in business. We are giving the Kirby Opportunity to several new men, so welcome STEVE HUMPHREYS, DAVE NYGREN, JIM SHICKLES, DAVE STERNER, SAM BERNDICK and OZZIE MALM.

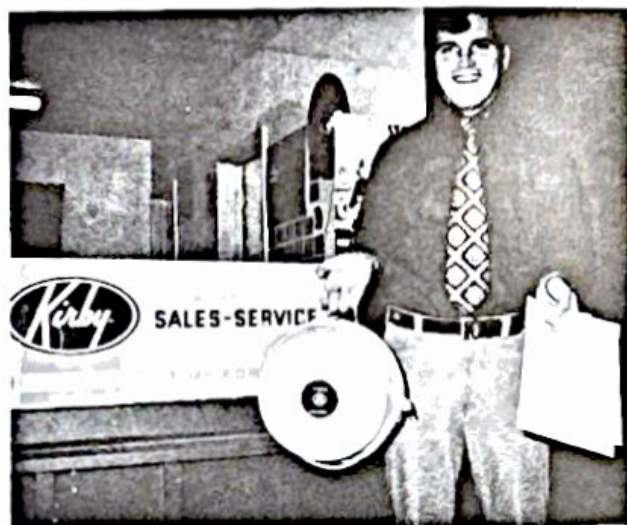
JOE SHERMAN (Mr. Brick to his friends) is doing a great job in the Freeport Office. He has two new men MARK HODGE and DON CLARK.

We are very proud to have JOE and his wife, NORMA JEAN representing Kirby in the Freeport area.

The Beloit Office is on the move with the promise of plenty of sales in October. DON LIEVINGS says he's out to get sales and new men to add to our B.M.I.B. in October. Welcome back JULIE CRABILL to the Rockford Office. She's our phone girl and we really appreciate her efforts to keep everyone in appointments.



Bill Larson keeps our customers happy with his prompt courteous service. Bill also traded for a new Kenmore



Dave Nygren sells his second demo on the count down program. Look for this man's name on the top dealer list in the near future.



Dave Nygren (l) shows Dave Sterner how to pack one back in the box. We don't expect either of them to have to do this very often. They're both sharp boys!



New dealer Terry Kay (l) listens to Ozzie Malm tell what he has learned in training class about the Kirby upright.



# IN THE CROSSROADS OF AMERICA

## ROCKFORD, ILLINIOS

GENE A. COX, Distributor



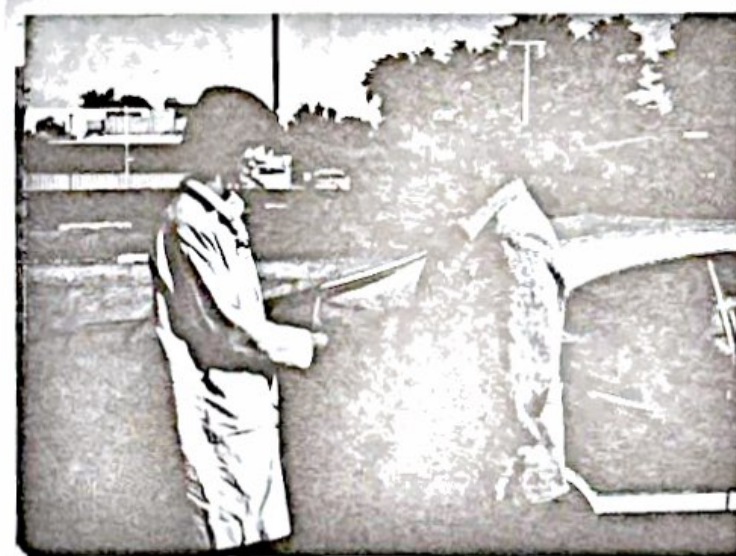
Steve Humphreys got in on a one-year-old Kirby Classic on his first demo. Did he give up? No, Steve sold them a R.R. and a H.B. Someone lost \$\$... Were they in a hurry, or could they have just been lazy?!

THE WAY TO GO



Jim Shickles is ready for his evening demo.

MEN  
GET  
SALES



Freeport Area Distributor, Joe Sherman (r) tells new dealer Mark Hodge how he sold three-in-a-day.

"SO"  
GET  
MEN!



## IN THE CROSSROADS OF AMERICA

### MILWAUKEE, WISCONSIN

RON WEAR, Distributor

September is over and the K.C.E.C. is here, and the big push is on.

Leading the way for our Milwaukee organization was none other than New Man, LARRY JOYCE, what a fantastic job. Like I said last month, "Watch him go". Look for this Kirby couple at the 100% Club. More new people adding to our sales for September were ELLEN KAUL and RICH SKAUG both making lots of Kirby money and doing an outstanding job. They both said that LARRY wouldn't beat them this month and I think it's going to be a good race, and the nice part about our business is even the losers are winners.

With all these new people our "Ole timers"

better get to work. "You can't buy the Enthusiasm of a new man". A.D.'s that are really going to do the job this month are BRUNO KIRCHENWITZ, PAUL MOODY and BOB WOJCIECHOWSKI; some one is going to win a snowmobile.

Backing up the office are our ole timers SAM AVILA, DON SHECKLES and even I sold some big Kirby deals. Also doing a good job are DARLENE, THERESA, PENNY and our Super repair man, RAY. New to our office staff is JANET SKAUG. Keep up the good work, Kirby Gang, because the only way to be #1 is

"YOU GOTTA WANNA"



Bruno Kirchenwitz and Brian Stauff say they will be #1 A.D.



Paul Moody and Rick Gago out to win top A.D.



Larry Joyce, new man, wins Kirby and attachments.



New Dealer, Rich Skaug, with new office help, Janet Skaug. What a husband and wife team!!!



## IN THE CROSSROADS OF AMERICA

### MILWAUKEE, WISCONSIN

RON WEAR, Distributor



Bob Wojo, Keith and Dave say they will be #1.



Our super repair man, Ray Tapang.

### MARQUETTE, MICHIGAN

MARV MEYERS, Distributor



Linda Thompson (my daughter), Marquette, Mich. (just started) in Marquette Harvest Festival Booth.

September was a month of contrasts up here, even more than the trees. The flu bug was very active and we ran out of Kirbys, so we put our efforts into hiring and training.

We want to welcome into Kirby (my daughter) LINDA THOMPSON and MIKE CONTOIS who have finished training.

Also A/1c JOHN and MARY NESMITH who are just starting.

We hate to say "so long" for awhile to the hard working air policeman, CLIFF GREEN who is leaving the first part of November 1973, but Uncle Sam wants him in Siam for a year.



is a better way of Life!



# IN THE CROSSROADS OF AMERICA

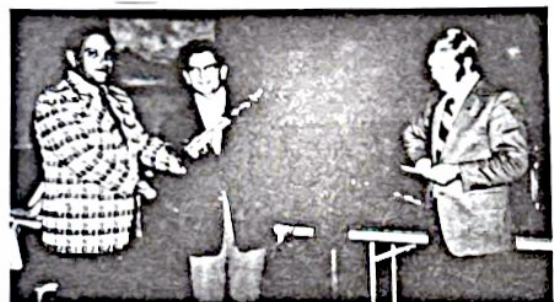
## CRYSTAL LAKE, ILLINOIS BOB KIMBLE, Distributor



Bob Notte, Divisional Supervisor, with his usual enthusiasm at our Banquet.



Part of the C. L. Kirby gang enjoying themselves at our "Victory Banquet".



Divisional Supervisor Bob Notte presenting "Top Salesman Trophy" to Bill Yearby.



Jim Herring obviously lost the bet and is receiving the consequences "a delicious pie thrown by Divisional Supervisor, Bob Notte. (Joe Catrone the winner of the bet looking on).



Mark Sauer being presented the Top Part-Time Dealer trophy by Divisional Supervisor Bob Notte.



Our young "C. L. Tigers" enjoying our "Victory Banquet"



Carol and Sherry, two lovely ladies from the C. L. Kirby



Norb Meverden "Super Salesman of the Month" enthusiastically telling the group



# IN THE CROSSROADS OF AMERICA

## CRYSTAL LAKE, ILLINOIS BOB KIMBLE, Distributor cont.



Sales Manager Jim Herring and his wife Sherry enjoying the banquet, with Joe and Sandy Catrone and Nita Karry.



Lovely Anna LeBeau with her escort George Dyck. Two of our "Tigers" from the C. L. Kirby office.

## HIGHLAND, INDIANA JOE PIAZZA, Distributor



Part-Timer, Jim Osberg, with 2 of his trades in one day.



Family affair. Douglas Piazza sold Kirbys for summer work.



Tim Dunn with first sale for weekly contest pops ball



Chuck Chaze high pay check, \$531 for one week Chuck



## IN THE CROSSROADS OF AMERICA

### CHICAGO, ILLINOIS

WILL HART, Distributor

What a race CARM and LOUISE fought tooth and nail for top honors in September and ended it up in a tie 16 to 16. You think Riggs and King had a battle of the sexes—kid stuff compared to the action here in September.

FRED WHITAKER, KEITH POROPAT and DEBBIE STRONG are doing a nice job now and there will be an over-abundance of action around here in October. Just ask REGGIE. Did I say around here, how about in Melrose Park and Hyde Park, plenty from that direction also.

Our regrets to BERNIE KROLCZYK being in the

hospital; he had a back operation. We all wish him a speedy recovery. Meanwhile the other half of the family, SANDIE, has come alive again with some production and we expect will move along at a steady pace in October.

MIKE HAWKINS is FRED's right hand man and KEN SHERRILL is CARM's. With back ups like these fellows, October will be a gang buster month. CARM and LOUISE hit me up for a flight to the factory in Cleveland. Congratulations to both of them. They deserved the trip. Nice work.



National Sales Manager congratulates Irv Simon on receiving his 10-Pin.



Louise receives her plaque for August and by the looks of the other contracts knows her work is cut out for her.



Clint Fox congratulates Carm on his promotion to Area Distributor.



Debbie Strong is breaking her son into the Kirby Business.



## IN THE CROSSROADS OF AMERICA

### CHICAGO, ILLINOIS

WILL HART, Distributor



We'll have to get Pop a fly swatter.



A head to head battle ended in a tie for September. Sixteen sales each.



The Dynamic Trio



### AURORA, ILLINOIS

NICK GOLICH, Distributor

The "BIG MOVE" was on in September, as we have now moved into our new and larger office. With larger training facilities, we will be able to increase our manpower, so watch out for "AURORA". We're on the "MOVE."

The gang, really charged up over the new "Omega", has proven all it takes is the "Kirby Know How" to increase their sales.

I think GENE SNYDER is getting ulcers, worrying about how to spend his "Kirby Dollars". Hang in there, GENE. The day before NICK Jr., left for college, he wrapped up four deals. Nice going, NICK. Being an accounting major, will help him

figure out his deals. Good luck, NICK. "DAN the Man" JENSEN continues to give his all to Kirby. Keep the deals rolling in, DAN. Watch out for JIM BAKER. He's climbing upwards. All the way to the top, JIM.

The rest of the gang has really pitched in during moving month. A Special Kirby Thanks to our office girl, JAN ELDER, who has put in many hours, helping us get settled. Thanks a million, JAN.

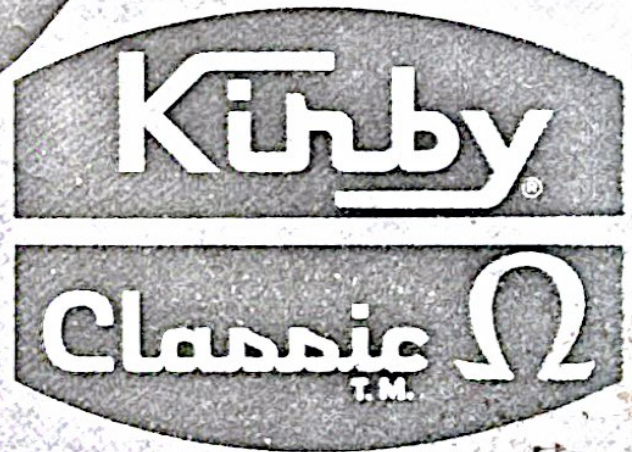
Watch out for the Great Lakes Tigers from Aurora. . . See you next month.





IN THE BIRTHPLACE OF AMERICA

*Introducing  
the all-new*



NEW 33 WAYS

*The  $\Omega$ LTIMATE in home maintenance systems!*