



Robert Nötte  
Divisional Supervisor

Divisional  
Assistants

Sid Baumann and Dick Ventura

Esther Tessmer  
Editor

## TOP IN DECEMBER

### TOP DISTRIBUTOR



HERB KESLER — Appleton, Wis.

### DEALER OF THE MONTH



JACK QUINLAN — Waukesha, Wis.

### TOP PART-TIME DEALER



BILL HACKETT — Appleton, Wis.

### TOP DEALER IN ATTACHMENT SALES



DICK GENTHE — Waukesha, Wis.

### TOP AREA DISTRIBUTOR OR BRANCH



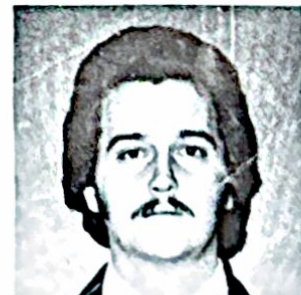
ED BLUMBERG — Mil-Wau, Wis.

### OUTSTANDING NEW DEALER



KEN PANGBORN — Waukesha, Wis.

### HONORABLE MENTION



MAX DREW — Sterling, Ill.





# IN THE CROSSROADS OF AMERICA

## TOP TEN DISTRIBUTORS BY VOLUME YEAR TO DATE

- |                         |                |
|-------------------------|----------------|
| 1. Appleton, Wisconsin  | Herb Kesler    |
| 2. Madison, Wisconsin   | Dick Young     |
| 3. Waukesha, Wisconsin  | Kay Boldon     |
| 4. Milwaukee, Wisconsin | Ron Wear       |
| 5. Sterling, Illinois   | Steve Griffith |
| 6. Waukegan, Illinois   | Hugh Young     |
| 7. Chicago, Illinois    | Will Hart      |
| 7. Chicago, Illinois    | Mickey McClay  |
| 8. Oak Park, Illinois   | Will Hart      |
| 9. LaFayette, Indiana   | Russ Hunt      |
| 10. LaCrosse, Wisconsin | Ernie Olness   |

## TOP PERCENTAGE INCREASE YEAR TO DATE

- |             |                 |     |
|-------------|-----------------|-----|
| Herb Kesler | Appleton, Wis.  | 275 |
| Will Hart   | Oak Park, Ill.  | 47  |
| Ken Jensen  | Green Bay, Wis. | 43  |

## TOP TEN SFR DISTRIBUTORS DECEMBER

- |                  |                   |      |
|------------------|-------------------|------|
| 1. Kaye Boldon   | Waukesha, Wis.    | 391  |
| 2. Bob Cutter    | Fond du Lac, Wis. | 744  |
| 3. Russ Hunt     | Lafayette, Ind.   | 740  |
| 4. Herb Kesler   | Appleton, Wis.    | 810  |
| 5. Conrad Studer | Joliet, Ill.      | 815  |
| 6. Ken Jensen    | Green Bay, Wis.   | 828  |
| 7. Chuck Pierson | Schofield, Wis.   | 831  |
| 8. Marv Myers    | Marquette, Mich.  | 838  |
| 9. Ernie Olness  | LaCrosse, Wis.    | 990  |
| 10. Ron Wear     | Milwaukee, Wis.   | 1020 |

"EXTRA EFFORT MAKES  
THE DIFFERENCE."



# IN THE CROSSROADS OF AMERICA

## TOP SIX AREA DISTRIBUTORS



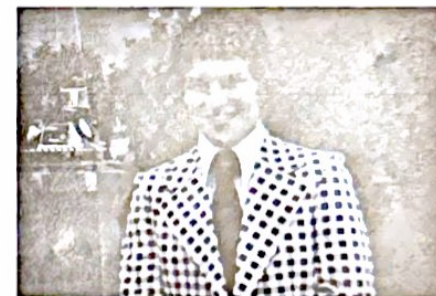
ED BLUMBERG — Milw-Wauk, Wis.



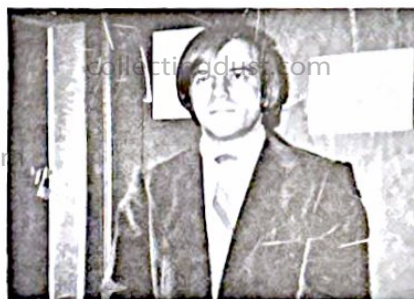
WALTER STOCKWELL — Rensselaer, Ind.



DORSEY SNYDER — Peru, Ill.



JOHN KESLER — Manitowoc, Wis.



LARRY VEZINA — Superior, Wis.



CHARLES MOLEY — Evanston, Ill.

Congratulations to a  
Group of Champions

CHAMPS

MEET THE



## TOP TEN DISTRIBUTORS BY SALES DECEMBER

- |                         |                |
|-------------------------|----------------|
| 1. Appleton, Wisconsin  | Herb Kesler    |
| 2. Waukesha, Wisconsin  | Kaye Boldon    |
| 3. Madison, Wisconsin   | Dick Young     |
| 4. Sterling, Illinois   | Steve Griffith |
| 5. Waukegan, Illinois   | Hugh Young     |
| 6. Milwaukee, Wisconsin | Ron Wear       |
| 7. Oak Park, Illinois   | Will Hart      |
| 8. Chicago, Illinois    | Mickey McClay  |
| 9. Green Bay, Wisconsin | Ken Jensen     |
| 10. Chicago Hts., Ill.  | Larry Edmonds  |

## 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
Bill Atkinson	Ishpeming, Mich.	130.0
Al Potter	Michigan City, Ind.	130.0
Sid Baumann	Racine, Wis.	130.0
Paul Moody	Kenosha, Wis.	122.5
Steve Griffith	Sterling, Ill.	106.7
Mickey McClay	Chicago, Ill.	96.0
Herb Kesler	Appleton, Wis.	90.8
Ernie Olness	LaCrosse, Wis.	87.5
Russ Hunt	Lafayette, Ind.	87.5
Kaye Boldon	Waukesha, Wis.	85.9

## PROMOTIONS

Pete Bores	Appleton, Wis.	Area Distributor
Steve Schmidt	Sterling, Ill.	Area Distributor
Leron Krebill	Kenosha, Wis.	Area Distributor
Jeff Kocher	Appleton, Wis.	Branch Manager
Rich Koempel	Aurora, Ill.	Branch Manager
Don Anderson	Sterling, Ill.	Sales Manager
Larry Freiwald	Aurora, Ill.	Sales Manager
Daryl Benson	LaCrosse, Wis.	Office Manager

## TOP TWELVE DEALERS



JACK QUINLAN — Waukesha, Wis.



DICK GENTHE — Waukesha, Wis.



CAROL DAVIDSON — Waukegan, Ill.



JIM MOLEY — Evanston, Ill.



STANLEY BLICHARZ  
Madison, Wis.



HERRY SELWITSCHKA  
Appleton, Wis.



WAYNE LASEK — Madison, Wis.



MAX DREW — Sterling, Ill.



BILL HACKETT — Appleton, Wis.



ROY GLOCKE — Appleton, Wis.



LARRY BUCHEGER — Racine, Wis.



KEN PANGBORN — Waukesha, Wis.





## IN THE CROSSROADS OF AMERICA

### TOP DEALER SALES

Jack Quinlan	Waukesha, Wis.	35	Bob Bonk	Appleton, Wis.	15
Dick Genthe	Waukesha, Wis.	30	Don Anderson	Sterling, Ill.	14
Carol Davidson	Waukegan, Ill.	24	Tony Kraton	Chicago, Ill.	14
Jim Moley	Evanston, Ill.	20	Mike Hodgson	Waukegan, Ill.	13
Stanley Blicharz	Madison, Wis.	18	Mike Krajewski	Milw-Wauk, Wis.	13
Jerry Selwitschka	Appleton, Wis.	17	Larry Glander	Waukesha, Wis.	13
Wayne Lasek	Madison, Wis.	17	Frank Pitts	Waukegan, Ill.	11
Max Drew	Sterling, Ill.	16	Mike English	Ft. Atkinson, Wis.	11
Bill Hackett	Appleton, Wis.	16	Grant Petersen	Waukesha, Wis.	11
Roy Glocke	Appleton, Wis.	16	Rolf Hintzke	Appleton, Wis.	10
Larry Bucheger	Racine, Wis.	15	Leonard Knable	Madison, Wis.	10
Ken Pangborn	Waukesha, Wis.	15	Bob Wright	Madison, Wis.	10
Eugene Juul	Madison, Wis.	15	Mike Eckley	LaCrosse, Wis.	10
Dan Ausman	Madison, Wis.	12	Bob Cutter	West Allis, Wis.	11

### PRESIDENT'S PINS

Jack Quinlan	Waukesha, Wis.	President's Pin
Dick Genthe	Waukesha, Wis.	3rd leg

### FIVE STAR PINS

Don Anderson	Sterling, Ill.	5-Star Pin
Jim Paris	Appleton, Wis.	4th leg
John Walker	Appleton, Wis.	2nd leg
Steve Schmidt	Sterling, Ill.	2nd leg
Ken Pangborn	Waukesha, Wis.	1st leg
Jerry Selwitschka	Appleton, Wis.	1st leg
Mike English	Ft. Atkinson, Wis.	1st leg
Robert Hoskins	Lafayette, Ind.	1st leg
Max Drew	Sterling, Ill.	1st leg

### TEN PINS

Ken Pangborn	Waukesha, Wisconsin
Larry Glander	Waukesha, Wisconsin
Mike Krajewski	Milw-Wauk, Wisconsin
Dan Fisher	Appleton, Wisconsin
Larry Friewald	Aurora, Illinois
Robert Hoskins	Lafayette, Indiana
Larry Bucheger	Racine, Wisconsin
Max Magaw	Racine, Wisconsin
Art Magaw	Oak Park, Illinois
Max Drew	Oak Park, Illinois
	Sterling, Illinois



## IN THE CROSSROADS OF AMERICA

### SALES AWARDS

Ken Pangborn	Waukesha, Wis.	KA, \$50 cash.
Larry Glander	Waukesha, Wis.	RR, HB, \$50 cash.
Edith King	Waukesha, Wis.	Quartz watch
Grant Petersen	Waukesha, Wis.	\$50 cash.
Mike Friedman	Waukesha, Wis.	\$50 cash, HB, MW
Al Hirschbien	Milw-Wauk., Wis.	RR, MH
Mike Krajewski	Milw-Wauk., Wis.	KA
Wayne Leverenz	Milw-Wauk., Wis.	Quartz watch
Gary Bartley	Milw-Wauk., Wis.	RR, MH, Quartz watch
Ed Blumberg	Milw-Wauk., Wis.	\$50 cash, quartz watch
Bob Bonk	Appleton, Wis.	Diamond in 24+ Ring
John Walker	Appleton, Wis.	5-in-a-day trophy, 3-in-a-day trophy, washer & dryer.
Jim Paris	Appleton, Wis.	2 3-in-a-day trophies
Roy Glocke	Appleton, Wis.	2 3-in-a-day trophies, 4-in-a-day trophy, leisure suit, shirt.
Jerry Selwitschka	Appleton, Wis.	3-in-a-day, 4-in-a-day.
Rolf Hintzke	Appleton, Wis.	Cash bonuses, leisure suit, shirt.
Bob Napiwocki	Appleton, Wis.	Leisure suit
Les Linder	Appleton, Wis.	Quota-buster award
Jack Stroube	Lisle, Ill.	25 gal. gas, champagne, blender, \$50 bonus.
G K. Altergott	Aurora, Ill.	Champagne, cash bonus
Mike English	Ft. Atkinson, Wis.	Leisure suit, 50 gal. gas
Kim McKee	Oconomowoc, Wis.	30 gal. gas
Jeff Boshaw	Ft. Atkinson, Wis.	Cross Pen & Pencil set
Reggie Chapman	Oak Park, Ill.	1/2 gal. booze, cash
Debbie Strong	Oak Park, Ill.	Christmas cash
Adrian Cottle	Oak Park, Ill.	Christmas cash
Bobby Swanigan	Oak Park, Ill.	Christmas cash
Max Drew	Sterling, Ill.	B/W TV, sport coat, dinner for 2, 2 3-in-a-day trophies.
Don Anderson	Sterling, Ill.	B/W TV
Tom Latta	Sterling, Ill.	1 pr. shoes
Dan Ausman	West Allis, Wis.	Man of the Year Award

WHAT GOOD IS MUSCLE,  
IF WE LACK WILL?  
IF YOU LACK HUSTLE,  
WHAT GOOD IS SKILL?





## IN THE CROSSROADS OF AMERICA

### STERLING, ILLINOIS

Steve Griffith, Distributor

## B. M. I. B.

We had a super fantastic month in December with 95 sales. Our Top Dealer this month was MAX DREW with 16 sales. DON ANDERSON ran a close second with 14 sales. MAX got 2 3-in-a-day trophies and qualified for his 10-Pin. TOM LATTA got a 3-in-a-day trophy. Some of our Dealers didn't quite reach their quotas this month. The ones that didn't had to eat baby food. Our newer dealers managed to not only meet their quotas, but to get those bonus prizes too.

MAX DREW won a sport coat and a new black and white portable television. DON ANDERSON won a black and white portable TV too. He had to eat baby food though, because he didn't meet his quota. MAX DREW took an Omega and a Classic in trade this month. That's not bad for a new guy. DON ANDERSON also took an Omega in trade.

The Kirby spirit was really strong this month, even the office help pitched in and sold a Kirby. STEVE SCHMIDT is out in his own office this month, and we expect to see great things from him in January.

Now we know what everybody can do, we know January will be even better.

#### Area 1: Dorsey Snyder — Peru, Illinois

DORSEY did a great job this month with 23 sales. He didn't quite meet his quota, and he had to eat baby food. He's starting to hire and train. We hope to see his Kirby Crew start selling in January.

#### Area 2: Steve Schmidt — DeKalb, Illinois

Steve got started late in the month, but we know he'll do a great job in this office. He's going to start hiring and training in January. So watch for this Tiger!!



Top Dealer of the month Max Drew. Congratulations, Max!



Don Anderson showing off the Omega he took in trade in December.



This is real Kirby Happiness. Dist. Steve Griffith and his wife, Terry.



## IN THE CROSSROADS OF AMERICA

### STERLING, ILLINOIS

Steve Griffith, Distributor (Continued)



Max Drew showing off the Omega that he took in trade during the month.



Don Anderson showing off the TV he won during December.



Don Anderson eating baby food, because he didn't hit 24. He set his quota at 18 for January.



Melanie Geetng eating baby food for not making her quota!



Dist. Steve Griffith feeding A D. Dorsey Snyder, Jr. his winnings for December.

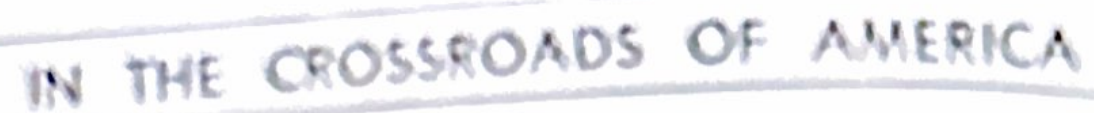


Max Drew with his wife Julie and son Shane. Max was Top Dealer for December. He had 2 3-in-a-day sales. Also won TV, Kirby, coat, dinner out with the boss. Watch this one!



Sterling Tigers (l to r) Don Anderson, Jim Smith, New man John Fisher, Tom Latta, Matt Finnicum and Max Drew.





STERLING, ILLINOIS

Steve Gorm: Don't Buy! (Continued)

collectingdust.com

collectingdust.com



## AURORA, ILLINOIS

ନିର୍ଦ୍ଦେଶକ: ଶ୍ରୀମତୀ ଶ୍ରୀମତୀ

## CHAPTER 1

**◆ ◆ ◆ ◆ ◆**

Wang and his team are excited. "We have to do it with great safety awareness, and with the utmost responsibility to our fellow employees and the community."

The New York office and the Dallas office are in a thick and thin place where there is much to be done.

[illegible][illegible]

NOTE: The above figures indicate the size of the sample of students; it is not the number of students. The number of students is given in the table below.

[illegible]

All the dealers want to be TOP DEALERS OF THE MONTH. [www.hipco.com](http://www.hipco.com)

UP TO 100% UP TO 100%

**Ende Office**

800-22-REPAIR and his office says they will not check.

\* Only address to JACK STROMBER, STEVE COLLIER, PAUL WEIDENFALL, BEN FRANKLIN and GUYT LAMP

[illegible]

## MADISON, WISCONSIN

RICHARD YOUNG, Editor

December and the holidays are here and gone. Everyone here had a Merry Christmas with one exception. The REWARD FIVE was trying to out-do his last Christmas with one of the presents he received. Besides the presents, CAROL RUTH, LEONARD RABBIT and VENTLEY H. CHANED all sent grandfathers checks for their total effort in December.

With the reunion and all the negative things behind us and out of mind, we are looking forward to a more prosperous and happier New Year for all!

SOME MEN HAVE A GOOD AIM IN  
LIFE BUT NEVER PULL THE TRIGGER.





# IN THE CROSSROADS OF AMERICA

## APPLETON, WISCONSIN MATT WOLFE'S JOURNAL (CONTINUED)

When Matt Wolfe's family left Appleton, Wisconsin, they were leaving for a new life. They were leaving for a new life in a new place. They were leaving for a new life in a new place. They were leaving for a new life in a new place.

It was a hard time for Matt Wolfe's family. They were leaving for a new life in a new place. They were leaving for a new life in a new place. They were leaving for a new life in a new place.

Matt Wolfe's family was leaving for a new life in a new place. They were leaving for a new life in a new place. They were leaving for a new life in a new place.

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### Chapter 1

According to the first story told by Matt Wolfe's family, they were leaving for a new life in a new place. They were leaving for a new life in a new place. They were leaving for a new life in a new place.

### Chapter 2

Matt Wolfe's family was leaving for a new life in a new place. They were leaving for a new life in a new place. They were leaving for a new life in a new place.



# IN THE CROSSROADS OF AMERICA

## APPLETON, WISCONSIN MATT WOLFE'S JOURNAL (CONTINUED)

### Chapter 3

Matt Wolfe's family was leaving for a new life in a new place. They were leaving for a new life in a new place. They were leaving for a new life in a new place.



Chapter 3: Matt Wolfe's family leaving for a new life in a new place.



Chapter 3: Matt Wolfe's family leaving for a new life in a new place.



Chapter 3: Matt Wolfe's family leaving for a new life in a new place.



Chapter 3: Matt Wolfe's family leaving for a new life in a new place.



Chapter 3: Matt Wolfe's family leaving for a new life in a new place.



Chapter 3: Matt Wolfe's family leaving for a new life in a new place.



Chapter 3: Matt Wolfe's family leaving for a new life in a new place.





FEBRUARY 1 THROUGH APRIL 30, 1978



## Every Great Lakes Division Dealer Can Win

A FANTASTIC WEEKEND AT THE WAGON WHEEL

3 DAYS  
2 NIGHTS  
COCKTAIL PARTY  
BANQUET  
AWARDS



GOLF  
TENNIS  
SWIMMING  
ICE SKATING  
HORSEBACK RIDING

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 WHOM IT SHOULD BE Y-O-U!

DINING - DANCING - SHOPPING - ENTERTAINMENT - SWIMMING

## GREAT LAKES DIVISION 100% CLUB



Tony Farnon



John Farnon - 19 years old  
the first day of the 100% Club



The 100% Club is a group of  
100% Club members



## IN THE CROSSROADS OF AMERICA

### CHICAGO, ILLINOIS

WAGON WHEEL DISTRIBUTOR

Wagon Wheel is a 100% Club member.

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Wagon Wheel is a 100% Club member.

Wagon Wheel is a 100% Club member.

Wagon Wheel is a 100% Club member.

Wagon Wheel is a 100% Club member.

Wagon Wheel is a 100% Club member.

### OCONOMOWOC, WISCONSIN

WAGON WHEEL DISTRIBUTOR

Wagon Wheel is a 100% Club member.

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Wagon Wheel is a 100% Club member.

Wagon Wheel is a 100% Club member.

Wagon Wheel is a 100% Club member.



John Farnon - 19 years old  
the first day of the 100% Club





# WAGONS HO!

CAMPAIGN  
JAN. 1 - MAR. 31  
1976

**20  
KIRBY  
DISTRIBUTORS  
WIN**



**20  
COACHMEN  
MODEL 22 RB  
MOTOR  
HOMES**

ONE OF THE MOST  
FABULOUS AWARDS  
EVER OFFERED IN A  
KIRBY CAMPAIGN

COMPLETELY SELF-CONTAINED  
FOR TRAVELING IN COMFORT, CONVENIENCE AND ELEGANCE!

- |   |   |
|---|---|
| <input type="checkbox"/> LARGE BATH WITH STEP TUB AND SHOWER  | <input type="checkbox"/> SLEEPING ACCOMMODATIONS FOR SIX PEOPLE   |
| <input type="checkbox"/> COMPLETE KITCHEN FACILITIES —<br>3 BURNER RANGE, OVEN, 4.5 cu. ft.<br>REFRIGERATION, SEAMLESS STAINLESS<br>STEEL SINK, AND THREE-WAY DINETTE | <input type="checkbox"/> DECORATOR DESIGNED INTERIOR WITH<br>COLOR CO-ORDINATED DRAPER,<br>UPHOLSTERED FURNITURE AND CARPET |
| <input type="checkbox"/> 55,000 B.T.U. HEATED FURNACE<br>WITH BLOWER  | <input type="checkbox"/> BUILT ON A G.M.C. CHASSIS WITH<br>280 cu. in. V8 ENGINE  |

TO BE AWARDED BY  
THE KIRBY COMPANY

OFFICIAL OF



# LET'S MAKE A DEAL NOW!





## IN THE CROSSROADS OF AMERICA

### WAUKEGAN, ILLINOIS

HOUSTON YOUNG, Distributor

What a good month we had in Waukegan!

We tried to double November's sales, and almost did it. Everybody worked hard to make those Christmas dollars, and we all had a good time doing it.

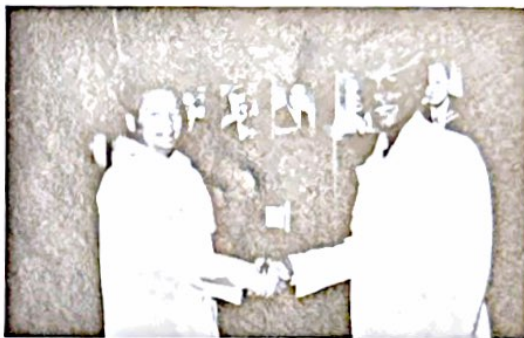
CAROL led the group with 24 sales and JIM MOLEY had a contest going and she only beat him by 4 sales. MIKE HODGSON did a super job, with being Wagon Master and helping the others get into houses and helping them close their deals, he still had time to sell 13 completes himself. A big congratulations to MIKE!

We had a contest going with prizes and gifts. We popped a balloon for every sale, and everyone came away with many nice prizes, plus alot of extra money.

FRANK PITTS did a good job also, even though he was down for about 10 days with the flu bug. He still got 11 sales. KEN PETERS and FRED MARCHALAND did a good job also.

Again congratulations to our part-time dealer RICHARD LEE, who came in with 4 cash sales the day before Christmas. We all wish he would come in full-time.

See you all in Oconomowoc in February.



Richard Lee (r) being congratulated by Dist. Hugh Young on getting 4 cash sales Christmas Eve day.

### MILWAUKEE, WISCONSIN

MEL GALL, Distributor



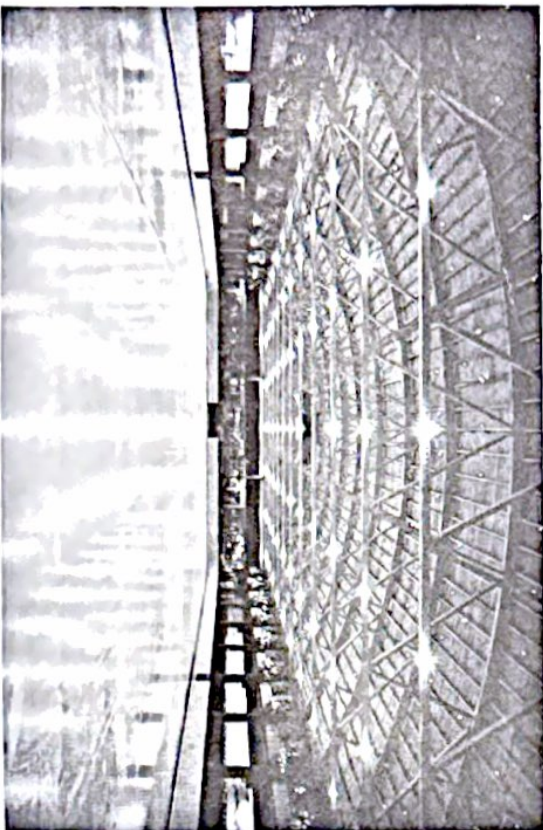
Dist. Mel Gall with the desk organizer shown in the background from the gang at Kirby.



Dist. Mel Gall opening a package Santa left at the office for him

**FEBRUARY, MARCH & APRIL  
JUNE 18, 19 & 20, 1976**

### THE WAGON WHEEL – ROCKTON, ILLINOIS



INDOOR ICE SKATING PALACE

#### CONTEST RULES

SENIOR KIRBY DEALERS with 36 approved sales during contest period.  
JUNIOR KIRBY DEALERS with 24 approved sales during contest period.  
KIRBY PART TIME DEALERS with 21 approved sales during contest period.  
NEW KIRBY DEALERS (90 days or less) with 15 approved sales during contest period.  
AREA DISTRIBUTORS OR BRANCHES with 75 approved sales during contest period.  
EVERY MAN HAS TO QUALIFY WITH AT LEAST 7 HANDI BUTLER SALES.

#### SPECIAL RECOGNITION TABLES:

Top 3 Distributors  
Top 3 Area Distributors or Branches  
Top 3 Area Distributors or Branches  
Top 3 SFR – (Distributors)  
Top 5 Attachments – (Dealers)



**Step Out And Be Recognized**







## IN THE CROSSROADS OF AMERICA

### WAUKESHA, WISCONSIN

KAYE BOLDON, Distributor

December was a "SUPER" month for Waukesha. Taking the "spotlight" was the "SUPER" sales performance of JACK QUINLAN and DICK GENTHE — they had combined sales for December of 65 sales. DICK had 30 personals and JACK had 35 personals — these are personal highs for each. JACK earned his 2nd diamond on his 100% Club Ring and Top Dealer award for our office. DICK earned the 3rd leg on his President's Pin and a brand new Kirby. Plus each took home \$50.00 in cash for their "efforts".

We had (3) outstanding new dealer performances by KEN PANGBORN (15), LARRY GLANDER (13) and MIKE KRAJEWSKI (13). These guys are proof that if you recruit on a constant basis it pays off. LARRY and KEN are buddies and MIKE was brought in on an ad.

ED BLUMBERG had another "fantastic" month in Milwaukee and promises 100 sales out of his Branch *before* the end of 1976.

Thanks to the rest of my people, namely; A.D. MIKE FRIEDMAN, service man, GRANT PETERSEN, EDITH KING, GINNY KUMBERA, AL HIRSCHBEIN, GARY BARTLEY, WAYNE LEVERNEZ, JOE WEGNER, DAVE DOUDY and telephone girl, ANN HANSEN, for their "great" effort for December.  
Kaye



Part of the "Waukesha" Group.



The rest of "The Waukesha" Group.



Kirby Company of Waukesha, December 1975 banquet head table.



"The Milwaukee" Group



Clara Hartwick and brother with \$200.00 check for groceries won in Kirby drawing.



## IN THE CROSSROADS OF AMERICA

### WAUKESHA, WISCONSIN

KAYE BOLDON, Distributor (Continued)



Branch Mgr. Ed Blumberg (r) awarding H.B. and M.W. to Dealer Al Hirschbien



Branch Mgr. Ed Blumberg (r) awarding Quartz watch won by Dealer Wayne Leverenz



Dist. K.C. Boldon (r) awarding R.R. and M.H. to Dealer Dick Genthe.



Dist. Kaye and Margaret Boldon holding up their Christmas present from all their people



Branch Mgr. Ed Blumberg (r) awarding Top Dealer Award and 3-in-a-day Award to Dealer Al Hirschbien



Branch Mgr. Ed Blumberg (r) awarding Top Dealer Award to Mike Krajewski



Branch Mgr. Ed Blumberg (r) awarding Quartz watch won by Dealer Gary Bartley



Dist. K.C. Boldon (r) awarding M.W. and H.B. to A.D. Mike Friedman



## WAUKESHA, WISCONSIN

KAYE BOLDON, Distributor (Continued)



Dist. K.C. Boldon awarding Top New Dealer Trophy to Dealer Ken Pangborn.



Branch Manager Ed Blumberg (1) receiving (2) B M I B Awards from Dist. K.C. Boldon



Dist. K.C. Boldon awarding 5-in-a-day Trophy to Manager Jack Quinlan.



Branch Manager Ed Blumberg introducing the head table.



Dist. K.C. Boldon awarding Top Dealer Trophy and President's Pin to Manager Jack Quinlan.



Dist. K.C. Boldon awarding 3 and 4-in-a-day Trophies to A.D. Mike Friedman.



Dist. K.C. Boldon (r) awarding Outstanding Service Award to Service Manager Grant Petersen



Branch Mgr. Ed Blumberg (r) awarding new Kirby to Dealer Mike Krajewski.

## WAUKESHA, WISCONSIN

KAYE BOLDON, Distributor (Continued)



Grant Petersen explaining proper way to "sell" our warranty on Kirby.



Sales Clinic — Waukesha



Head table and trophy at Waukesha Christmas party.



Dist. K.C. Boldon awarding Top Dealer Trophy to Dealer Dick Genthe.



Dist. K.C. Boldon awarding 8-in-a-day Trophy to Dealer Dick Genthe.



Dist. K.C. Boldon awarding 10-Pin to Dealer Ginny Kumbara.



Dist. K.C. Boldon addressing the Waukesha Kirby Company.



Manager Jack Quinlan (r) awarding 10-Pin to P.T. Dealer Larry Glander.



Ken Pangborn (r) with his "Buddy" Larry Glander.



## LAFAYETTE, INDIANA

RUSSELL HUNT, Distributor



Randy Cox (l) and Bob Williams (r) getting ready to sell another Kirby complete for Christmas.



Dist. Russ Hunt (l) presents Randy Cox with his 5-Star Pin with 24+ tab.



This is Joanne Folz, one of our new Tigers. Russ just told her about our monthly contest for January. Doesn't Joanne look enthused?



Sue Brown being congratulated on a fine job well done, by Skip Stockwell.



Tigers, this is Sue Brown. On her first week-end in the business she sold EIGHT Kirbys. We at the Lafayette office would like to congratulate her on a fine week-end effort.



Here's a Lafayette's own southern gentleman, Bob Williams. We are looking for big things from Bob in January. Go get 'um, Tiger.

## LAFAYETTE, INDIANA

RUSSELL HUNT, Distributor (Continued)



This is our outstanding new dealer, Bob Hoskins. He has only been with us a month and has earned his 1st leg on his 5-Star Pin. What's your goal this month, Bob, 24+ Pin?



Randy Cox (l) going over some last-minute paperwork with Dick Trapp (r).



Bob Hoskins (l) receiving his 10-Pin from Skip Stockwell. Bob is doing a fine job for us and we are expecting big things from him.



Dick Trapp, our newest addition to the Lafayette office, trades in a Kirby on his first sale!



## OAK PARK, ILLINOIS

WILL HART, Distributor

We had our best month of 1975 in December. Still have a ways to go before we reach our capabilities, but it's a good sign.

Congratulations are in order to RUSS and LINDA GROVES on the arrival of their brand new tax deduction, born in December. The youngest dealer we have in our organization is Kristoffer Kenneth Groves.



Russ Groves with new dealer — Kristoffer Kenneth Groves





## IN THE CROSSROADS OF AMERICA

### GREEN BAY, WISCONSIN

KEN JENSEN, Distributor

A big welcome back to ART REGAL, as he decided to come back to sell Kirbys part-time for us. He sold 8 Kirbys in the last two weeks in December.

Also contributing to our total in December was JEANETTE HEUSER, GWENN ELLIS, RON SUSKI, BOB LARSEN, SALLEY TERRELL, PAULETTE MAACK, CHUCK ZITLOW, CAROL TREMBEL, CAROL MELOTTE and MAXINE TURNER.

Along with doing our hiring and training, our Sales Manager STEVE ROSIK also found time to sell 6 Kirbys.

Everyone has given me their goals for January and even foreseeing 75% of their totals we'll have a Super Month. Gang, we're really shooting for 100% of those goals, though.

NORM MILLER, ROGER GRONKE and DAVE DUFEK are shooting for the Top A.D. trophy in January.

Have a Happy & Prosperous New Year . . . . .

As Ever, Ken



Chuck Zittlow also found time to sell 3-in-a-day. Chuck also does all of our service work.



Carol Tremble had so many trophies coming that her husband, Ed, had to help her pick them up.



Jeanette Heuser picking up her 3 trophies. How can the customers say no to a smile like that?



Roger Gronke receiving his 3-in-a-day trophies.



Gwen Ellis receiving her first Kirby trophy for selling 3-in-a-day.



## IN THE CROSSROADS OF AMERICA

### GREEN BAY, WISCONSIN

KEN JENSEN, Distributor (Continued)



Part of the Kirby group at our recent banquet.



Even Dave Dufek got into the action, as he also got a 3-in-a-day trophy.



(l to r) Dist. Ken Jensen, Ron Suski and Dave Jahorik each received several pies-in-the-face from a weekly contest they lost.



New dealer Carol Melotte receiving her check for 50 gallons of gas and a qt. of booze.



### ADDISON, ILLINOIS

DANIEL WELSTEAD, Distributor



John MacQuilkin loading his car with another Kirby, after turning in another sale.





## IN THE CROSSROADS OF AMERICA

### LA CROSSE, WISCONSIN

ERNEST OLNESS, Distributor

December 1975 was not our best month, but it was one of our best Decembers. We are looking forward to a superly fantastic 1976!!

We have hired four new men, one in December and three starting the first part of January. MIKE HUSE started the second week in December and finished the month with 9 sales. Great job, MIKE!

JIM ROOT started full-time January 5th along with DAN FARSS, brought in on the Buddy Program by JOEL VAZQUEZ.

YOU GOTTA WANNA — See you in Oconomowoc



New man, Mike Huse, sold 9 Kirbys his first month in Kirby.



Welcome Jim Root! Our ex-finance man. Jim has sold 7 Kirbys his first 4 days in Kirby!!!



Dist. Ernie Olness feeds Joel Vazquez baby food. Next time Joel will put on his demos and eat steak.



Welcome Bob Kampa, hired by Bobby Joe Smith on the "Buddy Program".



Congratulations Joel Vazquez (r) for 2-in-day — the first deal was closed at 6 00 a.m.



## IN THE CROSSROADS OF AMERICA

### RACINE, WISCONSIN

SID BAUMANN, Distributor

December is the month for Christmas spirit and our sales force met the challenge of the holidays and the spirits.

Area Distributor, LARRY VEZINA of Superior, turned in twenty new Kirby customers; all personal sales.

LARRY BUCHEGER was top dealer of the month with 15 sales. He received his 10-Pin certificate, first leg on a 5-Star Pin and a 4-in-a-day trophy. LARRY's fourth sale for that day was at 3:30 a.m. Talk about dedication.

Super dealer, BILL STREGE, received his 10-Pin certificate, picked up the first leg on a 5-Star Pin. 24 plus pin and trophies for 3, 4 AND 5-in-a-day sales. And he still hasn't lost a pound!

MAUREEN MAGAW, top dealer for November (her first month with Kirby), collected her 10-Pin certificate plus a 4-in-a-day trophy. MAUREEN and her husband, MIKE, will be guests of our Distributor at Scotland in Oconomowoc, as MAUREEN was a winner in the 100% Club.

Other awards went to WAYNE FERGUS, CHRISTINE LOBOS and BOB FLEURY; all receiving 10-Pin certificates, and GREG BERRYHILL came through as top new dealer selling 2 complete machines in his first week. Keep it up, GREG.

As you can tell it has been a good month and we are expecting even more in the future. Trainer MIKE HILLS plans to hire quality people to make future months even better.

Well, gotta go write a deal so this is your Kirby reporter in Racine closing out. See you next year.



Dexter Goude presenting Larry Bucheger with 10-Pin.



Bill Strege presenting Maureen Magaw with her 10-Pin.

A Task Without A Vision Is Drudgery; A Vision Without a Task Is A Dream; A Task With A Vision Is Victory





## MILWAUKEE, WISCONSIN

1992, 1993, 1994, 1995, 1996, 1997, 1998, 1999, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025, 2026, 2027, 2028, 2029, 2030, 2031, 2032, 2033, 2034, 2035, 2036, 2037, 2038, 2039, 2040, 2041, 2042, 2043, 2044, 2045, 2046, 2047, 2048, 2049, 2050, 2051, 2052, 2053, 2054, 2055, 2056, 2057, 2058, 2059, 2060, 2061, 2062, 2063, 2064, 2065, 2066, 2067, 2068, 2069, 2070, 2071, 2072, 2073, 2074, 2075, 2076, 2077, 2078, 2079, 2080, 2081, 2082, 2083, 2084, 2085, 2086, 2087, 2088, 2089, 2090, 2091, 2092, 2093, 2094, 2095, 2096, 2097, 2098, 2099, 2100, 2101, 2102, 2103, 2104, 2105, 2106, 2107, 2108, 2109, 2110, 2111, 2112, 2113, 2114, 2115, 2116, 2117, 2118, 2119, 2120, 2121, 2122, 2123, 2124, 2125, 2126, 2127, 2128, 2129, 2130, 2131, 2132, 2133, 2134, 2135, 2136, 2137, 2138, 2139, 2140, 2141, 2142, 2143, 2144, 2145, 2146, 2147, 2148, 2149, 2150, 2151, 2152, 2153, 2154, 2155, 2156, 2157, 2158, 2159, 2160, 2161, 2162, 2163, 2164, 2165, 2166, 2167, 2168, 2169, 2170, 2171, 2172, 2173, 2174, 2175, 2176, 2177, 2178, 2179, 2180, 2181, 2182, 2183, 2184, 2185, 2186, 2187, 2188, 2189, 2190, 2191, 2192, 2193, 2194, 2195, 2196, 2197, 2198, 2199, 2200, 2201, 2202, 2203, 2204, 2205, 2206, 2207, 2208, 2209, 2210, 2211, 2212, 2213, 2214, 2215, 2216, 2217, 2218, 2219, 2220, 2221, 2222, 2223, 2224, 2225, 2226, 2227, 2228, 2229, 2230, 2231, 2232, 2233, 2234, 2235, 2236, 2237, 2238, 2239, 2240, 2241, 2242, 2243, 2244, 2245, 2246, 2247, 2248, 2249, 2250, 2251, 2252, 2253, 2254, 2255, 2256, 2257, 2258, 2259, 2260, 2261, 2262, 2263, 2264, 2265, 2266, 2267, 2268, 2269, 2270, 2271, 2272, 2273, 2274, 2275, 2276, 2277, 2278, 2279, 2280, 2281, 2282, 2283, 2284, 2285, 2286, 2287, 2288, 2289, 2290, 2291, 2292, 2293, 2294, 2295, 2296, 2297, 2298, 2299, 2300, 2301, 2302, 2303, 2304, 2305, 2306, 2307, 2308, 2309, 2310, 2311, 2312, 2313, 2314, 2315, 2316, 2317, 2318, 2319, 2320, 2321, 2322, 2323, 2324, 2325, 2326, 2327, 2328, 2329, 2330, 2331, 2332, 2333, 2334, 2335, 2336, 2337, 2338, 2339, 2340, 2341, 2342, 2343, 2344, 2345, 2346, 2347, 2348, 2349, 2350, 2351, 2352, 2353, 2354, 2355, 2356, 2357, 2358, 2359, 2360, 2361, 2362, 2363, 2364, 2365, 2366, 2367, 2368, 2369, 2370, 2371, 2372, 2373, 2374, 2375, 2376, 2377, 2378, 2379, 2380, 2381, 2382, 2383, 2384, 2385, 2386, 2387, 2388, 2389, 2390, 2391, 2392, 2393, 2394, 2395, 2396, 2397, 2398, 2399, 2400, 2401, 2402, 2403, 2404, 2405, 2406, 2407, 2408, 2409, 2410, 2411, 2412, 2413, 2414, 2415, 2416, 2417, 2418, 2419, 2420, 2421, 2422, 2423, 2424, 2425, 2426, 2427, 2428, 2429, 2430, 2431, 2432, 2433, 2434, 2435, 2436, 2437, 2438, 2439, 2440, 2441, 2442, 2443, 2444, 2445, 2446, 2447, 2448, 2449, 2450, 2451, 2452, 2453, 2454, 2455, 2456, 2457, 2458, 2459, 2460, 2461, 2462, 2463, 2464, 2465, 2466, 2467, 2468, 2469, 2470, 2471, 2472, 2473, 2474, 2475, 2476, 2477, 2478, 2479, 2480, 2481, 2482, 2483, 2484, 2485, 2486, 2487, 2488, 2489, 2490, 2491, 2492, 2493, 2494, 2495, 2496, 2497, 2498, 2499, 2500, 2501, 2502, 2503, 2504, 2505, 2506, 2507, 2508, 2509, 2510, 2511, 2512, 2513, 2514, 2515, 2516, 2517, 2518, 2519, 2520, 2521, 2522, 2523, 2524, 2525, 2526, 2527, 2528, 2529, 2530, 2531, 2532, 2533, 2534, 2535, 2536, 2537, 2538, 2539, 2540, 2541, 2542, 2543, 2544, 2545, 2546, 2547, 2548, 2549, 2550, 2551, 2552, 2553, 2554, 2555, 2556, 2557, 2558, 2559, 2560, 2561, 2562, 2563, 2564, 2565, 2566, 2567, 2568, 2569, 2570, 2571, 2572, 2573, 2574, 2575, 2576, 2577, 2578, 2579, 2580, 2581, 2582, 2583, 2584, 2585, 2586, 2587, 2588, 2589, 2590, 2591, 2592, 2593, 2594, 2595, 2596, 2597, 2598, 2599, 2600, 2601, 2602, 2603, 2604, 2605, 2606, 2607, 2608, 2609, 2610, 2611, 2612, 2613, 2614, 2615, 2616, 2617, 2618, 2619, 2620, 2621, 2622, 2623, 2624, 2625, 2626, 2627, 2628, 2629, 2630, 2631, 2632, 2633, 2634, 2635, 2636, 2637, 2638, 2639, 2640, 2641, 2642, 2643, 2644, 2645, 2646, 2647, 2648, 2649, 2650, 2651, 2652, 2653, 2654, 2655, 2656, 2657, 2658, 2659, 2660, 2661, 2662, 2663, 2664, 2665, 2666, 2667, 2668, 2669, 2670, 2671, 2672, 2673, 26

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1973-1974: Les cartes de route de 1973 pour la fin de 1974. Sur le thème général d'été en la 1974: les cartes de route de 1974 pour la fin de 1974.

“**与“中国”有关的“中国”**”

<sup>10</sup> This only takes place if, in a period of 1970 with the same, the greatest share of personal responsibility is placed on the side of responsibility to the knowledge that 1970 is good. It is also clear that 1970 is not the only year during which the 1970 was given to the people to make the decision for 1970 that only the average person and community.

중국의 개혁개방이 가져다 준 변화는 놀라울 정도로 빠르고 거대하다. 그러나 개혁개방이 가져다 준 변화는 놀라울 정도로 빠르고 거대하다.

\*For those implementing this program with their young, be cautious to proceed! Not all be assured! Can give you other tips! See given to be a suitable, comprehensive as often to foster the growth and build the experience.

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“德法相治”与“德法共治”



These two cases show that the  $\mathcal{H}_\infty$  norm of the system is not a good measure of the system's robustness to parameter variations. The  $\mathcal{H}_\infty$  norm is only a measure of the system's robustness to additive noise. The  $\mathcal{H}_\infty$  norm is not a measure of the system's robustness to parameter variations.

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சிறப்பு செய்தி : கனம் முதல் அமைச்சர் தயவு செய்து கீழ்க்கண்ட செய்திக்கு தயவு செய்து கவனம் செலுத்த வேண்டுகிறேன்.



## MILWAUKEE, WISCONSIN

图 1-14 为图 1-13 所示电路的等效电路, 图中

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[illegible]

நிபந்தனை: எழுத்துவாரியம் அல்லது இயைபு வாரியம் : ஒவ்வொரு பகுதியிலும்  
ஒரு நிபந்தனை உள்ளது. அதைப் படித்து, அதன் பொருள்பற்றித் தனது  
தனது கருத்தைத் தெரிவித்து.

● ● ● ● ●

Figure 1 is the way our history is being presented today.

It is for this very reason that the MPP (MPP) will not be a satisfying solution.

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It is because to have anything but the HEPF would imply to a crime.

✓ = and last but not least, my going in day 7 = and what does our new course do with/against it?  
 a brief, go and get the: VCE/IB/IB/IB is history, and Philosophy, the Future:

### Complements of New Node



# ATTACHMENT SALES



DICK GENTHE — Waukesha, Wis.



MIKE HODGSON — Waukegan, Ill.



MAX DREW — Sterling, Ill.



FRANK PITTS — Waukegan, Ill.



CAROL DAVIDSON — Waukegan, Ill.



LARRY BUCHEGER — Racine, Wis.

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ATTACHMENT SALES = PLUS PROFITS !!