



Robert Notte
Divisional Supervisor

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collectingdust.com

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TOP IN AUGUST

TOP DISTRIBUTOR



HERB KESLER - Appleton, Wis.

DEALER OF THE MONTH



MIKE RAMKER - Racine, Wis.

TOP PART-TIME DEALER



DAN GALL - Milwaukee, Wis.

TOP DEALER IN ATTACHMENT SALES



TIM DUNN - Highland, Ind.

TOP APCA DISTRIBUTOR



STEVE GRIFFITH - Sterling, Ill.

OUTSTANDING NEW DEALER



JIM ROGERS - Elmhurst, Ill.

HONORABLE MENTION



ED BLUMBERG - Milwaukee, Wis.



IN THE CROSSROADS OF AMERICA

TOP TEN DISTRIBUTORS BY VOLUME YEAR TO DATE

- 1. Appleton, Wisconsin Herb Kesler
- 2. Madison, Wisconsin Dick Young
- 3. Green Bay, Wisconsin Ken Jensen
- 4. Wausha, Wisconsin Kaye Boldon
- 5. Rockford, Illinois Tom Lokken
- 6. Eau Claire, Wisconsin Arvel Tegels
- 7. Greenfield, Wisconsin Dale Michael
- 8. Waukegan, Illinois Hugh Young
- 9. Milwaukee, Wisconsin Ron Wear
- 10. West Allis, Wisconsin Jerry Altenburg

TOP PERCENTAGE INCREASE YEAR TO DATE

- Al Potter Michigan City, Ind 92
- Dale Michael Greenfield, Wis 5
- Arvel Tegels Eau Claire, Wis 5

TOP TEN SFR DISTRIBUTORS

- 1. Chuck Pierson Schofield, Wis 399
- 2. Butch Johnson Schofield, Wis 472
- 3. Sheckler-Nelson Racine, Wis 609
- 4. Kaye Boldon Waukesha, Wis 717
- 5. Dale Michael Greenfield, Wis 796
- 6. Marv Myers Marquette, Mich 811
- 7. Herb Kesler Appleton, Wis 824
- 8. Ken Jensen Green Bay, Wis 891
- 9. Jerry Altenburg West Allis, Wis 922
- 10. Dick Young Madison, Wis 1054

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"EXTRA EFFORT MAKES THE DIFFERENCE."



IN THE CROSSROADS OF AMERICA

TOP SIX AREA DISTRIBUTORS



STEVE GRIFFITH - Sterling, Illinois



LES LINDER - Marshfield, Wisconsin



JERRY COOK - Wauwatosa, Wisconsin



JOHN KESLER - Manitowoc, Wisconsin



DON BYRD - Janesville, Wisconsin



DOYLE SPURGEON - Hudson, Wisconsin

Congratulations to a Group of Champions

**TOP TEN
DISTRIBUTORS BY SALES
AUGUST**

- | | |
|-------------------------------|-----------------|
| 1. Appleton, Wisconsin..... | Herb Kesler |
| 2. Madison, Wisconsin..... | Dick Young |
| 3. Racine, Wisconsin..... | Sheckles-Nelson |
| 4. Waukesha, Wisconsin..... | Kaye Boldon |
| 5. Milwaukee, Wisconsin..... | Ron Wear |
| 6. Waukegan, Illinois..... | Hugh Young |
| 7. Highland, Indiana..... | Joe Piazza |
| 8. Eau Claire, Wisconsin..... | Arvel Tegels |
| 9. Greenfield, Wisconsin..... | Dale Michael |
| 10. Oak Park, Illinois..... | Will Hart |

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

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

Points

DISTRIBUTORS

Will Hart.....	Oak Park, Ill.....	127.0
Tom Lokken.....	Rockford, Ill.....	102.4
Ken Jensen.....	Green Bay, Wis.....	94.7
Al Potter.....	Michigan City, Ind.....	93.3
Butch Johnson.....	Schofield, Wis.....	93.3
Dale Michael.....	Greenfield, Wis.....	91.3
Joe Piazza.....	Highland, Ind.....	90.4
Sheckles-Nelson.....	Racine, Wis.....	90.2
Russ Hunt.....	Lafayette, Ind.....	89.8
Mickey McClay.....	Chicago, Ill.....	89.1

ATTACHMENT

SALES

PROMOTIONS

Issa Amer.....	Whitton, Illinois.....	Area Distributor
Bruce Wall.....	Elmhurst, Illinois.....	Office Manager
Randy Stark.....	Lisle, Illinois.....	Personnel Director
Fred Marchland.....	Waukegan, Illinois.....	Trainer
Richard Lee.....	Waukegan, Illinois.....	Senior Dealer

**SUCCESS IS MADE UP OF 25%
INSPIRATION AND 75%
PERSPIRATION**

TOP TWELVE DEALERS



MIKE RAMKER - Racine, Wis.



DAN AUSMANN - West Allis, Wis.
collectingdust.com



TIM DUNN - Highland, Ind.
collectingdust.com



JIM JOHNSON - Milwaukee, Wis.



ROGER JEWELL - Madison, Wis.



PAUL MCELROY - Elmhurst, Wis.



CAROL DAVIDSON - Waukegan, Ill.



ED BLUMBERG - Milwaukee, Wis.
collectingdust.com



BOB BONK - Manitowoc, Wis.



STANLEY BLICHARZ - Madison, Wis.



JOE CATRONE - Elmhurst, Ill.
collectingdust.com



JACK QUINLAN - Waukesha, Wis.



IN THE CROSSROADS OF AMERICA

TOP DEALER SALES

Mike Ranker..... Racine, Wis..... 24	Dan Leair..... Schofield, Wis..... 14
Dan Aumann..... West Allis, Wis..... 24	Leonard Knable..... Madison, Wis..... 14
Tim Dunn..... Highland, Ind..... 20	John Toohey..... Milwaukee, Wis..... 14
Jim Johnson..... Milwaukee, Wis..... 20	Bill Sterge..... Racine, Wis..... 13
Roger Jewell..... Madison, Wis..... 20	Steve Davis..... Schofield, Wis..... 13
Paul Mood..... Milwaukee, Wis..... 19	Eugene Juul..... Madison, Wis..... 13
Carol Davidson..... Waukegan, Ill..... 18	Gary Schroeder..... Janesville, Wis..... 13
Ed Blumberg..... Milwaukee, Wis..... 17	Frank Pitts..... Waukegan, Ill..... 12
Bob Bonk..... Mantowoc, Wis..... 17	Gordon Larsen..... Schofield, Wis..... 12
Stanley Blichartz..... Madison, Wis..... 17	Bob Busel..... Chicago, Ill..... 12
Joe Gattone..... Elmhurst, Ill..... 16	Ben Hawke..... Madison, Wis..... 12
Jack Quinlan..... Waukesha, Wis..... 16	Roy Kaufman..... Highland, Ind..... 12
Roy Glocke..... Appleton, Wis..... 16	Jim Szypananski..... Highland, Ind..... 12
Wayne Lasek..... Madison, Wis..... 16	Rick Gago..... Kenosha, Wis..... 12
Dexter Goude..... Racine, Wis..... 15	Brian Stauff..... Milwaukee, Wis..... 11
Dorsey Snyder..... Suring, Ill..... 15	Joel Varquez..... LaCrosse, Wis..... 10
Don Anderson..... Sterling, Ill..... 14	Grant Petersen..... West Allis, Wis..... 10
Dick Hatton..... Greenfield, Wis..... 14	Bob Cotter..... West Allis, Wis..... 10
Dennis Davis..... Milwaukee, Wis..... 14	Frank Reighard..... Madison, Wis..... 10
	Robert Wright..... Madison, Wis..... 10

FIVE STAR PINS

Roy Glocke..... Appleton, Wis..... 3rd leg
Ed Blumberg..... Waukesha, Wis..... 3rd leg
Dexter Goude..... Racine, Wis..... 3rd leg

TEN PINS

Tom Kee..... Oconomowoc, Wisconsin
Michael English..... Oconomowoc, Wisconsin
Joel Varquez..... LaCrosse, Wisconsin
Mike Ace..... Appleton, Wisconsin
Wayne Levrens..... Waukesha, Wisconsin
Gary Bartley..... Waukesha, Wisconsin
Richard Koempel..... Aurora, Illinois
Paul Rhyner..... Racine, Wisconsin
John Stanis..... Greenfield, Wisconsin
Charles Miller..... Greenfield, Wisconsin
Richard Hendrychowski..... Greenfield, Wisconsin

**MAKE 60 DEMOS
A MONTH A HABIT!**



IN THE CROSSROADS OF AMERICA

SALES AWARDS

Don Numsen..... LaCrosse, Wis..... \$50 cash
Joel Varquez..... LaCrosse, Wis..... \$100 cash, briefcase
B. J. Smith..... LaCrosse, Wis..... Colony, tennis racket, fishing pole
Bill Wason..... LaCrosse, Wis..... Hair dryer, fishing pole, hatchet
John Thomack..... LaCrosse, Wis..... Elec. skillet, popper, pans, thermos set
Roy Glocke..... Appleton, Wis..... 4-in-a-day trophy, 23 channel CB radio
Dick Genther..... Waukesha, Wis..... Kirby
Mike Friedman..... Waukesha, Wis..... Leisure suit
Wayne Lencerna..... Waukesha, Wis..... Kirby
Dave Simmons..... Lind, Ill..... 3-in-a-day trophy, Kirby trophy
Larry Friewald..... Aurora, Ill..... Coleman lantern, cash bonus
Bob White..... Aurora, Ill..... \$200 bonus, stereo, 3-in-a-day
Al Freiherr..... Milwaukee, Wis..... Gas,
Dan Gall..... Milwaukee, Wis..... Gas, shoes
James Reiter..... Milwaukee, Wis..... Gas
Mike Ranker..... Racine, Wis..... Kirby, 25 gal. gas, shoes watch
Dexter Goude..... Racine, Wis..... Coleman, lantern, cash bonus
Sil Sterge..... Racine, Wis..... \$200 bonus, stereo, 3-in-a-day
Bogot Sawatake..... Racine, Wis..... Gas, snow tires
Paul Rhyner..... Racine, Wis..... Cooler
John Gilbertson..... Superior, Wis..... TV
Chris Lobos..... Greenfield, Wis..... 50 gal. gas
Charles Miller..... Greenfield, Wis..... 2 shirts & tie, KA 50 gal. gas
John Stanis..... Greenfield, Wis..... Shirt & tie, KA
Rick Hendrychowski..... Greenfield, Wis..... 25 gal. gas, tape deck
Jim Rogers..... Elmhurst, Ill..... Trophies - \$500 Club, 3-in-a-day, Dealer of the Month, Outstanding new Dealer, suit, quartz watch, 25 gal. gas, dinner for 2 at Golden Horn.
Bruce Wall..... Elmhurst, Ill..... \$300 Club trophy
Fat Carr..... Elmhurst, Ill..... Dealer of Month
Bill Car..... Elmhurst, Ill..... Dinner
Bill Klomp..... Elmhurst, Ill..... Dinner for 2 at Nordic Hills CC, 25 gal. gas, gag, shirt, slacks
Terry Watwood..... Elmhurst, Ill..... Suit
Nick Renello..... Elmhurst, Ill..... 25 gal. gas
Dave Fountain, Jr..... Wheaton, Ill..... 25 gal. gas
James Johnson..... Milwaukee, Wis..... Free Ka
Richard Lee..... Waukegan, Ill..... Digital Clock radio, money clip, watch
Fred Marchland..... Waukegan, Ill..... 25 gal. gas

**THE MORE STEAM YOU
PUT INTO YOUR WORK,
THE LOUDER YOU
CAN WHISTLE WHEN IT'S DONE.**



IN THE CROSSROADS OF AMERICA

RACINE, WISCONSIN

DON SHECKLES & CLINT NELSON, Distributors

B.M.I.B.

collectingdust.com

RACINE ALIVE IN '75

Racine had another B.M.I.B. due to the efforts of a lot of hard working people, with a lot of determination to succeed. MIKE RAMMER led the offices with 24 sales and his man, PAUL RHYNER, sold 7 big deals. Not bad for a Jr. in High School. Of course he had a fantastic teacher, right, MIKE? Congratulations, MIKE, on a super job in Burlington.

DEXTER GOUDE, along with working with new people, still finished the month with 15 approved deals and the 3rd leg on his 5-Star Pin. Good job, DEX!

BILL STREGE, our man with a plan, did his usual job of selling lots of Kirbys, making lots of customers happy, and in general being a super Kirby Man.

LARRY JOHNSON had some problems this month with his car and his wife. She couldn't make up her mind if it was better to have a boy or girl, but Mother Nature finally won out. Still think Farry Omega's not a bad first name.

We would like to welcome two new people to the Racine office, BOB FLUERY and BIRGIT SAWATZKI. They're learning fast. BIRGIT earned a set of snow tires for sales on a weekend contest. Look for big things from these new people.

A big Kirby welcome to SAM RAMKER and family. We hope they will enjoy Racine as much as we enjoy having them here. There is no office complete without the people who answer phones, keep track of serial numbers, call in contracts and in general make the office run. A big thanks to LOIS ELSNER in Burlington and TINA in Racine.

Remember! RACINE ALIVE IN '75 Don & Clint

Superior, Wisconsin
Larry Verina, Area Distributor

August is over and we're looking forward to bigger and better month in September.

JOHN GILBERTSON, our sales manager, led the office with sales with RICK CORREL running a close second.

August was a busy month for RICK. Besides selling those Kirbys, he got married August 23rd. We all went to the wedding and had a terrific time. Even at his reception RICK was trying to set up demos with the guests. RICK has gone back to school fulltime, but he's still with us as a part-time man. We hate to lose a good full-time man and we all hope to see a lot more of him in the future.

JOHN is making those sales and training our new man, CHRIS CROWSON. CHRIS is from Park Rapids Minn. and the son of a salesman. He must have picked up a few pointers, because he's going to do a fantastic job around here.

September already looks terrific, so back to work.

"TOO MANY PEOPLE ITCH FOR WHAT THEY WANT, BUT WON'T SCRATCH FOR IT"

KIRBY LEADS THE WAY!



IN THE CROSSROADS OF AMERICA

RACINE, WISCONSIN

DON SHECKLES & CLINT NELSON, Distributors (Con't.)



Proud Papa, Larry Johnson.



Birgit Sawatzki with the set of snow tires won for a lot of hard work.



Paul Rhyner and Mike Rammer after a super month.



Dist. Clint Nelson (r) congratulating Ramker on a super job for the month.



Welcome to new phone and office girl, Lorrie Deyker.



Dexter Goude (r) was as tall as Bob Fluery when he was shaving.



Picture speaks for itself!

IN THE CROSSROADS OF AMERICA RACINE, WISCONSIN

DON SHECKLES & CLINT NELSON, Distributors (Con't.)



Max Ramker giving Paul Rhymer his 10-Pin.



The honeymoon's over. It's back to work and school for Rick.



John Gilbertson, our sales manager in Superior, sending Chris Crowson, our new man, out on his first demo.



John Gilbertson's big day, another Jubilee trade.



Sam Ramker setting those Kirby demos.



Bill Strage with his very own box of dirt pads.



John Gilbertson winning a portable TV for top sales in August.

IN THE CROSSROADS OF AMERICA GREENFIELD, WISCONSIN

DALE MICHAEL, Distributor

B. M. I. B.

WHOOPIE: The Greenfield Gorilla's are pulling the deals out of the trees. Distributor MICHAEL'S fed everybody bannanas all month and he golly they went APE.

Distributor Michael is going around all day singing his song, "I've got a lovely bunch of Kirby Nuts."

What a fantastic business, everyone here is growing and with a little more hiring and training we will be number one.

Many thanks to **JERRY COOK** (who will be the number one A.D.) He had a little personal contest with **DICK HATTON** who lost, but still had 17 big deals. Also thanks to our new people **CHRIS L., RICH H., CHUCK M., JOHN S., CAPTAIN DAN** and our new office girl and belt seller, **CAROL D.**

See you in Las Vegas

"HE WHO HESITATES GETS RUN OVER"



Jerry Cook had to get some help to collect his bet he won from Dick Hatton.



The Greenfield Gorillas presenting their new salesman.



Rich Kendrychowski (r) receiving 10-Pin from Dist. Dale Michael.



Chuck Miller receiving 10-Pin from Dale Michael. (l)



John Stans (r) receiving 10-Pin from Dist. Dale Michael.



IN THE CROSSROADS OF AMERICA SCHOFIELD, WISCONSIN

CHARLES PIERSON, Distributor

Hello from Schofield!

We haven't had a report in the Tiger magazine for quite awhile and figured it was about time.

August was very good month, not a BMLB, but best month this year.

We'd like to welcome STEVE DAVIS to our organization. STEVE started with us in June and is doing a p and has qualified for Las Vegas.

Congratulations to KEVIN for being top part-timer in the division in June. Recently KEVIN had compar Boston, "his brother-in-law" PAUL, and his wife liked Wausau so much they're moving to Wisconsin and will be selling Kirbys part-time.

We had displays at two county fairs in August and generated a lot of good leads, which showed up in our sales report. Our full-timers did a super job; DAN 14, STEVE 13, GORDON 12. Keep up the good work.

A good time was had by all at our office picnic in August. We enjoyed food, drink, water skiing and f There were a few slurs on this Distributor's age, but I showed up the young pups in both water skiing and f We still have fair leads left and are starting a new lead program this month, so September should also be month.

See ya in Vegas.

Chuck



Kevin Koester, Steve Davis and Gordon Larson.



Steve Davis qualified for Las Vegas.



Kevin Koester, top Part-timer in June.

BUILD WITH THE BASICS



IN THE CROSSROADS OF AMERICA SCHOFIELD, WISCONSIN

CHARLES PIERSON, Distributor (Continued)



Rene Bentley working fair booth.



Steve Davis trying to water ski. He didn't make it.



Winner of bicycle given away at county fair.



Everyone enjoying office picnic.



Potential customer registering for bicycle at Kirby booth.



Football game at office picnic.

**IN THE CROSSROADS OF AMERICA
OCONOMOWOC, WISCONSIN**

BOB LEE, Distributor

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August was a good month for us even though we were tied up with the Wisconsin State Fair.

JIM McKEE came in with the most sales for the month, and his son was right behind him. "Better get going, Dad, I am going to beat you in the month of September".

MIKE ENGLISH, Who is new with us, brought in by J.R. McKEE, earned his 10-Pin in August. Nice going, MIKE. MIKE says he is going to get his first leg on his 5-Star Pin in September.

Would like to thank everyone in my organization for a great August.



Mike English (l) receiving his 10-Pin from Dist. Bob Lee

COOPERATION

collectingdust.com

**WOULD SOLVE MOST OF OUR PROBLEMS
FOR INSTANCE, FRECKLES WOULD BE A
NICE COAT OF TAN IF THEY WOULD ONLY
GET TOGETHER**

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GREAT LAKES DIVISION 100% CLUB

DINING - DANCING - SHOPPING - ENTERTAINMENT - SWIMMING

**Every Sale
is a
Credit**

There's no place in the world quite like this...
A FANTASTIC AFFAIR!

**Every Sale
is a
Credit**

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

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SEPTEMBER 1 THROUGH DECEMBER 31, 1975

Every Great Lakes Division Dealer Can Win

A FANTASTIC WEEKEND AT SCOTSLAND

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



- SAUNAS**
- TENNIS**
- SKING**
- SNOMOBILING**
- ICE SKATING**

KIRBY COUNCIL ELECTION CAMPAIGN
OCTOBER - NOVEMBER - DECEMBER

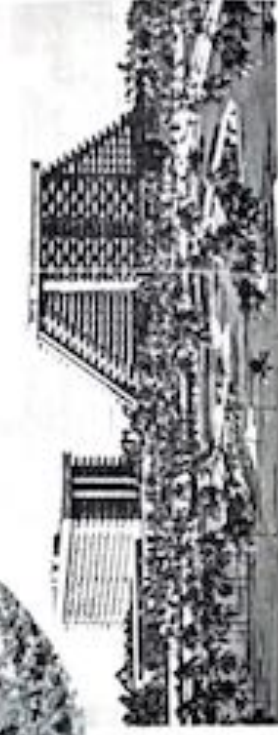


**28th KIRBY
COUNCIL CONFERENCE**
MARCH 24-28, 1976
ACPULCO, MEXICO

FANTASTICO!



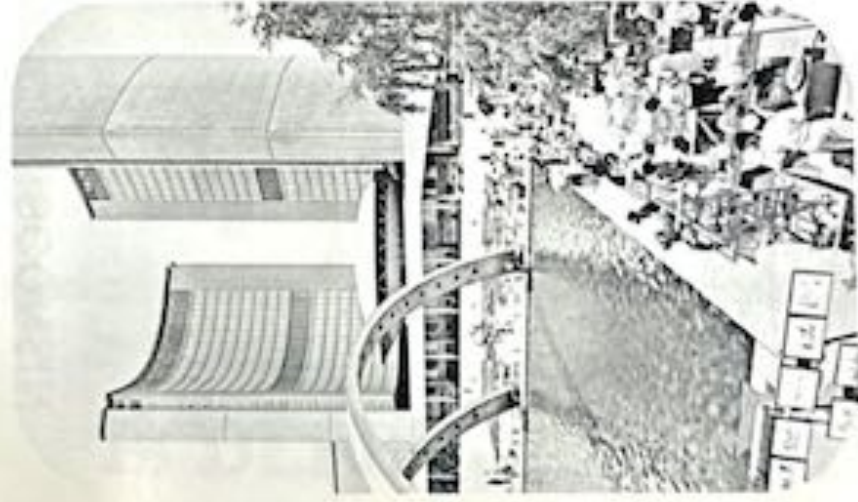
**FIVE DAYS
ALL EXPENSES
PAID TO ~**



ACAPULCO PRINCESS

HOTEL G. GARIB DE GOLF

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



**29th KIRBY
COUNCIL CONFERENCE**
SEPTEMBER 8-12,

TORONTO
Ontario, Canada

**A SECOND ALL-EXPENSE
PAID TRIP**

**HARBOUR CASTLE
HOTEL**

EXCITING

**EVERY SALE HELPS MAKE YOUR
DISTRIBUTOR A WINNER**



IN THE CROSSROADS OF AMERICA

OAK PARK, ILLINOIS

WILL HART, Distributor

ADRIAN, our darling sales manager, led the field with 20 deals in August. ADRIAN also trained 2 new men who will be making Kirby history in the future. We are proud to welcome ART MOLETERNO and MARSAY ROYALE into our great Kirby business.

August was a good month, but September should prove to be even more productive with the 2 new people I mentioned now fully trained; and LOUISE is coming on strong, REGGIE and KEITH are putting in some hard working hours in the field and getting some nice results.

DEBBIE swears she's coming back to work. RUSS says everyone is entitled to one bad month. GLORIA DAVIS is back to work as of this writing today, with a deal. All we need is a little help from our part-time friends LORRAINE, JOYCE and LUCILLE and we are swingin'!

Since I didn't win the Caribbean trip, PAM has me committed to one in January, so my personal production will be super for the next several months. That's what happens when you drink with TOM and MARLENE LOKKEN and THE COTTLES.

GREEN BAY, WISCONSIN

KEN JENSEN, Distributor

August was a very busy month in Green Bay as we worked county fairs every week of the month. Besides being a big help at the fairs, NORM MILLER led our crew in sales, followed closely by GWENN ELLIS and JEANNETTE HEUSER. NORM and DAVE DUYEK were also busy getting their new offices ready, which they opened Sept. 1. We wish them the BEST OF LUCK.

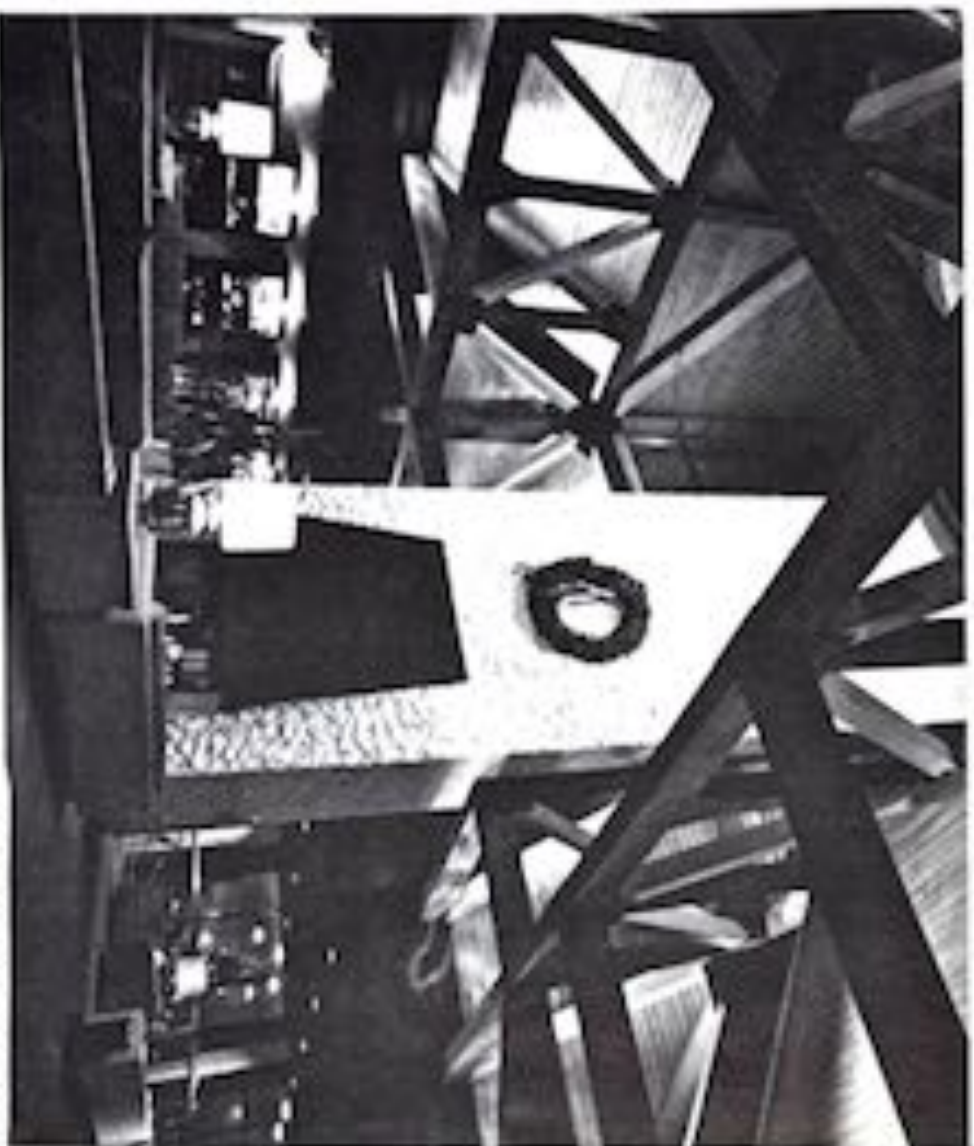
September will also bring about the return of one of our top salespeople, as CAROL TREMBLE will be "back to work". Old Pro RON SUSKI had an off month, but has promised a big month of September. STEVE ROSIK has finally moved into his new home and can now get back to hiring and training. CHUCK ZITLOW has also told us he needs lots o' spending money in Vegas, so watch out for him in September.

ROGER GRONKE had a nice month in DePere. Keep it going, ROG.

See you in Vegas

The Greatest Ability Is DEPENDABILITY!

SEPTEMBER, OCTOBER, NOVEMBER, DECEMBER -
FEBRUARY 20, 21 & 22, 1976
SCOTSLAND RESORT - OCONOMOWOC, WISCONSIN



CONTEST RULES!

SENIOR KIRBY DEALERS with 1000 points per month or minimum total of 4200 points for 4 months will qualify.
KIRBY PART TIME DEALERS with 500 points per month or minimum total of 2100 points for 4 months will qualify.
AREA DISTRIBUTORS with 2500 points per month or minimum total of 9000 points for 4 months will qualify.
AREA DISTRIBUTORS CAN QUALIFY AS SENIOR DEALERS.
NEW DEALERS (opening in within 30 days of completion of contract) can qualify with 1000 points.

KIRBY'S - 50 points
ATTACHMENTS - 10 points
MAILING and ADS - 20 points
HANDY BUTLERS - 20 points
BUG RENOVATORS - 20 points
MAILING MAILERS - 10 points



Step Out And Be Recognized





IN THE CROSSROADS OF AMERICA WAUKESHA, WISCONSIN

KAYE BOLDON, Distributor

Congratulations to ED BLUMBERG, JACK QUINLAN and GRANT PETERSEN, who were the top 3 dealers for August, 1975. ED BLUMBERG did an outstanding job with 17 personals and 33 crew sales from his branch office in Milwaukee. This earns ED another B.M.I.B. award. This is only the beginning as his goal is to sell 100 Kirbys in one month out of his office in Milwaukee - and he'll do it.

MIKE FRIEDMAN came thru as usual with his steady job (14 personals) for August, and promises 25 for September.

Welcome back to EDITH KING, who has come out of "hibernation" and already has 5 sales for the first 3 days of September. GARY BARTLEY and WAYNE LEVERENZ now join AL HIRSCHBEIN as new 10-Pin dealers in Milwaukee. With their new commissions they're really "fired" up for September. STEVE MISHNER, JOE CHAUVIN and JOHN CUMMINGS (new dealers) are really working to get their 10-Pins. HERB ROBINSON did an excellent job of training these new dealers as it is evidenced by their sales production for August.

DICK GENTHE "rested" in August as he said he "wore" himself out setting a new sales record in July, when he sold 17 in 2 days - but he's ready for September.

We are all "ready" for September, so watch Waukesha get its B.M.I.B.

Kaye



Branch Manager Ed Blumberg with dealers he recruited. This group sold 50 Kirbys in August.



Sales Meeting - Metro Milwaukee - Branch Office.

FOLKS WITH A LOT OF
BRASS ARE SELDOM POLISHED



IN THE CROSSROADS OF AMERICA WAUKESHA, WISCONSIN

KAYE BOLDON, Distributor (Continued)



Branch Manager Ed Blumberg - 17 personals, 33 crew sales for August.



Branch Manager Ed Blumberg receiving B.M.I.B. plaque for 50 sales. Looking on - "Super" telephone solicitor Gail Casper.



10-Pin Dealers (l to r) Gary Bartley, Al Hirschman and Wayne Leverenz.



New Dealers - l to r - John Cummings, Steve Mishner and Joe Chauvin.



New Dealer Steve Mishner getting ready for sales meeting demo.

great job

y from
PAUL

August

football.
football.
a good



IN THE CROSSROADS OF AMERICA LA CROSSE, WISCONSIN

ERNEST OLNESS, Distributor



Joel Vazquez receives Top Dealer in August Plaque



Congratulations, Joel Vazquez, on receiving your 10 Pin!

MILWAUKEE, WISCONSIN

MEL GALL, Distributor

DENNIS DAVIS and JOHN TOOHEY went neck and neck all the way ending in a tie, but DENNIS came out ahead on attachment sales.

DAN GALL, part-time, did a commendable job in keeping pace with the pros besides his other duties and realizes it pays to put in that extra time.

DON BUCHANAN is out of his neck brace and we hope he will be able to get in the swing of this Kirby business.

YOU MAY BE LOOKING
FOR KIRBY OPPORTUNITY,
BUT ARE YOU SEEING IT?



IN THE CROSSROADS OF AMERICA APPLETON, WISCONSIN

HERB KESLER, Distributor

The month of August in the Appleton Distributorship proved to be a real winner.

Two of our regulars, ROY, crew manager, led the field with 16 personal sales and MARILYN, our dynamite saleslady, had an all-time personal high for the month. They were joined by JIM, MIKE and new man BERNIE. The office needs the help of everyone to make each and every month a successful one and everyone in the Distributorship pitched in this last month. Of course it doesn't hurt, with the Vegas trip in sight, to line the pockets with that good spending Kirby Cash! We all should have a real good time!

The crew has been busy working for Bogus Bucks to make purchases from a "Wish List" of goodies. So far we have heard a lot of oh's and ah's and things are looking good to add to the things Kirby opportunity affords our people.

HERB and ANNE KESLER entertained the Appleton Distributorship with the usual fine food, liquid refreshment, and great fellowship at our annual Family Picnic. The softball game was not won by FLOYD'S team for the first time ever, but the muscles ached just as much and the moans were just as loud. Perhaps the loss of the game was not as great as the loss of dignity and added to the loudness of the moans and groans! However, FLOYD is plotting revenge and he has a whole year in which to do it!

The county fairs are pretty well over and with the abundance of leads to work from we should be well on our way to one of the best months we have had in a long, long time.

In line with all the work to be done, Kirby's to be sold, money to be made, and new men hired and trained, the month of September promises to be very, very busy for us all here in Appleton.



John Walker, Wautoma A. D.



Jerry Selwitzka, Oshkosh office at Winnebago county Fair



Roy Glocke (r) welcoming new man Jim Miller into Kirby.



Pete Borek, Oshkosh office, Dealer of the Week.



IN THE CROSSROADS OF AMERICA

MADISON, WISCONSIN

RICHARD YOUNG, Distributor

August was better than July with everyone out working to make lots of extra Vegas money. With this incentive, September will be even better.

Branch No. 1 - Ben Hawke

BEN HAWKE spent most of his time moving last month, but is settled and ready to merchandise those Kirbys in September.

Branch No. 2 - Gene Juul

GENE JUUL is still his constant self, selling enough to keep in the top dealers.

Area No. 1 - Don Byrd & Company

We will be hearing outstanding things about this organization in the future. DON has JACK POFF, who has joined with him. JACK has brought two outstanding dealers that we will be hearing about in the future in DAN SHIPLEY and DICK POFF. We know JACK will do an outstanding job. Also, GARY SCHROEDER, LEO LANG and RON PETERSON have their great old enthusiasm back and they're out to set new records. So, congratulations should be in order for both DON BYRD and JACK POFF.

Area No. 2 - S. J. VanHoose

VANHOOSE is getting it all together and still found time for selling some Kirbys. Keep up the good work, VAN!

Area No. 3 - Roger Jewell

ROGER JEWELL deserves commendation for a good job well done topping his previous months this year in sales. Keep up the good work, ROGER!

EDUCATION AND EXPERIENCE

+

CREATIVE THINKING

+

SALES PERSONALITY

X

DIRECTIONAL DRIVE

=

SUCCESS



IN THE CROSSROADS OF AMERICA

ELMHURST, ILLINOIS

JIM MOLLOY, Distributor

Greetings from Kirby at Elmhurst!

Things are starting to move here and two of our chief movers are PAT CARR and JIM and MARY ROGERS, who tied for top man of the month. JIM also received the outstanding new man award selling seven Kirbys in one week, three of which were in one day.

I would also like to thank BRUCE WALL, our new office manager, TERRY WATWOOD, GEORGE SCHMIDT, BILL KLOMP, DAVE FOUNTAIN, Jr., DAVE FOUNTAIN, Sr. and VERN PHIPPS for their efforts and sales this month.

We would also like to welcome ISSA AMER, our new Area Distributor. The FOUNTAIN's have been permanently assigned to ISSA. Looks like a good hook-up; we expect to hear a lot from these three guys.

Thought for the month from Elmhurst: "BE AN OPTOMIST - AT LEAST UNTIL THEY START MOVING ANIMALS IN PAIRS TO CAPE KENNEDY".



Jim Rogers and Pat Carr, tie for Top Dealer of the Month.



Bruce Wall - \$300 Club Trophy plus New Office Manager.



Jim Rogers - \$500 Club Trophy; 3-in-a-day Trophy; Outstanding New Dealer Trophy; Top Dealer of the Month.

THE RIGHT ATTITUDE TOWARD WORK MULTIPLYS ACHIEVEMENT

IN THE CROSSROADS OF AMERICA WAUKEGAN, ILLINOIS

HOUSTON YOUNG, Distributor

Waukegan is back on the move. Had a terrific month in August and we're going to do a lot better in September.

With having DICK VENTURA here to help us get new salesmen and FRED MARCHLAND helping, we'll have a fantastic September.

CAROL DAVIDSON was tops with 18 and FRANK PITTS with 12. MIKE HODGSON says he will be tops in September.

RICHARD LEE is our new part-time man and since he started he has had all cash sales. He says he doesn't like to write contracts.

See you all in Las Vegas



Dick Ventura (r) congratulates Mike Hodgson on a fine job.



Dist. Hugh Young (r) congratulating Mike Hodgson. He got 2 sales right away. Says he'll be top in Sept.



Our new men ready to go get Kirby sales: Nathan Temple, Terry Demars and Tim Gounihan (l to r).



Dist. Hugh Young congratulates Dick Ventura on a job well in regard to hiring.

IN THE CROSSROADS OF AMERICA WAUKEGAN, ILLINOIS

HOUSTON YOUNG (Continued)



Dist. Hugh Young (l) congratulates Richard Lee. Three Cash sales over the week end. Richard had 6 cash sales in August.



Mike Hodgson received a set of silver ware and a radio for 2 sales.



Dist. Hugh Young (l) congratulating Fred Marchland for his fantastic month in sales and training.

**THERE WILL ALWAYS
BE A FRONTIER
WHERE THERE IS AN
OPEN MIND AND AND
A WILLING HAND!**



IN THE CROSSROADS OF AMERICA MARQUETTE, MICHIGAN

MARV MEYERS, Distributor

Summer's over, the children are back in school; and house cleaning time is here once again.

We want to welcome into Kirby new men BOB STONEBURNER, GRANT FLINDERS and JERRY HAMEL.

GRANT FLINDERS is starting a new career after 27 years as an insurance broker in another state, is out to carve himself a big chunk of that Kirby money.

See you all in Las Vegas.

Marv

WHAT'S HOLDING YOU BACK? BY NOW YOU KNOW THERE IS:

- A GOAL YOU SHOULD BE PURSUING;
- A DREAM YOU SHOULD BE LAUNCHING;
- A PLAN YOU SHOULD BE EXECUTING;
- A PROJECT YOU SHOULD BE STARTING;
- A POSSIBILITY YOU SHOULD BE STARTING;
- A POSSIBILITY YOU SHOULD BE EXPLORING;
- AN OPPORTUNITY YOU SHOULD BE GRABBING;
- AN IDEA YOU SHOULD BE WORKING;
- A PROBLEM YOU SHOULD BE TACKLING;
- A DECISION YOU SHOULD BE MAKING.



IN THE CROSSROADS OF AMERICA MILWAUKEE, WISCONSIN

RON WEAR, Distributor

JIM JOHNSON brought the traveling trophy to Milwaukee as Top Dealer in August. He did it with a positive attitude and a lot of hard work. Looking up at that trophy with his name listed for the second consecutive month, JIM made the statement, "I just might fill that plaque for the rest of the year." JIM can do it too, as long as he wants to.

Of course there are certain contingencies to cope with. PAUL MOODY, who fell to second place on the last day of August, knows of three types of people - wishers, wanters and needers. Successful salespeople are wanters and PAUL is a proven success. This writer has concluded that the top man in September will be the one who wants the most.

Don't discount RICK GAGO and BRIAN STAUFF. RICK and BRIAN battled to a close finish in August and both are ready for a prolonged hot streak.

New A.D. ED CYGAN completed his first full month in his own office and knows the only way is up. Apparently August was for organization because, although it showed Lake Geneva with a respectable sales record, as of this writing, ED has a B.M.I.B. going for September.

A super August came from the word SALE; and this is how to get that sale.

A sale starts with self-motivation, the desire to get out there and do the job. Next comes an advantage. It doesn't make any difference what you're doing, be it business, sports or whatever, the smart person is going to make sure that if he goes into competition he will have whatever advantage he can get. How do you get the advantage for a Kirby sale? The advantage comes by preparation and practice, by learning to organize yourself and your time to the ultimate. A successful hunter doesn't take to the woods without the proper equipment, all of it, the knowledge of where he is going to go, and definite plan of action to take when he gets there. Be a hunter, equip yourself with all the tools of your trade. Equip your mind with the information you'll need to use your time wisely, and don't be surprised, be sure! If you want that sale, remember what you as a salesman are out in the field for. You are the expert; you have the knowledge; you can answer the questions for your prospect; but you can't answer any questions and you can't solve any problems if you don't hear what they are! That's right Mr. Salesman, before you talk you have to listen! Listen to your prospect, not as a blank wall, but as a concerned professional with the proper prescription to remedy your prospects problems. After you listen, after you've heard, then it's your time to answer. How is your answer given? It's given with enthusiasm, enthusiasm because you're in the greatest profession in the world, helping people, enthusiasm because questions mean interest and interest in your product means a sale and a sale means money in your pocket.

Self-motivation, advantage, listening and enthusiasm - SALE; and if you're going to add a "S" to make that sale a plural that "S" can stand for only one thing and that, my friend, Mr. Salesman, is SUCCESS.

Decide for yourself because remember -

"YA GOTTA WANNA"

AMBITION IS WANTING
SOMETHING BETTER.
SUCCEES IS GETTING IT.

**HOW TO
KILL A
SURE
SALE**

THIS FEATURE IS
FOR YOUR
LIFE!
IT'S THE
ONLY WAY TO
GET A
SURE
SALE!
IT'S THE
ONLY WAY TO
GET A
SURE
SALE!



DO NOT LISTEN!



TELL A DIRTY JOKE!



BE LATE!



CONFUSE THEM!



KNOCK THE
COMPETITION!



TALK FIRST
THE CLOSET!



DISCUSS POLITICS!

YOU

*You are the fellow that has to decide
Whether you'll do it or put it aside.
You are the fellow that makes up your mind
Whether you'll lead or linger behind,
Whether you'll try for the goal that's afar,
Or be contented to stay where you are.
Take it or leave it. Here is something to do.
Just think it over. It's all up to you.
Nobody will compel you to rise;
No one will force you to open your eyes;
No one will answer you yes or no
Whether you stay or whether you go.
Life is a game, but it's you who must say
Whether a cheat or a sportsman you'll play.
Fate may betray you, but settle it first,
Whether to live your best or your worst.
So, whatever it is you are wanting to be
Remember, to fashion the choice you are free.
Keeping the right way or taking the wrong,
Kindly or selfish, or gentle or strong,
Careless of honour of guarding your pride,
All these questions you must decide.
Yours the selection, whichever you do,
The thing men call character—it's all up to*

YOU!!!

ATTACHMENT SALES



TIMM DUNN - Highland, Indiana



FRANK PITTS - Waukegan, Illinois



DEXTER GOUDE - Racine, Wisconsin



JIM JOHNSON - Milwaukee, Wisconsin



MIKE RAMKER - Racine, Wisconsin



JOE CATRONE - Elmhurst, Illinois

ATTACHMENT SALES = PLUS PROFITS !!