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TOP IN JULY

TOP DISTRIBUTOR



HERB KESLER - Appleton, Wis.

DEALER OF THE MONTH



DAN AUSMAN - West Allis, Wis.

TOP PART-TIME DEALER



JEANETTE HEUSER - Green Bay, Wis.

TOP DEALER IN
ATTACHMENT SALES



DICK GENTHE - Waukesha, Wis.

TOP AREA DISTRIBUTOR



JOHN KESLER - Manitowoc, Wis.

OUTSTANDING NEW DEALER



BOB R. CUTTER - West Allis, Wis.

HONORABLE MENTION



DICK GENTHE - Waukesha, Wis.

TOP TEN DISTRIBUTORS BY VOLUME
YEAR TO DATE

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

TOP PERCENTAGE INCREASE
YEAR TO DATE

- | | | |
|--------------|---------------------|-----|
| Al Potter | Michigan City, Ind. | 127 |
| Arvel Tegels | Eau Claire, Wis. | 5 |

TOP TEN SFR DISTRIBUTORS

- | | | |
|--------------------|------------------|------|
| 1. Butch Johnson | Schofield, Wis. | 611 |
| 2. Kaye Boldon | Waukesha, Wis. | 625 |
| 3. Sheckles-Nelson | Racine, Wis. | 654 |
| 4. Ken Jensen | Green Bay, Wis. | 674 |
| 5. Marv Myers | Marquette, Mich. | 862 |
| 6. Chuck Pierson | Schofield, Wis. | 903 |
| 7. Herb Kesler | Appleton, Wis. | 908 |
| 8. Jerry Altenburg | West Allis, Wis. | 976 |
| 9. Dale Michael | Greenfield, Wis. | 1044 |
| 10. Ernie Olness | LaCrosse, Wis. | 1061 |

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IN THE CROSSROADS OF AMERICA
TOP SIX AREA DISTRIBUTORS



JOHN KESLER - Manitowoc, Wisconsin



LARRY VEZINA - Superior, Wisconsin



JERRY COOK - Wauwatosa, Wisconsin



STEVE GRIFFITH - Sterling, Wisconsin



RAY BALDWIN - Bartlett, Illinois



LEON CZARNY & WALLY CZWODZINSKI
Westmont, Illinois

TOP TEN DISTRIBUTORS BY SALES JULY

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

TOP TEN DISTRIBUTORS BY PURCHASES OF ATTACHMENTS YEAR TO DATE

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

DISTRIBUTORS

ATTACHMENT

SALES

		Points
Tom Lokken	Rockford, Ill	106.9
Will Hart	Oak Park, Ill.	95.7
Ken Jensen	Green Bay, Wis.	94.8
Al Potter	Michigan City, Ind.	93.3
Joe Piazza	Highland, Ind.	92.4
Dale Michael	Greenfield, Wis.	91.9
Butch Johnson	Schofield, Wis.	91.7
Russ Hunt	Lafayette, Ind.	91.1
Mickey McClay	Chicago, Ill.	89.6
Bob Cutter	Fond du Lac, Wis.	86.8

PROMOTIONS

Ed Cygan Kenosha, Wisconsin Area Distributor
John Gilbertson Superior, Wisconsin Sales Manager

YOU MAY OCCASIONALLY LOSE,
BUT YOU'RE NEVER BEATEN UNTIL YOU QUIT.

TOP TWELVE DEALERS



DAN AUSMAN - West Allis, Wis.



DICK GENTHE - Waukesha, Wis.



STANLEY BLICHARZ - Madison, Wis.



EUGENE JUUL - Madison, Wis.



BOB CUTLER - West Allis, Wis.



BOB BUSSELL - Chicago, Ill



BOB BONK - Manitowoc, Wis.



DAVE PETT - Bartlett, Ill



JACK QUINLAN - Waukesha, Wis.



ALAN HIRSCHBEIN - Milwaukee, Wis.



GRANT PETERSEN - Milwaukee, Wis.



BILL STREGGE - Racine, Wis.



IN THE CROSSROADS OF AMERICA

TOP DEALER SALES

Dan Ausman	West Allis, Wis	24	Grant Petersen	Milwaukee, Wis	12
Dick Genthe	Waukesha, Wis	25	Bill Stege	Racine, Wis	11
Stanley Blicharz	Madison, Wis	19	Ron Suchalla	Milwaukee, Wis	11
Eugene Juul	Madison, Wis	18	Wayne Lasek	Madison, Wis	11
Robert Cutter	West Allis, Wis	16	Steve Davis	Schofield, Wis	11
Bob Busiel	Chicago, Ill	16	Paul Moody	Kenosha, Wis	11
Bob Bonk	Manitowoc, Wis	15	John Toobey	Milwaukee, Wis	11
Dave Pett	Bartlett, Ill	14	Chuck Zittlow	Green Bay, Wis	10
Jack Quinlan	Waukesha, Wis	13	Dave Shereda	Wauwatosa, Wis	10
Alan Hirschbein	Milwaukee, Wis	13	Bob Wright	Madison, Wis	10

PRESIDENT'S PINS

Dan Ausman West Allis, Wisconsin 3rd leg

FIVE STAR PINS

Robert R. Cutter West Allis, Wis. 1st leg
 John Krieler Manitowoc, Wis. 1st leg
 John Gilbertson Superior, Wis. 1st leg

TEN PINS

Robert R. Cutter West Allis, Wisconsin
 Mike Ace Appleton, Wisconsin
 John Gilbertson Superior, Wisconsin
 Rick Correll Superior, Wisconsin
 Dave Shereda Wauwatosa, Wisconsin
 Al Hirschbein Waukesha, Wisconsin

IT IS NOT ONLY WHAT
 WE DO BUT ALSO WHAT
 WE DO NOT DO FOR WHICH
 WE ARE HELD RESPONSIBLE



IN THE CROSSROADS OF AMERICA

SALES AWARDS

Robert Cutter	West Allis, Wis	Slacks, shoes
Ray Frank	Aurora, Ill	Kirby towel
Nick Golich, Jr.	Aurora, Ill	Cooler chest
Rick Koempel	Aurora, Ill	Lawn chair, Kirby towel, badminton set
Al Frieberg	Milwaukee, Wis	Gas
Mark Konen	Milwaukee, Wis	Gas
Chuck Zittlow	Green Bay, Wis	Cash, RR
Jeanette Hrusler	Green Bay, Wis	Cash, RR
Ron Suski	Green Bay, Wis	Gas, Hot dogger
Ron Pasowicz	Green Bay, Wis	RR, gas
Paul McNutt	Green Bay, Wis	Cash, gas
Dave Dufek	Green Bay, Wis	Antique throw
Bill Stege	Racine, Wis	\$200, boat, fishing rod, jarts, Kirby towel
Larry Johnson	Racine, Wis	Cooler, grill, fishing rod, Kirby towel
Dan Beice	Racine, Wis	Kirby towel
Mike Ramker	Racine, Wis	Kirby towel, lawn chair
Paul Rhyner	Racine, Wis	Kirby towel
John Gilbertson	Superior, Wis	Steak dinner, 3-in-a-day trophy, cookware
Rick Correll	Superior, Wis	Steak dinner, 3-in-a-day trophy, cutlery
Sandy Hackensmith	Superior, Wis	Cooler, fishing rod, 3-in-a-day trophy, secretary
Rick Hendrykowski	Greenfield, Wis	50 gal. gas
Chuck Millwer	Greenfield, Wis	shoes
Dick Hatton	Greenfield, Wis	50 gal. gas, dinner for 2
Dave Shereda	Wauwatosa, Wis	\$50 cash bonus, Cross pen set
Dick Genthe	Waukesha, Wis	KA



Only

K-I-R-B-Y

Could Do It!



IN THE CROSSROADS OF AMERICA

RACINE, WISCONSIN

DON SHECKLES & CLINT NELSON, Distributors

B. M. I. B.

We ended the month with 95 approved sales; not bad for our 4th month in business! Our dealers were winners too with lots of prizes and cash for a job well done.

BILL STREGE walked away as top dealer this month, a title well-deserved. He's set to enjoy the summer with a boat, fishing rod, jart game and Kirby towel, not to mention \$200 cash he won for his great determination!

MIKE RAMKER, in Burlington, along with **PAUL RHYNER** are busy building the branch office there, but took time to win a couple of Kirby towels. **MIKE** also won a lawn chair. Your efforts are appreciated. Hard work pays off.

LARRY JOHNSON and **JONAS PEARSON** won an assortment of prizes including coolers, weber grills, fishing rods and Kirby towels. Enjoy them - you earned them! **DONNY SHECKLES** awakened to the Kirby Opportunity this month when he canvassed his first sale. Our latest addition, **DEXTER** from Dallas, is keeping active training, canvassing and inspiring the troops. You're doin' great, Cowboy!

Special thanks to **LARRY VEZINA** in Superior and **LENNY CONKLIN** in Ashland for helping us to get those 95 deals, making this our 4th B.M.I.B.

Superior, Wisconsin - Larry Vezina, A.D.
B.M.I.B.

Hello from Superior!

July was hot, but our sales were even hotter! Our two new full-time men have been doing terrific things. **JOHN GILBERTSON** worked real hard and earned his 10-Pin, his first star, 3-in-a-day trophy and has qualified for the trip to Vegas. He has been promoted to sales manager.

RICK CORRELL earned his 10-Pin, a 3-in-a-day trophy and also qualified for the trip to Vegas. Not bad for his first month with Kirby. We're going to give Rick a week-end off in August to get married, so the trip to Vegas will make a nice honeymoon.

CHARLIE MOORE, our part-time man, has gone home to Illinois for 3 weeks. He'll be back soon and ready to work. Our phone girl, **SANDY HACKENSMITH**, has really done great this month. She set seven sales in a week and three sales in a day. Keep up the good work, **SANDY**! We also gave **SANDY** a trophy for setting 3 sales in one day, because she's been doing such a great job.

"Don't advertise your troubles, there is no market for them".

MAKE 60 DEMOS A MONTH A HABIT!



IN THE CROSSROADS OF AMERICA

RACINE, WISCONSIN

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



Larry, with the grill he won.



Bill (r) and Dexter have been selling in the country. Green squash and green dollars.



Dan received a towel for 3 demos in a day.



Larry (l) giving John his 10 Pin.



Larry (l) giving Rick his 10 Pin.



Mr. Peter Menka (l) congratulating Dexter on the fine job he's doing.

IN THE CROSSROADS OF AMERICA RACINE, WISCONSIN

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



Capt. Bill trying to row out of the office with the boat he won.



Rick and John showing off their trade-ins.



Sandy, hard at work booking appointments.



Larry giving Pat a hand with the book work.



Rob Conzel with his 3-in-a-row trophy.



Larry Vezina (R) presenting John with a 3-in-a-row trophy.

IN THE CROSSROADS OF AMERICA WAUKESHA, WISCONSIN

KAYE BOLDON, Distributor

collectingdust.com

Congratulations are in order for DICK GENTHE for being top dealer with 23 sales and a fantastic 17 sales in two days - when DICK decides to go to work he can really sell.

AL HIRSCHBEIN, a new dealer, also deserves a word of praise for selling 13 personals and, along with JACK QUINLAN who also got 13 sales, tied for second place in the organization for the month of July. GRANT PETERSEN did his usual fine job with 12 sales.

Branch Manager, ED BLUMBERG, had the top outside office with 40 sales and proves that you can sell Kirbys consistently in Milwaukee if you work.

collectingdust.com

Welcome to new dealers, JERROD LOGGINS, JOHN CUMMINGS, MIKE LIGHTIZER and JOSEPH SHAUVINS. I'm sure that we will be hearing from these men in the months ahead.

Waukesha had its second B.M.L.B. in July with 121 sales and I want to take this opportunity to thank everyone for a job well done. July looks like it's going to be an even better month. See you all in Las Vegas!

Kaye

**ENTHUSIASM
IS THE GREATEST ASSET
IN WORLD -
IT OVERWELMS AND
ENGULFS ALL
OBSTACLES**

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collectingdust.com



IN THE CROSSROADS OF AMERICA

APPLETON, WISCONSIN

HERB KESLER, Distributor

Appleton proved to be a hot spot for customer and sale-wise. Our regulars, JIM, MARILYN, LARRY, MIKE, led by crew manager, ROY and joined by newcomers, DAN and BERNIE did their usual fine job in demming and in turn getting those all important sales. At this time everyone is busy and eagerly adding up their points in order to be eligible for the upcoming fantastic Las Vegas 100% Club. We all keep wondering how the organization of Distributors can keep coming up with these weekends each one more fabulous than the last. We know you all will be there!

JACK GULMIRE of Branch 11 had the great privilege of driving the Tangerine Cadillac the past week and needless to say it sure is a beauty. Now that the Appleton Distributorship has had a "taste" we certainly intend to keep that car in this "neck of the woods" for a long time.

The County Fairs have been a busy time for the crews in all the offices, but with all those leads our August total should exceed anything done this past year. As usual, manpower plays a very important part in the over-all sales total, so along with showing and selling those great Kirby's, FLOYD will be busy hiring and training and most important of all - opening the door of fantastic opportunity to anyone who is willing to work hard and make our customers happy.

Branch 1

July proved to be a fairly respectable month. GARY MOORE, a new Kirby man, turned in enough sales to make the total number of

BOB BONK really enjoyed himself this month. In between all of his tennis, water skiing, racquet ball and swimming, he still managed to sell 15 personals.

A.D. JOHN K., despite all the plans for a truly beautiful wedding, also managed to have 15 sales. We all wish JOHN and NANCY a long and happy life both as man and wife and as Kirby people.



WE'RE ON THE RIGHT TRACK I



IN THE CROSSROADS OF AMERICA

APPLETON, WISCONSIN

HERB KESLER, Distributor (Con't.)



Dist. H.C. Kesler congratulating Bob B on good personal production.



Part of Appleton Sales Crew.



Bob N. top dealer of the week.



Jack Gulmire showing off the 100% Club Cadillac he is driving for a week for being top dealer.

THE ROAD TO FAILURE IS PAVED BY GOOD INTENTIONS

Every Great Lakes Division Dealer Can Win

A FANTASTIC WEEKEND AT SCOTSLAND

3 DAYS
2 NIGHTS
COCKTAIL PARTY
BANQUET
AWARDS



SAUNAS
TENNIS
SKIING
SNOMOBILING
ICE SKATING

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

July was our month for the fairs and vacation, which brought us a lot of good leads and left us little time for selling. Of course, the end result: we fell a little short of our sales quota this month. But with the good leads, and knowing that extra effort makes the difference, we would like to extend congratulations to our group of Champions who Build with the basics: WAYNE LASEK, BOB WRIGHT, STEVE KORTSCH, RICH FALK, RICH STACY, FRANK REIGHARD, DAVE DAVIES, STANLEY BLICHAZ; Our Branches: BEN HAWKE, EUGENE JUUL, LEONARD KNABLE; Our Areas: DON BYRD, ROGER JEWELL and S.J. VANHOOSE.

You are a very important person expelling enthusiasm, which is the yeast that ranes the dough and use what talents you possess, because the woods would be very silent if no birds sang except those that sang best. So we'll all be like a duck: Keep calm and unruffled on the surface, but paddle like the devil underneath. If you can't be best, you could be better. There's still room at the top and one of the greatest sources of Energy is Pride in what we are doing. Remember, Success only comes before Work in the dictionary.

IF YOU WANT TO
CONQUER NEW
HORIZONS, YOU MUST
HAVE THE COURAGE
TO LOSE SIGHT
OF THE SHORE

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

Kirby
Classic Ω

"DOUBLE-Q"

CAMPAIGN JUNE 1 THRU SEPT. 30, 1975

30

15
KIRBY DISTRIBUTORS
WIN

WINNING
ORGANIZATIONS

15
KIRBY DISTRIBUTORS
WIN



1976 LINCOLN CONTINENTAL TOWN CAR



1976 CHRYSLER CORDOBA

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





IN THE CROSSROADS OF AMERICA



Let's face it...there are tigers and there are turkeys. Tigers are good hunters — and what's more they keep what they get. They gambol happily. Their children are secure — their wives are content. Turkeys work hard too. But they are weak. They lose out a lot. Their children are scared. Their wives gobble unhappily. The poor hard-working turkey gradually weakens. Before he knows it — he's been eaten up.

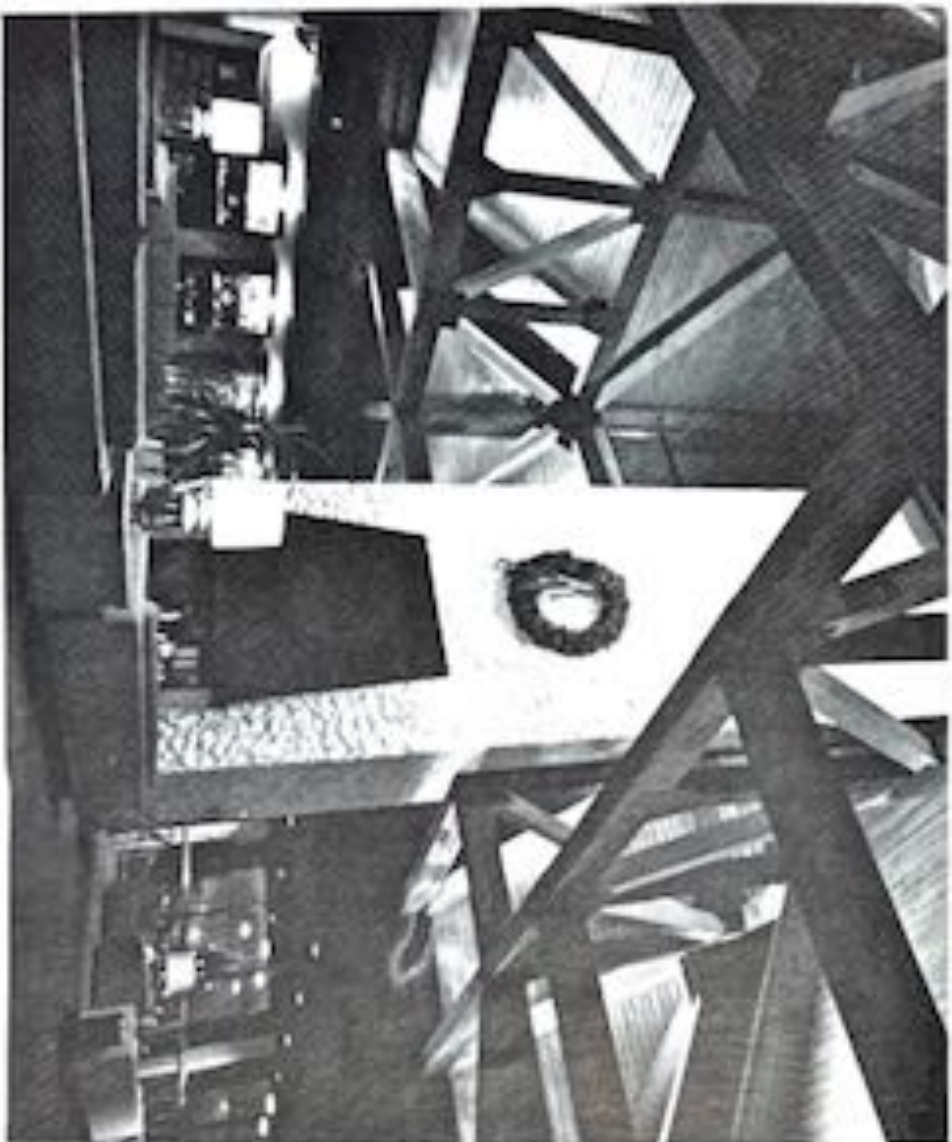
Turkeys work hard and end up with a little.

Tigers work hard and end up with a lot.

BE A TIGER!

"DOLLARWISE"
Compliments of HERB KESLER

SEPTEMBER, OCTOBER, NOVEMBER, DECEMBER — FEBRUARY 20, 21 & 22, 1976 SCOTSLAND RESORT — OCCONOMOWOC, WISCONSIN



CONTEST RULES:

SENIOR KIBBY DEALERS with 1000 points per month or minimum total of 4320 points for 4 months will qualify.
KIBBY PART TIME DEALERS with 540 points per month or minimum total of 2160 points for 4 months will qualify.
AREA DISTRIBUTORS with 2700 points per month or minimum total of 9000 points for 4 months will qualify.
AREA DISTRIBUTORS CAN QUALIFY AS SENIOR DEALERS.
NEW DEALERS coming on within 30 days of completion of contract can qualify with 1000 points.

KIBBY'S : 50 points
ATTACHMENTS : 10 points
MIRACLE HEADS : 20 points
HANDY BUTLERS : 20 points
RUG RENOVATORS : 20 points
MIRACLE WAXERS : 10 points



Step Out And Be Recognized





IN THE CROSSROADS OF AMERICA MILWAUKEE, WISCONSIN

RON WEAR, Distributor

Talk to Kirby people and you'll wind up talking about opportunity. Talk to ED CYGAN and you'll wind talking about taking advantage of that kind of Kirby opportunity. ED started living the Kirby opportunity in April and effective August 1st will start living it as an Area Distributor. CONGRATULATIONS, ED, on a super job!

JIM JOHNSON has been saying that he would do it and July was the month for it. JIM led both Milwaukee and Kenosha in sales and earned the Top Dealer award for himself and the traveling trophy for Milwaukee. BOB WOJO and BRIAN STAUFF have decided that once is enough for JIM and don't intend on leaving him top honors for August; but now we'll just have to watch to see who will put out the most effort and wind up on top.

The competition isn't only within the offices, but we have some fierce rivalry between the offices, too. PAUL MOODY and RICK GAGO will try to lead the Kenosha office to the top in August and some extra incentive has been initiated. We have always mentioned the super back-up people we have in all our offices and in August these will also be directly involved. DARLENE, in charge of all of Milwaukee's detail work, and GIGI, the Kenosha office's chief chairborne-paragraph jumper, have each staked their coffers and countenances against each other for the offices. It's a pie for the loser and we can guarantee there will be an extra push out the office door as these girls prod their salesmen into winning the traveling trophy and safeguarding their morning cosmetological efforts.

It's all done in fun; but the fun is in the winning and the winning is in the doing; and to do it - - -

"YA GOTTA WANNA"



Ed Cygan signing his A.D. papers.
Congratulations!
OPPORTUNITY STRIKES AGAIN!

TIME SPENT IN HELPING SOME- ONE ELSE IS NEVER WASTED



IN THE CROSSROADS OF AMERICA MILWAUKEE, WISCONSIN

RON WEAR, Distributor (Con't.)



Jim Johnson, Top Dealer for Kirby Dist. Co.
Keep up the good work!



Brian Stauff says Kirby business is great, as he stands by his new car.



Paul Moody says Kirby Dist. Co. could use a new car, so he's going to be No. 1 in August.



Bob Wojo turning in another sale.
Go, Go, Wojo.



Gigi says she doesn't want a pie in the eye, so I'll make appointments too.



Darlene's not about to get a pie in the face either. She set 5 appointments last Friday.



IN THE CROSSROADS OF AMERICA

OAK PARK, ILLINOIS

WILL HART, Distributor

In memory of "POP".

We are dedicating our space to him. The Dealer of the Month of July Plaque is hung in our sales room with Pop's name on it in his honor.

His enthusiasm for life was fantastic. He went to bed about 1:00 a.m. every day and was up at 5:30 a.m. He ran around our office faster than any 3 of us. He was 72 years young. We here at H Kirby loved him and will miss him very very much.

He is probably making the angels hustle.

Also our sympathies to the Altnsburgs for their loss.

We are back to work. August will be dedicated to mass production.



Pop with some of his Kirby friends.



POP BAUMANN

THE WISE MAN DOESN'T EXPECT TO FIND
LIFE WORTH LIVING—HE MAKES IT THAT WAY



IN THE CROSSROADS OF AMERICA

EAU CLAIRE, WISCONSIN

ARVEL TEGELS, Distributor



"Don't drink that, Mr. Baumann", we warned the divisional assistant as he gulped the mixture of KGF 40, Instant Suds, and Scuttle. Sid's irrefragable charm comes through to affect Kirby ladies Vicky Hering and Debbie Tegels.



Debbie Tegels proves that "When you're hot you're hot" with her pin, trophy, jug of money and "buddy" Randall Raschke. Debbie shows Randy what the future with Kirby offers.



Debbie Tegels receives her ten pin from sales manager Dennis Harnden. Debbie is proving herself the Dealer to beat at Eau Claire.



The top trophy awarded in July went to Debbie Tegels who gave a top effort for the month. Sales manager Dennis Harnden presents Debbie with her trophy.

PERSONALITY
CAN OPEN DOORS

CHARACTER
KEEPS THEM OPEN



IN THE CROSSROADS OF AMERICA

WEST ALLIS, WISCONSIN

JERRY ALTENBURG, Distributor



Scott Shabat in service department. Scott has been a great asset in service since Wally Yokom has been sidelined recuperating from open heart surgery.



HARD WORKING Dan Ausman receiving his 24+ tab with 3 rubies. Dan has been a constant high producer since starting with Kirby full time in May of '74.



Bob R. Cutter receiving his 10-Pin certificate. Bob started in West Allis on July 14 and finished the month with 16 sales to earn his 10-Pin.



**DON'T FORGET
THE
BUDDY SPONSOR
PROGRAM**



IN THE CROSSROADS OF AMERICA

GREEN BAY, WISCONSIN

KEN JENSEN, Distributor

July was so hot here, many of our "OLD PROS" had to rest a little, so our NEW KIRBY PEOPLE took over TOP DEALER credits. CHUCK ZITLOW and JEANETTE HEUSER were top dealers consecutively, and both will be going on the VEGAS TRIP. They really deserve this great trip. GREAT GOING!!!

Close behind them were RON SUSKI, C.J. SCIMIDI and STEVE WETTS, also a new KIRBY MAN. STEVE ROSIK also found time to sell in July, besides all his other duties as sales manager. ROGER GRONKE, our A.D., had a real good month of July. He's been out there getting those extra names that count.

Our entire crew is starting off a BETTER AUGUST. The Door Knocking Approach seems to be catching on much better with the guys. Sure get better leads that way.

The entire Green Bay Crew is hoping for just a little cooler month of August so more people stay home evenings to have their once-in-a-lifetime-chance to purchase the New Kirby Omega from one of our Great, and I mean really GREAT CREW!!

GOOD SELLING TO EVERYONE IN AUGUST

As always, Fay
& Ken too!

**LEARNING IS THE
PREFACE TO DOING,
AND IF DONE
WELL, RESULTS IN
WISDOM!**



IN THE CROSSROADS OF AMERICA GREENFIELD, WISCONSIN

DALE MICHAEL, Distributor

The gang at the Greenfield office is coming on with new people, more hiring, and most of all sales, sales, sales.

DICK HATTON was our top man for the month of July, but was followed closely by SCOTT R., CHRIS L., CHUCK M., JOHN S., RICH H. and WENDELL K.

Everyone here has committed themselves to have their Best Month In Business, so with this kind of enthusiasm we will have our best ever here in Greenfield.

JERRY COOK, Area Distributor in Wauwatosa, had his Best Month In Business in July and says he is going over the Forty mark in August. New man DAVID SHEREDA has already received his 10-Pin and is going strong this month.

See you in Las Vegas with a B.M.I.B. and lots of green.



A.D. Jerry Cook (R) presenting David Shereda with his 10 Pin.



START WITH,
STAY WITH AND
BUILD WITH THE BASICS



IN THE CROSSROADS OF AMERICA AURORA, ILLINOIS

NICK GOLICH, Distributor

GREETINGS!

We just finished a Fair, so leads are plentiful so are the sales Right, Gang???????

NICK, Jr. reached his goal, by winning the Las Vegas trip. Congratulations . . . NICK really put out a lot of extra Kirby effort that has paid off. Now he wants some extra change? for Vegas. Good going, NICK

RICH KOEMPEL is on the upward swing. With the new addition to his family, he's out to wheel and deal. Welcome to RAY FRANK, who has just completed his training.

A Big Kirby Thanks to DON SHECKLES and CLINT NELSON's office for their help with our dealers on our recent trip to their office.

See you in Vegas.

Branch No. 1 - Lisle, Illinois

DAVE SIMMONS and his office are on the Kirby bandwagon. MARTY STARK and RANDY SLEZAK are leading the office in sales. JOE STAFFORD is right behind. KURT DOBERSTINE, new dealer, has his goals set. We wish him the best in Kirby.

Increased Manpower in August is DAVE's goal, so let's hit it

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



SALESMANSHIP
IS
SHOWMANSHIP
BY DEMONSTRATION
AND ILLUSTRATION



IN THE CROSSROADS OF AMERICA MARQUETTE, MICHIGAN

MARV MEYERS, Distributor

Area Distributors RAY BALDWIN of Bartlett and LEON CZARNY and WALLY CZARODZINSKI of Westmont are to be congratulated for qualifying for the trip to Las Vegas. Great job, men, and keep up the good work.

Bartlett - Ray Baldwin

Congratulations to DAVE PETT for qualifying for Las Vegas with 14 sales his first month in business.

ADDISON, ILLINOIS

DANIEL WELSTEAD, Distributor

Welcome to Kirby new Sales people - GRETCHEN BELL and welcome back TED THOMAS.

Our congratulations to the youngest son; who has developed into a professional in a very short time.

GARY LOVELADY, TERRY THIBODEAUZ, IKE PUMMILL and KAREN RIVARD have promised to go to work now that summer is almost over.

Max

Opportunity is happening NOW in Kirby!



Kirby
Classic Ω



IN THE CROSSROADS OF AMERICA



EVEN SUCCESSFUL
TIGERS
ARE WELL GROOMED
ARE YOU?

THE LITTLE BLACK HEN

Said
The Little
Red Rooster,
"Gosh all hemlock!
Things are tough.
Seems that worms are get-
ting scarcer and I cannot
find enough. What's
become of all those fat
ones is a mystery to me.
There were thousands thru
that rainy spell - but now
where can they be!" The old
black hen who heard him, didn't
grumble or complain. She had gone
through lots of dry spells; she had lived
through floods of rain. She flew upon the grindstone, and
she gave her claws a whet, as she said, "I've never seen the
time there weren't worms to get." She picked a new and undug spot:
the earth was hard and firm. The little rooster jeered, "New ground!
That's no place for a worm." The old black hen just spread her feet:
She dug both fast and free. "I must go to the worms," she said, "the
worms won't come to me." The rooster vainly spent his day, through
habit, by the ways, where fat round worms had passed in squads,
back in the rainy days. When nightfall found him supperless, he
growled in accents rough, "I'm hungry as a fowl can be. Conditions
sure are tough," he then turned to the old black hen and said,
"It's worse with you, for you're not only hungry but you
must be tired too. I rested while I watched for worms
so I feel fairly perk. But how are you, without worms
too, and after all that work?" The old black hen
hopped to her perch and dropped her eyes in
sleep, and murmured in a drowsy
tone, "Young man,
hear this
and weep:
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"I'm full of worms, and happy
for I've dined both long and well.
The worms are there as always,
but I had to dig like H E L L!"

THIS IS MY CREED

I do not want to be a common man — what is so common as a common man?

I am pledged to seek opportunity — I shall not ask for security. I do not wish to be kept by my company; my ambition dulled by routine movement with no need for initiative.

I want to take the calculated risk; to succeed by my own effort; or fail if I lose sight of my goal for independence. I want to walk with head high, believing in my way of life.

I look for challenges, not for guaranteed existence. Let me thrill to the fulfillment of my purpose to be free from the ravages of the plodding common man.

I will not trade freedom for beneficiaries, nor my dignity for a handout. It is my right to stand proud and unafraid; to think and act for myself, and enjoy the fruit of intelligent effort.

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