



Robert Notte
Divisional Supervisor

Don Sheckles & Roger Silvia
Divisional Assistants

Esther Tessmer
Editor

TOP IN JUNE

TOP DISTRIBUTOR



DICK YOUNG - Madison, Wis.



TOP DEALER IN ATTACHMENT SALES



ROD JOHNSON - Streator, Ill.

TOP AREA DISTRIBUTOR



MIKE ECKLEY - Rice Lake, Wis.

TOP DEALER



DORSEY SNYDER - Joliet, Ill.

OUTSTANDING NEW DEALER



LEONARD CONKLIN, JR. - Superior, Wis.

TOP PART-TIME DEALER



BOB CUTTER - West Allis, Wis.

HONORABLE MENTION



LAURA KONICKI - Elmhurst, Ill.



IN THE CROSSROADS OF AMERICA

TOP TEN DISTRIBUTORS BY VOLUME

YEAR TO DATE

- | | |
|------------------------------|----------------|
| 1. Madison, Wisconsin | Dick Young |
| 2. Waukesha, Wisconsin | Kaye Boldon |
| 3. Elmhurst, Illinois | Jim Molloy |
| 4. Appleton, Wisconsin | Herb Kesler |
| 5. Sterling, Illinois | Steve Griffith |
| 6. Green Bay, Wisconsin | Ken Jensen |
| 7. LaCrosse, Wisconsin | Ernie Olness |
| 8. Chicago Heights, Illinois | Larry Edmonds |
| 9. Oak Park, Illinois | Will Hart |
| 10. Waukegan, Illinois | Hugh Young |

TOP PERCENTAGE INCREASE

YEAR TO DATE

- | | | |
|----------------|---------------------------|-----|
| Jim Molloy | Elmhurst, Illinois | 386 |
| Larry Edmonds | Chicago Heights, Illinois | 96 |
| Paul Moody | Kenosha, Wisconsin | 80 |
| Ken Jensen | Green Bay, Wisconsin | 70 |
| Mel Gall | Milwaukee, Wisconsin | 46 |
| Kaye Boldon | Waukesha, Wisconsin | 45 |
| Ansel Tegels | Eau Claire, Wisconsin | 39 |
| Dick Young | Madison, Wisconsin | 24 |
| Ernie Olness | LaCrosse, Wisconsin | 18 |
| Sid Baumann | Racine, Wisconsin | 15 |
| Will Hart | Oak Park, Illinois | 12 |
| Bob Lee | Oconomowoc, Wisconsin | 11 |
| Conrad Studer | Joliet, Illinois | 5 |
| Steve Griffith | Sterling, Illinois | 5 |
| Mickey McClay | Chicago, Illinois | 4 |

TOP TEN SFR DISTRIBUTORS

- | | | |
|------------------|------------------------|-----|
| 1. Butch Johnson | Streator, Illinois | 265 |
| 2. Ed Cygan | Lake Geneva, Wisconsin | 338 |
| 3. Kaye Boldon | Waukesha, Wisconsin | 434 |
| 4. Bob Bonk | Manitowoc, Wisconsin | 436 |
| 5. John Henry | Schofield, Wisconsin | 485 |
| 6. Paul Moody | Kenosha, Wisconsin | 502 |
| 7. Ken Jensen | Green Bay, Wisconsin | 540 |
| 8. Bill Atkinson | Marquette, Michigan | 760 |
| 9. Ray Beardsley | Superior, Wisconsin | 763 |
| 10. Dick Young | Madison, Wisconsin | 767 |

MEET THE

CHAMPS



IN THE CROSSROADS OF AMERICA

TOP SIX AREA DISTRIBUTORS



MIKE ECKLEY - Rice Lake, Wis.



GARY LOVELADY - Escanaba, Mich.



DOYLE SPURGEON - Hudson, Wis.



PETE BORES - Appleton, Wis.



DAN AUSMAN - West Bend, Wis.



LEON CZARNY & WALLY CZWOZDINSKI - Westmont, Ill.



Congratulations to a Group of Champions

RECRUIT MORE MEN



SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

JUNE TOP TEN DISTRIBUTORS BY SALES

- | | | |
|-------------------------------|-------|----------------|
| 1. Madison, Wisconsin | ..... | Dick Young |
| 2. Waukesha, Wisconsin | ..... | Kaye Boldon |
| 3. Appleton, Wisconsin | ..... | Herb Kester |
| 4. Elmhurst, Illinois | ..... | Jim Molloy |
| 5. LaCrosse, Wisconsin | ..... | Ernie Olness |
| 6. Green Bay, Wisconsin | ..... | Ken Jensen |
| 7. Schofield, Wisconsin | ..... | John Henry |
| 8. Sterling, Illinois | ..... | Steve Griffith |
| 9. Oak Park, Illinois | ..... | Will Hart |
| 10. Chicago Heights, Illinois | ..... | Larry Edmonds |



TOP TEN DISTRIBUTORS BY PURCHASES

OF ATTACHMENTS YEAR TO DATE
DISTRIBUTORS WITH
50 AVERAGE PURCHASES PER MONTH

Points

DISTRIBUTORS

ATTACHMENT

SALES

Will Hart	.....	Oak Park, Ill.	.....	115
Russ Hunt	.....	Lafayette, Ind.	.....	97
Steve Griffith	.....	Sterling, Ill.	.....	90
John Henry	.....	Schofield, Wis.	.....	88
Ken Jensen	.....	Green Bay, Wis.	.....	86
Dick Young	.....	Madison, Wis.	.....	84
Hugh Young	.....	Waukegan, Ill.	.....	83
Ernie Olness	LaCrosse, Wis.	83
Larry Edmonds	Chicago Heights, Ill.	82
Kaye Boldon	Waukesha, Wis.	81

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LET'S ALL GET TOGETHER
TO ACHIEVE NEW GOALS
MANY HANDS MAKE A HEAVY
LOAD LIGHT



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IN THE CROSSROADS OF AMERICA

TOP TWELVE DEALERS



DORSEY SNYDER - Joliet, Ill.



STANLEY BLICHARZ - Madison, Wis.



CAROL DAVIDSON - Waukegan, Ill.



RUSS JOHNSON - Joliet, Ill.



STEVE YOUNG - Madison, Wis.



FRANK PITTS - Waukegan, Ill.



RICHARD KOEMPEL - Aurora, Ill.



CHRIS LANCETTE - LaCrosse, Wis.



ROBERT FLETCHER - LaCrosse, Wis.



STEVE DAVIS - Schofield, Wis.



JOE CATRONE - Elmhurst, Ill.



BOB WOJCIECHOWSKI - Cudahy, Wis.



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TOP DEALER SALES

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Dorsey Snyder	Joliet, Ill.	24	Roger Jewell	Madison, Wis.	11
Stanley Blicharz	Madison, Wis.	23	Roxann Free	Sterling, Ill.	11
Carol Davidson	Waukegan, Ill.	21	Doug Kurschner	Green Bay, Wis.	10
Rod Johnson	Streator, Ill.	20	Tim Lanari	Fond du Lac, Wis.	10
Steve Young	Madison, Wis.	17	Mike Johnson	Streator, Ill.	10
Frank Pitts	Waukegan, Ill.	16	Jim Martin	Elmhurst, Ill.	10
Richard Koempel	Aurora, Ill.	15	John Tremblay	Oconomowoc, Wis.	10
Chris Lancette	LaCrosse, Ill.	15	Mike Altenburg	West Allis, Wis.	10
Robert Fletcher	LaCrosse, Wis.	15	Ed Kolan	Lake Geneva, Wis.	10
Steve Davis	Schofield, Wis.	15	David Schein	LaCrosse, Wis.	10
Joe Catrone	Elmhurst, Ill.	15	Richard Osowski	Milwaukee, Wis.	10
Bob Wojo	Cudahy, Wis.	15	Donald Carnduff	Milwaukee, Wis.	10
Bob Cutter	West Allis, Wis.	15	Jay Kistler	Green Bay, Wis.	10
John Toohey	Milwaukee, Wis.	15	Dave Tremble	Green Bay, Wis.	10
Dick Genthe	Waukesha, Wis.	14	Jim Morz	Green Bay, Wis.	10
David Zank	Streator, Ill.	13	Dave Dufek	Green Bay, Wis.	10
Gil Leonardson	LaCrosse, Wis.	13	Kathy Fermin	Green Bay, Wis.	10
Leonard Conklin, Jr.	Superior, Wis.	13	Grant Petersen	Waukesha, Wis.	10
Ed Gray	Sterling, Ill.	13	Bill Schooley	Waukesha, Wis.	10
Bill Flori	Streator, Ill.	12	Oscar Sanchez	Waukesha, Wis.	10
Marvin Wurth	LaCrosse, Wis.	12	Larry Arndt	Waukesha, Wis.	10
Wally Yokom	West Allis, Wis.	12	Bob Costanzo	Waukesha, Wis.	10
Darrell Peltier	Escanaba, Mich.	12	Ed Blumberg	Waukesha, Wis.	10
Dave Markam	Fond du Lac, Wis.	11	Keith Viertel	Schofield, Wis.	10
Geoff Fletcher	Superior, Wis.	11	Leron Krebill	Kenosha, Wis.	10
James Johnson	Milwaukee, Wis.	11	Floyd Kertscher	Fond du Lac, Wis.	10
JoAnn Quirke	Milwaukee, Wis.	11	Randy Cutter	Fond du Lac, Wis.	10
Kevin Casper	Fond du Lac, Wis.	11	Wally Jung	Cudahy, Wis.	10
Rick Gago	Kenosha, Wis.	11	Paul Zimmer	Hudson, Wis.	10
Jon Bartosik	LaCrosse, Wis.	11	Ginger Lofgren	Madison, Wis.	10
Dale Durand	Hudson, Wis.	11	Robert Finley	Madison, Wis.	10
Linda Hall	Madison, Wis.	11			

PROMOTIONS

Bill Schooley	New Berlin, Wis.	Area Distributor
Dale Neglay	Streator, Ill.	Area Distributor
Geoff Fletcher	Superior, Wis.	Area Distributor
Les Linder	Stevens Point, Wis.	Area Distributor
Mike Ramker	Schofield, Wis.	Distribution Assistant
Dave DeMoe	Schofield, Wis.	Van Master
Carey Green	Elmhurst, Ill.	Supervisor
Dan Jakubowski	Franklin, Wis.	Branch Manager
James J. Broker	LaCrosse, Wis.	Office Trainer

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IN THE CROSSROADS OF AMERICA

FIVE STAR PINS

Dorsey Snyder	Joliet, Illinois	24+ tab
Steve Davis	Schofield, Wisconsin	3rd leg
Robert Fletcher	LaCrosse, Wisconsin	2nd leg
Chris Lancette	LaCrosse, Wisconsin	1st leg

TEN PINS

Scott Winski	Lafayette, Indiana
Bruce Summerville	Lafayette, Indiana
Jay Kistler	Green Bay, Wisconsin
Doug Kurschner	Green Bay, Wisconsin
Dave Tremble	Green Bay, Wisconsin
Bill Flori	Streator, Illinois
Mike Johnson	Streator, Illinois
Joe Mullally	Elmhurst, Illinois
Marvin Wurth	LaCrosse, Wisconsin
Glenn Diedrich	LaCrosse, Wisconsin



SALES AWARDS

Jay Kistler	Green Bay, Wis.	Portable color TV, gas bonus
Doug Kurschner	Green Bay, Wis.	Gas bonus, RR
Dave Tremble	Green Bay, Wis.	RR, MH, gas bonus
Jim Morz	Green Bay, Wis.	KA
Dave Dufek	Green Bay, Wis.	HB
Gwenn Ellis	Green Bay, Wis.	RR
Kathy Fermin	Green Bay, Wis.	RR, gas bonus
Steve Rosik	Green Bay, Wis.	RR
Judy Hackel	Green Bay, Wis.	RR
Debbie Tupper	Green Bay, Wis.	Rib-eye steaks
C. J. Schmidt	Green Bay, Wis.	RR
Steve Davis	Schofield, Wis.	3/\$100 bonuses, ADDP Cert., Free Kirby, \$100 clothes, Top Dealer Award, Pewter Mug
Tom Mertins	Schofield, Wis.	Free Kirby, \$100
David DeMore	Schofield, Wis.	\$100, \$100 clothes
Keith Viertel	Schofield, Wis.	\$100 clothes, Free Kirby
Gene Novitzke	Stratford, Wis.	\$100 clothes
Bob Scutkowski	Schofield, Wis.	\$100
Rod Johnson	Streator, Ill.	\$17 money board, 2 lb. coffee, toilet paper, pen set, carton cigarettes, cologne, coke, sox
David Zank	Streator, Ill.	\$19, 25 gal. gas, toilet paper, carton cigarettes, toothbrush, pt. booze, deodorant
Bill Flori	Streator, Ill.	60 gal. gas, \$25, 12 pk. beer, lawn chair, pt. booze, 2 toothbrushes, sox, deodorant
Mike Johnson	Streator, Ill.	\$26, toilet paper, carton cigarettes, pen set, mouthwash, beach towel
Bob Nicholoff	Streator, Ill.	Beach towel, \$6
Rose Mathews	Streator, Ill.	1 lb. coffee
Ed Kolan	Lake Geneva, Wis.	\$200 cash, SSB/CB radio, Ticket to Sales Seminar
Pat Sullivan	Lake Geneva, Wis.	\$50 cash
John Tremblay	Oconomowoc, Wis.	\$100 cash, 80 gal. gas
Ray Seeber, Jr.	Ft. Atkinson, Wis.	50 gal. gas, clock radio



IN THE CROSSROADS OF AMERICA

SALES AWARDS

Jim Martin	Elmhurst, Ill.	2 KA's, Supervisor of Month, fishing trip
Laura Konicki	Elmhurst, Ill.	Salesman of week
Paul Burdick	Elmhurst, Ill.	Salesman of week, fishing trip
Ken Kujawa	Elmhurst, Ill.	3 in-a-day trophy
Witch Simmons	Elmhurst, Ill.	Fishing trip
Dave Stach	Elmhurst, Ill.	Fishing trip
Carey Green	Elmhurst, Ill.	1 KA, MH
Marilyn Seefeld	Appleton, Wis.	Cash award
Bob Lopas	Appleton, Wis.	Cash award, AM/FM radio
Chris Bassett	Appleton, Wis.	Cash award, Coleman cooler
Dean Hendricks	Appleton, Wis.	40 qt. metal cooler
Ray Glocke	Appleton, Wis.	Cash award, volleyball set
Denis Chouinard	Appleton, Wis.	Tennis racquet
Jim Griesbach	Appleton, Wis.	Tennis racquet
George	Appleton, Wis.	Volleyball set
Vern Boelter	Appleton, Wis.	Cash award, chaise lounge, jarts, BBQ tools
Gary	Appleton, Wis.	Volleyball set
Kurt	Appleton, Wis.	Volleyball set
Gabe	Appleton, Wis.	BBQ tools
Greg Mancil	Appleton, Wis.	Frisbee, cash award
Diane	Appleton, Wis.	Tennis racquet and balls
Russ	Appleton, Wis.	Chaise Lounge
Carolyn	Appleton, Wis.	BBQ tools
Bob Lopas	Appleton, Wis.	cash award
Richard Emerson	Aurora, Ill.	Cash bonus
Tom Houke	Aurora, Ill.	50 gal. gas, liquor chest, watch
Rich Koempel	Aurora, Ill.	KA
Steve Poncar	Aurora, Ill.	Filled beer cooler
Art Schoemann	Whitewater, Wis.	25 gal. gas, cash bonus, Sales Conference
Dennis Timlin	Milwaukee, Wis.	50 gal. gas
JoAnn Quirke	Milwaukee, Wis.	KA
John Devine	Sterling, Ill.	Gas grill
Cindy Carbaugh	Sterling, Ill.	\$100
Dorsey Snyder	Joliet, Ill.	Division ring, boat, trailer & small motor
Leon Czarny	Westmont, Ill.	2nd diamond in Div. ring
Rick Stanford	Cudahy, Wis.	25 gal. gas, 35 gal. gas
Brad Lunaford	Cudahy, Wis.	Shirt, pants, tie, 35 gal. gas
Leron Krebill	Kenosha, Wis.	Calculator, 50 gal. gas
Richard Gago	Kenosha, Wis.	Calculator, shirt, tie
John Kesselman	Kenosha Racine, Wis.	Calculator
Tom Nowak	Kenosha Racine, Wis.	Calculator
Chris Lancette	LaCrosse, Wis.	KA
Rob Fletcher	LaCrosse, Wis.	KA
Mike Eckley	LaCrosse, Wis.	KA
Jim Broker	LaCrosse, Wis.	KA
Glenn Driedrich	LaCrosse, Wis.	RR
Jon Bartosik	LaCrosse, Wis.	RR
Ray Frenzel	LaCrosse, Wis.	RR

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IN THE CROSSROADS OF AMERICA

JUNE

DISTRIBUTOR 100+ CLUB

1. **DICK YOUNG**MADISON, WISCONSIN **225 +**
2. **KAYE BOLDON**WAUKESHA, WISCONSIN..... **200 +**
3. **HERB KESLER**APPLETON, WISCONSIN **150 +**
4. **JIM MOLLOY**ELMHURST, ILLINOIS **125 +**
5. **ERNIE OLNES**LACROSSE, WISCONSIN **125 +**
6. **KEN JENSEN**GREEN BAY, WISCONSIN. ... **100 +**
7. **JOHN HENRY**SCHOFIELD, WISCONSIN. **100 +**
8. **STEVE GRIFFITH** ...STERLING, ILLINOIS **100 +**



THERE'S STILL ROOM



AT THE TOP !



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IN THE CROSSROADS OF AMERICA

SCHOFIELD, WISCONSIN

JOHN HENRY, DISTRIBUTOR

B.M.I.B.



103 Super Sales were sought out during the month of June. What a FANTASTIC ORGANIZATION!

Leading the pack was STEVE DAVIS with 15 Big Sales. STEVE ("Midget," according to DAN) earned over \$2,000.00 in cash and prizes. He's a consistent producer and works smart, (hunts out leads during the week and fishes on the weekend). STEVE is excited about the Kirby Opportunity and wants to be an A.D. in the near future.

TOM MERTENS is back with Kirby after a short lay-off with pots and pans. TOMMY came in with 11 sales in 3 weeks, so now Dan calls him "Tom Terrific" instead of "Cooking Tom". A super Job for a Super Guy. Keep up the good work, TOM, and soon you'll have your Harley. New Man KEITH VIERTTEL came through with 10 Big Sales to earn his 10 Pin, a free Kirby and \$100.00 worth of clothes. Great Job, KEITH! KEITH, by the way, joined DAVE DeMORE's ZOO and since then has been doing super. "Monkey," as they call him, doesn't "monkey around" in a house, and pulls some really high deals.

DAN "the Man" RAMKER is going to be leaving us for a while to journey through Utah. DAN always does a fine job and we wish him the best of fun and frolic. The girls will miss him, but they'll just have to wait for his humble return. Hats off to New Man BOB SCUTKOWSKI, who only started the last two weeks of the month and came through with 5 Big Sales the last two days of the month. When Big Bob breaks the ice, it really cracks. Good Luck and Good Selling, ROBERT.

Old reliable KEVIN EMIGH was busting up things in June; like windows, his arm, his car, etc., etc., etc. KEVIN is looking forward to some really good months with the fairs coming up. KEITH VIERTTEL has offered KEVIN any assistance he may desire. KEVIN is very appreciative of this and has offered to write KEITH out a nice big check for his efforts. JERRY MARTELL (Pekinese) came through with some deals the last week to help go over that "100" mark. "Pedigree" is getting the hang of selling Kirbys since he joined DAVE'S Zoo. He's excited about the upcoming months and is looking forward to earning some really big checks.

DAVE DeMORE ("WAP") did a fantastic job the last week of the month. He got his chance at being a Van Master and is doing a really good job. His Zoo is producing, and he's got the most enthusiasm since he's been in the business. He bet \$100.00 against the A.D.'s that the Van can outwrite them. This should be good. DAVIE got things going the last day of the month to give us those extra few sales to hit 100. Keep it UP, DAVIE. (We mean selling those Kirbys.)

MIKE ("Vampire") RAMKER did a super job in June running the van, riding with dealers, recruiting "Tom Terrific," and flat out generating sales, including his own 10. MIKE'S a "Big" Asset. His wife, LINDA, says she's making him exercise and diet. You'll be hearing more from MIKE RAMKER, he works with enthusiasm that is hard to beat.

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IN THE CROSSROADS OF AMERICA

SCHOFIELD, WISCONSIN

JOHN HENRY, Distributor (Cont'd)



Our A.D.'s are getting their feet wet as for running their offices and soon will be in the 40+ Club. GENE NOVITZKE from Stratford is really excited about his area and did a really good job his first month in business. He's out to crack that area and "Leonard's" the type who will do it. DAVID DAVIDSHOFER in Rhinelander is doing a good job and is "building with the basics." DAVE has taught his brother, GARY, how to shampoo carpets. GARY couldn't believe how easy it is to shampoo with the Classic III Renovator. This is bound to help GARY earn some more ADDP Certificates and legs on his 5-Star Pin. DAVID ("Weasel") bought a new car, which actually runs (we hope). He's recruiting some new people and is going to train SAM and DONDA. You'll be hearing more out of Rhinelander.

The Kirby Company of Central Wisconsin is on the move: Our next goal is 150 sales, which we plan on in August. Distributor HENRY ("Dad") bought a house the middle of June and readily invites his dealers over. After working at "Dad's" house a couple of days, everyone thinks it's easier selling Kirbys than putting in patios, hauling dirt, laying sod till four in the morning and putting in insulation.

The motto for the State of Wisconsin is "Forward," and that's our motto in Schofield! We're on the move!



Tom Mertens - 11 sales in 3 weeks.



Dist. John Henry (r) awards Steve Davis "Top Dealer Award" plus \$50.00.



Dist. Henry (middle) congratulates Tom Mertens and Keith Viertel on earning their 10-Pin Award.



"The ZOO" Tom Mertens, DeMore (Van Master), Jerry Morbel and Keith Viertel.

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IN THE CROSSROADS OF AMERICA

SCHOFIELD, WISCONSIN

JOHN HENRY, Distributor (Cont'd.)



Some of the Schofield Crew enjoying a "friendly" game of basketball during July's rally at Dist. Henry's house.



Keith Vortel - 10 sales his first full month in the business.



Carol Henry smacks Kevin Emigh with a whip cream pie. Kevin likes pies.



Mike Ramker is intent on learning to be a successful Kirby person. "Vampire" eyes don't show during the day!



Kevin Emigh wasn't told we reached 100 sales so got smacked with a whip cream pie. (He was told later.)



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IN THE CROSSROADS OF AMERICA

LAKE GENEVA, WISCONSIN

ED CYGAN, DISTRIBUTOR

Hi! from the Lake Geneva Kirby Gang. We didn't get our story in on time for the June issue of the Tiger News, but I've got to tell you all that we had our Best Month in Business in May. June was also a pretty good month, but definitely not a BMIB.

We would like to take this opportunity to extend a warm welcome to new dealer BRUCE KIRCHHOFF. BRUCE is married to a pretty little gal called DEBBIE, who has been one of our telephone girls for quite a while. We wish this great young couple the very best and hope that they realize all of their hopes and dreams in the greatest of opportunities called the Kirby Company.

ED KOLAN, our "ol' pro," had a super month in June. He won a SSB/CB, qualified for Pheasant Run and the new car, won a ticket to the Sales Seminar in Milwaukee and made lots of Kirby "green."

PAT SULLIVAN, "Mr. Magic," has been astounding his prospective Kirby customers and their families with some "sleight of hand." More important, PAT pulled four Kirby sales out of the "Trick Bag" during the first week of June. Fantastic! PAT went fishing for several weeks since then and will be back soon to start "fishing" for some of those good Kirby prospects.

A BIG HUG and THANKS to office and phone girls SALLY HILL and DEBBIE KIRCHHOFF for doing a great job in running the office and keeping the phones ringing. Keep up the great job, girls.

Thanks to everyone for a job well done. Best regards,

Ed



Ed (Kid) Kolan - Top Dealer - June isn't that smile worth a thousand words?



New Dealer Bruce Kirchoff with contract from first sale. Cash tool!



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IN THE CROSSROADS OF AMERICA

KENOSHA, WISCONSIN

PAUL MOODY, Distributor

B.M.I.B.

We did it again, we had our 8th B.M.I.B. in a row for this Kenosha Kirby Gang. June was a hot month here in Kenosha, hot weather wise and sales-wise, and the leader of our pack of Tigers was the Ole Pro, RICK GAGO, followed very closely by LERON KREBILL and DONNIE SHECKLES. DONNIE is with us on a full-time basis now. Also helping us to obtain our B.M.I.B. were CHARLES ZIELESCH and JOE VASS. Thanks, guys, for a super job well done.

Our number one A.D., BILL STREGE, had another super month. The leader in BILL'S organization was JOHN KESSELMAN, followed closely by TOM NOWAK and JOHN LUDTKE. JOHN is a part timer doing a super job, and last but not least was BILL STREGE, JR. We would like to welcome DAVID SERVI, who sold his first deal on his first appointment, he has a super closing average. Thanks for a job well done.

I also want to thank the secretaries and phone girls. They are JOAN PETERS, GAIL RATELIS, DEBRA LANDREE, BARB FAY, LINDA DeMOE, SUE EDGERTON and KIM SHECKLES. Thanks guys. Keep up the good work. Thanks to DON SHECKLES for your knowledge and incentive for helping us grow.

So with everyone doing what they do best, we are going to -

"KEEP ON KEEPING ON!"



John Kesselman - Top Dealer in Bill Strege's organization.



Bill Strege, Jr. shows he is happy selling two Kirbys in one day.



New man, David Servi. Welcome aboard, Dave.



Tom Nowak - working hard for that Kirby Green.

MAKE IT HAPPEN

RECRUIT MORE MEN



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IN THE CROSSROADS OF AMERICA

KENOSHA, WISCONSIN

PAUL MOODY, Distributor (continued)



New phone girls - Linda DeMoe (r) and Barb Fay



Leron Krebill with a smile during in another contract.



Rick Gago ready to run another appointment.



Chuck Ziesch, doing a super job.



Picture speaks for itself.

JOLIET, ILLINOIS

CONRAD STUDER, DISTRIBUTOR

Good month in Joliet - highest this year. Heat and sun have generated nothing but sales.

DORSEY SNYDER takes first place as dealer for his best month this year with 24 sales. Entitles him to the Great Lakes Division Ring and four chances at the car prize for June. DORSEY'S highest day was June 8th with five sales in one day. He sure was wheeling and dealing. He now has a camper, boat and car, etc. he traded in.

Welcome new dealers, MARK BLOCK and JIM EBENS. Also MARTY GRAMS and DREW RAGUSE.

CONRAD and HOWARD are hiring, building and training, and Joliet will be on the move. July will surpass June.



Dist. Conrad Studer (l) congratulates Dorsey Snyder on receiving his Divisional Ring and 24 plus tab.

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IN THE CROSSROADS OF AMERICA

MADISON, WISCONSIN

RICHARD YOUNG, Distributor

June was another great month in sales for the Madison Organization. Behind every great organization of dealers are the people who put it together. The Distributor, RICHARD YOUNG, with his knowledge of the Kirby business from the bottom up and foresight to bring key people into his organization like DICK VENTURA, with his knowledge of hiring and motivating people — unsurpassed in the business. JACK QUINLAN, with his ability to teach people work habits in the field so as not to have to rely on any other one lead source to be successful in the Kirby business. The girl who keeps it all together in the office, multi-talented in all phases of Kirby business bookwork, NANCY TER BEEST. HOLLY YOUNG, who takes care of the referral leads, inventory and other girl-Friday business around the office. The man we should have selling in the field is our finance man, STUART VOECK. He is doing a fantastic job of selling those Kirby deals to the finance company. Then, the people who take care of the stock and office, DAVID PFEIFER and JEFF THOMPSON. Service people, STEVE YOUNG and RON DINGA, all pull together to make Kirby Company of Madison Number One!

Area Distributor, JOE SHERMAN, with his new dealers is doing a better job each month in his new office. Another Kirby success story in the making.

Area Distributor, ROGER JEWELL, with new dealers, DAN MORGAN and LUTHER JOHNSON, is putting forth that extra effort and finding it goes a long way.

APPLETON, WISCONSIN

HERB KESLER, Distributor

The Appleton Distributorship has greeted summer with a sales pad in hand and have made many of our customers happy KIRBY owners. There is something about the new Kirby Classic III that really turns the dealers and customers "On!"

The crews in all the offices are really "putting forth" an extra effort. Our crew managers, CHRIS and BOB, have their crews in high gear and the competition between the two crews is, at times, a bit frantic.

We welcome two new Area Distributors; LES LINDER in Stevens Point area and MARILYN SEEFELD in New London area. We wish them well and know they will be very successful as "brand new" A.D.'s.



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JUNE 1, 1977 THROUGH AUGUST 31, 1977



Every Great Lakes Division Dealer Can Win

A FANTASTIC WEEKEND AT PHEASANT RUN



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



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

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

A FUNTASTIC AFFAIR!

Every Sale
is a
Credit

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

Every Sale
is a
Credit

DINING - DANCING - SHOPPING - ENTERTAINMENT - SWIMMING

GREAT LAKES DIVISION 100% CLUB



Ring Those Bells

**Kirby
Classic**

CAMPAIGN

May 1 through July 31, 1977



1. The new port of Miami on Dodge Island is the first port of call for Kirby winners. The red carpet awaits their arrival at the embarkation point.
2. Cozumel, Mexico is the second port of call. It is an island of the Yucatan coast of Mexico where Cozumel Nutsall first landed in the new world. Money on the island are ruins of the ancient Mayan culture.
3. Great Cayman is one of four ports of call number three. Chevalier's Cayman named five groups of islands "Les Tortugas" which means "the turtles". He did so because of the large sea turtles he found in abundance.
4. The fourth and final port of call is Cuba. Rice - Jamaica's primary crop of export. A number of birds can be found in the Parrot's Jungle. Despite "mushy" may, see the station, enjoy diverse cuisines and enjoy participating Kirby's First Fleet.

30 Independent Kirby Distributors, their Spouses and up to **3** of their children or Grandchildren will win...

*A
Magnificent
Cruise Aboard
the M/S
Southward*

*one of the "FIRST FLEET"
of the CARIBBEAN"*

HOSTING KIRBY FAMILIES WILL BE



THE M/S SOUTHWARD'S FIRST-CLASS FACTS:

- MORE THAN 2 CREW MEMBERS PER PASSENGER
- DUAL STABILIZERS FOR COMPLETE COMFORT
- OVERALL LENGTH 536 FEET • BEAM 75 FEET
- SHIP-TO-SHORE TELEPHONES
- A THEATRE WHICH SEATS 200 PEOPLE
- DELIGHTFUL DINING IN THE EL DORADO ROOM
- FOUR DIFFERENT NIGHT SPOTS FOR NIGHTTIME FUN
- A CARD ROOM AND LIBRARY

R I N G T H O S E B E L L S

MAY

JUNE

JULY



IN THE CROSSROADS OF AMERICA

SUPERIOR, WISCONSIN

RAY BEARDSLEY, Distributor



Lenny Conklin, Jr., with High Salesman Trophy.



Lenny Conklin, Jr. and his lovely girl friend, Madalyn Thiede.



Jeff Fletcher with Second Place Trophy.

The Start Of Something Big!



The Superior group at the banquet at Stewart's Lodge in Iron River.



Brent Sherman from the finance company and Dawn Jorgensen, his lovely girl friend.



Jeff Fletcher and lovely wife, Maureen.



Uncle Ray and the FY trophy from the group.

JUNE - JULY - AUGUST

GUEST SPEAKER



GUENTER HAASE

DIVISIONAL SUPERVISOR
MOTOR DIVISION

OCTOBER 7, 8 and 9, 1977
AT PHEASANT RUN, ST. CHARLES, ILLINOIS



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

RECRUIT MORE MEN



SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

WAUKESHA, WISCONSIN

KAYE BOLDON, Distributor

June was another good month for the Kirby Company of Waukesha, as we again broke 200, and this is especially good seeing as everyone is on vacation, including me -- and also that we had to fight two tornadoes and some extremely hot weather.

Congratulations are in order for BILL SCHOOLEY, who was promoted to an Area Distributor in New Berlin, Wisconsin, effective July 1, 1977. I am sure BILL will do an outstanding job as he wants to be a Direct Factory Distributor very badly -- Good Luck, BILL.

Congratulations are in order also to new dealer NANCY NEUWIRTH, who sold four complete Kirbys her first week and a half in business. NANCY has an outstanding desire to work hard and that's all that is necessary to make it in our business. Keep up the good work, NANCY.

Also doing an outstanding job is new dealer, DONNA PLASKI, who was recruited by OSCAR SANCHEZ, and I am sure that NANCY will give DONNA some real competition.

July should be and will be a good month for the Kirby Company of Waukesha with everybody back from vacation and, of course, our fairs and shows and the spirit of our new dealers.



Mike Friedman, with Div. Super. Bob Notta, signing his Direct Factory Distributor papers.

NOW IS THE
TIME



New dealers (l to r) John Kunde, Gabriel Bunszek, Gordon Reif and Marshall Sherek. (Kaye Boldon's office).

RECRUIT MORE MEN



SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

WAUKESHA, WISCONSIN

KAYE BOLDON, Distributor (continued)



John Keller, showing brief case, digital watch and hair styler. Also \$50.



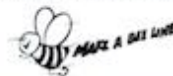
Nancy Neuwirth (new) - countdown weekend - week end - Rug Renovator - most leads over 20.



Dean Schatz (new) - countdown weekend - holding two order forms and trade.



Nancy Neuwirth, West Bend, holding order for her first sale. A complete with nothing off.



MILWAUKEE, WISCONSIN

MEL GALL, Distributor



Don Canduff (l) getting a commission check of almost \$850.00 from Dist. Mel Gall.



Have a
Happy Day!

RECRUIT MORE MEN



SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

GREEN BAY, WISCONSIN

KEN JENSEN, Distributor

Hello from Green Bay!

Congratulations are in order for the following people for winning the trip to Pheasant Run and the opportunity to win a Kirby or a new car: "CONGRATULATIONS" JIM MORZ, DAVE TREMBLE, DOUG KURSCHNER, JAY KISTLER, KATHY and ARMAND FERMIN and DAVE DUFEK.

JAY KISTLER in his first full month with Kirby won a portable color TV and his 10-Pin. He really did an outstanding job and promises even a bigger July. DOUG KURSCHNER also did a great job, but came in second place for the TV. JAY said he can come over to his new apartment and watch it any time. DOUG also received his 10-Pin.

DAVE TREMBLE won his 10-Pin and will be full time with Kirby when this article hits this magazine. He knows what to do and does it right (even cold canvass). Right, DAVID? JIM MORZ (Sales Manager) took time out to get in the field and sold 20 out of his last 29 demos, plus has a 4-in-a-day trophy due. If there were 48 hours to each day instead of 24, JIM would then have time to sell 24 each and every month.

JOHN VAN VONDEREN has been doing a fine job training the new people and has turned out some fine material. A big welcome to YVONNE ZINI, CHERYL FREIS, KEN ROPSON, JEFF BOLDIG, TINA JAMES, DICK LAVINE and MIKE REINHART.

Also a big thanks to all our dealers who helped to contribute to a good month of June. DAVE DUFEK found time to sell 10 machines plus reorganizing our new service department and doing all the service work. He sold the majority of his demos. He just missed a few as he usually does when he trap shoots.

A big thanks to our phone call girls: JUDY, JOANNE, BARB, JUDY, JULIE and IZZY for a nice job in June. With our new facilities a better job will be done in July.

See you at Pheasant Run Lodge in October.

Jim Morz, for Ken Jensen

DE PERE, WISCONSIN
ROGER GRONKE, AREA DISTRIBUTOR

We didn't have a B.M.I.B., but next month has to be better. Congratulations to KATHY and ARMAND FERMIN for winning the trip to Pheasant Run and a chance to win the car. Also thanks to STEVE ROSIK who helped out with sales this month. Good selling to all.



Jim Morz (Sales Mgr.) (l) presenting Doug Kurschner with his 10-Pin.



Dave Dufek and Barb proud of the new service dept. in Green Bay.

RECRUIT MORE MEN



SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

GREEN BAY, WISCONSIN

KEN JENSEN, Distributor (Cont'd.)



Jim Morz (center) wishing the best to Yvonne Zini and Ken Ropson. Both are new dealers with 1 sale each their first weekend out of training.



Jay Kistler proudly displaying the portable color TV he won as high dealer for the month of June.



Sales Mgr. Jim Morz (l) congratulating Jeff Boldig for getting 2 sales his first weekend out of training plus he won a Kirby watch.



Dist. Ken Jensen (l) congratulating Jim Morz for training in 4 contracts in 1 day. Jim has sold 20 out of his last 29 demos.



Sales Mgr. Jim Morz (l) and Trainer John Van congratulating each other on turning out some fine new Kirby people.



Cathy Fermin setting appointments for herself.



Ken Ropson (new dealer) displaying his \$10 trade-in. He only traded \$10 on a complete deal and said that was too much to give off.



Dist. Ken Jensen calling in contract to loan company.



Sales Mgr. Jim Morz (l) presenting 10-Pin to Jay Kistler. Jay also won a portable color TV his first full month in the Kirby business.

RECRUIT MORE MEN



SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

ELMHURST, ILLINOIS

JIM MOLLOY, DISTRIBUTOR

The Elmhurst Kirby Gang continues rolling in the month of June. We have now achieved the number 35 in the international Kirby organization and we will continue to move upward and onward.

I would like to extend my personal thanks and congratulations to some of the team who helped make this possible, supervisors KEN KUJAWA, JIM MARTIN, CAREY GREEN and acting supervisor, PAUL BUDNICK. Through their efforts and efforts of their crew members, we were able to achieve our immediate goals.

Congratulations to: PAUL BUDNICK, who will become a supervisor as of July 1st; DON AUBURN, who was voted the most improved dealer for the month of June; JIM MARTIN, who won two Kirbys. Special thanks to LAURA KONICKI, who won salesman of the week in her first week in business. We are expecting many good things from LAURA.

Additional thanks to other members of the Elmhurst team: JOE CATRONE, AL CLAY, DON AUBURN, DAVE AXTHELM, PETE and PAUL BAZARNYJ, MITCH DYDYCH, GEORGE GLENN, NICK IFKOVITS, MIKE JANIS, PAUL JONUSAITIS, LAURA KONICKI, KIP LANDRY, TOM LESNIESKI, MIKE MAENNER, MARK McDONALD, BILL MORTIMER, JOE MULLALLY, KEVIN PURDY, JOSE RODRIGUEZ, MARK SEDLOCK, MITCH SIMMONS, DAVE STACH, GARY SUTFIN, GARY WATSON and WALLY SWIKLIK. Also our phone girls: CATHY CAMPANELLI, SANDY HEJL and IRENE TOCHA.



Jim Martin relaxing on his fishing trip his crew won.



Cool, Jim Martin (center) caught the smallest fish of the whole trip.



Dave Stach, Mitch Simmons and Paul Budnick waiting till we hit first place.



IN THE CROSSROADS OF AMERICA

STREATOR, ILLINOIS

BUTCH JOHNSON, DISTRIBUTOR

A good month for everyone in Streator Land.

ROD JOHNSON led the group with 20 Big Sales followed by DAVE ZANK with 13. Hats off to BILL FLORI, 12 sales in the first month in business. MIKE JOHNSON followed closely with 10 his first month. These boys are 16 and 17 years old.

BOB NICHOLOFF got off to a good start with three sales his first week. Congratulations to DALE NEGLAY and his wife, PEG, in opening a new office in Ottawa.

OTTAWA

Sales were turned in by new people; ROSE MATHESW, ELISE WILLIAMS, LEWIS VAVAROUTSOS and the old time, DALE NEGLAY. More to come.

SEE YOU AT THE TOP.



This Kitten Purrs - "Rose Mathews".



Top Dealer - Dave Zank - Field Manager



Top New Dealers - Mike Johnson (1) 10 sales and Bill Flori, 12 sales.



Good group of Tigers.

RECRUIT MORE MEN



SELL MORE KIRBYS

RECRUIT MORE MEN



SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

STREATOR, ILLINOIS

BUTCH JOHNSON, DISTRIBUTOR (Cont'd)



Bob Flyn, outstanding new dealer.



New Dealer - Bob Nicholas



New Dealer - Lewis Vavaroutos



IN THE CROSSROADS OF AMERICA

MILWAUKEE, WISCONSIN

RON WEAR, Distributor

Wow! What a hot month!! Sales were hot and so was the weather. July looks even hotter. Let's hear it for the heat.

Number one for last month was JOANN QUIRKE, and what a super job. She worked with new salesmen plus ran her own leads and made lots of money. So much that she went out and bought a new car. Congratulations, JOANN, keep up the good work.

Very close behind was JIM JOHNSON. JIM had a lot of sickness in the family last month but still did his usual outstanding job and is really going strong for this month. GO, JIM, GO!! Next, and what a race for third place, was DIANE LEWIS, followed closely by HENRY WATFORD. Look out next month, DIANE. Other people doing a super job are NOEL CROWDER, DENNIS TOMLIN, SCOTT BUSH, MIKE, DARLENE, PENNY and DONNA. Keep up the good work and let's make July a super hot month.

Remember "YA GOTTA WANNA".



The Milwaukee group along with our Supervisor. What a good looking group.



Our morning phone girl, Donna. "Keep those appointments coming in".



Jim Johnson getting ready for a Hot July Look at that coat and tie, "Sugar".



A.D. Brite Stauf holding one of his Super Sales Meetings.



OCONOMOWOG, WISCONSIN

BOB LEE, Distributor



Mike English and wife, Sharon, with new son, MATHEW MICHAEL ENGLISH. 10 lbs. 5 oz., 22" long - Born June 26th.

Hi from Oconomowoc!

This month JOHN TREMBLAY was our top dealer. He qualified for Pheasant Run. RAY SEEBER, JR. was close behind, but didn't quite catch up with JOHN.

We'd also like to congratulate MIKE ENGLISH on the new arrival of his son, MATHEW MICHAEL ENGLISH. MATHEW was 10 lbs. 5 oz., and 22 inches long. Already MIKE is trying to break his son into being a Kirby repairman.

Thanks to Everyone!



RECRUIT MORE MEN

SELL MORE KIRBYS



RECRUIT MORE MEN

SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

MILWAUKEE, WISCONSIN

RON WEAR, Distributor (continued)



Kirby is great for those who work
John with new car parts it.



Henry keeps selling and the trade-ins
are filling up my basement.

CUDAHY, WISCONSIN

DICK HATTON, DISTRIBUTOR

Between hiring, training and remodeling the main office, we have had a terrific month.

We'd like to welcome aboard RICK STANFORD, who sold four big ones his first week in business, and BRAD LUNSFORD, who sold two on his countdown weekend. We'd also like to welcome back NICK WEBER and his lovely wife, VICKI, who is setting his appointments for him.

Our inside office was led by the old "pro", WOJO, with four in a day, and finished the month with 15 sales. Congratulations to WALLY JUNG for training, doing the repairs and still having time to sell 10 Kirbys. We'd also like to congratulate DANIEL JAKUBOWSKI on his promotion to branch manager in Franklin, Wis. Go get 'em Tiger! We've got a terrific crew and are expecting to hear a lot from these Tigers in the future.

Of course, we can't forget our two main people, GINNY, for running the office and taking care of the books, writing those checks and setting those important appointments, and MARY WOJO, who helps keep the office running and also sets the appointments for everybody.

SEE YOU AT THE TOP!



RECRUIT MORE MEN



SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

CUDAHY, WISCONSIN

DICK HATTON, Distributor (Cont'd.)



Our new man, Rick
Stanford (R), being con-
gratulated by Franklin
Branch Manager, Dan
Jakubowski, on his 4th
sale of the week.



Trainer Wally Jung
kuntz (L) presenting Bob
Wojo with "4 sales in
one day" Trophy.



Dist. Hatton (R) wel-
coming Nick and Vicki
Weber to the wonderful
world of Kirby.



Dist. Hatton (R) pre-
sented Bob Wojo with
"Top Salesman of the
Month" Plaque.



New man, Brad Lun-
ford, demonstrating
how he sold two Kirbys
on countdown weekend.



Office helper Mary Wojo
as she does her tele-
phone soliciting.



Bookkeeper, Ginny Hat-
ton, doing the books in
her newly remodeled
office.



RECRUIT MORE MEN

SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

LA CROSSE, WISCONSIN

ERNIE OLNES, Distributor

June was a great month with 127 sales.

Top Dealer was CHRIS LANCETTE "Crispy Critter" with 15 big sales.

Top A.D. was MIKE ECKLEY in Rice Lake with 36 sales. Nice job, MIKE. This is MIKE'S fourth month over 30 and a B.M.I.B.



Dist. Ernie Olness congratulating Chris Lancette (l) for Top Dealer in June. Chris received a trophy and \$50 bill.

You'll go crazy over this!



Dist. Ernie Olness (ctr.) congratulates Marvin Wurch (l) and Glenn Dendrich on earning their 10 Pines.



l) to r) G. Leonardson, J. Broker, G. Dendrich, C. Lancette, J. Bartoosk, R. Fletcher, R. Frenzel and M. Eckley. All happy winners of Kirbys and RR's in June draw.



June qualifiers for Prize sent. Run l) to r) M. Wurch, G. Leonardson, C. Lancette, J. Bartoosk, R. Benson, B. Fletcher, M. Eckley & D. Schenk.

GIVE YOUR DAILY DEMOS MORE

OOOMPH!



RECRUIT MORE MEN



SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

LA CROSSE, WISCONSIN

ERNIE OLNES, Distributor (Cont'd.)



ADDP Certificates go l) to r) Marvin Wurch, Chris Lancette, G. Leonardson and Rob Fletcher.



l) to r) David Burner, new man - James Paris - welcome back - and Chris Lancette, 15 sales in June.



Sales Manager Daryl Benson (center) awards Chris Lancette (l) and Rob Fletcher with legs on their 5 Star Pro.

we're hatching something **BIG**



Super job, Mike Eckley. Top A.D. (l), with 36 sales in June.



Jon Bartoosk (l) receiving \$54 bonus for top salesman, June 29 and 30.



Rebate checks being awarded to A.D.'s Jim Root, Mike Eckley and B.J. Smith.

RECRUIT MORE MEN



SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

AURORA, ILLINOIS

NICK GOLICH, Distributor

Greetings!

The heat is on and I don't mean the weather. Manpower, sales and enthusiasm is HOT - thanks to THE MAN, DON SHECKLES, who spent a week with our offices in the field. DON had the gang so charged up they don't know the meaning of the word "NO", which has resulted in a volume of sales. Everyone here sends their thanks to DON for all his help and encouragement. We won't let you know, DON, you showed us how to do it and now we'll DO IT.

RICH KOEMPEL had a fantastic month with 15 personal sales plus his crew did one heck of a job also. RICH is constantly working with them and the results are rewarding. Keep up the good work, RICH.

STEVE PONCAR broke the office record with most trade-ins on one demo. He took four on his first sale. ROY JONES has a few sales. RICK EMERSON won a cash bonus for his three sales, his first week out of training. He's out there wheeling and dealing.

TOM HOUKE is really climbing the ladder of success. He won a lot of prizes for his extra efforts. Keep on selling. TOM, DEBBIE CLARK and JAMES SMICK each have their first sale and are raring to go. The rest of the gang has decided to show DON his hard work paid off. A Kirby welcome to PAT PIERCE, who has joined our office force. Welcome also to COIT GUSLER, who has been added to our service department and to STACY KOULAS in our phone department. STACY is burning up the wires and with JAN'S supervision of the phone girls, appointments are plentiful.

The Bridgeview office has challenged the Aurora office to a Steak and Bean dinner for the month.

The Lisle office is feeling the heat also - THE KIRBY HEAT. NICK, JR. has his men fired up. JERRY FAUST is leading the office. He even brought his brother, DAN, in as a buddy. JAMES WATT and GERMAINE COP-RIOGLIO are on the Kirby Bandwagon, also.

A welcome to KAREN FEVERSCHWENGER, the new office girl in the Lisle office.

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



Steve Poncar with his 4 trade-ins on one sale.



RECRUIT MORE MEN

SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

STERLING, ILLINOIS

STEVE GRIFFITH, DISTRIBUTOR

We had a good month in June and we are looking forward to a B.M.I.B. in July. Congratulations to Top Salesman ED GRAY and Top Saleslady ROXANNE FREED.

We'd like to welcome our new dealers to our Kirby family - CINDY CARBOUGH, KIM BRINGER, BERT WATTS, ALLEN KIMPLE, RON STERN and DAVE BARTH. Top Area Distributor was JACK FISCHER in Dixon, Illinois. JACK says July will be a B.M.I.B. for him, so watch out!



Joann Walker making faces! Better work harder, Joann!



John Fischer - Top A.D. Dixon, Ill.



Pat Devine eating baby food.



Jack Freed from Sterling, IL and coming A.D. Watch out for this tiger.



Dave Barth eating his winnings.



RECRUIT MORE MEN

SELL MORE KIRBYS

ATTACHMENT SALES



ROD JOHNSON
Sreator, Illinois



CAROL DAVIDSON
Waukegan, Illinois

IT'S UP TO



DAVID ZANK
Sreator, Illinois

GIL LEONARDSON
LaCrosse, Wisconsin



BILL FLORI
Sreator, Illinois



DORSEY SNYDER
Joliet, Illinois

ATTACHMENT SALES = PLUS PROFITS!!