



Robert Notte  
Divisional Supervisor

Don Shockles -  
Divisional Assistant

Esther Tessmer  
Editor

## TOP IN NOVEMBER

TOP DISTRIBUTOR



DICK YOUNG-Madison, Wis.

TOP DEALER IN  
ATTACHMENT SALES



TIM LANARI-Fond du Lac, Wis.

TOP AREA DISTRIBUTOR  
OR BRANCH



JIM PIERCE-Beloit, Wis.

TOP DEALER



GRANT PETERSEN-Waukesha, Wis.

OUTSTANDING NEW DEALER



KEVIN EMIGH-Schofield, Wis.

TOP PART-TIME DEALER



STEVE JACKSON-Racine, Wis.

HONORABLE MENTION



JIM HOLMES-Lafayette, Ind.



# IN THE CROSSROADS OF AMERICA

## TOP TEN DISTRIBUTORS BY VOLUME

YEAR TO DATE

1. Madison, Wisconsin	Dick Young
2. Appleton, Wisconsin	Herb Kessler
3. Waukesha, Wisconsin	Kaye Boldon
4. Sterling, Illinois	Steve Griffith
5. Milwaukee, Wisconsin	Ron Wear
6. Green Bay, Wisconsin	Ken Jensen
7. LaCrosse, Wisconsin	Ernie Oness
8. Lafayette, Indiana	Russ Hunt
9. Chicago Heights, Illinois	Larry Edmonds
10. Waukegan, Illinois	Hugh Young

## TOP PERCENTAGE INCREASE

YEAR TO DATE

Bill Atkinson	Marquette, Mich	156
Ernie Oness	LaCrosse, Wis	124
Bob Byrne	Chicago, Ill	104
Ron Wear	Milwaukee, Wis	86
Russ Hunt	Lafayette, Ind	84
Kaye Boldon	Waukesha, Wis	79
Nick Golich	Aurora, Ill	78
Larry Edmonds	Chicago, Ill	53
Dick Young	Madison, Wis	43
Will Hart	Oak Park, Ill	31
Conrad Studer	Joliet, Ill	28
Hugh Young	Waukegan, Ill	21
Russ Hunt	Elmhurst, Ill	16
Herb Kessler	Appleton, Wis	14
Bob Cutler	Fond du Lac, Wis	13
Jerry Altenburg	West Allis, Wis	6

## TOP TEN SFR DISTRIBUTORS

1. John Henry	Shelby, Wis	416
2. Chuck Yanger	Fond du Lac, Wis	442
3. Ken Jensen	Green Bay, Wis	524
4. Paul Moody	Kenosha, Wis	632
5. Russ Hunt	Lafayette, Ind	655
6. Bob Lee	Oconomowoc, Wis	700
7. Steve Griffith	Sterling, Ill	702
8. Ed Cygan	Lake Geneva, Wis	750
9. Kaye Boldon	Waukesha, Wis	848
10. Ernie Oness	LaCrosse, Wis	857

**"EXTRA EFFORT MAKES THE DIFFERENCE."**



M  
E  
E  
T  
T  
H  
E

C  
H  
A  
M  
P  
S



# IN THE CROSSROADS OF AMERICA

## TOP SIX AREA DISTRIBUTORS



JIM PIERCE-Beloit, Wis.



DICK HATTON-Oudeshoven, Wis.



DAN AUSMAN-West Bend, Wis.



GARY LOVELADY-Elmhurst, Mich.



PETE BORES-Marshfield, Wis.



JOHN FISCHER-Okauch, Ill.

**Congratulations to a Group of Champions**



# IN THE CROSSROADS OF AMERICA

## TOP TEN DISTRIBUTORS BY SALES

- |                              |                |
|------------------------------|----------------|
| 1. Madison, Wisconsin        | Dick Young     |
| 2. Appleton, Wisconsin       | Herb Kesler    |
| 3. Waukesha, Wisconsin       | Kaye Boldon    |
| 4. Sterling, Illinois        | Steve Griffith |
| 5. Green Bay, Wisconsin      | Ken Jensen     |
| 6. Milwaukee, Wisconsin      | Ron Wear       |
| 7. Chicago Heights, Illinois | Larry Edmonds  |
| 8. Fond du Lac, Wisconsin    | Chuck Yaeger   |
| 9. Oak Park, Illinois        | Will Hart      |
| 10. Lafayette, Indiana       | Russ Hunt      |

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

60KA - 20 M/H - 20 HB - 20 RR - 10 M/W  
 DISTRIBUTORS WITH 50 AVERAGE PURCHASES PER MONTH

DISTRIBUTORS	ATTACHMENT SALES	Points
Will Hart	Oak Park, Ill.	111
Steve Griffith	Sterling, Ill.	96
Russ Hunt	Lafayette, Ind.	94
Hugh Young	Waukegan, Ill.	92
Kaye Boldon	Waukesha, Wis.	86
Ernie Olness	LaCrosse, Wis.	85
Dick Young	Madison, Wis.	84
Ken Jensen	Green Bay, Wis.	80
Nick Golich	Aurora, Ill.	82
Larry Edmonds	Chicago Hts., Ill.	81

## PRESIDENT'S PINS

Grant Petersen ..... Waukesha, Wisconsin ..... President's Pin  
 Tim Lanari ..... Fond du Lac, Wisconsin ..... 2nd leg

# THREE DEMOS A DAY KEEP THE \$\$\$ BLUES AWAY



# IN THE CROSSROADS OF AMERICA

## TOP TWELVE DEALERS



GRANT PETERSEN-Waukesha, Wis.



STANLEY BLICHAZ - Madison, Wis.



TIM LANARI-Fond du Lac, Wis.



JOHN TREMBLAY-Oconomowoc, Wis.



JOHN SUMMERS-Sterling, Ill.



SUE DAHLKE-Fond du Lac, Wis.



JIM MORIZ-Green Bay, Wis.



BOB COSTANZO-Waukesha, Wis.



DAVID DAVIDSHOFER-Schofield, Wis.



KEVIN CASPER-Fond du Lac, Wis.



FRANK PITTS-Waukegan, Ill.



RICK GAGO-Kenosha, Wis.



# IN THE CROSSROADS OF AMERICA

## TOP DEALER SALES

Grant Petersen	Waukesha, Wis	30	Dick Genthe	Waukesha, Wis	12
Stanley Eichartz	Madison, Wis	28	Don Carduff	Milwaukee, Wis	12
Tim Lanari	Fond du Lac, Wis	24	Steve Jackson	Racine, Wis	12
John Tremblay	Oconomowoc, Wis	21	Roger Jewell	Madison, Wis	12
John Summers	Sterling, Ill	16	Mike Eckley	LaCrosse, Wis	11
Sue Dahike	Fond du Lac, Wis	16	Joe Catrone	Elmhurst, Ill	11
Jim Morz	Green Bay, Wis	16	Adrian Gottle	Oak Park, Ill	10
Bob Costanzo	Waukesha, Wis	15	Carol Davidson	Waukegan, Ill	10
David Davidshofer	Schofield, Wis	15	Kevin Emigh	Schofield, Wis	10
Kevin Casper	Fond du Lac, Wis	15	Wayne Levenenz	Waukesha, Wis	10
Frank Pitts	Waukegan, Ill	14	Ira Nadelman	Elmhurst, Ill	10
Rick Gago	Kenosha, Wis	14	Jeannette Heuser	Green Bay, Wis	10
Bob Wiso	Milwaukee, Wis	14	Brian Hasmuck	Madison, Wis	10
Bob Cutler	West Allis, Wis	13	Gary Schroeder	Janesville, Wis	10
Jeff Bergeth	Madison, Wis	13			

## PROMOTIONS

Bobby Joe Smith	LaCrosse, Wisconsin	Area Distributor
Dennis Kaiser	LaCrosse, Wisconsin	Area Distributor
Stacy Storm	Manitowish, Wisconsin	Area Distributor
John Kessler	Appleton, Wisconsin	Personnel Manager
Mark Lewis	Rock Falls, Illinois	Branch Manager
Bob Costanzo	Waukesha, Wisconsin	Crew Manager
Ken Tuggle	Waukesha, Wisconsin	Crew Leader
Archie Browning	Waukesha, Wisconsin	Trainer
Steve Jackson	Racine, Wisconsin	Field Counselor
Scott Hoffman	Kenosha, Wisconsin	Senior Dealer
Charles Zetsech	Kenosha, Wisconsin	Senior Dealer

## FIVE STAR PINS

David Davidshofer	Schofield, Wisconsin	4th leg
Kevin Casper	Fond du Lac, Wisconsin	3rd leg
John Tremblay	Oconomowoc, Wisconsin	2nd leg
Tim Lanari	Fond du Lac, Wisconsin	2nd leg
Pete Borek	Appleton, Wisconsin	2nd leg
John Summers	Sterling, Illinois	1st leg
Sue Dahike	Fond du Lac, Wisconsin	1st leg
Bob Costanzo	Waukesha, Wisconsin	1st leg



# IN THE CROSSROADS OF AMERICA

## TEN PINS

John Summers	Sterling, Illinois
Ricardo Gonzalez	Sterling, Illinois
John Devine	Sterling, Illinois
Kevin Emigh	Sterling, Illinois
Scott Hoffman	Kenosha, Wisconsin
Charles Zetsech	Kenosha, Wisconsin
JoAnn Quirk	Milwaukee, Wisconsin
Dennis Cook	Waukesha, Wisconsin
Bill Thrasher	Appleton, Wisconsin
Jeff Soucek	Appleton, Wisconsin
Dean Lucarelli	Appleton, Wisconsin
Lyle Svedt	Appleton, Wisconsin

## SALES AWARDS

David Davidshofer	Schofield, Wis	3 \$100 bonuses, digital clock, Top Dealer Award, \$50, pewter mug
Kevin Emigh	Schofield, Wis	2 \$100 bonuses
Stan Schuman	Schofield, Wis	Spotlight
Jim Moranc	Schofield, Wis	Spotlight, digital clock
Judy Gruetzmacher	Schofield, Wis	50 gal gas
John Tremblay	Oconomowoc, Wis	\$175 cash, 120 gal gas
Fred Gruenwald	Oconomowoc, Wis	40 gal gas
Ray Seiber	Ft. Atkinson, Wis	50 gal gas
David Kochendorfer	Ft. Atkinson, Wis	30 gal gas
Bob Cutler	West Allis, Wis	1/2 gal Beefsteaks
Wally Yorkon	West Allis, Wis	Cross Pin
Ken Kuzaw	Elmhurst, Ill	Turkey
Rich Kuhnke	Elmhurst, Ill	Watch, 50 gal gas
Tom Wheien	Elmhurst, Ill	10 gal gas
Bob Williams	Lafayette, Ind	AM/FM digital clock radio, 50 gal gas
Terry Adams	Lafayette, Ind	Camera, turquoise ring
Janine Shoul	Lafayette, Ind	Turquoise ring
Lillie Daniels	Kenosha, Wis	Kirby
Rita Ohm	Kenosha, Wis	Gas, cash, MH, HW, pair shoes
Scott Hoffman	Kenosha, Wis	Top Dealer Trophy, attachments, gas, radio, punch bowl, cash
Charles Zetsech	Kenosha, Wis	Serving tray, cash
Hans Petersen	Kenosha, Wis	Top New Dealer Trophy, RR
Mike Shoemaker	Kenosha, Wis	Top Part-time Dealer Trophy, electric tooth brush
Steve Jackson	Racine, Wis	Salesman of Month, Top Part-time Dealer, ADDP Certificate, 23 in-a-day trophies, \$300 cash bonus, \$300 Club Plaque

## NOW IS THE TIME TO MAKE YOUR



# MOVE



collecting



IN THE CROSSROADS OF AMERICA

### SALES AWARDS

Mike Hills	Racine, Wis	Most Improved Dealer Trophy
Mike Cashion	Racine, Wis	Outstanding New Dealer Trophy
Vaughn Craftman	Racine, Wis	Most Kirby Sales
Bob Wyo	Milwaukee, Wis	Kirby Cross Pen
Ed Blumberg	Waukesha, Wis	ADDP Certificate
Bob Costanzo	Waukesha, Wis	Cash bonus \$140, pen
Wayne Levenenz	Waukesha, Wis	KA, \$100, Top Dealer Trophy, dinner
Gerry Cook	Waukesha, Wis	KA
Dan Ausman	Waukesha, Wis	KA, RR, HB, computer watch
Mike Friedman	Waukesha, Wis	RR, HB, Top AD Trophy, dinner
Ted Sepida	Waukesha, Wis	HB
Larry Arendt	Waukesha, Wis	Computer watch
John Metzger	Waukesha, Wis	HW
Dennis Cook	Waukesha, Wis	HW, computer watch
Wayne Flack	Waukesha, Wis	RR, HB
Stacy Storm	Appleton, Wis	RR, HB, MH
Pete Bores	Appleton, Wis	3-in-a-day Trophy, 4-in-a-day Trophy, clock radio, tape recorder
Louie Berna	Appleton, Wis	3 3-in-a-day Trophies
Marilyn Seefeld	Appleton, Wis	3 3-in-a-day Trophy
Jerry Selivitchka	Appleton, Wis	3-in-a-day Trophy, blanket, clock radio, cassette recorder
John Walker	Appleton, Wis	2 3-in-a-day Trophies
Bill Thrasher	Appleton, Wis	CB receiver / Mr. Notts, KA, slacks
Bill Reichwald	Appleton, Wis	Clock radio
Roy Glocke	Appleton, Wis	Clock radio, slacks
John Kessler	Appleton, Wis	Clock radio, slacks
Phil Johnson	Appleton, Wis	Clock radio, tape recorder



IN THE CROSSROADS OF AMERICA

## DISTRIBUTOR 100+ CLUB FOR NOVEMBER

- 1 - DICK YOUNG - Madison, Wisconsin 300+
- 2 - HERB KESLER - Appleton, Wisconsin 150+
- 3 - KAYE BOLDON - Waukesha, Wisconsin 150+
- 4 - STEVE GRIFFITH - Sterling, Ill. 125+

## AREA DISTRIBUTOR 40+ CLUB FOR NOVEMBER

JIM PIERCE - Beloit, Wisconsin 40+

RECRUIT MORE MEN  SELL MORE KIRBYS



DON'T LET YOUR  
TIME RUN SHORT!  
SET YOUR SIGHTS NOW!



# IN THE CROSSROADS OF AMERICA

## FOND DU LAC, WISCONSIN

CHUCK YAEGER, Distributor

## B. M. I. B.

November was our B.M.I.B. Along with getting settled in our new office, our people all did a fantastic job. Leading our sales force was TIM LANARI with 24 sales, followed by SUE DAHLKE with 16. Then came KEVIN CASPER with 15. FRANK BUTZ, just starting to get going again after a back injury, chipped in with 7 and ANDY SMITH with 6. PHIL LOMBLD and BILL SMOLAREK are brand new men, which will help the cause very much.



Divisional Supervisor Robert Notte presenting people with lighters-Tim Lanari and Andy Smith.



Divisional Supervisor Robert Notte presenting people with lighters-(l to r) Kevin Casper, Mr. Notte, Sue Dahlke, Frank Butz and Bill Smolarek.

We have three part-time telephone people along with our two regular ones, who have done a magnificent job.

On November 23rd ROBERT NOTTE, Divisional Supervisor and DON VAN LEEUWEN, Regional Supervisor, visited our office and spoke at our sales meeting giving us very good words of advice.



Regional Supervisor Don Van Leeuwen presenting ADDP Certificates to (l to r) Tim Lanari, Mr. Van Leeuwen, Kevin Casper and Frank Butz.



THINK YOU CAN  
AND YOU WILL

RECRUIT MORE MEN



SELL MORE KIRBYS



# IN THE CROSSROADS OF AMERICA

## KENOSHA, WISCONSIN

PAUL MOODY, Distributor

## B. M. I. B.

"GRRR", SAID THE TIGER-

In October SCOTT "Scotty" HOFFMAN had neither driver's license nor a car. All SCOTTY had going for him was the desire to succeed. In fact, this young Tiger even challenged the old-time pros. In November SCOTT HOFFMAN took the Top Dealer honors with the help of his new Pinto, and naturally SCOTTY got his driver's license. SCOTT earned his promotion to Senior Dealer, won a radio, punch bowl, Kirby Attachments, Pinto Go-Juice and some cash money. GRRRARE JOB, TIGER SCOTTY.

HANS PETERSON is our Top New Dealer for November. HANS is a self-starter and well deserving of this award. HANS won a Renovator in November-just the beginning of many awards to be won by this young Tiger. We welcome HANS and extend our congratulations to him and his gal on their decision to tie the ol' knot.

WOW!! You guys that are not hiring women are missing the boat-RICK hired two gals, RITA OHM, who did a good job selling Kirbys and for her efforts she received a pair of shoes, cash, gas and made some money, and LILLIE DANIELS, who also did a good job and won a Kirby for her efforts. "Hard work pays off", says LILLIE.

CHUCK ZIELESCH earned his promotion to Senior Dealer in November and won a serving tray plus a cash bonus. CHUCK is a Tiger that is getting it together. LOOK OUT, GUYS, HE'S DOING IT.

RICK GAGO and BILL STREGE said they are glad November has come and gone. They took ten days off for deer hunting and did most of their usual job. They are definitely looking forward to December.

MIKE SCHOENBERGER started part-time two months ago and couldn't quite make it. Like so many others have done, MIKE quit before he gave himself a chance. The difference between MIKE and others is that in November he returned with a more positive attitude. "THIS TIME I'M HERE TO SUCCEED", he told Distributor MOODY. MIKE went at the business of succeeding with enthusiasm and determination and became Top Part-time Dealer for November. MIKE earned the right to be called a Professional Kirby Tiger. MIKE won an electric toothbrush and the admiration of every member of the Kenosha Organization, WELCOME BACK.

Also, thanks to part-time Tigers DONNY SHECKLES, BOBBY NOTTE and BILLY STREGE. Don't underestimate the power of High School Kids. BOBBY NOTTE and DONNY SHECKLES found time to repair Kirbys, sell Kirbys and clean offices to make money. They also enjoyed a good old fashioned Kirby Party.

We also want to thank JOAN PETERS for the job she is doing running the office and her usual good job. Also KATHY LANG for keeping the people busy running appointments so we can sell Kirbys and make the Kirby Green. Thanks, gals, for a fantastic job.



Head table at our B.M.I.B. Party. (l to r) Tina and Don Sheckles, Pat and Paul Moody, Bob and Norma Notte.

RECRUIT MORE MEN



SELL MORE KIRBYS



# IN THE CROSSROADS OF AMERICA

## KENOSHA, WISCONSIN

### PAUL MOODY, Distributor (Continued)

We would like to thank DON SHECKLES for showing this Kenosha Organization the light. With his help and knowledge we obtained our third B.M.I.B. in 11 months. We are looking for more B.M.I.B.s in the future. THANKS, DON, FOR A SUPER JOB.

Thanks also to BOB NOTTE for being our guest speaker at our B.M.I.B. Party at the Holiday Inn-it was a GREAT experience. Thanks everyone for making it

Here's shooting for a repeat performance next month. HAPPY HOLIDAYS, everyone. This KENOSHA TIGER HEADQUARTERS IS GOING TO—"KEEP ON KEEPING ON!"



Mike Schoenberger (l) receiving his trophy from Div. Super. Robert Notte for being Top Part-time Dealer for November.



Div. Super. Robert (Proud Poppa) Notte presenting his son, Bobby, with Top Part-time Dealer trophy for October.



Scott Hoffman was presented trophies by Divisional Supervisor Robert Notte at the B.M.I.B. party.



Charles Zalesch (l) receiving the Important Ten Pin from Div. Super. Robert Notte.

RECRUIT MORE MEN



SELL MORE KIRBYS



# IN THE CROSSROADS OF AMERICA

## KENOSHA, WISCONSIN PAUL MOODY, Distributor (Continued)



Our B.M.I.B. party was a "Red Carpet" experience.



Div. Super. Robert Notte awarding Bill Strage his Top Dealer Trophy for the month of October.



Lilly Daniels danced thru, around and over the Kenosha Holiday Inn shouting "I WON A KIRBY". Distributor Paul Moody took great pleasure making the presentation.



Enjoying the B.M.I.B. Party is getting to be a monthly event at the Kenosha Kirby Co. KEEP IT UP, TIGERS!



Some of the Kenosha "Tigers" enjoying a well deserved B.M.I.B. party.



Hans Petersen receiving his trophy from Div. Super. Robert Notte for being Top New Dealer for November.



Some of the trophies and awards from our November End of Month Party.



## IN THE CROSSROADS OF AMERICA

### MADISON, WISCONSIN RICHARD YOUNG, Distributor

#### ANOTHER CONTEST, ANOTHER VICTORY!

We wish to thank Mr. PETER B. MENKE, Vice President of Sales, for attending our victory banquet and for his outstanding speech and the warm and gracious welcome that he extended to our great Madison organization.

Also, we wish to thank Mr. ROBERT NOTTE and his wife, NORMA, for attending our victory banquet and giving us his great words of wisdom, which always equal more Kirby sales and profits for our dealers. Thank you, BOB NOTTE.

We are now on our way in the next National Kirby Council Contest, which we will not elaborate on any further because action will speak louder than words. We will see you at the next Kirby function.

We hope that everyone has a very Merry Christmas and a very prosperous New Year!



[l to r] A picture of our Top Area Distributor James Pierce and his wife Carol, Top Field Counselor, Gabe Bedevian and Top New Dealer, David Hay.



Some of the one hundred plus that attended our victory banquet having a great time for themselves.



Some of our Top Dealers, who received their Cross Pins for doing an outstanding job during the contest period. Also in picture, Vice President of Sales Peter B. Menke and our Divisional Supervisor, Robert N. Notte.

RECRUIT MORE MEN



SELL MORE KIRBYS



## IN THE CROSSROADS OF AMERICA

### APPLETON, WISCONSIN HERB KESLER, Distributor

With the falling of snow, cold weather and the addition of new dealers, the Appleton Distributorship is ending the year on the up-swing.

MARILYN has proved to her crew (and to everyone else) that the way to sales is demos, and her crew, EAN, VERN, TERRY and STEVE have been consistent in their efforts.

Our regulars also added to the sales total during the month, PHIL, CHRIS, NOLAN and JIM. FLOYD, along with "over-seeing" the branches, had 5 personals the last week of the month. JOHN has been busy hiring and training the new manpower added to the office.

#### Branch 1

A.D. STACY has been busy in the area hiring and selling. LYLE, new the past month with Kirby, had a terrific month and is certain the way to success is with Kirby. PETE has been helping with the sales and has promised that his past month's effort is an indication of things to come.

#### Branch 3

Branch Manger, ROY, has promised BIG things from the Branch this month. A lot of people need those nice shiny Kirbys under their Christmas trees.

#### Branch 7

A.D. LOUIE has moved into a new office building and now really needs to keep things moving. LOUIE is busy adding manpower, which is what it really takes to keep the Kirbys moving.

#### Branch 6

A.D. PETE added the 2nd leg to his 5-Star pin this past month. Congratulations, PETE! GREG has been doing his part and has added nicely to the sales total.

#### Branch 4

Branch Manager, BILL, also is hiring and training and with added manpower, is determined to really "Go Places" in the Kirby organization.

#### Branch 11

Having just finished their B.M.I.B. for the past month, Branch 11 is determined to have one every month to come. It has not been easy. A lot of hard work from JERRY, JEFF, BRIAN and JOHN made it possible.

START THE NEW YEAR RIGHT - -  
MAKE THE MOST OF KIRBY OPPORTUNITY

RECRUIT MORE MEN



SELL MORE KIRBYS





# IN THE CROSSROADS OF AMERICA

**OCONOMOWOC, WISCONSIN** BOB LEE, Distributor

Even though we had to move this month, we still had a fairly good month.

JOHN TREMBLAY managed to come in top man with his 21 sales, giving him his 2nd leg on his 5-Star Pin. We would like to welcome KEITH SCHAAD, who moved here from Indiana and is working for us in the Fort Atkinson office. Maybe with his 10-Pin experience he can spark the Fort office to a higher goal.



John Tremblay vacuuming our new meeting room.

FRED GRUENWALD, with the weather being cold, is off of his construction work and is back with us for the winter. He is already doing a good job. Thanks also to TERRY, DAVE, RAY and MIKE for a job well done in November.

Everyone here would like to wish all of you a Merry Christmas and a prosperous New Year!



Steve Tremblay setting up a machine in his new repair shop.



Keith Schaad from Indiana.



Goldy Toth at her desk with new office display.

**RECRUIT MORE MEN**



**SELL MORE KIRBYS**

## OCTOBER, NOVEMBER, DECEMBER & JANUARY MARCH 4, 5 & 6, 1977

**SPECIAL GUEST SPEAKER**

**DIVISIONAL SUPERVISOR**

**DAVE STUCKY**

**FROM THE  
NORTH CENTRAL DIVISION  
PRESENTLY EXPERIENCING  
34.4% INCREASE**

**GIFTS  
GIFTS  
GIFTS**

**SELECTED BY YOU**

**GIFTS  
GIFTS  
GIFTS**

**150 PRIZES  
TO CHOOSE FROM**

SENIOR KIRBY DEALERS with 45 approved sales, or 36, 3 out of the 4 month contest period.

JUNIOR KIRBY DEALERS with 30 approved sales, or 24, 3 out of the month contest period.

KIRBY PART-TIME DEALERS with 25 approved sales, or 21, 3 out of the month contest period.

NEW KIRBY DEALERS 30 days or less in Kirby during the contest period with 20 approved sales, or 15, 3 out of the 4 month contest period.

AREA DISTRIBUTORS with 1000 approved sales, or 75, 3 out of the 4 month contest period.

EVERY MAN HAS TO QUALIFY WITH AT LEAST 7 HANDS BUTLER SALES.



**Step Out And Be Recognized**





# KIRBY COUNCIL ELECTION CAMPAIGN



November 1, 1976 thru January 31, 1977



**8-DAY ALL EXPENSE  
PAID TRIP  
TO THE 30th  
KIRBY COUNCIL  
CONFERENCE  
IN**




**Rio-Sheraton  
Hotel**

SHERATON HOTELS & MOTOR INNS WORLD WIDE



**March 27 - April 3, 1977**

**4-DAY ALL EXPENSE  
PAID TRIP  
TO THE 31st  
KIRBY COUNCIL  
CONFERENCE  
AT  
HILTON HEAD INN  
SEPTEMBER 7-10, 1977**



**SEA PINES  
PLANTATION**



HILTON HEAD ISLAND, SOUTH CAROLINA



## BE A WINNER



OCTOBER 1976 THROUGH JANUARY 31, 1977



Every Great Lakes Division Dealer Can Win

# "A FANTASTIC WEEKEND AT THE ABBEY"

3 DAYS

2 NIGHTS

3 POOLS

COCKTAIL PARTY

BANQUET

AWARDS



SAUNAS  
SNOWMOBILING  
ICE-BOATING  
SKATING  
ICE-FISHING  
SKIING

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 GOLFING ENTERTAINMENT SWIMMING**

### GREAT LAKES DIVISION 100% CLUB



IN THE CROSSROADS OF AMERICA  
LAFAYETTE, INDIANA RUSSELL HUNT, Distributor



Russ congratulating Kim Pratt for receiving his 10-Pin.



Russ gives Jean Shoult a turquoise ring that she won for a fine job on the count-down weekend.



Jean Shoult awards Kim Pratt with a "Pie-in-the-eye".  
Note: She threw that pie like she knew what she was doing!



Russ Hunt awarding Jim Holmes (r) with his 24 plus Pin.



Dist. Russ Hunt awards Bob Williams with his 4th leg.  
Keep on Keepin' on, Bob!



Dist. Russ Hunt (l) awards Joe Harris with his 24 plus Pin.



Terry Adams clips Russ for a camera and a turquoise ring for a fantastic job during the count-down weekend.

RECRUIT MORE MEN



SELL MORE KIRBYS



## IN THE CROSSROADS OF AMERICA

### LAFAYETTE, INDIANA

RUSSELL HUNT, Distributor

(Continued)



Russ Hunt awarding Bob Williams with an ADOP Certificate. Good job, Bob!

Russ gives Joe Harris 2 ADOP Certificates. Fine job, Joe!

### LA CROSSE, WISCONSIN

ERNEST OLNESS, Distributor



Congratulations to B. J. Smith, who was promoted to Area Distributor in Mauston, Wisconsin.



Tom Jones, all smiles, as he writes a contract.



Welcome to Kirby, David Shein.

RECRUIT MORE MEN



SELL MORE KIRBYS



## IN THE CROSSROADS OF AMERICA

### MILWAUKEE, WISCONSIN

RON WEAR, Distributor

Wow! Is it cold! If this weather doesn't make a person want to get into a house, nothing will.

Leading the inside office is the ole pro, "WQJO". BOB took top honors plus lots of money, and it looks like he's out to do it again. Keep up the good work. Next in line for doing a good job were JIM JOHNSON, CHUCK CLARK, MATT MARTIN, JO ANN QUIRKE, HENRY WATFORD and MIKE HALL.

The outside offices were led by DICK HATTON. What a super job the first full month out, and DICK is out to be 11 A.D., and he'll do it! Helping Gudahy be 11 is DAN

JAKUBOWSKI, LARRY KALK, BILL LIBY, RAY BURSETT and Chief Repair Man WALLY JUNGKUNTE. Keep up the super job.

12 outside office, and coming in strong, is BRIAN STAUFF. Welcome to the Kirby Gang, Mr. & Mrs. LIGETT, and a good selling career with Kirby.

1976 is almost over and a new year is on its way, so a Merry Christmas and a Happy New Year to all Kirby people from THE GOTTA WANNA GANG in Milwaukee, Wisconsin.



JoAnn Quirke receives 10-Pin from Regional Supervisor Don Van Leeuwen at recent meeting with Distributors Ron Wear and Kaye Boldon.

Top people in the Wear and Boldon Organizations receive Honor Award at morning meeting.

### ELMHURST, ILLINOIS

JIM MOLLOY, Distributor

The month of November was not a B.M.I.B. as far as sales, but was valuable with the addition of some future record-breakers in the Great Lakes Division.

I would like to personally welcome TOM WHELAN, DON BUCK, TOM LUND, GARY MARRS and RICH KUHNLE. We are expecting some real action from these new Tigers.

TOM WHELAN told KEN KUJAWA "You're tall, that's all", and claims that he will beat him.

We are all looking forward to December for a B.M.I.B. and nice, fat pay checks for all.

RECRUIT MORE MEN



SELL MORE KIRBYS



# IN THE CROSSROADS OF AMERICA

## WAUKESHA, WISCONSIN

KAYE BOLDON, Distributor

We're back into the "swing" of things with a good November of 161 sales. Our goal for December is 250 or "bust", and I'm sure we can do it if the A.D.'s, namely DAN AUSMAN, GERRY COOK and MIKE FRIEDMAN, double their November production.

Taking top honors for outside offices for November was DAN AUSMAN, beating GERRY COOK by only 30 pts. DAN has hired three telephone girls, and with his three new dealers: JOHN KELLER, MARK STANISLOWSKI and MIKE LOOS, should come in with 40 plus for December.

The top dealer for November was BOB COSTANZO with 15 personals plus helping General Manager, ED BLUMBERG, as a Crew Manager. BOB won a KA, \$100 cash and dinner for he and his wife with his Distributor. BOB is an outstanding A.D. and I'm sure an outstanding 1977.

GRANT PETERSEN had 30 personals in November to earn his President's Pin for the 2nd time in his Kirby career. GRANT doesn't qualify as a top dealer because he is Service Manager, but he proves over again that if you work hard with a definite goal in mind, that you can't "miss" in our business.

General Manger, ED BLUMBERG, continues in doing an outstanding job of working with new people and promises 100 sales out of his newly completed office for December.

DICK GENTHE ended the year with 250 personals, or an average of 20 personals per month, which is truly a "super" job of selling. During that time he had only three recessions, which is a record for our organization, but proves that if you take a personal interest in people and be honest and fair with them that you won't have a problem with the "bubbling" off period. Congratulations, DICK, and keep up the good work for 1977.

Also doing good jobs the past few months are A.D.'s, MIKE FRIEDMAN and GERRY COOK. Crew Leaders ARCHER BROWNING, WAYNE LEVERENZ, KEN TUGGLE and dealers WAYNE FLACK, JOHN METZEN, PAT HAMILTON and TEDDY SAPIDA.

The year 1977 looks like a super year for our organization and we're all going to work very hard to make it that way.

Merry Christmas to all. Kaye



Payroll girl, Mary Ann Young.



Diane Lien, the new office girl, happy at work.

RECRUIT MORE MEN



SELL MORE KIRBYS



# IN THE CROSSROADS OF AMERICA

## WAUKESHA, WISCONSIN

KAYE BOLDON, Distributor (Continued)



[l to r] Contest winners-Gen. Mgr. Ed Blumberg, Dealer Larry Arent, Dealer Teddy Sapida.



This group all won lighters from Bob Notte in One-Day Contest.



Regional Supervisor Don Van Leeuwen addressing Kaye Boldon's and Ron Weer's organizations.



Regional Supervisor Don Van Leeuwen with contest winners [l to r] - A.D. Dan Ausman, Dealer Don Womeldorf, Dealer Bob Costanzo and A.D. Gerry Cook.



[l to r] Top A.D. in November-Dan Ausman, Top Dealer in November-Bob Costanzo.



[l to r] Contest winners-A.D. Gerry Cook [watch], C.L. Wayne Leverenz [K.A.], Dealer John Keeler [R.R.]

RECRUIT MORE MEN



SELL MORE KIRBYS



## IN THE CROSSROADS OF AMERICA

### GREEN BAY, WISCONSIN

KEN JENSEN, Distributor

November sales were led by our "Old Pro" JIM MORZ. Besides buying our crates set their materials and checking out new people on Fridays, he also found time to sell 16 Kirbys. He was followed closely by JEANNETTE HEUSER & GWENN ELLIS, C.J. SCHMIDT and DAVE DUFEK, as there was only 2 sales separating the four of them.

DON LACOMBE and MIKE DePETRO took off most of

Happy Selling

The best of Christmas Wishes to All!!!!

the month for deer hunting, but they are back and ready to work in December. DENNIS HERLACHIE, JUDY HACKEL, CAROL TREMBLE, JOHN VAN VONDEREN, JOHN DANCONA, ART REGAL, PAULETTE MAACH and GLADYS VAN EREM also contributed sales to our total.

We know that our Kirby gang is like a big locomotive, it picks up speed slowly, and in December we will be going full speed to win the K.C.E.C.

As always,  
Ken



C.J. Schmidt and his wife, Maryka, accepting their King of the Month Trophies from Dist. Ken Jensen.



Brad Terrell (l) receiving his first 3-in-a-day Trophy from Dist. Ken Jensen.



Sales Manager Jim Morz (l) accepting a 3-in-a-day Trophy.



(l to r) Jeannette Heuser, Dist. Ken Jensen and Gwenn Ellis. Ken received a big kiss from both gals as they accepted their first 4-in-a-day Trophy.

RECRUIT MORE MEN



SELL MORE KIRBYS



## IN THE CROSSROADS OF AMERICA

### GREEN BAY, WISCONSIN

KEN JENSEN, Distributor cont.



C.J. Schmidt receiving a 3-in-a-day, a 4-in-a-day and a 5-in-a-day Trophy. Super job by a fine Kirby man.



Tim Barras sold 2 first weekend out for Sally & Brad Terrell in Menominee, Mich. Great going!



Some of our fine Kirby people at our November banquet.



Another part of our Kirby team from the Green Bay Distributorship.



Most of our Kirby team relaxing after a real great meal.



(l to r) John Van Vonderen (our personnel man), Joyce and Norm Miller. Three fine Kirby people.



Sally Terrell finally got herself a 3-in-a-day Trophy. Ken says hurry up and win your next one.

RECRUIT MORE MEN



SELL MORE KIRBYS



# IN THE CROSSROADS OF AMERICA

## GREEN BAY, WISCONSIN

KEN JENSEN, Distributor (Continued)



Carol Tremble receiving her Queen of the Month Trophy.



Sales Mgr. Jim Morz addressing our Kirby people while his wife, Barb, Ken and Fay Jensen listen.

## AURORA, ILLINOIS

NICK GOLICH, Distributor

### HOLIDAY GREETINGS

'Tis the season to be jolly... and we're all going to be Santa Claus.

The gang is getting ready for the Big Buy in December, so rest assured, alot of Kirbys will be under the Christmas trees.

DEL GRAHAM has his office opened and is raring to go.

NICK, Jr. has found the magic word... Manpower... so his office will be increasing their sales.

GAIL HOLMBERG is proving women can do it... Keep up the good work, Gail.

A Kirby welcome to JANET LEWIS, JOE STEWART and DAVE TIMER. Good selling, gang. Our heartfelt congratulations to JAN, our office gal, who became Mrs. TERRY DuRALL on November 27th. Our best to them both.

We wish all the Great Lakes Tigers a Very Merry and Joyous Christmas.

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

RECRUIT MORE MEN



SELL MORE KIRBYS



# IN THE CROSSROADS OF AMERICA

## LAKE GENEVA WISCONSIN

ED CYGAN  
Distributor

Greetings from the Ice Boating Capitol of the World! The lake is steaming away like mad, getting ready to freeze. Talking about steam, The Lake Geneva Kirby gang has a full head of steam after a good month, and ready for a B.M.I.B. in December.

A warm welcome, along with best wishes, to new dealer BRUCE HANSEN. BRUCE is from Lake Geneva and is definitely good, solid Kirby material. MIKE (Stretch) ROBISON has recuperated from his surgery and is ready to roll. As of this writing, MIKE has earned his Ten Pin. Congratulations, MIKE. We hope that that Ten Pin will be the first of many successful things to come your way. MIKE also has some new "wheels" now and intends to keep 'em rolling to those potential Kirby sales.

"Big Ed" KOLAN is about ready to do a repeat of his best month in business and earn the second leg on his 5-Star Pin in December.

We also wish to welcome MARY HORGAN and JUDY TOMASKE, our pretty, new telephone girls, who will "man" the phones for us and set up those good appointments that will put \$\$\$\$\$ in everybody's pocket. B.M.I.B., here we come. With people like ED KOLAN, MIKE ROBISON, BRUCE HANSEN, ROB KEELER, LARRY WHITING and the office staff, there's only one way the Lake Geneva Kirby Co. can go and that's up. Thanks a lot, gang, for a job well done.

Ed



New man, Bruce Hansen, setting up some appointments off of his referral sheets.



New phone girls Judy Tomaske and Mary Horgan getting ready to set those money-making appointments. Go to it, gals.

RECRUIT MORE MEN



SELL MORE KIRBYS

collectingdust.com



## IN THE CROSSROADS OF AMERICA

SCHOFIELD, WISCONSIN JOHN HENRY, Distributor

The Kirby Company of Central Wisconsin is making their move. We had 50 super sales, aiming for 60 in December, 75 in January, 90 in February and 100 in March. Our goals are set and we're going to reach them.

What a fantastic crew we have. DAVID DAVIDSHOFER (bionic sweeper man) was our top man with 15. He needs only one more leg for his 5-Star. He's been our top dealer, earns consistently \$1500 a month, has five ADDP Certificates to date, and is really showing what Kirby opportunity is all about.

KEVIN EMIGH (captain cool) cracked in 10 deals his first month in business and earned his Ten Pin. He already is solid with Kirby and out to earn his 5-Star Pin and enjoy that Kirby opportunity. KEVIN's a real go-getter and works with enthusiasm that is hard to beat.



David Davidshofer earned his 4th leg of his 5-Star Award, receives his 5th ADDP Certificate and Top Dealer of the Month Award.



The Kirby Crew in Schofield has Rally Meeting with the Fond du Lac Crew.

Our new Kirby Crew is one fantastic bunch of people. STAN STICHMANN (jundance) cracked in some deals and got a good haircut. JIM MORAVEC says he got the hang of it, and he knows he can sell lots of these things. He even bought a new car and is fixing it so it'll start! JIM SHANNON is putting himself and his car together and should be ready to go. GENE NOVITZKE (Mohammed Ali) is out cracking those doors and those deals. DAVE DeMORE wants to get married and needs cash, so you know he's going to be hard at it. JUDY GRUETZMACHER, a real ball of fire, is quitting Avon and has already sold some Kirbys. RICK MOODY cut his hair and can now see what he's doing. HARVEY LANING said he might go out and demo (it's hard selling in the box). LES LINDER is riding with the new people and really helping out in the office. Everyone in the office really appreciates the help he's been giving. CATHY HABECK keeps the everyday happenings so much in order that the Distributor may have to go demo to keep from getting bored.

As you can see, we've got a lot going for us. We've got management material and we're going to utilize it. We're making our move, and we'll be sure to tell you about it at the Abbey. Have a Merry Christmas from the Kirby gang in Schofield, and sell alot of Kirbys in 1977.



Kevin Emigh is awarded his 10-Pin from Dist. John Henry [r].

RECRUIT MORE MEN



SELL MORE KIRBYS



## IN THE CROSSROADS OF AMERICA

OAK PARK ILLINOIS WILL HART, Distributor

Well, we picked up the momenta in November and are rolling again. ADRIAN led the way with 10 personals and KEITH and STEVE tied for second place with 9 each.

We will have our biggest month for the year of 1976 in December.



Yours truly, Will Hart, trying to be a good sport.



Adrian gets a facial treatment. Susie just hates to mess up that pretty face.



This is the captain of the losing team, Steve Zeppenlo.



Keith is thoroughly enjoying the thrill of victory. Under that mess is the famous Harshad Shah.



Chester Mack gets creamed by Cassie.



Steve Mangaros gets nailed.

We would like to welcome GOZETTA JEFFERSON, PERCY EARLY, Jr., BEN STEVENS, STEVE MANGAROS, CASSIE GEIS, SUSAN DEINHART.

We had a lot of fun last month and intend on having even more this month. Happy selling and Merry Christmas to all.

RECRUIT MORE MEN



SELL MORE KIRBYS





## IN THE CROSSROADS OF AMERICA

### OAK PARK, ILLINOIS

WILL HART, Distributor  
(Continued)



Adrian sings Kirby songs after only 1 beer.



This is the winning team.



Cassie Geis proudly showing off the fact of being a winner.

## RACINE, WISCONSIN SID BAUMANN, Distributor



Dist. Sid Baumann [r] awarding Divisional Supervisor Bob Notte his Appreciation Plaque.



Mike Cashion [l] receiving his Outstanding New Dealer Plaque from Div. Super. Bob Notte.



Vaughan Chattman [l] receiving his Plaque for Most Enthusiastic Dealer from Div. Super. Bob Notte.

HIRE MORE MEN



SELL MORE KIRBYS



## IN THE CROSSROADS OF AMERICA

### RACINE, WISCONSIN

SID BAUMANN, Distributor  
(Continued)

November was an exciting month in many ways for the Kirby Center.

CLEO MOORE joined the company, went through training, wrote his first sale, shot an 8 point Buck, and will be doing the training for us starting next week. CLEO, it's a pleasure to welcome you.

VAUGHAN CHATTMAN comes to us with a college education, past experience of working with people, has gone through training, sold a few Kirbys and, because of his tremendous attitude has earned the plaque for November for the Most Enthusiastic Dealer.

MIKE CASHION comes to us also with a college education, past experience of working in management, has gone through training, sold a few Kirbys and, because of his intense drive and positive attitude, he has rightfully earned for himself the November award for the Outstanding New Dealer.

MIKE HILLS is perhaps my true ingredient for an ulcer. I did everything to him this month short of taking away his Kirby Opportunity. Finally, he decided to take me seriously and went to work. MIKE is now setting one appointment after another, he is demonstrating, selling and gaining tremendous confidence. MIKE, you've got greatness in you and you must believe that as much as I do. Because of MIKE's change in attitude, work habits and performance, he has justifiably earned for himself the Most Improved Dealer Trophy.

STEVE JACKSON is deserving of all our respect and admiration. He, too, is a college student; runs 50 to 100 miles per week; works harder than any two men at Kirby. STEVE has earned many awards this month. First of all, he has been promoted to a Field Counselor and is doing a fine job helping VAUGHAN. STEVE was the top dealer and is therefore awarded the Salesman of the Month Plaque. It's been a while coming, but STEVE finally achieved another goal by earning two 3-in-a-day Trophies, which, of course, represents three sales in one day. I felt sure all month that STEVE was also going to achieve another goal, and that was that of joining the very prestigious 500 Club. He accomplished this with a week's paycheck for \$573.00. STEVE, Congratulations on a job well done. STEVE also earned his first AOPP Certificate by writing 12 sales in one month.

THE BORN LOSER

BY ART SANSON



RECRUIT MORE MEN



SELL MORE KIRBYS



# IN THE CROSSROADS OF AMERICA

## STERLING, ILLINOIS

STEVE GRIFFITH, Distributor

Yes, we are still here in Sterling and Looking forward to a GREAT December. We are going over 200 sales again and another B.M.I.B. This is due to having fine people working for us. JOHN SUMMERS came in with 17 sales in just three weeks. JOHN is a new man and we expect great things from him. Other new people we have are BILL LARSON, STEVE CLIFF, ELAINE JACOBS, EDWARD CHAPMAN, JEFF SMITH, ED O'NEAL, RANDY MASTERSON and his wife, PAM. The latter three come to us with many years of sales experience.

Congratulations to MARK LEWIS, our new A.D. in Rock Falls, Illinois. We are looking forward to having him in Kirby the opportunity is endless.

See you at The Abbey!

De Kalb, Illinois  
Max P. Drew, AD

Hello from De Kalb!  
Thanks to all for a fine effort in November. GAVIN GESSNER was top dealer for the month and is doing an outstanding job. Keep up the good work, DAVE! We're looking forward to a good month in December when new men JOHN, BUTCH, DAVE, GREG and Terry get rolling! Merry Christmas from De Kalb.

Dixon, Illinois  
John Fischer, AD

We're hiring and training in Dixon. Our top new dealer is KEN KEENE, who sold his first demo, then followed up with two more sales to have three over his first weekend! KEN won a cash bonus of \$100.00 and a free tank of gas plus car wash.

CLEVE BURKITT says "get me in the house and I'll sell a Kirby!" Sold three over the weekend. LEO GORDON wants a GTO for every day in the week, so is eager to go. CHUCK TILTON, 16 years old, won a Chicago Motor Club membership by selling the first time he demo'd a Kirby. We have a husband-wife team JIM and DORA EBENS. DORA works the day shift, JIM does the night appointments. We had a little friendly rivalry over the last weekend in our "steak & beans" contest. When we go out for our monthly banquet, DORA will be eating beans and JIM, who was on the winning team, will be eating steak.

LANE WILCOX, one of our timers, was the leader of the steak team. DEL DERRICKSON, who says he loves beans is trying to convince his team that they will too. Sorry DEL, you can't win them all. JIM ALTH got his first sale. With his outgoing personality, he look like a winner. VICKIE MUNGER is just starting, but is really enthused. She went door-knocking for the first time in zero weather. Says, "It's fun to meet so many people with the Christmas spirit." MICK O'BREN and HECTOR EDWARDS, both work full time jobs. HECTOR does one 8:00 a.m. appointment every morning. MICK does two in the evenings and both work weekends. Being full time jobs with Kirby will mean a lot this Christmas.

HARRIET TALBOTT, GWEN JACKSON and FRAN HUGGINS are doing a great job on the phones. JEFF HALVERSON and TOM HERRON are our first phone boys working a couple of hours in the evenings.



# IN THE CROSSROADS OF AMERICA

## STERLING, ILLINOIS

STEVE GRIFFITH, Distributor (Continued)



Pat Devine, Steve Cliff, Shirley Hatfield and Rick Gonzalez



Jack Freed, Elaine Jacobs, Drew Raguse and Steve Schmidt



Jackie McAuliffe, our new office girl. She's doing a great job.



Howard Coffin and Marty Gramms



Tony Hatfield, Mary Cox and Bill Larson



Terry (Wiener) Griffith helping with book work.



Welcome to Marlene, the new secretary for the De Kalb office. She's doing a great job on the phone and keeping the office in order. Keep up the good work!



Turkey Day! Dave and John with 12 lb. turkeys they won.

# THERE'S SOMETHING NEW AND BEAUTIFUL KIRBY CLASSIC III

RECRUIT MORE MEN



SELL MORE KIRBYS

HIRE MORE MEN



SELL MORE KIRBYS

# ATTACHMENT SALES



TIM LANARI-Fond du Lac, Wis.



GRANT PETERSEN-Waukesha, Wis.



ADRIAN COTTLE - Oak Park, Ill.



BOB COSTANZO-Waukesha, Wis.



FRANK PITTS-Waukegan, Ill.



JOHN TREMBLAY-Oconomowoc, Wis.

---

ATTACHMENT SALES= PLUS PROFITS !!