



Robert Notte
Divisional Supervisor

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Editor

TOP IN OCTOBER

TOP DISTRIBUTOR



DICK YOUNG - Madison, Wis.

TOP DEALER IN ATTACHMENT SALES



JOE CATRONE - Elmhurst, Ill.

TOP AREA DISTRIBUTOR



DON BYRD - Janesville, Wis.

DEALER OF THE MONTH



ROGER JEWELL - Madison, Wis.

OUTSTANDING NEW DEALER



SALLY TERRELL - Green Bay, Wis.

TOP PART-TIME DEALER



BILL HACKETT - Appleton, Wis.

HONORABLE MENTION



JOHN KESLER - Appleton, Wis.



IN THE CROSSROADS OF AMERICA

TOP TEN DISTRIBUTORS BY VOLUME YEAR TO DATE

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

TOP PERCENTAGE INCREASE YEAR TO DATE

Al Potter	Michigan City, Ind	21
Dale Michael	Greenfield, Wis.	8
Marv Myers	Marquette, Mich.	7
Chuck Pierson	Schofield, Wis.	2

TOP TEN SFR DISTRIBUTORS

1 Ken Jensen	Green Bay, Wis.	472
2 Steve Griffith	Sterling, Ill.	569
3 Marv Meyers	Marquette, Mich.	673
4 Clint Nelson	Racine, Wis.	820
5 Herb Kesler	Appleton, Wis.	824
6 Dick Young	Madison, Wis.	834
7 Kaye Boldon	Waukesha, Wis.	926
8 Chuck Pierson	Schofield, Wis.	1029
9 Russ Hunt	Lafayette, Ind.	1061
10 Ernie Olness	LaCrosse, Wis.	1204

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"EXTRA EFFORT MAKES
THE DIFFERENCE."



IN THE CROSSROADS OF AMERICA

TOP SIX AREA DISTRIBUTORS



DON BYRD - Janesville, Wisconsin



JOHN KESLER - Appleton, Wisconsin



LES LINDER - Appleton, Wisconsin



CHARLES MOLEY - Evanston, Illinois



ROGER GRONKE - DePere, Wisconsin



JERRY SELWITSCHKA - Appleton, Wisconsin

Congratulations to a
Group of Champions



IN THE CROSSROADS OF AMERICA

TOP TEN DISTRIBUTORS BY SALES OCTOBER

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

TOP TEN DISTRIBUTORS BY PURCHASES OF ATTACHMENTS YEAR TO DATE

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

Points

DISTRIBUTORS

Sid Baumann	Racine, Wis.	123.3
Ron Connelly	Arlington Hts., Ill.	109.4
Will Hart	Oak Park, Ill.	102.5
Tom Lokken	Rockford, Ill.	100.8
Ken Jensen	Green Bay, Wis.	93.6
Al Potter	Michigan City, Ind.	93.6
Steve Griffith	Sterling, Ill.	91.4
Clint Nelson	Racine, Wis.	90.7
Russ Hunt	Lafayette, Ind.	89.4
Mickey McClay	Chicago, Ill.	88.9

ATTACHMENT

SALES

PROMOTIONS

Dorsey Snyder	Peru, Illinois	Area Distributor
Rick Gago	Cudahy, Wisconsin	Area Distributor
Skip Stockwell	Lafayette, Indiana	Branch Manager
Mark Koempel	Aurora, Illinois	Branch Manager

EVERY DAY IS A NEW DAY, WITH NEW POSSIBILITIES AND

UNLIMITED OPPORTUNITIES . . .



IN THE CROSSROADS OF AMERICA

TOP TWELVE DEALERS



ROGER JEWELL - Madison, Wis.



BOB BONK - Appleton, Wis.



STANLEY BLICHARZ - Madison, Wis.



JOE CATRONE - Elmhurst, Ill.



STEVE SCHMIDT - Sterling, Ill.



WAYNE LASEK - Madison, Wis.



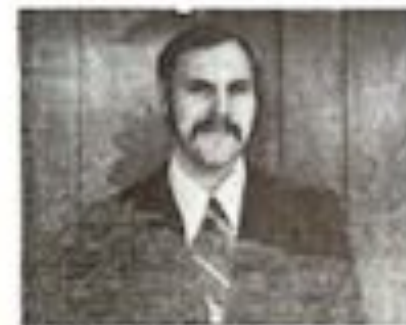
BOB BUSIEL - Chicago, Ill.



RON PETERSON - Janesville, Wis.



CAROL DAVIDSON - Waukegan, Ill.



GARY SCHROEDER - Janesville, Wis.



EUGENE JUUL - Madison, Wis.



BEN HAWKE - Madison, Wis.



IN THE CROSSROADS OF AMERICA

TOP DEALER SALES

Roger Jewell	Madison, Wis.	27	James Johnson	Milwaukee, Wis.	12
Bob Bonk	Appleton, Wis.	24	Carol Tremble	Green Bay, Wis.	12
Stanley Blicharz	Madison, Wis.	23	Don Anderson	Sterling, Ill.	11
Joe Catrone	Elmhurst, Ill.	21	Dan Ausman	West Allis, Wis.	11
Jim Moley	Waukegan, Ill.	20	Grant Flinders	Iron River, Mich.	11
Steve Schmidt	Sterling, Ill.	17	Robert Wright	Madison, Wis.	11
Wayne Lasek	Madison, Wis.	17	Mark Gibson	Sterling, Ill.	10
Bob Busiel	Chicago, Ill.	15	Bobby Joe Smith	LaCrosse, Wis.	10
Ron Peterson	Janesville, Wis.	15	Jack Quinlan	Waukesha, Wis.	10
Carol Davidson	Waukegan, Ill.	15	Bill Strege	Racine, Wis.	10
Gary Schroeder	Janesville, Wis.	14	Gordon Larsen	Schofield, Wis.	10
Eugene Juul	Madison, Wis.	14	Bill Hackett	Appleton, Wis.	10
Ben Hawke	Madison, Wis.	13	Frank Reighard	Madison, Wis.	10
Steve Lantz	Ishpeming, Mich.	12			

FIVE STAR PINS

Ray Baldwin	Bartlett, Illinois	3rd Ruby
Randy Cox	Lafayette, Indiana	5 Star Pin
Randy Cox	Lafayette, Indiana	24+ TAB
Steve Schmidt	Sterling, Illinois	1st leg

TEN PINS

John McReynolds	Addison, Illinois
Grant Flinders	Iron River, Michigan
Debbie Yates	Lafayette, Indiana

DOUBLE YOUR DEALER POWER

DOUBLE YOUR SALES!



IN THE CROSSROADS OF AMERICA

SALES AWARDS

Marjyn Seifried	Appleton, Wis.	25 gal. gas
Jim Tellock	Appleton, Wis.	50 gal. gas
Daniel Gall	Milwaukee, Wis.	CB radio unit
Rick Kosempel	Aurora, Ill.	Leisure suit
Dennis Miller	Aurora, Ill.	25 gal. gas
Ronald Williams	Michigan City, Ind.	25 gal. gas, \$25 cash, calculator, CB antenna
Steve Dahlberg	Elmhurst, Ill.	Watch
John Malone	Elmhurst, Ill.	Gas
Steve Lantz	Ishpeming, Mich.	Gold watch
Mike Miner	Oak Park, Ill.	\$200
Adrian Coffie	Oak Park, Ill.	\$75 for wife
Russ Groves	Oak Park, Ill.	\$25 for wife
Steve Schmidt	Sterling, Ill.	A. D. D. P. Award Certificate
Roger Szarkowitz	Schofield, Wis.	Leisure suit
Bill Hackett	Lafayette, Ind.	50 gal. gas
Bob Hoskins	Lafayette, Ind.	50 gal. gas, hot comb, leisure suit
Jim McKee	Oconomowoc, Wis.	25 gal. gas, \$25 RR
Mike English	Ft. Atkinson, Wis.	50 gal. gas
Randy Cox	Lafayette, Ind.	Division 24+ ring

ENTHUSIASM

IS CONTAGEOUS

- CATCH IT



IN THE CROSSROADS OF AMERICA ELMHURST, ILLINOIS

JIM MOLLOY, Distributor

B.M.I.B.

KIRBY AT ELMHURST STRIKES AGAIN with a B.M.I.B. for October.

November is off to an even better start.

I would like to welcome BRAD GREEN, ED STASTNY, DON INFUSINE, RON ZORDANI, JOHN MALONE and STEVE DAHLBERG to the Kirby family. STEVE DAHLBERG is off to a good start with four sales his first week in the business.

JOE CATRONE, our General Manager, says "fat is where it's at", as he proceeded to sell 21 Kirbys for the month with a point average of 108.57 per sale.

We'll see everyone in February at the 100 Percent Club in the Wisconsin waste lands.

Thought for the month: SWALLOW YOUR PRIDE OCCASIONALLY, IT'S NON FAT-TENING



Joe Catrone, the Giant of attachment sales in the Great Lakes Division.



Joe Catrone with just a few of his many trade-ins for the month.



IN THE CROSSROADS OF AMERICA

STERLING, ILLINOIS

Steve Griffith, Distributor

B.M.I.B.

Thanks to all the Sterling Kirby crew for all the effort in October. We had a great time in Las Vegas and everyone is looking forward to the next pro club.

STEVE SCHMIDT was the top dealer for the month, with DON ANDERSON and MARK GIBSON following close behind.

DORSEY SNYDER is out in his new office and is looking for a great month in November.

Thanks go out to everyone from Sterling Kirby office.

Steve



Top Dealer of the month, Steve Schmidt, showing off the trophy he received.



Don Anderson smiling after making all that money in October. Don says he's going to get 24 in November.



Steve Schmidt receiving Certificate for Kirby w-attachments won through A.D.O.P. Program from Dist. Steve Griffith (r).



Mark Gibson receiving his A.D.O.P. Award Certificate. Watch for this Tiger!

THE SUPERIOR MAN RISES BY LIFTING OTHERS



IN THE CROSSROADS OF AMERICA

RACINE, WISCONSIN

Sid Baumann, Distributor

The KIRBY CENTER of Racine opened its doors the first of October and had a very good FIRST month in business. We hope our KIRBY SPIRIT will radiate throughout the Division.

With our organization is GAIL BAUMANN, who shall be the top Saleswoman in the very near future. I'm confident of this because I know her very well, she is my top sales manager, she is my lovely wife. Congratulations, GAIL, you've done a super job! We also have a new man, his name is JEFFREY WEE. He is a very good sales

same day he completed training. We salute you JEFF, and know we shall be hearing a great deal from you in the Land of Kirby Opportunity.

Our office is PINKIE VENTURA, as most of you know, she is the wife of DICK VENTURA, Div. Ass't. Now that the boys are in school, she decided to fill in some time by working -- in the Kirby Business, of course.

Until next month we shall sign off with SALES MAKES PROFITS, SO HAPPY SELLING.

MARQUETTE, MICHIGAN

MARV MEYERS, Distributor

Congratulations to IKE PUMMILL and his new man GRANT FLINDERS! They are learning how it's done by doing 19 deals between the two (2) of them - ALL COMPLETE. GRANT says that if you have to work, you might as well work hard, it's more

fun.

We want to welcome into Kirby new man, FRAN ALATALO and DICK GOODWIN, as they intend to provide us with plenty of sales in the future.



Grant Flinders



Ike Pummill



IN THE CROSSROADS OF AMERICA

APPLETON, WISCONSIN

HERB KESLER, Distributor

October here in the Appleton Distributorship has been a good month, both weather and sale-wise. The sales crew has been enjoying the beautiful fall weather by going out and canvassing the surrounding cities and towns. As you all know, good Kirby people need a constant source of leads, and there is no better way to get these leads than to meet all our friendly neighbors. The Distributorship will be working on a concentrated program in the upcoming months to increase our manpower.

The Appleton crew, led by ROY and joined by our regulars, DAN, MARILYN, ROLF and JIM, along with some help from part-timers TIM and LARRY, did a very good job this past month and with some newcomers to the crew they play on having an outstanding November.

Branch 1

BOB has done his usual fine job coming in with 24 personals, even though he took a week off to enjoy Las Vegas. (Did he ever make it back home with those tennis racquets that wife BETTY was lugging around?) A.D. JOHN has been wearing "two hats" this fall, along with finishing his college education, he still manages to find time to sell Kirbys and do a fine job.

Branch 3

JERRY has increased his manpower, so along with hiring, training and directing the crew he has managed to have 8 personals. PAUL and TED also helped out in the total sales for their office.

Branch 4

A.D. JIM did an excellent job this past month, even though he took a well earned week off to enjoy Las Vegas. He has plans to increase his manpower in the coming months so we will be hearing great things from him.

Branch 6

A.D. LES, with help from JEFF, PETE, GREGG, and ALLAN, had a good month. Even though the "boss" took a week off to "bask in the sun" in Vegas, the crew carried on for him and did a fine job.

Branch 8

A.D. BOB has increased the sales in his office, and with help from KEN, GARY and DORIS, is looking forward to a big month in November.

IF YOU CAN'T WIN, MAKE
THE ONE AHEAD OF YOU



BREAK THE RECORD!!!



IN THE CROSSROADS OF AMERICA

ISHPEMING, MICHIGAN

BILL ATKINSON, Distributor

Hello from Ishpeming.

We are slowly getting things ready to go in the Upper Peninsula. STEVE LANTZ did a fine job in October selling 12 machines the last 14 days of the month.

New man TIM BARNUM sold his second demo and BILL sold a couple.

Kirby selling weather has arrived so we're going to take advantage of it. STEVE also won a Kirby watch for doing a fine job.

Till next month, BUY BUY.

every young man would do well to remember that all successful business stands on the foundation of morality.



Steve with his Kirby watch for selling 12 Kirbys in 14 days.



Steve Lantz with some of his trade-ins.

EVERY YOUNG MAN WOULD DO WELL TO REMEMBER THAT ALL SUCCESSFUL BUSINESS STANDS ON THE FOUNDATION OF MORALITY.



IN THE CROSSROADS OF AMERICA

MILWAUKEE, WISCONSIN

MEL GALL, Distributor

We extend a big welcome to new man, LARRY BAIN, who came through on his FIRST demo with his FIRST sale. Part time as he is, perhaps if he sees the kind of money that can be made, we can get LARRY in with us full time.



John Toohey, two days out of the hospital after an appendectomy and he's back in action. He is standing next to his new '76 Cadillac - only thing missing is his C.B. unit.



Congratulations to DAN GALL again for doing a fine job and taking DENNIS by one sale. He was not only entitled to giving DENNIS the pie in the face, but the Citizens Band Radio antenna that he got for his extra effort. How he is looking for a skiing trip to Colorado. How about that for a guy setting his sights.

Go to it, TIGERS.



Dennis David (r) congratulating part time new man, Larry Bain on his first demo - first sale.

It took some doing, but Dan Gall got Dennis Davis with a pie in the face (blueberry filled, no less). You can see that Dan really enjoyed himself. We can't prove it, but from this picture it is apparent someone got the camera out of kilter and Dennis wouldn't go for a retake.

**START WITH,
STAY WITH AND
BUILD WITH THE BASICS**



IN THE CROSSROADS OF AMERICA

AURORA, ILLINOIS
NICK GOLICH, Distributor

LAS VEGAS - WONDERFUL; WEATHER - WARM; STARDUST - GRAND; POCKETS - EMPTY. A good time was had by all in Vegas. Kirby people can do anything... Like handling trays on the returning flight...

Nick, Jr., who was returned to college, learned a great lesson in Vegas... WIN AND RUN.

RICH KOEMPEL has been promoted to a Branch Manager, and is going great guns. Has hired 5 men his first week and has his office in tip top shape. RICH and his lovely wife, BARBARA, are planning on becoming permanent Kirby people and are looking forward to being Area Distributors in the near future.

DENNIS MILLER has decided the Kirby Way is His Way...As a result of his hard work, he

has been elevated to a Senior Salesman.

DALE and PAULA LARSON are proving it can be done as a Team... They make a great Kirby pair. Newlyweds, LARRY and BRENDA FREIWALD, are another couple who have proved it can be done...

GARY SILLS sold 2 his first day out of training and is raring to go. Now that ANDY WILLIAMS is settled, he's on the Kirby bandwagon...

Thanks to JAN and RICH for holding down the fort, while I was in Vegas.

With the Holidays approaching, IT'S BUYING TIME.

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

Salesmanship Is Showmanship by
Demonstration and Illustration

*KIRBY OPPORTUNITY
HAS NEVER BEEN GREATER!*

GREAT LAKES DIVISION 100% CLUB

DINING - DANCING - SHOPPING - ENTERTAINMENT - SWIMMING

Every Sale
is a
Credit

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

Every Sale
is a
Credit

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

A FUNTASTIC AFFAIR!



3 DAYS
2 NIGHTS
COCKTAIL PARTY
BANQUET
AWARDS

SAUNAS
TENNIS
SKIING
SNOMOBILING
ICE SKATING

Every Great Lakes Division Dealer Can Win

A FANTASTIC WEEKEND AT SCOTSLAND



SEPTEMBER 1 THROUGH DECEMBER 31, 1975



KIRBY COUNCIL ELECTION CAMPAIGN

OCTOBER - NOVEMBER - DECEMBER



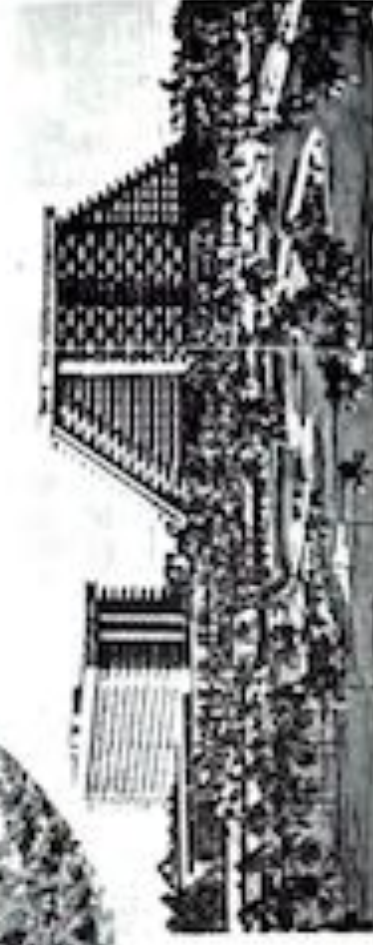
**28th KIRBY
COUNCIL CONFERENCE**

MARCH 24-28, 1976
ACPULCO, MEXICO

FANTASTICO!



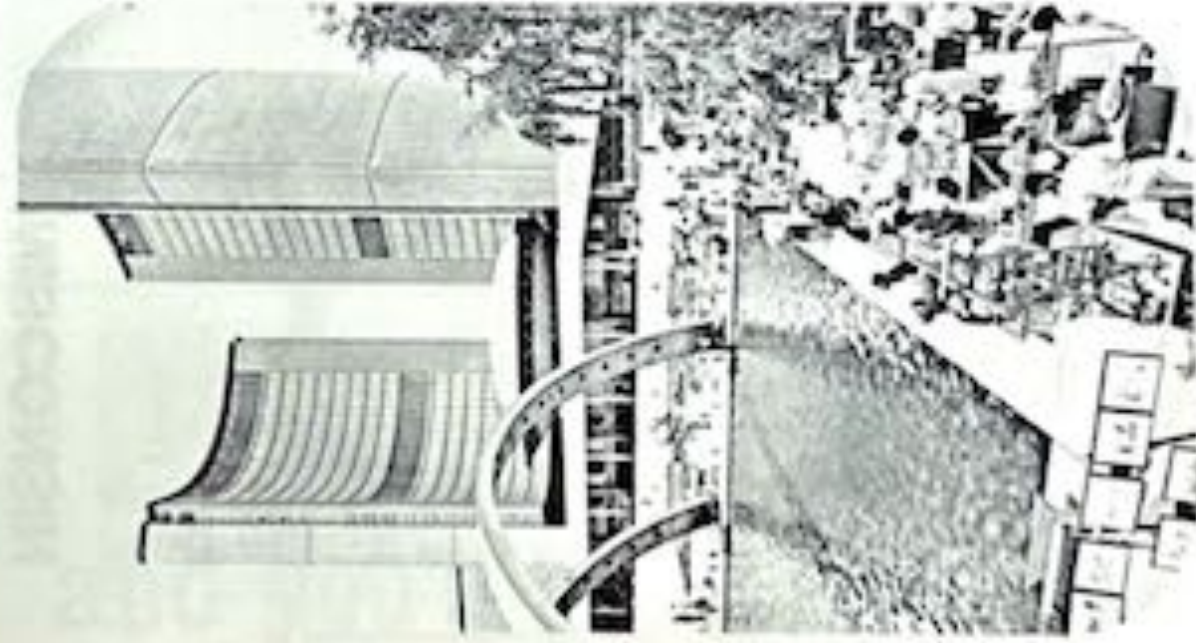
FIVE DAYS
ALL EXPENSES
PAID TO



ACAPULCO PRINCESS

HOTEL G. GLAIS DE GOLF

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



**29th KIRBY
COUNCIL CONFERENCE**

SEPTEMBER 8-12,

TORONTO
Ontario, Canada

A SECOND ALL-EXPENSE
PAID TRIP

**HARBOUR CASTLE
HOTEL**

EXCITING

EVERY SALE HELPS MAKE YOUR
DISTRIBUTOR A WINNER

Kirby
Classic

IN THE CROSSROADS OF AMERICA
OCONOMOWOC, WISCONSIN

BOB LEE, Distributor

I would like to welcome our two new part-time training dealers, WAYNE POBOWZ and AUDRY KOPINESS. AUDRY has two sales under her belt. Keep on pitching AUDRY!!

WAYNE will start selling in November sometime. WAYNE used to sell for Kirby 14 years ago. Go get them, TIGER!!

MIKE ENGLISH is working in the Fort Atkinson area now. Showing all the people of Fort how to use their Kirbys. For MIKE's fine achievements in October he has won 50 gallons of gas. Keep up the good work and sales,

MIKE.

JIM McKEE didn't let the young guys walk on him this month. He really got out there and sold and won himself \$25.00 cash, Rug Renovator and 25 gallons of gas. Hey! That's the way to go!

KATHY, in the office, is doing a fine job of setting appointments. Keep up the good work, KATHY.

Thanks to all for a very good job, once again.
Bob Lee



Audry Kopiness, new part-time dealer.



Jim McKee (l) and Mike English (r).

LOOK like a winner...
and you'll be a WINNER!

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



CONTEST RULES!

SENIOR KIRBY DEALERS with 1000 points per month or minimum total of 4320 points for 4 months will qualify.
KIRBY PART TIME DEALERS with 500 points per month or minimum total of 2160 points for 4 months will qualify.
AREA DISTRIBUTORS with 2250 points per month or minimum total of 9000 points for 4 months will qualify.
AREA DISTRIBUTORS CAN QUALIFY AS SENIOR DEALERS.
NEW DEALERS (selling in within 30 days of completion of contest can qualify with 1000 points.



KIRBY'S - 50 points
ATTACHMENTS - 10 points
MIRACLE HEADS - 20 points
HANDY BUTTERS - 20 points
RUG RENOVATORS - 20 points
MIRACLE MAKERS - 10 points

Kirby
Classic

Step Out And Be Recognized

Kirby
Classic



IN THE CROSSROADS OF AMERICA

LAFAYETTE, INDIANA

RUSSEL HUNT, Distributor



Dist. Russ Hunt is "very carefully" putting a 10-Pin on Debbie Yates. Congratulations to Debbie for achieving this award.



Bob Hoskins is presented a Hot Comb by Skip Stockwell (R). Bob won this contest fresh out of training. Keep up the good work, Bob.



Randy Cox (L) presents Bob Hoskins with his first check. Bob is doing a fine job for us. We expect to hear more from this new "Tiger".



Skip Stockwell will be running the Rensselaer branch for us. We believe the new branch will be a prosperous addition for us.



This is the core of Russ's new Rensselaer branch office - Bob Hoskins, Skip Stockwell and Becky Samuelson.

HE CLIMBS THE HIGHEST WHO HELPS ANOTHER UP



IN THE CROSSROADS OF AMERICA

GREENFIELD, WISCONSIN

DALE MICHAEL, Distributor

We lost our banana tree and the Greenfield Gorillas laid down and made monkeys out of themselves, but October is gone. Las Vegas is out of the way and November already looks very promising.

We would like to welcome 5 new people to our bunch of bananas - BILL F., TED S., KIRK E., LARRY D. and TOM B.

With the addition of these new super people, along with getting the old Gorillas out of the



Our balloon busters - Ted S., Jeff H., Bill F., and Chris L.

trees, will get us heading for the top once again.

As Vince Lombardi once said, there is nothing in losing, there's only winning, check yourself out. What are you doing - winning or losing.

Bring ideas in and entertain them royally, for one of the may be the king.

Mark Van Doren



New man Ted S. receiving his 1/2 gallon jug of booze.



New man Bill F., 2 sales, 2 balloons, \$10.00 and a pair of pants plus a big check.

**BRING IDEAS IN AND ENTERTAIN THEM ROYALLY,
FOR ONE OF THEM MAY BE THE KING.**

Mark VanDoren



IN THE CROSSROADS OF AMERICA

OAK PARK, ILLINOIS

WILL HART, Distributor

We are coming alive in '75. It's funny how new people revive everyone.

SAM ANDERSON, Jr. is new and doing a nice job as well as MIKE MINERD, who almost fell over after we drew his name as the winner of \$200.00. We would like to welcome KELVIN GAMBLE, THOMAS BROWN III, HARSHAD SHAH, HECTOR GAMBOO, NELLIE RICE, LONNIE SUTTON, GUIDO BOCKA, JIM STANAFORD and JOSEPHINE HIGGINS. We will be welcoming more in the weeks to come as we build our organization a little

more each day.

ADRIAN managed to lead the field even after losing his money in Vegas. He will certainly have lots of competition in November. We are getting our camera fixed and will have lots of pretty pictures next month, because we have lots of pretty faces around here - just ask AL.

We will double ourselves in November and again in December. I'm brushing up on my Spanish.

WAUKESHA, WISCONSIN

KAYE BOLDON, Distributor

October is gone and we in Waukesha are glad - it was not a good month "sales wise". But new "dealer wise" was, as we want to welcome new dealers MIKE KRAJEWSKI, KEN PANGBORN, TOM SCHULTZ and TOM FEELEY.

MIKE FRIEDMAN was TOP in personals for October, followed by JACK QUINLAN.

When you don't sell much, you can't report much - see you next month.

Kaye

One Of The Greatest Sources Of Energy

Is Pride In What We Are Doing!



IN THE CROSSROADS OF AMERICA

MILWAUKEE, WISCONSIN

RON WEAR, Distributor

Competition between people is an important part of the Kirby way of life, but this month recognized an even greater importance - competition with yourself. Perhaps a clearer statement would be "the setting and achievement of personal goals". October presented a good example of this philosophy. JIM JOHNSON led in sales as Top Dealer of the Month for the fourth consecutive month. JIM also wound up with a pie in the eye in October. Based on the personal goals set by the Milwaukee office as to what each individual would do in October, Milwaukee took on the Kenosha office for total sales, even though Kenosha had them outmanned. Had BRIAN STAUFF and JIM reached their personal goals, they could have easily surpassed Kenosha. They didn't. Kenosha won office honors, Milwaukee pies, and JIM showed that being the best among others doesn't mean you've given the best for yourself.

It's Area Distributor PAUL MOODY and LERON KREBILL in Kenosha now, as RICK GAGO became a new Area Distributor in Cudahy, effective November 1. RICK is a terrific businessman and has always been a 100 percent Kirby person; so, with those qualifications, we know RICK will be an unestimable asset to both Kirby and himself in his new position.

Lake Geneva and ED CYGANZ are progressing in the Kirby business according to plan. In that September brought ED a wealth of personal sales, and October brought hiring

into play. Personal sales remained high and newly added ED KOLAN produced his first Kirby sale. Congratulations to both EDs, who realize that the best foundations are built a brick at a time.

The selling profession is a "turn on" business and what could better turn on Kirby people than a trip to the home of Kirby, Cleveland, Ohio. During October thirteen turned on Kirby cats piled into a super Winnebago motor home and headed out to tour the Kirby factory and attend a rousing sales meeting with Divisional Supervisor ED BRAY and Factory Distributors CORWIN, DICK and CLAYTON RILEY. After joining in on one of their morning meetings, it's not hard to see why these individuals are always on top in Kirby sales and opportunity. Our factory tour was just what you would expect from an organization like Kirby - TOP QUALITY! From the rebuilding of old Kirbys, to the Alpha through Omega of new Kirby construction and testing, to the cafeteria in which we were served our lunch, the entire experience was enriching to the point that all those attending are sure to have come out better, more knowledgeable, more positive Kirby people. Assistant to the President Peter Menke, spoke to us about the Kirby opportunity available today, stressing that we are on the verge of the best, most productive era in the history of our business. Mr. MENKE assured that anyone of us, and you, could be a part of this era to a much greater degree than we already are but

"YA GOTTA WANNA"

THINK YOUR WAY TO SUCCESS!



IN THE CROSSROADS OF AMERICA MILWAUKEE, WISCONSIN

RON WEAR, Distributor (Continued)



Clayton Riley, Supervisor Ed Bray, and Corwin Riley at the podium, and Dick Riley at the door, talk about a powerful morning meeting! There was enough positive in that room to change the location of the magnetic North Pole.

Elegant! would be an understatement for the surroundings and the palate pleasers proffered by this cavern of culinary culture left our tastebuds unarmed for the treachery of the truckstop destined in travels. Kirby is not the only quality coming from Cleveland.



Leron Krebill driving and Rick Gago navigating, but we still made it back safe!



We look like a small party, but they sure didn't treat us that way!



No, not really! This shot includes some of the children, but thirteen of this crew did make the trip to Cleveland.



IN THE CROSSROADS OF AMERICA MILWAUKEE, WISCONSIN

RON WEAR, Distributor (Con't.)



If you've ever wondered why you don't feel worried about grabbing a fresh machine right out of the stockroom and taking it right to the perspective customer's house, visit the factory and you'll never wonder or worry!



Bananas Foster Flambe ala the Keg & Quarter in downtown Cleveland. Kathy Stauff and Ann Cygan look on to make sure our tableside cheffery is up to Kirby standards. IT WAS!!



Jim Johnson said he'd do it, and he didn't. Congratulations, Jim!



Jim Johnson said he'd do it, and he did it, for the fourth consecutive month. Congratulations, Jim!

FOUR KINDS OF BONES

1. There are the **WISHBONES** who spend all their time wishing someone else would do all the work.
2. There are the **JAWBONES** who do all the talking, but they do very little else.
3. There are the **KNUCKLEBONES** who knock everything that everybody else tries to do.
4. Finally, there are the **BACKBONES** who get under the load and do the work.



IN THE CROSSROADS OF AMERICA MADISON, WISCONSIN

RICHARD YOUNG, Distributor

October goes down in our records as another month of rising sales. We would like to commend everyone for their fine efforts: STAN BLICHARZ, WAYNE LASEK, BOB WRIGHT, STEVE KORTSCH, RON WOLFE, DAVE DAVIES, FRANK REIGHARD and LEWIS MELTON; Branch 1, BEN HAWKE; Branch 2, GENE JUUL; Branch 3, RICHARD WAHL; Branch 4, LEONARD KNABLE.

Area 1 - DON BYRD

GARY SCHROEDER and RON PETERSON both won twelve gauge over and under shot guns for their efforts in October and agreed only to use them on Sundays for hunting. We



Roger Jewell also won an over-and-under shotgun.



Dist. Richard Young (second from right) presenting Gary Schroeder, Ron Peterson and Roger Jewell with their over-and-under shot guns.

would like to welcome new dealer SCOTT JESTER. He did an outstanding job his first month in business. We would also like to welcome DAN SHIPPY into Kirby and we're sure we will be hearing alot more about this in the future. Also, there will be great things coming from JACK POFF and his brother, RICHARD. With their great enthusiasm, many Kirby sales will be forthcoming.

Area 2 - ROGER JEWELL

ROGER took a week off and still had time to win a shot gun and sell alot of Kirbys besides. Fantastic job, ROGER!



Gary Schroeder with his new over-and-under shotgun.



Ron Peterson showing off his new over-and-under shotgun.



IN THE CROSSROADS OF AMERICA MADISON, WISCONSIN

RICHARD YOUNG, Distributor



Don Byrd presenting 10-Pin to Scott Jester (r).



Don Byrd (l) presenting 10-Pin to Dan Shippy

ADDISON, ILLINOIS

DANIEL WELSTEAD, Distributor

Believe
in your

Kirby
Opportunity



John McReynolds, writing up another sale.



IN THE CROSSROADS OF AMERICA GREEN BAY, WISCONSIN

KEN JENSEN, Distributor

Man, what a finish we had for October!!

Everyone is busy putting on demos to have "LOTS OF KRAZY KASH" for our Christmas auction banquet. October sales were led by our A.D. from Depere, ROGER GRONKE, as he earned another leg on his 5-Star Pin. He has pledged another month of 15 or more for November, besides hiring several new men.

CAROL TREMBLE also had a good month of October. Besides going to Vegas, she also found time to sell 12 Kirbys, and has a good start for November.

Two other gals that work together as a great team are GWENN ELLIS and JEANNETTE HEUSER, as they sold 11 Kirbys in October. They were also in Vegas, and loved every minute of it. Another gal that has shown us a lot of ambition is SALLY TERRELL. SALLY sold 9 Kirbys her first full month in the Kirby business. Another gal that we feel has a great future in the Kirby business is PAULETTE MAACK. She's an ex-army gal with lots of vim and vigor. Looks like the "GALS" are taking over up here.

Our General Mgr., STEVE ROSIK, turned out two fine groups of Kirby people in October that really helped our total, namely RANDY FISCHER, PAULETTE MAACK, ENNIS HAMMER, ARMANDO CHAPPA, JOE KAZIK and RANDY WENDT. I'd like to also thank JOHN VANVONDEREN, CHUCK ZITLOW, GWENN ELLIS and JEANNETTE HEUSER for all the extra help they gave us in October, with training classes. THANKS MUCH, GANG!!

RON SUSKI has set himself a big quota for November and we know that with his enthusiasm he can reach his goal.

Our two new A.D.'s NORM MILLER and DAVE DUFEK have set up their respective offices and are starting to get rolling. We wish them all the very best and a big month of November to get them started on the right foot.

We'd also like to welcome JIM MORZ back as a part-time dealer.

As ever, Ken



New group ready to check out with Kirbys.



New dealer Pat Dahlke showing off her 2 contracts from her first weekends work.



IN THE CROSSROADS OF AMERICA WAUKEGAN, ILLINOIS

HOUSTON YOUNG, Distributor

The Waukegan office had a great month in October, even if we did take some time to go to Las Vegas, and we really had a fantastic time there.

We're all going to work hard next month so we can win the trip to Scotland.

JIM MOLEY led the group with 20 sales followed by CAROL DAVIDSON with 15 and FRANK PITTS with 9, followed by MIKE HODGSON and FRED MARCHALAND with 7 each. MIKE said he will be top in November.

We hired three new salespeople who are really raring to go out and get them Kirby !!! They are BARB RYAN, DAVE PATELKE and KEN PETERS. FRED did a super job in training these three.

MIKE is running the wagon and is the Wagonmaster. Congratulations go out to MIKE for all the hours he has put in with the guys, and all the help he has given them in closing some of their sales they thought they had lost.

They all say they are not going to give up.



Mike, Barb and Ken ready to go out and get those Kirby !!!!.



Dist. Hugh Young (l) congratulating Mike Hodgson after a fantastic month on the Wagon.



(L to r) Hugh, Carol, Greg and Fred.



Dist. Hugh Young (l) congratulating Fred after training another group.



IN THE CROSSROADS OF AMERICA

ROCKFORD, ILLINOIS

TOM LOKKEN, DISTRIBUTOR

Hello from Rockford! We would like to give a big welcome to new men JIM LANDERS and BOOKER T. DISMUKE! JIM has sold 5 Kirbys his first 2 weeks in the business! Also out of the five, 4 were "complete" machines!! Nice work, JIM!! BOOKER has just finished training and I'm sure by the next writing we will have many sales to report for him.

JOE LENNARTZ received Top Dealer for the month, but it looks like he will really have to move to get it for the month of November!

NICK LATINO, A.D. in Streator, Ill., has started to hire new people and according to what he tells us things are really starting to move there.

JOE SHERMAN in Freeport, Ill. is increasing his production a little every month and I think if we could get him to work on Thursdays he would be among the Top Area Distributors before long! Right, JOE??



New man, Jim Landers, very proud of the \$730.78 he made his first two weeks selling Kirbys.



Joe Sherman getting ready to sell those "Kirbys".



New man, Booker T. Dismuke, getting ready for his first demo.



Joe Lennartz and Raleigh Hermanson getting the contracts ready for the finance company.



Jim Landers filling out his first contract.



IN THE CROSSROADS OF AMERICA

MAY ALL THE JOYS OF THE
CHRISTMAS SEASON

BE YOURS TODAY

AND ALWAYS,

Merry Christmas

and Happy New Year

Bob And Norma Notte

ATTACHMENT SALES



JOE CATRONE - Elmhurst, Illinois



STEVE SCHMIDT - Sterling, Illinois



STEVE LANTZ - Ishpeming, Michigan



JAMES JOHNSON - Milwaukee, Wisconsin



DON ANDERSON - Sterling, Illinois



BOB BONK - Appleton, Wisconsin

ATTACHMENT SALES = PLUS PROFITS !!