



Robert Notte
Divisional Supervisor

Don Sheckles & Roger Silvia
Divisional Assistants

Esther Tessmer
Editor

TOP IN MAY

TOP DISTRIBUTOR



KAYE BOLDON - Waukesha, Wis.

TOP DEALER



CAROL DAVIDSON - Waukegan, Ill.

TOP PART-TIME DEALER



DANIEL GALL - Milwaukee, Wis.



TOP DEALER IN
ATTACHMENT SALES



ADRIAN COTTLE - Oak Park, Ill.

TOP AREA DISTRIBUTOR



DAN AUSMAN - West Bend, Wis.

OUTSTANDING NEW DEALER



TOM MELSHEIMER - Milwaukee, Wis.

HONORABLE MENTION



MARILYN SEEFELD - New London, Wis.



IN THE CROSSROADS OF AMERICA

MAY TOP TEN DISTRIBUTORS BY SALES

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

TOP TEN DISTRIBUTORS BY PURCHASES

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

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

**DISTRIBUTORS
ATTACHMENT
SALES**

		Points
Will Hart	..... Oak Park, Illinois	115
Russ Hunt	..... Lafayette, Indiana	100
Steve Griffith	..... Sterling, Illinois	90
John Henry	..... Schofield, Wisconsin	90
Hugh Young	..... Waukegan, Illinois	87
Ken Jensen	..... Green Bay, Wisconsin	86
Ernie Olness	..... LaCrosse, Wisconsin	83
Kaye Boldon	..... Waukesha, Wisconsin	81
Chuck Yaeger	..... Fond du Lac, Wisconsin	81
Ron Wear	..... Milwaukee, Wisconsin	80

PRESIDENT'S PINS

Daniel Gall Milwaukee, Wisconsin President's Pin



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



IN THE CROSSROADS OF AMERICA

TOP TWELVE DEALERS



CAROL DAVIDSON - Waukegan, IL



DICK GENTHE - Waukesha, WI



DAVID SCHEIN - LaCrosse, WI



JOHN KELLER - Waukesha, WI



TEDDY SAPIDA - Waukesha, WI



GRANT PETERSEN - Waukesha, WI



JOANN QUIRKE - Milwaukee, WI



ADRIAN COTTLE - Oak Park, IL



HANK TAYLOR - Oak Park, IL



CHRISTINE LOBOS - Superior, WI



TOM NOWAK - Kenosha, WI



ROBERT FLETCHER - LaCrosse, WI



IN THE CROSSROADS OF AMERICA

TOP DEALER SALES

Carol Davidson	Waukegan, Illinois	21	Kevin Casper	Fond du Lac, Wisconsin	12
Dick Genthe	Waukesha, Wisconsin	19	Tim Lanari	Fond du Lac, Wisconsin	12
David Schein	LaCrosse, Wisconsin	18	Ed Kolan	Lake Geneva, Wisconsin	12
John Keller	Waukesha, Wisconsin	16	Jon Bartosik	LaCrosse, Wisconsin	12
Teddy Sapida	Waukesha, Wisconsin	16	Rick Gago	Kenosha, Wisconsin	12
Grant Petersen	Waukesha, Wisconsin	16	James Broker	LaCrosse, Wisconsin	12
JoAnn Quirke	Milwaukee, Wisconsin	16	Roger Jewell	Madison, Wisconsin	12
Adrian Cottle	Oak Park, Illinois	15	Donald Carnduff	Milwaukee, Wisconsin	12
Hank Taylor	Oak Park, Illinois	15	James Johnson	Milwaukee, Wisconsin	11
Christine Lobos	Superior, Wisconsin	15	Sue Dahlke	Fond du Lac, Wisconsin	11
Tom Nowak	Keno-Racine, Wisconsin	15	Ed Gray	Sterling, Illinois	11
Robert Fletcher	LaCrosse, Wisconsin	15	Ed Blumberg	Waukesha, Wisconsin	11
Nick Golich, Jr.	Lisle, Illinois	15	C. J. Schmidt	Green Bay, Wisconsin	11
David Spatz	Streator, Illinois	14	Cheri Lanier	Madison, Wisconsin	11
David Zank	Streator, Illinois	14	Ginger Lofgren	Madison, Wisconsin	11
Leron Krebill	Kenosha, Wisconsin	14	Reggie Chapman	Oak Park, Illinois	10
Bob Costanzo	Waukesha, Wisconsin	14	John Kesselman	Keno-Racine, Wisconsin	10
Frank Pitts	Waukegan, Illinois	14	Bill Schooley	Waukesha, Wisconsin	10
John Tremblay	Oconomowoc, Wisconsin	14	Jim Morz	Green Bay, Wisconsin	10
Oscar Sanchez	Waukesha, Wisconsin	13	Linda Hall	Madison, Wisconsin	10
Wayne Leverenz	Waukesha, Wisconsin	13	Stan Blicharz	Madison, Wisconsin	10
Ray Seiber, Jr.	Fort Atkinson, Wisconsin	12			

FIVE STAR PINS

Bob Lopas	Appleton, Wisconsin
Dan Dalbec	Appleton, Wisconsin
Chris Bassett	Appleton, Wisconsin
Debbie Benthien	Appleton, Wisconsin
Bernice Dellman	Appleton, Wisconsin
Lloyd Hanson	Appleton, Wisconsin
Jim Van Hout	Appleton, Wisconsin
Tom Nowak	Racine, Wisconsin
Jim McGriff	Schofield, Wisconsin
Stan James	Oak Park, Illinois
Susi Assar	Oak Park, Illinois
Joy Winters	LaCrosse, Wisconsin
Mike Altenburg	West Allis, Wisconsin
Gene Lien	Waukesha, Wisconsin
Chris Lancette	LaCrosse, Wisconsin
John Kesselman	Keno-Racine, Wisconsin
Stan James	Oak Park, Illinois
Mary Angelbeck	Oak Park, Illinois

RECRUIT MORE MEN



SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

PROMOTIONS

Marilyn Seefeld	Appleton, Wisconsin	Area Distributor
David Davidhofer	Rhineland, Wisconsin	Area Distributor
Father Healy	Houghton, Michigan	Area Distributor
John Kesselman	Racine, Wisconsin	Sales Manager
Kevin Emigh	Schofield, Wisconsin	Field Counselor
Dan Ramker	Schofield, Wisconsin	Field Counselor
Vern Boelter	Appleton, Wisconsin	Crew Manager
Chris Bassett	Appleton, Wisconsin	Crew Manager
Bob Lopas	Appleton, Wisconsin	Crew Manager
Wayne Leverenz	Waukesha, Wisconsin	Office Manager Trainer
Tom Nowak	Racine, Wisconsin	Senior Dealer

TEN PINS

Kevin Casper	Fond du Lac, Wisconsin	5 Star Pin
John Keller	Waukesha, Wisconsin	5 Star Pin
JoAnn Quirke	Milwaukee, Wisconsin	2nd leg
Wayne Leverenz	Waukesha, Wisconsin	1st leg
Teddy Sapida	Waukesha, Wisconsin	1st leg
Bernice Dellman	Appleton, Wisconsin	1st leg
Dan Ramker	Schofield, Wisconsin	1st leg
Kevin Emigh	Schofield, Wisconsin	1st leg
Christine Lobos	Superior, Wisconsin	1st leg
Brad Terrell	Menominee, Michigan	1st leg
David Schein	LaCrosse, Wisconsin	1st leg
Robert Fletcher	LaCrosse, Wisconsin	1st leg
Tom Nowak	Keno-Racine, Wisconsin	1st leg

THE CONSTANT URGE
TO BE A WINNER
MAKES CHAMPIONS



RECRUIT MORE MEN



SELL MORE KIRBYS



collectingdust.com
 IN THE CROSSROADS OF AMERICA

SALES AWARDS

John Tremblay	Oconomowoc, Wisconsin	100 gallons gas, \$200 cash, camera
Ray Seiber, Jr.	Fort Atkinson, Wisconsin	75 gallons gas, \$200 cash
Rick Pufahl	Lake Geneva, Wisconsin	Calculator, HB, demo kit
Mike Robison	Lake Geneva, Wisconsin	25 gallons gas
Ed Kolan	Lake Geneva, Wisconsin	Top Dealer Plaque
Christine Lobos	Superior, Wisconsin	3-in-a-day Trophy, 19" color TV
Richard Osowski	Milwaukee, Wisconsin	Cross Kirby Pen
John Keller	Waukesha, Wisconsin	KA certificate, stereo set
Dan Ausman	Waukesha, Wisconsin	Stereo set
Teddy Sapida	Waukesha, Wisconsin	\$100 cash, \$50, RR, HB, KA certificate, Top Dealer Trophy
Ed Blumberg	Waukesha, Wisconsin	KA, complete att. Kirby, Top Office Trophy
Pete Spillens	Waukesha, Wisconsin	Fishing rod
Larry Arent	Waukesha, Wisconsin	Fishing rod, \$30, RR, MH
Wayne Leverenz	Waukesha, Wisconsin	KA
Dave Schmitz	Waukesha, Wisconsin	Fishing rod
C. J. Schmidt	Green Bay, Wisconsin	KA
Jim Morz	Green Bay, Wisconsin	KA
Jay Kistler	Green Bay, Wisconsin	Gas bonus, RR
Doug Kurschner	Green Bay, Wisconsin	Gas bonus
Kathy Fermin	Green Bay, Wisconsin	RR
Dave Tremble	Green Bay, Wisconsin	RR
Jerry Faust	Liste, Illinois	50 gallons gas
Tom Houke	Aurora, Illinois	50 gallons gas
Richard Koempel	Aurora, Illinois	Suit
Robert Fietcher	LaCrosse, Wisconsin	KA
Glen Dietrich	LaCrosse, Wisconsin	KA
Gil Leonardson	LaCrosse, Wisconsin	KA
Mike Eckley	LaCrosse, Wisconsin	KA, pen desk set
Daryl Benson	LaCrosse, Wisconsin	\$100
Bruce Sommerville	Lafayette, Indiana	Calculator
Rick Hansell	Lafayette, Indiana	Calculator
Charles Garwood	Lafayette, Indiana	25 gallons gas
David Zank	Streator, Illinois	10 gallons gas, \$41 money board, fishing trip on Happy Hooker
David Spatz	Streator, Illinois	\$39.50 money board, 10 gallons gas
Randy Kates	Streator, Illinois	\$9.00, camera, slacks
Tony Pagoria	Streator, Illinois	10 gallons gas
John Kesselman	Keno Racine, Wisconsin	\$500 Club Plaque, Outstanding Dealer Plaque
Tom Nowak	Keno Racine, Wisconsin	4-in-a-day Trophy, \$500 Club Plaque, Top New Dealer Trophy
Mary Angelbeck	Oak Park, Illinois	Stereo
JoAnn Quirke	Milwaukee, Wisconsin	Oil change, free Kirby
Tom Melzheimer	Milwaukee, Wisconsin	Free KA, oil change, \$50 clothing bonus
Randal Schoemann	Whitewater, Wisconsin	RR, fishing charter, Motor Club
Arthur Schoemann	Whitewater, Wisconsin	Shoes



RECRUIT MORE MEN

SELL MORE KIRBYS



collectingdust.com
 IN THE CROSSROADS OF AMERICA

collectingdust.com

MAY DISTRIBUTOR 100+ CLUB

collectingdust.com

1. KAY BOLDON	Waukesha, Wisconsin	240+
2. DICK YOUNG	Madison, Wisconsin	230+
3. JIM MOLLOY	Elmhurst, Illinois	170+
4. HERB KESLER	Appleton, Wisconsin	160+
5. WILL HART	Oak Park, Illinois	140+
6. ERNIE OLNESS	LaCrosse, Wisconsin	125+
7. STEVE GRIFFITH	Sterling, Illinois	120+

AREA DISTRIBUTOR 40+ CLUB

DAN AUSMAN	West Bend, Wisconsin	50+
------------	----------------------	-----

collectingdust.com

collectingdust.com



RECRUIT MORE MEN

SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

LA CROSSE, WISCONSIN

ERNEST OLNESS, Distributor

B.M.I.B.

BMIB, BMIB, BMIB and we won a camera!!! A SUPER JOB by everyone.

In LaCrosse, Mr. DAVID SCHEIN came in with top honors with 18 BIG ONES! Great job, DAVE! He received a free Kirby with att., ADDP Certificate, 1st leg on his 5 Star Pin and Top Monthly Trophy. Close behind was Mr. ROBERT FLETCHER with 15 super deals. ROB also received a free Kirby with att., ADDP Certificate and 1st leg on his 5 Star Pin. ROB had a weekly check of \$814.00. Very nice job, ROB.

Working with these fellows is Mr. DARYL BENSON with a respectable 8 sales himself. DARYL is doing an outstanding job keeping these guys in app'ts. DARYL and his wife, SHERI received a \$100.00 bonus at our monthly meeting from Dist. ERNIE OLNESS.

Welcome to Mr. JAMES BROKER and his new man, GLEN DIETRICH, in Prairie Du Chien. They had a very good first month in business and promise more in June. GLEN received a free Kirby with att. at our monthly drawing. High Area Distributor office was MIKE ECKLEY with 32 sales. Congratulations to CHRIS LANCETTE on receiving his 10 Pin. JON BARTOSIK received an ADDP Certificate and is doing a nice job for MIKE as a F. C. Also receiving a free Kirby with att. was MIKE ECKLEY. The Rice Lake Office is really on the move.

Area Distributor, Mr. B. J. SMITH and GIL LEONARDSON each had 8 deals with GIL winning a free Kirby with att. in the drawing. Welcome to MARVIN WURTH, who has joined JIM ROOT in Platteville. Also welcome back to Mr. PETE GRIVICH, who has joined the Rice Lake gang.

May was a super month and of this writing, June is going to surpass May.



Mr. Robert Fletcher receives a KA, 1st leg on 5 Star Pin and an ADDP Certificate.



Jon Bartosik (r) congratulates Chris Lancette (l) on receiving his 10 Pin. Jon also earned his first ADDP Certificate.



Dist. Ernie Olness (r) congratulates David Schein on his 18 sales, free KA, ADDP Certificate, 1st leg on 5 Star Pin and monthly trophy.

RECRUIT MORE MEN



SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

KENOSHA, WISCONSIN

PAUL MOODY, Distributor

B.M.I.B.

WOW What a month. We finished our 7th B.M.I.B., we need 5 more to reach our goal and all indications are proving we will make our goal.

I want to thank the people who are helping to reach our goal, old timers, LERON KREBILL, who did an outstanding job followed closely by RICK GAGO, CHUCK ZIELESCH, JOE VASS and our Super Sales Girl EDITH HISER and our part timer DONNIE SHECKLES. These people did a Super, Super job in May and as of this writing, are continuing with the good work habits.

I also want to thank A.D. BILL STREGE and his crew of super fine people namely TOM NOWAK, JOHN KESSELMAN, JOHN LUDTKE, FRED KRICK, BILL STREGE, Jr. and PAUL STREGE who are BILL's sons. These people are also doing a great job. Thanks guys for a job well done.

I want to thank the back up people in both offices for the job they are doing with the increased work load — JOAN PETERS, in Kenosha and JOAN's daughter, GAYLE RATELIS, in BILL'S office.

We have also some new phone girls who are setting a bunch of appointments with our lead program. They are DEBRA LANDREE and ROBIN OTTO. Keep up the good work girls.

So with everyone doing what they do best, we are going to . . .
"KEEP ON KEEPING ON"



John Kesselman joined Bill Strega's organization in April and was promoted to Sales Manager in May. John also functions as recruiter and Field Counselor very successfully. Welcome aboard.



Div. Supervisor Bob Notta (r) presents Tom Nowak with a plaque for being Top Dealer in the Kenosha-Racine area in April and May.



Fred Krick joined Bill Strega's organization in May.

RECRUIT MORE MEN



SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

KENOSHA, WISCONSIN

PAUL MOODY, Distributor (continued)



Div. Supervisor Bob Norte (center) congratulates Tom Nowak (l) and John Kesselman for becoming the first members of the 500+ Club in A. D. Bill Streg's organization.



Bill Streg, Jr. (l) is congratulated by Div. Supervisor Bob Norte for being Top Dealer in Kenosha Racine during March. Bill, Jr. also earned his 1st leg on the 5 Star Pin. Great job, Bill.



Picture speaks for itself.



Top Dealer for April and May, Tom Nowak is presented his first ADDP Certificate from Div. Supervisor Bob Norte. This is the first ADDP Certificate awarded in A. D. Bill Streg's organization since opening in March. Tom earned the first leg on the 5 Star in May.



Dist. Paul Moody (r) welcoming Donnie Sheckles to Kenosha on a full-time basis, now that he has graduated from high school.



Robbin Otto, our newest phone girl, doing a super job.



Gayle Ratels keeps things rolling along smoothly in A. D. Bill Streg's Racine organization.



Donnie Sheckles, Leron Krebill and Rick Gago with another good month's production to help us obtain our 7th B. M. I. B. in a row.



IN THE CROSSROADS OF AMERICA

OAK PARK, ILLINOIS

WILL HART, Distributor

May was a fantastic month. It was the best month out of one office ever, but not a B.M.I.B. We needed 28 more deals. We will have a best month in June, now that our new people are more developed.

MARY ANGELBECK and STAN JAMES earned their 10 Pin in May. KEITH ARCHIE is just a sale or 2 away from a 10 Pin. ROGER SILVIA did a great job of recruiting people and brought us some real fine Kirby people who will be heard of in this division.

HANK TAYLOR and ADRIAN COTTLE tied for top dealers in May with 15 a piece. They were followed by REG CHAPMAN - about 40 years experience in those 3 pros.

Congratulations are in order for STEVE and his new bride, BERNADETTE, who are honeymooning in Florida. A nice job was done by our pretty ladies, MARY ANGELBECK, DEBBIE JAMES, SUSIE ASSAR and AUDREY SIDLAUKAS. I would like to mention some people who added to our sales count last month, STAN JAMES, KEITH POROPAT, HARSHAD SHAH, ALVIN SIMS, JUAN SANTIAGO, KEITH ARCHIE, FARID HASON, ARTURO GALVAN, ART MOLETERNO, DAVID DRAKE, FRANK TIDWELL, WILLIAM DAY, JOHN PARNELL, RALPH PARKER, FRANKLIN DONELSON, EVERETT SMITH, JIM GENSBY and HERB JOHNSON.



Stan James receives his 10 Pin Award.



Mary Angelbeck receives her 10 Pin Award.

RECRUIT MORE MEN



SELL MORE KIRBYS

RECRUIT MORE MEN



SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

GREEN BAY, WISCONSIN

KEN JENSEN, Distributor

Kirby of Green Bay has moved into new facilities next door to our old location. The offices are completely new as we started with an empty shell and built all from scratch. The building is completely carpeted with many phones. KEN JENSEN, our Distributor, did a marvelous job in putting it all together. May sales were led by C. J. SCHMIDT followed by JIM MORZ.

We would like to welcome JAY KISTLER, DOUG KURSCHNER and DICK LAVINE to our growing Kirby Organization. JAY KISTLER checked out with equipment late in May and got two big ones. JAY promises a big June and has already proved he means business. DOUG and DICK are out to prove things can happen with a PMA (Positive Mental Attitude)!

JOHN VAN VONDEREN, our trainer, is out to get many new people in our training program. He now has the facilities to do the job plus a "77 T-Bird" to get to the job.

We would like to thank the following dealers for helping in May and for promising a big June: JOHN d'ANCONA, MIKE DePETRO, DAVE DUFEK, GWENN ELLIS, JEANETTE HEUSER, KATHY and ARMAND FERMIN, JUDY HACKEL, MIKE REINHARD, DON LaCOMBE, PAULETTE MAACK, STEVE ROSIK, RON SUSKE, CAROL TREMBLE, DAVE TREMBLE, DEBBIE TUPPER, JEAN WINKEL, C.J. SCHMIDT and JOHN VAN VONDEREN.

One of the dealers will win a portable color TV set put up by our Distributor - plus all are determined to get the required number of sales to win the Pheasant Run trip and get their name in for the free Kirby and the car. A. J. FOYT ran out of fuel at the Indy 500 and still won the race - our dealers will not run out of fuel halfway through this contest - they have all pledged to be winners.

We're hiring, building and training and Green Bay will be Number 1. Our phone girls are all doing a super job, and this means only one thing - plus sales.

Jim Morz for Ken Jensen

make people happy!



Sell Them a KIRBY!

RECRUIT MORE MEN



SELL MORE KIRBYS



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

Every Sale
is a
Credit

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

DINING - DANCING - SHOPPING - ENTERTAINMENT - SWIMMING

GREAT LAKES DIVISION 100% CLUB



Ring Those Bells

**Kirby
Classic**

May 1 through July 31, 1977

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™*

R I N G T H O S E



4 Ports of Call

1. The new port of Miami on Dodge Island is the first port of call for Kirby owners. The red carpet awaits they'll arrive at the embarkation point.
2. Cozumel, Mexico is the second port of call. It is an island of the Yucatan coast of Mexico where Captain Nimitz first stopped in the new world. Home to the island are ruins of the ancient Mayan Indians.
3. Grand Cayman being the port of call number three. Christopher Columbus named this group of islands "Las Tortugas," which means "the turtles." He did so because of the great sea turtles he found in abundance.
4. The fourth and final port of call is Ocho Rios - a beautiful, sunny island of Jamaica. A number of attractions are available in the beautiful city of Ocho Rios. Visitors may see the famous waterfalls and enjoy the beautiful scenery.

HOSTING KIRBY FAMILIES WILL BE



"Kirby's First Family"
A Family of Independent Kirby Distributors

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

B E L L S

MAY

JUNE

JULY

JUNE - JULY - AUGUST

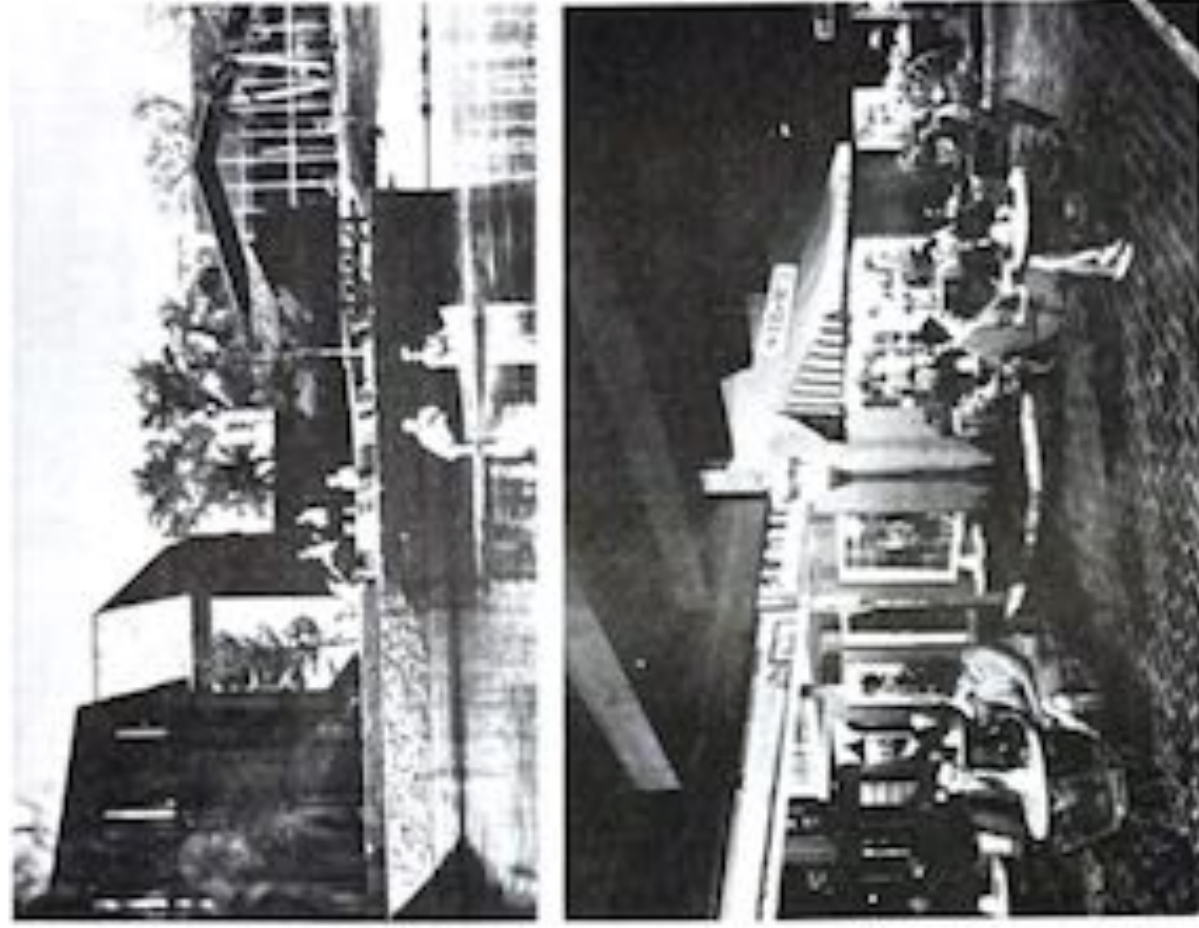
OCTOBER 7, 8 and 9, 1977
AT PHEASANT RUN, ST. CHARLES, ILLINOIS

GUEST SPEAKER



GUENTER HAASE

DIVISIONAL SUPERVISOR
MOTOR DIVISION



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



Divisional Supervisor Robert Notte talking to the Madison Organization.



Distributor Richard Young III receiving C. B. Side Band from Div. Supervisor Robert Notte.



Some of the Madison Kirby Organization.



Div. Supervisor Robert Notte putting on sales meeting.



Madison Organization listening to Divisional Supervisor Robert Notte at sales meeting.

**Kirby
Classic**

IN THE CROSSROADS OF AMERICA

MADISON, WISCONSIN

RICHARD YOUNG, Distributor

The same dealers with the good work habits are always in the news - like LINDA HALL, TIM RUTHERFORD, JEFF BERGETH, GINGER LOFGREN and many others.

We would like to recognize the new dealers adding sales to our production: RON ROETHLISBERGER, TERRY KNIPFER, PAUL RITTERSPACH, DOUGLAS BARNES, and LINDA CERRO. The division contest has everybody out getting those extra deals to qualify for Pheasant Run and the chances.

Area's ROGER JEWELL and JOE SHERMAN and SKIP STOCKWELL all will be there at Pheasant Run.

RECRUIT MORE MEN

**Kirby
Classic**

SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

WAUKESHA, WISCONSIN

KAYE BOLDON, Distributor

I want to take this time to thank everyone in my organization for making me a winner in the "Add-Van-Tage" Contest. The extra effort was great and everyone was rewarded with large paychecks and that's the "name of the game".

May was not a BMIB, but was certainly a fine month, as we almost had 250 sales even though we promoted MIKE FRIEDMAN to a Direct Factory Distributor on May 1.

Top dealer honors went to JOHN KELLER, who also earned his 5-Star Pin and is on his way to becoming an Area Distributor with 5 KA Certificates. Close behind JOHN was TEDDY SAPIDA, who earned the top dealer trophy for May; his 1st leg on his 5-Star Pin and his 3rd KA Certificate; Also doing fine jobs were DICK GENTHE, WAYNE LEVERENZ, GRANT PETERSEN, DAVE SCHMITZ, LARRY ARENDT, OSCAR SANCHEZ, JOHN METZEN and BILL SCHOOLEY.

Top office honors went to ED BLUMBERG, followed closely by DAN AUSMAN and BOB COSTANZO. ED BLUMBERG also took home the top office trophy for May and continues his fine job of not only being General Manager but running a branch office of w dealers as well.

Welcome to new dealers: TED SPILLIUS, DON WELLS, BRIAN STANEK, MARSHALL SHERECH, JOHN KUNDE, ANDY GREMINGER, NANCY NEUWIRTH, ROD REED, DEAN SCHOLTZ and last, but not least, PETE SPILLIUS. PETE was in Kirby in 1959 and earned his 5-Star Pin and 24+ and is now back to make some money - this fine salesman is a welcome addition to our organization.

With the fantastic contest we have for June plus the National Contest, we are all "turned on" again and I'm sure we'll have another super month.



Dealer John Keller with stereo won in contest.



A. D. Dan Ausman with stereo won in weekly contest.

RECRUIT MORE MEN



SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

WAUKESHA, WISCONSIN

KAYE BOLDON, Distributor (continued)



John Keller (l) with new dealers just recruited by A.D. Dan Ausman.



G. M. Ed Blumberg with accessories won in weekly contest.



Dealer Larry Arendt with fishing rod won in last contest.



Dealers Teddy Sapida (l) and Oscar Sanchez, winners in last week's contest of Kirby accessories.



Winners in May contest - (l to r) Pete Spillius, Wayne Leverenz, Oscar Sanchez, Ed Blumberg, Teddy Sapida and John Keller.

RECRUIT MORE MEN



SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

AURORA, ILLINOIS

NICK GOLICH, Distributor

GREETINGS...

The move is on... THE KIRBY MOVE... that is... We just finished our gaudy "RED TIE" Contest. The ties had to be worn at all times or the dealer was penalized. All it took was 3 sales to take it off. NICK, Jr. was the first... and I'm happy to report all the ties were off shortly afterwards.

RICH KOEMPEL is doing an excellent job managing his crew. With his Kirby experience, the results are satisfying. Keep up the good work, RICH...

With 3 sales, her first week out of training, BARBARA BEATON is wheeling and dealing. Good going, BARB!!!

A Kirby welcome to TOM HDUKE, who won for himself 50 gallons of gas, to MIKE PRYCE, STEVE PONCAR and ROY JONES.

NICK GOLICH, Jr. had a good month with 15 personal sales. He is in the process of getting the Lisle office off the ground, and we know he can do it. His office girl, MARY ZAYLKA, is doing a fantastic job setting up appointments for his dealers. JERRY FAUST won 50 gallons of gas for himself. HO KIM is on the upward swing, so you'll be hearing more of that office.

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



Dist. Nick Golich (r) presenting Del Graham his 5 Star Pin with 424 plus tabs on it.



"We've got that old Kirby Spirit"... sings John, Mary, Bob, Cindy, Rich and Barb Koempel.

RECRUIT MORE MEN



SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

OCONOMOWOC, WISCONSIN

BOB LEE, Distributor

Hi Everyone!

Well, it wasn't all hot air talk last month, because May was a fantastic month for sales, even though we didn't get our B.M.I.B. Missed it by only 4 sales.

But we can thank JOHN TREMBLAY, who was our top dealer in May. He came in with 14 sales. Really had his coals a burning.

RAY SEEBER, Jr. had his coals a burning with 12 sales, but not quite hot enough to catch John.

Now as for MIKE ENGLISH, he was really enjoying this spring weather. So much so that he got "Spring Fever". What he needs is "Kirby Fever". Come on, MIKE - go get 'em!!!

DAVE KOCHENDORFER is still trying to go all out and be top man. And we have complete confidence that DAVE will do it.

Everyone says they'll get that bon-fire really going out of control and get those sales in June; and qualify in June for the "Pheasant Run".

Thanks to all - Go get 'em, Tigers!!!



The crew that did it - Ft. Atkinson.
(l to r) Ray Seiber, Jr., Mike English, LaDonna Morse (office girl) and Dave Kochendorfer.



(l to r) John Tremblay and Dave Cull.

RECRUIT MORE MEN



SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

SUPERIOR, WISCONSIN

RAY BEARDSLEY, Distributor

"The time has come," the Walrus said,
"To talk of many things,
Of ships and shoes and ceiling wax,
Of cabbages and Kings."

When we awake each morning,
To find another day,
Let's ask that MAN to direct our work,
So it will surely pay.

For honest work is all it takes,
Our product sells itself,
So lies or gimmick selling,
We must put on the shelf.

Congrats to Mr. Boldon,
He put us on the map.
Let's hope that Kaye keeps his headsize,
So he can wear his cap.

Loyalty is a two-way street,
From bottom to the top,
And if perchance it's not returned,
There's sure to be a flop.

It's something like the golden rule,
That we were taught so well,
And if we do not follow it,
We could end up in Hell.

Christine had a real good month,
With 15 real nice sales.
She took her money all in ones,
And tied them up in bales.

Geoffry is a repeat man,
Who came from way out west.
He starts in June, we'll hear from him,
He is one of the best.

This frigid town with lake breezes,
Provides a constant chill.
I'm sure that it could easily drive
A sane man up the hill.

So take a look at your envire,
And be in constant cheer,
That you are living where you are,
And your "Uncle" is up here.

"Only the good die young," they say,
So you need have no fears,
For I am certain as can be,
I'll live a thousand years.

I've rambled on for quite a spell,
And have no more to say.
I'll end this with a pleasant note,
Have a happy day!

AN ODE TO THE RADO'S

On the 14th of April in '77, I met a man and his wife,
and tho' I've experienced a lot in my years, 'twas the nicest thing in my life.
Some thought the man was handicapped, but they were the ones that were blind,
For his eyes had been divinely opened, and he had pure sight in his mind.

He gave us an orderly demo, to show us how to sell,
It's possible some are more adept, but they don't show it half as well.
He had planned his stage to perfection, and knew where each part did lie,
And he fully explained their function, so 9 out of 10 would buy.

RECRUIT MORE MEN



SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

SUPERIOR, WISCONSIN

RAY BEARDSLEY, Distributor (continued)

It was worth the trip from Superior, or even the Golden Gate,
And the ones that were there, were happy to say they had not been late.
For the sight from his heart and his mind that made him seem so wise,
For the sight from his heart and his mind that made him seem so wise,
Humbled all in attendance, blessed with their two good eyes.

I met Laura and Dick in the morning, and had a delightful chat,
Then in my room I bowed my head, to find where I was at.
For I had seen God in this couple, and hope 'till I reach my end,
That this lucky man and his lucky wife, will consider me as their friend.

"Uncle" Ray Beardsley

SCHOFIELD, WISCONSIN

JOHN HENRY, Distributor



Distributor Henry pins on a long awaited 10 Pin and first leg of Five Star Award on Dan Ramker. (He's had his 10 Pin coming for 3 months.)



ADDP Certificates for the month of April were awarded to Dave DeMora, Kevin Emigh, Jim McGriff and Dan Ramker. Opportunity is happening in Schofield.



Distributor John Henry (r) awards \$50 plus a pewter cup to Kevin Emigh for being Top Dealer. Kevin also received the first leg of his Five Star Award.

RECRUIT MORE MEN



SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

MARQUETTE, MICHIGAN

BILL ATKINSON, Distributor

A better month in the Upper Peninsula. The snow is gone for a while and the sun is back. Fifty miles down the road we had 364" of snow. That is one bunch of snow.

A. D. No. 1 - Iron Mountain - IKE PUMMILL had a B.M.I.B. and also taking first place from GARY LOVELADY in Escanaba. The first time in a year anybody has beat GARY. Good job, IKE, RUDY, MIKE and STEVE.

A. D. No. 2 - Iron River - GRANT FLINDERS came in with his best month of the year and a finished house. GRANT, baby, you can think now of getting in the chase.

A. D. No. 3 - Houghton - FATHER TERRY HEALY - We are pulling out all stops. If this doesn't do it, nothing will. We hired us a Priest, and I might add, a good one. He is just getting started in the Copper Country, but we expect alot of Kirby sales plus association with a nice guy.

Well, that's all from Nanook of the North. 'Til next time, remember, it isn't "Ya Gotta Wanna" - "Ya Gotta Do It"!!!



Ike Pummill congratulating Mike Pummill and Rudy Pummill. The whole family is selling Kirbys.



Ike Pummill awarding Mike Pummill a new Kirby as a bonus for his first 3-in-a-day.

RECRUIT MORE MEN



SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

MARQUETTE, MICHIGAN

BILL ATKINSON, Distributor (continued)



Ike's new office in Iron Mountain, Michigan.



Steve Pummill with his first sale. Good job, Torpeda!



Rudy getting his 10-Pin from Uncle Ike.

MILWAUKEE, WISCONSIN

MEL GALL, Distributor

Believe in your Kirby Opportunity



Dist. Mel Gall (l) proudly presents son, Dan, with a Syncom 360 Digital Watch on achieving his 5th month of 24 sales, which also gives Dan the President's Pin.

RECRUIT MORE MEN



SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

MILWAUKEE, WISCONSIN

RON WEAR, Distributor

Summer is here and time to go to work and the number one worker for last month in Milwaukee was JOANN GUIRKE. Wow, what a job. She has now earned her second leg on a 5 Star Pin and has two AODP Certificates and is out working for a new car. I believe JOANN has found the Kirby Spirit!! Keep up the good work.

JIM JOHNSON, in the number two spot, still made a lot of money, but he won't be happy 'til he's number one again, so the race is on. Good Luck, JIM!

Now we don't want to forget HENRY WATFORD. HENRY just about has everything put together to be number one and he's out to do it this month, so look out for the man. DIANE LEWIS is back in full swing and is out to get some of that Kirby money.

Congratulations are in order for Top New Dealer, TOM MELSHEIMER. What a super job in less than 2 weeks. TOM is young and full of Kirby Spirit. Look for TOM and his wife at the next 100% Club. Go, Go, TOM!! Also doing a super job in Milwaukee is DARLENE, MIKE, DONNA, PENNY and new people, DENNIS, NOEL and JOHN. Keep up the good work, gang.

Whitewater, Wisconsin - BRIAN STAUFF, A. D.

BRIAN and his group are alive and well. As a matter of fact, they had a pretty good month. Now that BRIAN has everyone moved in, ART, RANDY and JOE, they should be headed in that #1 direction. Good Luck, Whitewater and remember "Ya Gotta Wanna".

P.S. Speaking of enthusiasm, congratulations to MIKE HALL (Service Manager) and DARLENE KAWA (Secretary) who are now engaged to be married. Good luck to both of you, now and in the future.



Diane Lewis with a real sharp new add-a-man.



Top Milwaukee Crew - Henry, Jim, Diane, JoAnn and top new dealer, Tom.

RECRUIT MORE MEN



SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

MILWAUKEE, WISCONSIN

RON WEAR, Distributor (continued)



Two new Super Stars, Dennis and Noel.



Top dealer of the month, JoAnn Guirke

APPLETON, WISCONSIN

HERB KESLER, Distributor

The month of May in the Appleton area was very warm and our dealers are really warming up their sales pitches. If the past month has been any indication of what is to come from the Appleton Distributorship you can rest assured that ALL of the dealers from the Distributorship will be in evidence at the 100% Club function at Pheasant Run.

MR. KESLER has put up several tremendous contests in the past, but the present two are really outstanding. With all the totals not yet in it seems at least 4 couples will join HERB and ANNE on a vacation in Las Vegas!! Also we have a Cash Jackpot going and a Summer Fun Contest that has "something for everyone".

Our crew managers, CHRIS, BOB and VERN are doing a great job as are their crews. They will be adding new dealers to their crew in the upcoming weeks and will be very busy making a lot of \$\$\$\$\$ for themselves and their crews.

RECRUIT MORE MEN



SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

RACINE, WISCONSIN

SID BAUMANN, Distributor



Sid Baumann (r) congratulating Jim Pierce at Top Field Counselor.



Jim Pierce with Shirley Lizine being congratulated for a job well done.



Jim Pierce presenting Carol with Top Dealer Award, Ten Pin, 2-in-a-day Trophy, a blouse and demo kit. Carol sold 8 deals in one week. "I would say she was well trained", says Guess Who!



Jim Pierce congratulating Lester Jackson on being outstanding new dealer for writing 7 sales his first week.



Jim Pierce (l) with Tim Yorgan congratulating Tim for being promoted to Field Counselor. Tim says, "Look out, here I come."



Kirby Gang of Racine, Wisconsin says "100 or BUST".

RECRUIT MORE MEN



SELL MORE KIRBYS



IN THE CROSSROADS OF AMERICA

RACINE, WISCONSIN

SID BAUMANN, Distributor (continued)



Tim Yorgan with his lovely new bride, Nancy, holding his March and April awards for salesman of the month, shirt and tie for first sale of the day, Cross marking pen for putting the "OK" on his crew sales.



Jim Pierce (l) with new trainees, Mark Herrmann, Sherie Bell, Dana Lawrence, Monica Dixon, Theresa Davis, and Michael Larry.

A salesman's success can be measured by his wife's understanding and interest



You can be proud your husband is a Kirby Man — selling the finest product of its kind in the world!

RECRUIT MORE MEN



SELL MORE KIRBYS

ATTACHMENT SALES



ADRIAN COTTLE - Oak Park, Ill.



HANK TAYLOR - Oak Park, Ill.



CAROL DAVIDSON - Waukegan, Ill.



DICK GENTHE - Waukesha, Wis.



REGGIE CHAPMAN - Oak Park, Ill.



OSCAR SANCHEZ - Waukesha, Wis.

ATTACHMENT SALES = PLUS PROFITS!!