



Robert Notte
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Divisional Assistant

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TOP SIX IN JANUARY

TOP DISTRIBUTOR



HERB KESLER - Appleton, Wisconsin

TOP AREA DISTRIBUTOR



BOB LEE - Hartland, Wisconsin

DEALER OF THE MONTH



BOB BUSIEL - Chicago, Illinois

TOP PART TIME DEALER



DICK GENTHE - Waukesha, Wisconsin

OUTSTANDING NEW DEALER



BARRY LAWRENCE - Northbrook, Illinois

HONORABLE MENTION



SANDY BIENIEWSKI - Fond du Lac, Wis



IN THE CROSSROADS OF AMERICA

DISTRIBUTORS BY VOLUME

YEAR TO DATE

1. Madison, Wisconsin	Dick Young	19. Milwaukee, Wisconsin	Ron Wear
2. Appleton, Wisconsin	Herb Kesler	20. Kenosha, Wisconsin	Roy Wilson
3. Green Bay, Wisconsin	Ken Jensen	21. Summit, Illinois	Adrian Cottle
4. Chicago, Illinois	Will Hart	22. Aurora, Illinois	Nick Golich
5. Waukesha, Wisconsin	Kaye Boldon	23. Marquette, Michigan	Marv Myers
6. Chicago, Illinois	Mickey McClay	24. Eau Claire, Wisconsin	Arvel Tegels
7. Joliet, Illinois	Joe Piazza	25. Kenosha, Wisconsin	Joel Le'Cuyer
8. LaCrosse, Wisconsin	Ernie Olness	26. Schofield, Wisconsin	Chuck Pierson
9. Addison, Illinois	Dan Welstead	27. LaSalle, Illinois	Gene Sorenson
10. Fond du Lac, Wisconsin	Bob Cutter	28. Lafayette, Indiana	Russ Hunt
11. Waukegan, Illinois	Hugh Young	29. West Bend, Wisconsin	Tom Lokken
12. West Allis, Wisconsin	Jerry Altenburg	30. Crystal Lake, Illinois	Bob Kimble
13. Milwaukee, Wisconsin	Mel Gall	31. Chicago Heights, Illinois	Larry Edmonds
14. Northbrook, Illinois	Butch Johnson	32. Ashland, Wisconsin	Dan Leair
15. Greendale, Wisconsin	Bill Atkinson	33. Des Plaines, Illinois	Ray Beardley
16. Joliet, Illinois	Conrad Studer	34. Chicago, Illinois	Bob Byrne
17. Loves Park, Illinois	Gene Cox	35. Michigan City, Indiana	Al Potter
18. Milwaukee, Wisconsin	Dale Michael	36. Chicago, Illinois	Bob Betts

TOP TEN DISTRIBUTORS

JANUARY

1. Appleton, Wisconsin	Herb Kesler
2. Madison, Wisconsin	Dick Young
3. Waukesha, Wisconsin	Kaye Boldon
4. Green Bay, Wisconsin	Ken Jensen
5. Chicago, Illinois	Mickey McClay
6. Highland, Indiana	Joe Piazza
7. West Bend, Wisconsin	Tom Lokken
8. Addison, Illinois	Dan Welstead
9. Chicago, Illinois	Will Hart
10. Waukegan, Illinois	Hugh Young

TOP PERCENTAGE INCREASE

YEAR TO DATE

	Percent
1. Adrian Cottle Summit, Illinois	117
2. Conrad Studer Joliet, Illinois	70
3. Joe Piazza Highland, Indiana	50
4. Mel Gall Milwaukee, Wisconsin	48
5. Will Hart Chicago, Illinois	47
6. Dan Welstead Addison, Illinois	38
7. Marv Myers Marquette, Michigan	8

TOP SFR DISTRIBUTOR

Tom Lokken West Bend, Wisconsin



IN THE CROSSROADS OF AMERICA

TOP TEN AREA DISTRIBUTORS

1. Hartland, Wisconsin	Bob Lee
2. Westmont, Illinois	Leon Czarny
3. Marshfield, Wisconsin	Les Linder
4. Manitowoc, Wisconsin	Bob Bonk
5. Janesville, Wisconsin	Don Byrd
6. East Gary, Indiana	Ray Kaufman
7. Oshkosh, Wisconsin	Roy Glocke
8. Milwaukee, Wisconsin	Jack Quinlan
9. Oconto, Wisconsin	Don LaCombe
10. Monticello, Wisconsin	Ruth McIntosh

PRESIDENT'S PINS

Bob Lee	Hartland, Wisconsin	4th Ruby
Bob Busiel	Chicago, Illinois	3rd Ruby

FIVE STAR PINS

Steve Goulder	Waukesha, Wisconsin	1st Leg.
Dick Genthe	Waukesha, Wisconsin	1st Leg.

TEN PINS

Geo. Wise	Kenosha, Wisconsin
Edith King	Waukesha, Wisconsin
Bill Wisk	Hartland, Wisconsin
Tom Rickheim	Hartland, Wisconsin
Louise Rickheim	Hartland, Wisconsin
Jeff Rodrian	Jefferson, Wisconsin
Sandra Wisch	Jefferson, Wisconsin
Larry George	Greendale, Wisconsin
Mike Bodnarik	Greendale, Wisconsin
Sandy Bieniewski	Fond du Lac, Wisconsin
Dennis Jorgensen	Appleton, Wisconsin
Brian Bleyer	Stevens Point, Wisconsin
Tony Moser	Marshfield, Wisconsin
Barry Lawrence	Northbrook, Illinois
Ted Lovrine	Menomonee Falls, Wisconsin
Rick Roloff	Menomonee Falls, Wisconsin
John Doyle	Menomonee Falls, Wisconsin
Glenn Marsh	Chicago, Illinois

PROMOTIONS

Robert Huxford	Sturgeon Bay, Wisconsin	Area Distributor
Roger Gronke	DePere, Wisconsin	Area Distributor
Jack Quinlan	Milwaukee, Wisconsin	Area Distributor
Skip Stockwell	West Bend, Wisconsin	Area Distributor
Yvette Cutter	Fond du Lac, Wisconsin	Asst. Sales Manager

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IN THE CROSSROADS OF AMERICA

SALES AWARDS

Jeff Freese	Kenosha, Wisconsin	3-in-a-day trophy, 3' long sandwich, 1st deal of day
Bob Rees	Kenosha, Wisconsin	Pair of shoes
Steve Fischer	Kenosha, Wisconsin	Double knit slacks
Bob Lee	Hartland, Wisconsin	\$960 bonus, HB
Louise Rickheim	Hartland, Wisconsin	KA
Dick Genthe	Waukesha, Wisconsin	KA
Bill Schooley	Waukesha, Wisconsin	LA
Edith Kott	Waukesha, Wisconsin	KA
Mike Friedman	Waukesha, Wisconsin	MH
Steve Goulder	Waukesha, Wisconsin	MW
George Dalton	LaSalle, Illinois	Kirby Classic watch, Zippo lighter, Kirby Classic pen & pencil
Jim Coats	Aurora, Illinois	Tape player, trophy
James Brennan	Addison, Illinois	20 gal. gas
Tracy King	Addison, Illinois	20 gal. gas, steak dinner
Patrick Scherrer	Addison, Illinois	Steak dinner
Jack Erlinger	Addison, Illinois	Steak dinner
Sandy Bieniewski	Fond du Lac, Wisconsin	Clock radio
John Toohey	Milwaukee, Wisconsin	2 HBs
David Almandi	Milwaukee, Wisconsin	3-in-a-day cash bonus
Harry Melinking	LaCrosse, Wisconsin	TV, gas
Steve Lachman	LaCrosse, Wisconsin	Gas
Karl Venner	LaCrosse, Wisconsin	Dinner for 2, gas
Sid Anderson	LaCrosse, Wisconsin	Cash
Mike Harlos	LaCrosse, Wisconsin	Dinner for 2
Jim Osberg	Highland, Indiana	2 HBs, 20 ga. gas, steak dinner
Joe Zylius	Highland, Indiana	\$5 cash
Ron Corley	Highland, Indiana	\$25 savings bond
Joe Amos	Highland, Indiana	Steak dinner
Bob Busiel	Chicago, Illinois	Omega watch
Joe Overesch	Appleton, Wisconsin	Trip to Acapulco
Bob Napiwocki	Stevens Point, Wisconsin	Trip to Acapulco
Les Linder	Marshfield, Wisconsin	Trip to Acapulco
Larry Sievert	Appleton, Wisconsin	Lounge chair
John Walker	Appleton, Wisconsin	Swivel chair
Jim Tellock	Appleton, Wisconsin	Calculator
Richard Martin	Marshfield, Wisconsin	Engine heater for car
Jerry Selwitschka	Oshkosh, Wisconsin	Table and chair set
Jack Hengst	Stevens Point, Wisconsin	Table lamp
Tony Moser	Marshfield, Wisconsin	Tape recorder
Barry Lawrence	Northbrook, Illinois	Dinner, \$100 cash
Ted Lovrine	Menomonee Falls, Wisconsin	3-in-a-day trophy
Mike Ramker	Schofield, Wisconsin	4-in-a-day trophy
Irv Simon	Melrose Park, Illinois	Cash
Keith Poropat	Chicago, Illinois	Clothing
Debbie Strong	Chicago, Illinois	Clothing
Fred Whitaker	Chicago, Illinois	Clothing
Louise Bourdelais	Chicago, Illinois	Kirby Blazer
Rae Williams	Chicago, Illinois	Clothing
Reg Chapman	Chicago, Illinois	Clothing
Paul Moody	Milwaukee, Wisconsin	Kirby watch, electric scissors
Bob Wojciechowski	Milwaukee, Wisconsin	China cutlery set
Bob O'Bryon	Chicago Heights, Illinois	50 gal. gas



IN THE CROSSROADS OF AMERICA

DISTRIBUTORS BY PURCHASES OF ATTACHMENTS YEAR TO DATE

		Points
60KA - 20 M/H - 20 HB - 10 RR - 10 M/W	Al Potter	Michigan City, Ind. 110.0
	Adrian Cottle	Summit, Ill. 106.9
	Joe Piazza	Highland, Ind. 97.5
	Bob Belts	Chicago, Ill. 95.0
	Ken Jensen	Green Bay, Wis. 92.8
	Ray Beardsley	Des Plaines, Ill. 91.1
	Bill Atkinson	Greendale, Wis. 90.0
	Mickey McClay	Chicago, Ill. 87.5
	Gene Sorensen	LaSalle, Ill. 87.4
	Butch Johnson	Northbrook, Ill. 86.5
	Will Hart	Chicago, Ill. 86.3
	Chuck Pierson	Schofield, Ill. 84.0
	Kaye Boldon	Waukesha, Wis. 83.9
	Dale Michael	Milwaukee, Wis. 83.8
	Ernie Olness	LaCrosse, Wis. 82.6
	Russ Hunt	Lafayette, Ind. 81.1
	Roy Wilson	Kenosha, Wis. 78.6
	Marv Myers	Marquette, Mich. 75.8
	Conrad Studer	Joliet, Ill. 74.2
	Dan Leair	Ashland, Wis. 73.3
	Jerry Affenburg	West Allis, Wis. 73.0
	Tom Lokken	West Bend, Wis. 70.0
	Dan Weistead	Addison, Ill. 69.5
	Ron Wear	Milwaukee, Wis. 68.8
	Mel Gall	Milwaukee, Wis. 68.6
	Herb Kesler	Appleton, Wis. 68.2
	Dick Young	Madison, Wis. 67.5
	Bob Cuffer	Fond du Lac, Wis. 66.2
	Bob Kimble	Crystal Lake, Ill. 63.5
	Nick Golich	Aurora, Ill. 63.3
	Gene Cox	Loves Park, Ill. 63.1
	Arvel Tegels	Eau Claire, Wis. 62.0
	Hugh Young	Waukegan, Ill. 62.0
	Bob Byrne	Chicago, Ill. 60.0
	Larry Edmonds	Chicago Heights, Ill. 60.0
	Joel Le'Cuyer	Kankakee, Ill. 60.0

DISTRIBUTORS ATTACHMENT SALES



TOP MANAGEMENT SALES

Bob Lee	Hartland, Wis.	32	Dan Weistead	Addison, Ill.	13
Leon Czarny	Westmont, Ill.	30	Scott Livengood	LaCrosse, Wis.	13
Bob Bonk	Manitowoc, Wis.	17	Nick Golich	Aurora, Ill.	12
Ray Baldwin	Addison, Ill.	16	Bill Yearby	Crystal Lake, Ill.	11
Ruth McIntosh	Monticello, Ind.	15	Louie Berna	Wis. Rapids, Wis.	11
Alice Wilson	Kenosha, Wis.	14	Ray Kaufman	East Gary, Ind.	10
Mel Gall	Milwaukee, Wis.	14	Mike Eckley	Tomah, Wis.	10
Bob Kimble	Crystal Lake, Ill.	14	Herb Kesler	Appleton, Wis.	10

TOP DEALER SALES

Bob Busiel	Chicago, Ill.	31	Larry Sievert	Appleton, Wis.	13
Gary Lovelady	Marquette, Mich.	24	Carol Tremble	Green Bay, Wis.	12
Ben Hawke	Madison, Wis.	23	Harvey Goulder	Jefferson, Wis.	12
Stanley Blichartz	Madison, Wis.	22	Mike Bodnarik	Greendale, Wis.	12
Eugene Juul	Madison, Wis.	21	Rick Roloff	Menomonee Falls, Wis.	12
Dick Genthe	Waukesha, Wis.	20	Joe Lennartz	Menomonee Falls, Wis.	12
Dale Hicks	Waukesha, Wis.	20	Irv Simon	Metrose Park, Ill.	12
Paul Moody	Milwaukee, Wis.	20	Frank Reighard	Madison, Wis.	12
Don Sheckles	Milwaukee, Wis.	20	Robert Wright	Janesville, Wis.	12
Louise Bourdelais	Chicago, Ill.	16	Larry Sharp	Lafayette, Ind.	11
Wayne Lasek	Madison, Wis.	16	Bill Schooley	Waukesha, Wis.	10
Grant Petersen	West Allis, Wis.	16	David Almandi	Milwaukee, Wis.	10
Steve Goulder	Waukesha, Wis.	15	Tom Loughhead	Manitowoc, Wis.	10
George Dalton	LaSalle, Ill.	15	Ken Sherrill	Metrose Park, Ill.	10
Harold Bellamy	Chicago, Ill.	15	Bob Wojciechowski	Milwaukee, Wis.	10
Yvette Culler	Fond du Lac, Wis.	14	Judith Kavanaugh	Madison, Wis.	10
John Toohy	Milwaukee, Wis.	14	Dennis Harrington	Madison, Wis.	10
			Mary Joyce	Chicago, Ill.	10

HIGHLAND, INDIANA

JOE PIAZZA, Distributor

East Gary Indiana
Ray Kaufman, Area Distributor

January fell a bit short of our goal, but February will be much better. Everybody has pledged a good number of sales and we have set our goals high. Our fine part-time man, JIM OSBERG came through with a good month and says he will double it for February. Good luck, JIM, I know you can do it. We



New man, Joe Zylus, with 2 contracts during first week out of class.

would like to welcome new men JOE ZYLIUS, JOE AMOS and RON CORLEY, to the wonderful Kirby business. They all show a lot of promise and we expect to hear a lot about them in the future.

Everybody here is really enthusiastic about Vegas and all have pledged to qualify. See you there.



Ray Kaufman (right) presenting Jim Osberg with 100 Percent Club pin with 2 diamonds.

LA CROSSE, WISCONSIN

ERNEST OLNESS, Distributor

Hello from LaCrosse.

January was a B.M.I.B. in LaCrosse. What a way to start the New Year!! These Tigers are finished purring. Watch us show our teeth!

"SUPER TRAINER," JIM MOLLOY, showed how the big boys hire! Now watch us follow through. Thanks, JIM, for a job well done.

Sales were turned by the following new dealers: HOWARD SCHARPF, SID ANDERSON, KARL VENER, BERNIE BRESNAN, MIKE HARLOS, STEVE LACHMAN, HARRY MEINKING, VERN PHIPPS, JIM STEVENS, DALE THOMPSON, LYNDA TORREY and GARY TROENDLE.



These "Tigers" all smiles after a B.M.I.B.



Bob Noffe conducting morning meeting in LaCrosse.



Jim Molloy and Ernest Olness with new dealers in LaCrosse.

High new dealers for the month were LYNDA TORREY and SID ANDERSON, ending in a tie. LYNDA received the trophy for selling the most equipment.

High Area Distributor was SCOTT LIVENGOOD. He will soon be moving to Plateville, Wisconsin to set up his own office. Area Distributor, MIKE ECKLEY, was right behind him and both of these fellows worked real hard this month helping to train all of the new men. Thanks.

February has started out with a bang, so should be another B.M.I.B.

Buy, Buy from LaCrosse!!



Harry Meinking receiving TV for 4 sales over a weekend.



New graduates in LaCrosse.

APPLETON, WISCONSIN

HERB KESLER, Distributor

As we promised in 1973, 1974 started off with a great B.M.I.B. Led by the crew managers, JOHN WALKER and JOE OVERESCH, the sales force really came through. LARRY SIEVERT, our part-timer, had 12 sales this month and his enthusiasm is at an all time "High"! His promise to qualify for the next 100 Percent Club in Vegas in the first two months has him really fired up and watching him, the rest of the crew has "caught fire." JIM TELLOCK and DENNIS JORGENSON had very good totals this month and are going "full steam ahead" in February. Two new men, BOB GIESEN and CHUCK LARSEN, also

contributed to the over-all effort. CHUCK won a steak dinner his first week end in the business and is determined to "make it big" in the Kirby world of opportunity.

The wind up of January sales also saw the end of the Acapulco Contest for the managers. The end of February should see JOE and CELESTE OVERESCH, BOB and YVONNE NAPIWOCKI and LES and CAROL LINDER enjoying the warmth and beauty of Mexico. Congratulations to all three couples!! They owe their winning to their fine effort and the 100 percent effort of their whole sales crew.

Wisconsin Rapids, Wisconsin
Louis Berna, Area Distributor

Looks like Wisconsin Rapids will be put back on the map. We are on the move. With two new part-timers LOLA and HAROLD WILSON, husband and wife team. They sold 3 out of



Herb Kesler congratulating Les Linder on promotion to Area Distributor. Les's new store in background.



Floyd DeBruin benefiting from a bet with John Walker and Joe Overesch.

their first 6 demos. We are looking forward to HAROLD going full time now that he has gotten his feet wet.

We will be looking and finding a lot of homes to place all the orphan "Omegas" that we have on order.



Happiness is....Mr. and Mrs. Richard Ewert of Wis. Rapids receiving their new Kirby Omega and attachments from the Kirby Co. after they lost their Kirby Classic in a fire that gutted their home. They asked me to thank the Co. for the fast service. In less than 2 weeks they had a brand new Kirby Omega, for their Classic. Mr. Ewert said the warranty is even better than he thought it would be....AD, Louis Berna.

WAUKESHA, WISCONSIN

KAYE BOLDON, Distributor

"Wow" - what a month Waukesha had in January, 1974. We had 158 sales with lots of attachments. My thanks to the following offices for their fine production for January, 1974.

Hartland - Oconomowoc
Bob Lee, Area Distributor - B.M.I.B.

BOB LEE led his office with 32 personals and had his B.M.I.B. with 48 office sales. The following people, all hired and trained by BOB, are really starting to come "alive" - Congratulations are in order for TOM RICKHEIM, BILL WIRST, JEFF RODRIAN and LOUISE RICKHEIM. LOUISE really went to work and beat out all the guys to win herself a brand new Kirby. BOB LEE is doing a super job as an A.D. and will make an excellent Distributor in the very near future.

Jefferson - Ft. Atkinson
Harvey Goulder, Branch Manager

HARVEY GOULDER and his crew of LARRY GEORGE and SANDRA WISCH did a really fine job with 25 office sales in January. HARVEY is on his way to his A.D. and is really working hard - keep it up, HARV.

Brookfield
Mike Friedman, Branch Manager

MIKE and STEVE GOULDER are doing their "thing" and, although MIKE is in a "slump," STEVE came thru with his best month in Kirby with 15 personals and the 1st leg on his 5-star pin. As soon as MIKE breaks him "slump" I expect upwards of 30+ sales out of that area.

Muskego - New Berlin
Dale Hicks, Branch Manager

DALE came thru with his usual steady job of 20 personals with lots of completes and is well on his way to earning his Area Distributorship. Keep it up DALE.

Big Bend
Edith King, Branch Manager

EDITH is finally putting it all together after being out of Kirby for 6 months following surgery. She is a fine salesman and does an outstanding job of working by herself. I expect a lot from her in the near future.

Main Office
collectingdust.com

DICK GENTHE led the Main Office and did an outstanding job with 20 personals - 10 the last week to earn himself a new Kirby. BILL SCHOOLEY "broke" out of his slump and is doing a nice job of working his own leads and referrals. Welcome to new man, JIM WEST and his lovely wife, PAM. JIM sold three his first week out of training and is going to be a fine asset to our organization. Special thanks to CARRIE BARTSCH who is doing a beautiful job of setting appointments at the door.

Thanks to everyone for an outstanding effort in January. Now let's look ahead to 200 before March.

collectingdust.com
Thanks, Kaye



Waukesha Banquet - Distributor Kaye Boldon, wife Margaret with Mom & Dad, Evelyn & Kermit Boldon. "Kaye's first sale."

LAFAYETTE, INDIANA

RUSSEL HUNT, Distributor



Does it look like Bob Nofte is enjoying himself. (By the way, the face you don't see is none other than that of Joe Catrone.)



Larry Sharp (L), congratulates Bob England for selling 3 deals on his first week in Kirby. Keep up the good work, Bob!



This is the office crew that stomped all over the great Joe Catrone and his Italian Army. From left to right, Bob England, Jim Hohnes, Nancy Kretzmeier, Brenda Deakins, Steve Criswell and Dwyane Gosnell.



Bob England giving Joe Catrone a shaving cream pie. But menthol mint?



Joe Catrone, Randy Cox & Larry Sharp, standing in the back, lost the first pie throwing contest. It seems like they never learn. They asked for a re-match and the rest of the office went out and out-sold them again. How did you like the cherry pie, Randy? Was it better than the chocolate one you had the first time?



Brenda Deakins, one of our new Tigers, brings in 2 deals to start her career off right.

PESSIMISM LEADS TO WEAKNESS - OPTIMISM TO POWER

LAFAYETTE, INDIANA

RUSSEL HUNT, Distributor



Joe Catrone, just off the boat, congratulates Larry Sharp on a fine job of winning the "Dealer of the Month" plaque again.



Joe Catrone congratulates our new Tiger, Dwyane Gosnell, for a job well done. What's that you're holding Dwyane? Another contract!

GREENDALE, WISCONSIN

Bill Atkinson, Distributor

We are getting things ready in Greendale. Everybody has decided to go to work. When this crew is ready anything is possible. MIKE beat the old pros. They are going to have to get rolling to beat him. He's tough. LEN had a lot of tough luck or he would have been right in there. Also helping were KEITH, MARK, STEVE and BILL. See you in wherever the contest's going to be at or whatever it is.



Mike Bodnarik, who was high man for the month of January. Mike has a great future in Kirby awaiting him.



Mike also in his dual roll as professional hockey player. Let's hope Mike sells more Kirbys than he scores goals and someday he can buy his own Hockey Team.



IN THE CROSSROADS OF AMERICA

MADISON, WISCONSIN RICHARD YOUNG, Distributor

Enthusiasm is really high here with everyone looking forward to Las Vegas and gambling. No one is gambling on going, however, so everyone is putting on more demos to make sure that they qualify for the trip. STANLEY BLICHARZ, WAYNE CASEK, LINDA SCHOENEMANN, JUDY KAVANAUGH, BILL HANSON and TOM POWERS have all pledged to be in Las Vegas and we hope to see them all there. We would also like to welcome part-time dealer CON TUGGLE into our organization.

FRANK REIGHARD, heading up our west side office, has gotten things rolling with help from part-time dealer DENNIS HARRINGTON, who sold ten Kirbys this last month. FRANK and DENNIS have finished training new dealer LEWIS MELTON and said that he will be ready to go on his own in February.

With all our new dealers comes new enthusiasm, more Kirby sales and the chance for these new dealers to realize the Kirby opportunity and to extend this opportunity to others. Go get 'em Tigers!

Branch No. 1: Ben Hawke

BEN HAWKE has started the new year by doing his consistently good job of merchandising those Kirbys. With his goals set on making this year the year of the HAWKE, we should see a BYIB from BEN. Good luck, BEN.



Part of the Greater Madison area's organization.

Branch No. 2: Gene Juul

GENE JUUL is definitely going to get more production in his territory and he knows that he needs manpower to do it. Therefore, we would like to welcome new dealer JEFF BARTON into our Kirby Organization. GENE feels that JEFF will be a real asset to him and the Kirby business. Keep up the good work, GENE!

Branch No. 3: Gene Lund & Russ Kohloff

Congratulations are in order on the promotion of GENE LUND and RUSS KOHLOFF to Branch Managers. With all their Kirby Knowledge and Experience these two have, we'll be hearing a lot about them in the very near future. We wish them Great Success.

Area No. 1: Don Byrd

DON BYRD, Top Area Distributor for '71, says he likes being on top. So along with BOB WRIGHT, GARY SCHROEDER, part-timer LEO LANG, and new dealer RON PETERSON, DON is going to work to stay on top. We're sure to see this group in Vegas spending all their Kirby \$\$\$ along with the rest of the crowd.

Area Nos. 2 & 3: S.J. VanHoose & Jim Glacklin

VAN and JIM are deciding that they would like to be top men on the totem pole this year. So, both of them are starting to get their areas rolling. We hope to hear much more from them in the future.

Value Time

And Use It Skillfully



IN THE CROSSROADS OF AMERICA

ADDISON, ILLINOIS DANIEL WELSTEAD, Distributor

We are starting off the new year with a bang. Hope to improve every month throughout the year. January was good for us with the addition of new Kirby people: TRACY KING, MAUREEN WARD, JAMES BRENNEN, PATRICK SHERRER, JACK ERLINGER and keeping them all busy is our new phone girl, CARLA WALLACE.

RAY BALDWIN led the way in the Addison office with 16 personal sales, good work, RAY.



Top Area Distributor Trophy presented to C & C Vacuum, Leon Czarny & Walter Czwozdzinski by Bobby Wisinger.



Future Factory Distributors Plaque presented to C & C Vacuum, Leon Czarny & Walter Czwozdzinski by Bobby Wisinger.

Even Distributor DAN came in with 13 sales. RICK CAPPS has really been busy hiring and training with the able help of RAY BALDWIN.

As usual our Area Distributor, LEON CZARNY, came thru with flying colors for January. He never slows down, that "Tiger" has the old "Kirby Spirit" all the time and all the way to the bank!!! LEON's new man, DAVID COOK, is still doing a fine job in the Westmont office.



Guest Speaker, Bobby Wisinger, presenting Leon Czarny with his 5-star with 4 rubies.



Westmont office - Wally pinning Mrs. (Alyce) Czarny with Leon looking on.



IN THE CROSSROADS OF AMERICA

ADDISON, ILLINOIS
DANIEL WELSTEAD, Distributor



Jack Erlinger receiving his first Kirby paycheck.



Jack Vise with gas certificate. Good job, Jack.



Dan Welstead (L) presenting Ray Baldwin with Omega watch for outstanding job in January with 16 personal sales.



Tracy King receiving first paycheck from Ray Baldwin.



Area Distributor, Leon Czarny, turning in his sales report for January. B.M.I.B.

EVEN A MOSQUITO DOESN'T GET A
SLAP ON THE BACK UNTIL HE STARTS
TO WORK



THE GREAT LAKES DIVISION ANNOUNCING THE LAS VEGAS 100% CLUB

AN EXCITING! EXHILARATING!
& GLIMMERING WEEKEND IS
ONCE AGAIN SCHEDULED FOR
ALL 100% CLUB WINNERS...



YOU WILL JET TO THE FANTASTIC
ENTERTAINMENT CAPITAL OF
THE WORLD...
LAS VEGAS, NEVADA!

JANUARY - FEBRUARY - MARCH - APRIL

MAY 17, 18, 19, & 20



A FUNTASTIC AFFAIR!

4 DAYS AND 3 NIGHTS

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



EVERY SALE IS A CREDIT

CONTEST RULES

SENIOR KIRBY DEALERS with 48 approved sales during the contest period.

JUNIOR KIRBY DEALERS with 32 approved sales during the contest period.

KIRBY PART-TIME DEALERS with 28 approved sales during the contest period.

NEW KIRBY DEALERS (90 days or less in Kirby during the contest period) with 20 approved sales.

AREA DISTRIBUTORS with 100 approved sales during the contest period.

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



fun

YOU CAN BE A WINNER AND BE THERE!



IN THE CROSSROADS OF AMERICA

GET ANOTHER SALE "TODAY NOT TOMORROW" AND GO TO LAS VEGAS!

1. _____
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8. _____
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11. _____
12. _____

**QUALIFY NOW!
BE A WINNER
BE A PRO!**



IN THE CROSSROADS OF AMERICA

FOND du LAC, WISCONSIN
BOB CUTTER, Distributor

Hello from Fond du Lac!

We've been busy hiring and training in all offices. From Sheboygan we would like to welcome JOHN FEUDNER and JIM PFISTER. BUD, our sales manager, and his wife, RHODA, have really been working hard with these men. Both have received that good old Kirby money and decided they want more, more, much more!

We'd like to welcome BOB BIENIEWSKI and MIKE NANNA from Fond du Lac. Congratulations are in order for both men. MIKE sold one his first weekend out. BOB didn't need any encouragement at all. Seeing his wife, SANDY BIENIEWSKI, selling all those Kirbys, he promptly went out and sold one his very first weekend. Not bad for part-timers! SANDY won a clock radio her first week out and promised to give me (YVETTE) a run for my money in the month of February! All of us here are really looking forward to Las Vegas and hope to see you all there.

Hi from Beaver Dam!

Congratulations to BRIAN on his promotion to



Brian has a rest period between demos. He's reading a motivational book. Now go and put your newly acquired knowledge to work.

Branch Manager, and on his new office. Things are really shaping up! Now that BRIAN and PENNY are all settled in their new home, we're looking forward to big things happening in the area. With BRIAN in Beaver Dam, we're sure it'll be a "Kirbyized" town.

We'd like to welcome BRIAN's new man, JEFF MERTENS. With less than a week in Kirby, JEFF landed 2 sales in one day. Nice work, JEFF!! JEFF tells us that a friend of his in Schofield, MIKE RAMKER, inspired him to try his hand at being a Kirby dealer. We're glad he did. JEFF's wife, SHARON, says her bags are already packed for Las Vegas, so GO SELL THOSE KIRBYS, JEFF!!!!

We wouldn't want to forget BRIAN's wife, PENNY. She's our public relations gal. PENNY's been running the office every day. She says she's over-worked and underpaid, but it's a lot of fun.

With the enthusiasm for the Vegas trip, you can bet February is going to be a real BMIB for our Beaver Dam crew.

SO GO GET 'EM!!!!



Distributor, Bob Cutter, congratulates Brian on his new man, and on the new office.



Sandy receiving her 10-pin and being congratulated by Yvette.

MILWAUKEE, WISCONSIN

MEL GALL, Distributor

We had another good month in January and it would have been better only we ran out of time, sooo in February it's going to be double time.

JOHN TOOHEY true to his word came out on top again starting the New Year out right and has his reservation in for Vegas. DAVE ALMANDI was in there plugging all the way

and did a good job, even though "That Bug" got to him and put him out of commission for quite a while.

Thanks to the three "D's" (DOLORES, DON & DAN) FABIAN & HUGH, the slack was taken up to better our last year's production.

That's our goal to GO for more in '74.



Some of the 100 percenters enjoying the Rock Band, 100 Percent Club.



Dan Gall and all smiles with contract in hand.



Darlene and Dave Almandi proudly display his top man of the month trophy, 100 Percent Club Jan. 19, 1974.



From left - Mel & Marcy Gall, Barbara & John Toohy intently listening to Bobby Wisinger, 100 Percent Club Jan. 19, 1974.



Some more of the gang enjoying themselves, 100 Percent Club Jan. 19, 1974.

CHICAGO HEIGHTS, ILLINOIS

LARRY EDMONDS, Distributor

Hi from Chicago Heights. We have had a busy month here in Chicago Heights.

We opened a new training center and are busy hiring new salesmen.

Congratulations are in order to BOB O'Bryon who in his first week in the Kirby business had 5 deals, won 50 gallon of gas and had high

paycheck of \$335.00. Great, BOB, keep up the good work.

BILL MORDEN in his first week had 4 deals and won 50 gallons of gas. BOB PANKOW had 8 deals in one week. Good going, BOB, keep up the good work. Our Area Distributors GINGER WALKER and JERRY EDMONDS are promising us a great year!



Bob O'Bryon, 5 deals his first week.



Bob Pankow, 8 deals his first week.



Jerry Edmonds, Area Distributor going out on some Kirby demos.



Bill Morden, 4 deals his first week.

GREEN BAY, WISCONSIN

KEN JENSEN, Distributor

Hello from Green Bay.

1974 started out a little bit slow but we finished the month real strong and ended up over the 100 sale plateau. But look out for February - we don't know what the big contest is all about, but all these mysterious clues have really got us excited about it. Our whole crew is all excited about our Las Vegas trip in May. I told all of them to save all their extra money so they can invest it in Las Vegas and bring back a fortune.

Our January sales were led once again by CAROL TREMBLE. She came thru with 11 sales in just the last 12 days of January. She was followed closely by two other old pros, DAVE DUFEK and NORM MILLER. They both informed me that they were not going to be out done by a gal again this month. Some of our other dealers who helped contribute to the January total were TOM DANFORTH, GARY JANSEN, C. J. SCHMIDT, MARYKE KOSS, RANDY RONSMAN, KEVIN THOMAS, RON SUSKI and our new men and women such as BETTY SIEHR, JOHN LAES, JERRY KOLUSSO, VIOLA HELGESON, PAT VAN ASTEN and ED FLANAGAN.

DePere, Wisconsin

Hello from America's No. 1 small city - home of Miss America and those wonderful Kirby cleaners.

We just opened shop here in DePere and we are looking for a very prosperous year. Two of my men, CLIFF KUSS and DAN MARTIN



New crew fresh out of training and ready to sell those fantastic Kirby Omegas.

DON LACOMBE up in Oconto started the year out right and has promised his wife he would win the Las Vegas trip. BOB HUXFORD has started things rolling up in Sturgeon Bay and we are expecting him to challenge DON LACOMBE for the top A.D. trophy in the Green Bay Distributorship. We also would like to take this time to say congratulations to ROGER GRONKE on his promotion to A.D. in DePere. He has two good men to start with; CLIFF KUSS and DAN MARTIN. So we do expect a 3-way run for the big trophy.

I would also like to say thank you to STEVE and CAROL ROSIK for the extra hours they put into helping us win the last contest. FAY and I would also like to thank everyone associated with our organization. We are hoping to bring back some good ideas from Caracus. We would also like to say thank you to all the other distributors who gave us congratulatory calls. It just goes to show that even though we are all trying to win a contest, they are still good sports. Note to WILL HART - FAY and I will send back a little sunshine to help melt a little of that Chicago snow.

Caracus here we come.

said they were going to hire some buddies so they could take home some of that big override. I know that CLIFF and DAN both plan also to have big months of personal sales in February.

I personally would like to take this time to thank KEN for giving us the area office and the opportunity to make the big Kirby buck.



Carol Tremble displaying her 4-in-a-day trophy and her Queen-of-the-Month trophy. She is shooting for No. 1 in February.

GREEN BAY, WISCONSIN

KEN JENSEN, Distributor



Norm Miller receiving his 5-in-a-day trophy. Norm has been one of our most consistent producers for the last 18 months.



Jeri Gauthier just back from a 7 month stay in the hospital, proudly displays his first trade-in.

AURORA, ILLINOIS

NICK GOLICH, Distributor

Kirby Greetings from the Fox Valley...

With January behind us, February promises to be a BIG KIRBY MONTH...

Our old "Kirby Pro," JOE ORTIZ just couldn't stay away from Kirby, so welcome back, JOE. Canvassing uses less gas, says JOE. Let's go...

There's no stopping JIM COATS. His sales prove he doesn't know the meaning of the word NO. Keep up the good work, JIM. Welcome to JOE MILLER, HUGO MAYAR, GP and EMMETT SNEED, just out of training.

Congratulations to Mr. and Mrs. Ken Johnson, our Council winner.

Till next month, keep selling...



Vic leading the "singing."



Nick presenting Jim Coats a trophy and tape deck for his three sales in one day.



Mike and Janett Reardon and Jim and Kathy Coats.

KENOSHA, WISCONSIN

ROY WILSON, Distributor

Hello from Kenosha.

With one good month gone in '74 and eleven more to go we have set our sights to out do our previous month. We don't want to be just Good, we want only to get better and then the best. We are going for the new contest, we feel we have a winner.

We have some new Stars in our organization and are they Kirby oriented? You betcha. GEO WISE, a new man, has received his 10 pin his first full month in the business. With MELODY, his lovely little wife, behind him he will only climb the ladder to success in Kirby.

JEFF FREESE did it again. Three in one day. This makes JEFF's 4th trophy for three in a day. JEFF had 7 sales this month. 3 in one day, so you know he didn't work any too hard the rest of the month. We'll excuse you this time, JEFF. But shame on you next month if you get T.B.

BRIAN had 6 this month. I think you're stuck in a rut. Remedy for this, BRIAN, is get in gear, give it the gas and proceed forward full blast. End result is you're out in front. Give it all you got, tiger.

CURT, (well) you're almost ready to celebrate your first full year in Kirby. You've made lots of Kirby Green, wrecked your auto three times, turned 19 years old. ALL OF THIS IN ONE YEAR? Better luck in '74. Set a goal and you will succeed.



Steve Rasmussen and Jim Dunn (Jet) joined us from Sioux City, Iowa. Watch out for these tigers.

STEVE FISCHER, our new trainer, just home from Vietnam, is rolling and ready to go. STEVE, keep those new men rolling and you shall go far in Kirby.

Boy, BOB got 4 this month. We know you'll hook it on next month to pick up the slack for Vegas.

We want to welcome STEVE RASMUSSEN and JIM DUNN from Sioux City, Iowa. STEVE and JIM joined us late in the month. STEVE has been in Kirby about a year, doing a fantastic job as a crew captain. STEVE is planning to open our Racine store in the next few weeks. STEVE's buddy, JIM, better known as Jet, is new in Kirby, but doing an outstanding job. We know STEVE and JET will do well for themselves in their new adventures.

We would like to welcome some new personnel, JOE LAFAYETTE, part time, LINDELL DOLLENS and PHILLIP LIU, full time. These young lads are in training, but anxious to get out to sell those Kirbys.

Our hats are off to BOB NOTTE for getting our thinking straightened out here in Kenosha. Now that we are on the right track, watch out!!!

Good job, guys. Let's fight for that top position in the Division. We can, we can, we know we can. SELL LOTS MORE KIRBYS.



Ade, our Gal Friday, and Alice checking over the contracts from the day before.

KENOSHA, WISCONSIN

ROY WILSON, Distributor cont.



Part of the Kenosha Kirby Pros.



Steve Fischer, our new trainer, keep those new men coming.



Roy Wilson presenting Geo. Wise with his 10-pin. This is Geo's first month in the Kirby business.



Roy presenting Jeff Freese with another 3-in-a-day trophy. This makes Jeff's 4th trophy for 3-in-a-day.

IF YOU TRY TO IMPROVE ANOTHER PERSON

BY SETTING A GOOD EXAMPLE, YOU ARE

REALLY IMPROVING TWO PEOPLE.



Jeff Freese, Steve Rasmussen and Brian Pier, all on programs to go A.D.

LASALLE, ILLINOIS
GENE SORENSEN, Distributor

Hello from the Kirby Gang in LaSalle.

January was a good month for us in the sense that we are gearing up for the year. GEORGE DALTON was high salesman for the month with DAVID running second. We are not letting little pebbles become stumbling blocks for us. STEVE and RHONDA MARTIN are starting to pack their bags for Las Vegas. STEVE plans to qualify this month. His first month in the Kirby business. HERMAN and KATHY PARKER are excited about going with them.



Gene Sorensen and Bob Notte.

CAROLYN WEILMUNSTER answered our ad for Part Time help and brought HENRY (her husband) along. Next thing that happened was that HENRY quit his truck drivers job and we have another man and wife Kirby team. So watch out GEORGE and JEAN. HENRY and CAROLYN are going to be coming on strong.

RICHARD KRZYANIZK is still in training, but will be coming into Kirby Power in February. FRANK ANGELO has taken over making all the appointments and has shown that they cannot make a quitter out of him with the first few days out in cold timber knocking.

With the kickoff of our February Contest Company Party it is time to rally forces and make the boss turn loose of those \$\$\$\$\$. Thanks to Mr. NOTTE's visit we are all enthused with the mystery contest and this coming New Year.

IT'S HARD TO BE HUMBLE WHEN YOU'RE BEST

WEST BEND, WISCONSIN
TOM LOKKEN, Distributor

We want to extend a Big Welcome to our new men MIKE RILEY, RICHARD QUINLAN, CHESTER CYRUS, and our newest man, WALTER!!! MIKE went out during the big snow storm and sold his first four Kirbys. ALL IN ONE DAY!!! MIKE has also been telling me that for the month of February he plans on outselling all of JACK QUINLAN'S organization! That looks like some stiff competition to me! Go get 'um MIKE!!! In case any of you don't know who CHESTER is, he said that in two years Everyone will know who he is!! And I Believe Him!!

Top Salesman for the month of January was tied by JOE LENNARTZ and RICK ROLOFF! According to JOE that will never happen again! Of course RICK may feel differently

about that!! With TED LOVRINE selling the first two Kirbys for the month you can never tell who will be top in February??

A Big Welcome to SKIP STOCKWELL, who is the new A.D. in West Bend!!! SKIP likes the title Top A.D. in the Great Lakes Division, but JACK QUINLAN says he will have to beat him to get it! With two GOOD MEN like that it is going to take a lot to be TOP!!

Watch for MIKE RILEY at the next meeting as we are going to have DENNIS DAVIS teach him to sing "THAT OLD KIRBY SPIRIT"!

EVERYONE HERE IS GOING TO BE IN VEGAS AND THEY HOPE TO SEE YOU THERE!!

WEST BEND, WISCONSIN
TOM LOKKEN, Distributor

Rick Roloff showing Mike Riley how that "Handi-Butler" works. You can't sell them if you don't know how to operate them!!



New Dealer, Rick Roloff receiving Dealer of the Month Award from Dist. Tom Lokken.



New dealer Ted Lovrine receiving his Ten Pin, 3-in-One-Day Trophy, and a special Award from Mr. Notte.



Sales Manager, Joe Lennartz, congratulating Mike Riley on his 4 in One Day!



John Doyle, Rick Quinlan and Jack Quinlan say we can outsell West Bend!!



Sales Manager Joe Lennartz receiving Top Dealer of the Month Award from Dist. Tom Lokken. Joe says "No more Ties!!"



Dist. Tom Lokken showing off New Ten Pin which Rick Roloff has just received. Next month he will be wearing the first leg to his 5 Star!!

CHICAGO, ILLINOIS
MICKEY McClAY, Distributor

Hello from Chicago's South Side.

We took a "shot" at the Presidential chair and desk in the January contest and hope we made it. However, no one ever loses by trying to win a contest, so I'm sure we all benefited from our efforts!



Harold Bellamy proudly points to "Distributor" which is his goal. Harold is doing a consistently good job with Kirby, 15 sales for January.

JOE WALLACE had great production from MARY JOYCE (10 for the month). GLENN MARSH has earned his ten pin; BERNIE GOBLET has closed five of his first six demos, and JIMMIE MACKIN is back in the groove. JOE says "January was good, but watch out for February!"

"Hat's off to HANK TAYLOR and his gang." HANK chipped in with a bunch of personals and RODGER HORTON and JOE CLARKE came thru making this HANK'S B.M.I.B. to date. Now with HANK back on the ball we can expect high production from them. JIMMY CHARLES & CO. while not really up to JIMMY's potential, nevertheless helped out in the overall picture. JACK GILLESPIE is really busy hiring and training, and has several new men ready for a productive February. Meanwhile, JOAN FENNEL keeps up her steady pace.

Orchids to "Top Dog" HAROLD BELLAMY who finished with fifteen sales for January. HAROLD is determined to climb the Kirby Ladder of Success, and with his ability, we know he'll make the top rung!

Best Regards, Mickey

IT'S NECESSARY TO RELAX YOUR MUSCLES WHEN
YOU CAN. RELAXING YOUR BRAIN IS FATAL!

MILWAUKEE, WISCONSIN

RON WEAR, Distributor

Boy, the inner office competition was great this month with DON SHECKLES and PAUL MOODY battling it out for First Place, and when the smoke had cleared they ended up in a tie. Wow, did they make a lot of Kirby Money, and Feb. is going to be even better!!

RICK GAGO, BOB WOJCIECHOWSKI, and ELLEN KAUL were all battling for third place, did they have fun and BOB came in with third place, but he'll have to work harder this month.

Adding to our Sales for Jan. were NAMCY,

BRUNO, SAM and new man, DENNIS. I'd also like to take time to thank our phone crew THERESA, PENNY, NANCY and JAN for doing an outstanding job, also doing a terrific job writing checks and other office functions, none other than DARLENE. Taking care of what we sell, plus the stock room is BIG BAD RAY.

All months should be like Jan., a Fantastic 100 Percent Club, lots of team spirit and lots of fun. Plus it's the first month of our Vegas qualification. Lookout Vegas, here we come!! Because "You Gotta Wanna".

CHICAGO, ILLINOIS
WILL HART, Distributor

January wasn't as good as December, but we are on the right foot for 1974. We did 37 sales better than January of 1973. BOB NOTTE, you're absolutely right, 1974 will be the year of the Tiger and not in Japan, but right here in good ole Chicago, U.S.A.

Second place in a contest is such an empty feeling and it won't happen again. Our office did a little pouting in January. Now that we've passed the crying towel around we're ready for action.



Irving Simon is all for green power and says he will triple it in Vegas.

Would like to welcome RAE WILLIAMS into the organization. She is a buddy of DEBBIE's

Melrose Park - B.M.I.B.

We started "74" on a good note and we will keep on playing better music this year. Everyone is excited about "Las Vegas". IRVING SIMON won \$100.00 so far, for the Vegas trip. KEN SHERRILL missed the "cash" by one sale.



Louise wins top honors for the month of December.

"THINK YOU
CAN AND
YOU WILL -



Mystery contest, we are ready.

IT'S ALL IN
THE STATE
OF MIND "

IN THE CROSSROADS OF AMERICA

CRYSTAL LAKE, ILLINOIS

BOB KIMBLE, Distributor



Ed DeBoer being congratulated by Bob Kimble for merchandising four Kirbys in a row.



George Dyck leaving for his evening demonstration with determination.



Bill Yearby, Elgin office manager, primed to do a terrific job in February.



Mark Sauer doing his usual good job merchandising Kirbys and bringing in buddies.

MARQUETTE, MICHIGAN

MARV MEYERS, Distributor

A new month, a new year and new records to be set.

GARY LOVELADY did a very fine job in January. IKE PUMMILL and TED THOMAS were in there pitching. Next month will be a

different story.

JERRY HOLMSTROM and KEITH PLOOF will be making their presence known in February, also. Fill steam ahead for Las Vegas.

Kirby Buddies  *Are Everywhere!*

IN THE CROSSROADS OF AMERICA

WAUWATOSA, WISCONSIN

DALE MICHAEL, Distributor

Thank God, we're in our new office. It seemed like January just flew by.

Our top man for the month was Big Bad BILL COURTNEY with 16 buyer sales. Good job, BILL, and keep on keeping on. Coming second was myself, and GARY BRENNER won last spot.

Things are going to break loose for February. Our Super Divisional Assistant, JIM

MOLLOY, is here helping us hire and train new people. Showing them a place to hang their hats, with a future and career of Great Kirby Opportunity.

So watch out for the "New Wauwatosa Wild Cats" for February. Welcome to SCOTT FORBES, JAMES SNYDER, WAYNE HOGE, RANDY YOUNG and SCOTT KANE. These young men were great in training class, but watch out for them in the field. "Wow".



How did you say to pack it again, Jim?



And this part is? - is? - is?



Not! The Finance charge is not \$300 guys.



Jim, you've done your best! We'll do the rest!

**THE SURE WAY TO MISS SUCCESS
IS TO MISS THE OPPORTUNITY.**



IN THE CROSSROADS OF AMERICA

MEET THE CHAMP

GREAT LAKES DIVISION



BOB BUSIEL
CHICAGO, ILLINOIS

TOP DEALER FOR JANUARY

31 SALES