Captain Stewart named new aide to commander

Hq. ATC—A University of Colorado graduate with nearly 260 combat missions in the F-100 has been selected as aide to the deputy chief of staff, Recruiting Service/commander, U.S. Air Force Recruiting Service.

Captain John H. Stewart II succeeds Captain Gary A. Michels, who is going to an A-7 assignment at England

AFB, La. Captain Stewart assumed the duties of aide following an award presentation ceremony at which Captain Michels received the Meritorious Service Medal for his performance.

Captain Stewart received his bachelor's degree in 1966 in political science and entered Officer Training School. He completed undergraduate pilot training as a distinguished graduate at Reese AFB, Tex., in 1968.

Following combat crew training in the F-100 at Luke AFB, Ariz., he was assigned to Bien Hoa AB, Republic of Vietnam, in October 1968. During his combat tour, Captain Stewart served as the squadron awards and decorations officer and as duty officer in the Tactical Unit Operations Center in addition to his normal duties.

Captain Stewart then attended Pilot Instructor Training at Tyndall AFB, Fla., and was assigned in May 1970 as an instructor pilot at Reese AFB. He was later assigned to the standardization/evaluation branch at the same base.

Captain Michels, during his last days as Brigadier General Conrad S. Allman's aide, said, "I want to thank everyone in Recruiting Service for the outstanding assistance they have given me during my assignment."

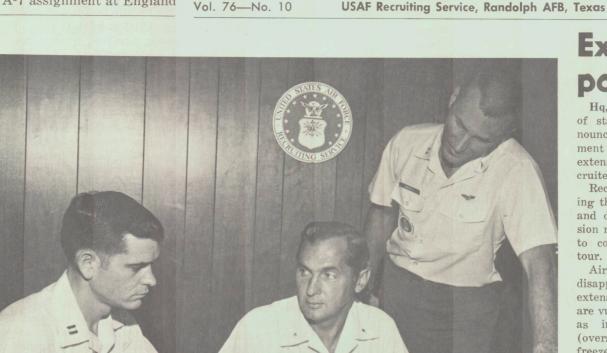
"I know that you will continue with this team spirit in dealing with my successor."

Air Force finds it pays to pay

WASHINGTON — An Air Force survey of new airmen at Lackland AFB, Tex., has revealed that it pays to pay competitive wages.

Officials, desiring to measure the effect the big November pay boost had on enlistments, found that 27 per cent would not have enlisted had it not been for the pay hike.

More important, according to officials, was the pay raise impact on the quality of the enlistments. Thirty per cent of the airmen in Air Force Qualifications Test Mental Category I or II would not have enlisted without the pay raise.



LEARNING HIS NEW DUTIES from his boss is Captain John H. Stewart II, new aide to Brigadier General Conrad S. Allman, deputy chief of staff, Recruiting Service/commander, U.S. Air Force Recruiting Service. Looking on is Captain Gary A. Michels, former aide to the general. (U.S. Air Force Photo by TSgt. Walt Weible)

Colonel Laliberte named to new post Hq. ATC — Colonel Robert Born in Sioux Falls, S.D., Colonel Laliberte served over-

Hq. ATC — Colonel Robert C. Laliberte, former director of recruiting operations for the deputy chief of staff, Recruiting Service, Headquarters 'Air Training Command, has assumed duties as the assistant deputy chief of staff, Recruiting

Born in Sioux Falls, S.D., Colonel Laliberte received his commission through the Aviation Cadet program in 1943 and has held previous assignments in Air Training Command, U.S. Air Forces in Europe, Pacific Air Forces, Air University, the Pentagon, and with the U.S. Air Force Inspector General.

as two classes graduate

Six honor graduates were recognized as the Air Force Recruiters School graduated two classes of noncommissioned officers. Class 720719 graduated last month, and Class 720816 graduated Oct. 6.

Staff Sergeant Harlen D. Soper earned top honors in last month's class, while Staff Sergeant Daniel B. Kiefer maintained the highest grades in the latest class.

Also named honor graduates were Technical Sergeants Thomas E. Abbott and Marvin L. Rogers and Staff Sergeant James A. Brown for the September class and SSgt. Doris J. Murray in the October class.

Sergeant Soper also won the Sales Award for his class. Other September awards were Selection Criteria Award to Staff Sergeant Benjamin E. Atkins and Speech Award to Technical Sergeant Howard A. Scott.

Sergeant Kiefer also won the Sales and Speech Awards for October, while Sergeant Murray won the Selection Criteria Award.

Graduates and their assignments are:

01st Group

SSgt. Clifford R. Barnard, Det. 102; SSgt. Stephen M. Fowlkes, Det. 104; MSgt. Edward J. Garbarino, Det. 109; SSgt. George C. Hidook, Det. 103; TSgt. Joseph C. Johnson, Det. 103; TSgt. Melvin T. Pet-

(Continued on Page 12)

Extension policy set

The AIR FORCE RECRUITER

seas in the Central Pacific area

during World War II, in Japan

from 1948 through 1950 and in

Southeast Asia in 1969 - 1970.

He served tours in Europe dur-

He has attended Air Com-

mand and Staff College and the

Naval War College. He is a

graduate of the Air Force In-

strument Pilot Instructor School

and Air Training Command Pi-

former Catherine Mary Clifford

of Southbridge, Mass. They have

seven children, four of whom

reside with them at Randolph

Colonel Laliberte's wife is the

lot Instructor School.

AFB, Tex.

ing 1955-1958 and 1963-1966.

Air Power Starts Here

U.S. AIR FORCE - AEROSPACE POWER FOR PEACE

Hq, ATC—The deputy chief of staff of personnel has announced a change to the assignment manual which will affect extensions of tour length by recruiters.

October 15, 1972

Recruiters who are completing their normal controlled tour and desiring a one-year extension may apply 12 months prior to completion of the original tour.

Air Training Command will disapprove those requests for extensions when the individuals are vulnerable for overseas duty as indicated by the ODSD (oversea duty selection date) freeze listing and sufficient volunteers are available for immediate replacements.

If replacements are not immediately available, or for personnel serving in supervisory capacities, the request will be forwarded to Military Personnel Center for final determination regardless of the freeze listing. These extension requests must be endorsed by the group commander.

ATC is the final approving authority for extension requests on individuals who are not in ODSD freeze zone for overseas duty.

College dean lauded for recruiting blacks

DALLAS, Tex. — Vance L. Heard, dean of men at Bishop College, has been named an Honorary Recruiter for his support of the Air Force's minority officer recruitment program.

Mr. Heard, in his position as counselor to men at the predominantly black college, has worked closely with Master Sergeant Dale Payne, Dallas recruiter, and has been a direct influence in urging Bishop students to consider officer training after graduation.

His aid has resulted in a large number of applications from the college and three of the applicants have been selected for Air Force flight training programs.



BISHOP COLLEGE GRADUATES Marion Austin and David Cackley Jr. examine an Air Force flight training brochure with Major James D. Whitford, Detachment 404 commander, and Master Sergeant Dale Payne, Dallas recruiter. Both men graduated in August and are attending the School of Military Sciences (Officer) prior to training as either pilots or navigators.



William V. McBride, new Air Training Command commander. Master Sergeant Henry Hill, Detachment 209, briefed the general during a visit to 3502nd U.S. Air Force Recruiting Group, McGuire, AFB, N.J. prior to the general assuming his new post.

Commander's Comments

By Brig. Gen. Conrad S. Allman



Sometimes in the rush of daily events and under pressure from problems, we lose sight of the normal methods available for problem-solving. Stepping back for a moment, let's reflect on the chain of command.

Use of the chain of command is essential for efficient management and affords the individual the most positive and rapid method of resolving personal problems. For the established system to function and serve the needs of both the Air Force and the individual, two key facts must be remembered:

1. The supervisor or commander must give due consideration to problems brought to his attention; people generally do not ask for help unless they need He must explain to the individual the action he is taking or his reasons for not taking action. He should also explain the proper procedure to be followed if the individual is not satisfied.

2. The individual must clearly state the problem to the appropriate supervisor/commander and state desirable solutions, if known. If a satisfactory solution or explanation is not received, he should so advise the supervisor/commander and explain his proposed next action.

Failure of either to follow these steps normally results in delays and frustration. For the supervisor/commander, his organization may be affected by an indivi- because it is the support of maximum level — 55 per cent tion, as well as to the members dual's continued dissatisfaction. For the individual, the their families that makes it posproblem may remain unsolved.

Circumventing the chain of command warrants spe- the defense of freedom in the cial attention. It is recognized that in rare cases normal world and in making possible procedures are not appropriate. In such cases, emergency channels may be exercised; the individual may bring his problem directly to the attention of the host base Inspector General. Using this option should be the exception rather than the rule since experience has shown that an honest effort to exercise the chain of command solves the vast majority of problems. Circumventing the Senate Committee on Armed chain of command often causes delays since higher echelons may be unfamiliar with the circumstances surround- Leo E. Benade, deputy assistant ing the problem. This requires considerable research to secretary of defense (Military determine whether or not the complaint is justified, and Personnel Policy), termed the to determine the proper solution.

Exercise the chain of command at each successive military personnel. level and give it a chance to serve you. It will benefit both you and the Air Force.

Ex-'fatty' shares secret of dropping 46 pounds

and he will tell you that los- costs money. ing that weight was the hardest thing he ever did. Technical Sergeant Larry Mickle, Detachment 702, will verify that.

pounds off his frame in four son, detachment commander,

9 when he met the U.S. Air presented Sergeant Mickle with pay starts. Force required weight standard a new uniform. However, before SBP fills a gap in the area yourself an out. at 168 pounds when he steps by Christmas. on it.

a trip to the military clothing ned.

PEORIA, Ill. — Ask anyone sales store, but civvies have who at one time was overweight got to fit better too. That all

Larry bought new uniforms show slack at the waist. Lieu-Sergeant Mickle dropped 46 tenant Colonel John M. Ander-His milestone date was Aug. a visit to the Peoria office and age 60 or later, when retired

monetary ramifications when life pattern," Larry recommendyou lose eight inches off your ed. "Change your habits and Serviceman's Family Protection waist. Dropping from a waist rely on that old will power. Plan (RSFPP), known originit used to. This means not only cake and eat it too," he grin- Act.



THE AIR FORCE RECRUITER is an official Class II Air Force newspaper published monthly on the 15th day of the month by and for personnel of U.S. Air Force Recruiting Service, Air Training Command with headquarters at Randolph AFB, Texas. Opinions expressed herein do not necessarily represent those of the USAF.

All photos are official Air Force photos unless otherwise indicated.

Brig. Gen. C. S. Allman. Command Col. H. J. Basham Director of Advertisi SSgt. D. H. Eff. Edit

Survivor Benefit Plan gives financial safeguard

WASHINGTON, D.C. — With the enactment of Public Law 92-425 on Sept. 21, career military members can now provide for their widows or widowers and dependent children a survivor income of up to 55 per cent of retired pay.

The Survivor Benefit Plan (SBP) initiated by PL 92-425 puts into effect for career members of the uniformed services a survivor protection plan comparable to that available to Civil Service employes.

During bill signing ceremonies at the White House, Secretary of Defense Melvin R. Laird expressed to the Congress his department's appreciation of its long in-

terest in correcting the survivor benefits inequity for military pendent child at retirement can member retiring today can promembers and for its work in participate in SBP either at re- vide a monthly survivor payfinalizing legislation for the new tirement by naming another per- ment to a spouse of about \$220

THE AIR FORCE RECRUITER

That the legislation "is a reality today," Secretary Laird indicated, will be of particular importance to "those of us in the Defense Department who are working for an all-volunteer force for our Army, our Air Force, our Navy, and our Ma-

involved in a very real sense 1972, have up to the first an- and retirees of the U.S. Coast because of their separation from niversary of that date to advise Guard and of the commissioned their families during their careers in the military service. This means a great deal to them sible for them to do the kind payment, the average enlisted vices. of job that is so necessary in our efforts and our objective of peace throughout the world."

While testifying last month before the Special Subcommittee on Survivor Benefits of the Services, Lieutenant General SBP legislation "one of the most important" to date for career

"If we are to attract the the big Picture. quality member to a military career," he said, "we must be able to offer him and his dependents a compensation system with the financial security afforded members of other systems. The Survivor Benefit Plan supports this objective."

The new Survivor Benefit Plan allows persons already rebasis, the same protection for when he met the Air Force family members as future reweight standard, but now those tirees can provide for their family members and at equal cost for the protection. SBP embraces, also, the members of the months starting June 13. He came to the rescue recently when reserve components, including remembers that day because he and 3507th U.S. Air Force members of the Army National that's when he started on his Recruiting Group Commander Guard and Air National Guard, steak, salad and fruit diet. Colonel Robert E. Tinney paid with participation beginning at

of 183 pounds from his original the cuffs get frayed on it, of service benefits that many 214. Larry felt so much better Sergeant Mickle hopes to reactive duty persons, retirees, at that time that he didn't stop place it with a smaller size. and members of their families member had elected voluntarily enough. to participate in the Retired

> As a result, surviving memof retirees. Under the new law, members who retire on or after

participation in the plan. Per- child's age. "Military men," he said, "are sons retired before Sept. 21, SBP applies also to members their services that they wish to corps of the Public Health Serenroll in the plan.

son as his beneficiary or later per month at a monthly reducshould he or she acquire a tion in retired pay of \$17.50. spouse or a child after retire- The average officer retiring now can provide about \$520 as a Persons who retire within 180 monthly survivor payment, with days after the effective date of reductions in retired pay of SBP have a special grace period about \$72 per month. Protection of 180 days after their retire- for dependent children is also ment dates in which to finalize available at a small cost based either automatic or voluntary on the retiree's age and the

vice and the National Oceanic Participating in SBP at the and Atmospheric Administraof retired pay as the survivor and retirees of the military ser-

Driving, recruiting use identical groundrules

MUSKOGEE, Okla. — Technical Sergeant Marvin Wilkins has been honored many times for his recruiting production. In the few minutes that he sits down to "rest", his fertile mind is active.

He recently came across some driving tips, which used the memory aid of "KLAMP". The tipster advised drivers to: Keep your eyes moving; Leave yourself an out; Aim high; Make sure they see you; and, get

Sergeant Wilkins converted those very same tips

Keep Your Eyes Moving

Always be alert for applicants. They come in all colors, shapes and sizes, and are sometimes disguised. You may find a WOTS (Women Officer Training School) in a nursing school or a nurse in college. That prospective WAF (Women in the Air Force) may be hiding behind a waitress costume where you drink coffee. That tired to provide, on a voluntary OTS (Officer Training School) may be pretending to be your child's school teacher. Applicants are everywhere. Keep your eyes moving, so you can spot them.

Leave Yourself an Out

Don't assume that the applicant will go just because he or she said so. Many a recruiter has been "left at the altar" (or the chopping block) because he didn't have a back-up ready and primed. Applicants have been known to change their minds and not tell the recruiter. Don't quit on a particular program because you have "got it made" on quota. Always have a spare ready, willing and able. Even though you have a written guarantee on those new tires, don't you still carry a spare? Leave

Aim High

If you think high, you'll be high. If you think there; currently the scale stops His ultimate goal is below 160 did not even know existed. Un- low, you'll be low. Your mental attitude will show every til SBP went into effect, the re- time in talking to an applicant. Self-confidence, enthu-"You first must make the tired pay of a member ended siasm, desire: These things will make you aim high. If Of course there are some decision, then change your whole with his or her death, unless the you always achieve your goals, you aren't aiming high

Make Sure They See You

You, in the public eye, in uniform, are the best (or size of 44 to 36 inches means the uniform just doesn't fit like

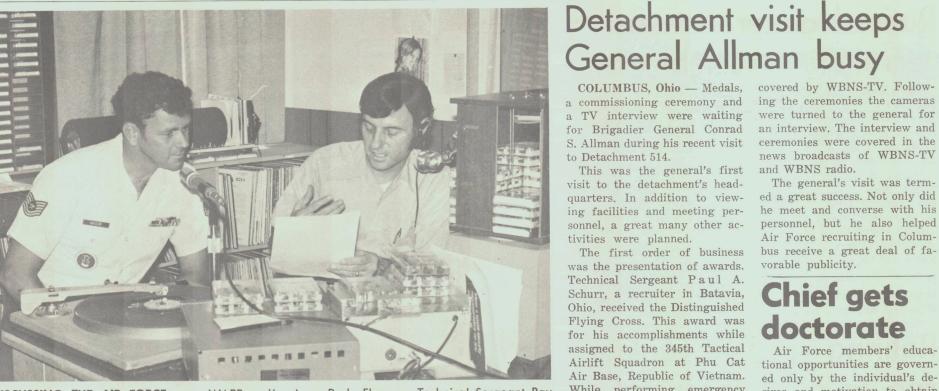
After all, you can't have your the uniform just doesn't fit like

After all, you can't have your ally as the Contingency Option worst, as the case may be) way to sell the Air Force.

You are the Air Force. Let the people see you in uniform You are the Air Force. Let the people see you in uniform at public functions, in newspaper articles, at charity drives, at PTA meetings, at schools and even just walkbers of retirees' families often ing down the street. When you are talking to an applifound themselves with little or cant, make him feel that you are someone he knows, not no income following the deaths a stranger. Make sure they see and know you.

Get the Big Picture

Don't restrict your vision with the quota or obthe Sept. 21 effective date of jectives of the immediate month or your zone. What SBP will be automatically en- does the sector need? Detachment? Group? What will rolled in the plan if they have you need next month? Next quarter? If you wait until the enlistment day to start looking for your next spouses or dependent children at WAF, you have a problem. Look, plan and work ahead. retirement time. A member who A look at the big picture this month may save you does not have a spouse or de- next month. Get the BIG PICTURE.



DISCUSSING THE AIR FORCE over WAPR radio, Avon Park, Fla., are Technical Sergeant Ray Gutzler of the newly opened Sebring office, and Ed Perri, former Air Force pilot - turned broadcaster. Sergeant Gutzler arranged the weekly program as soon as he opened the new office and it has become one of the best direct communications tools in the area. (U.S. Air tack. Despite the dangers, Ser-Gunter AFB, Ala., is an exam-Force Photo by SSgt. Dick Schmidt)

standing recruiter in the nation.

Sergeant Joe Carter, top rookie

Technical Sergeant Jerry Sta-

half of the year.

commander.

Detachment 307.

son AFB, N.C.

training.

Durham, N.C., sector takes detachment laurels

RALEIGH, N.C.—Master Ser- and the fourth quarter, top geant Clarence E. "Hank" Snow nurse recruiter and top Officer and the Raleigh Sector were the Training School recruiter. big winners of Detachment 307 production awards for Fiscal was the detachment nominee for Year 1972 during the annual a Presidential citation as outsales training meeting.

October 15, 1972

Sergeant Snow, a seven-year Rookie Recruiter of the Year recruiting veteran, was honored was Staff Sergeant Douglas as the top recruiter for the year Rose, who also took honors as

ramous town now has recruiter

HUDSON, N.Y.—It's probably difficult to associate the "Legend of Sleepy Hollow", the Crane to an Air Force recruit- specialist certificate; and, Masing office. But, this isn't the ter Sergeant Jerry Walser, seccase in the vicinity of the new tor supervisor award. recruiting office in Hudson, New Other awards were given to

On August 23, Mayor Elmer mey, Conway, S.C., recruiter, Schefner of Hudson, cut the tra- nonprior service recruiting ditional ribbon and the historic honors; Master Sergeant Louis town had its first Air Force R. Pate, Goldsboro, N.C., top Recruiting Office.

The opening ceremonies at- cruiter; and, Staff Sergeant tracted many local dignitaries Terry Brown, detachment operaand businessmen in addition to tions administration noncom-Mayor Schefner and Major Wil- missioned officer, the Support liam M. Smith, detachment 102 Airman of the Year. commander. Among the guests The awards were presented were area guidance counselors, by Colonel William D. McVay, members of the Chamber of 3503d U.S. Air Force Recruiting Commerce, Jaycees, Boy Scouts Group commander, and Major of America, local newspapers, James T. Jones, detachment and radio stations.

In the 189-year-old town of Hudson, a 25 year-old organization like the Air Force seems First six-year still in infancy. Along the same WAF claimed vein, Staff Sergeant Martin Von Knolblauch, the Hudson Air GOLDSBORO, N.C. - Credit Force Recruiter, is determined for the first Women in the Air to keep the modern tradition Force six-year enlistment in of the Air Force in the public the 3503d U.S. Air Force Re-

California duo designs display

SAN DIEGO, Calif. — A recruiter and an advertising and publicity (A&P) technician came up with a new way to display gram has been open to both men the U.S. Air Force Recruiting and women for several months, Service seal.

Technical Sergeant Joe Rus- woman in the group's sevensell, Clairemont recruiter, and state area to take advantage Technical Sergeant Jim Stanoff, of it. Detachment 610 A&P technician, Miss Austin said that she had mounted the 20-inch seal on a planned on joining the Air

County Fair pays off for lowa recruiter KNOXVILLE, Iowa — Staff

Sergeant John Duden of the Des Moines Recruiting Office found out that county fairs do With a minimum of time, ef-The Durham, N.C., recruiter

fort and materials, Sergeant Duden has 12 prospects and a fiscal year the detachment was Maryland and his Master of blue ribbon from the Marion County Fair here. Using display drapes, a model

MACE Missile, an expandable nursing duties at the hospital display and a Super-8mm prorunner-up for Recruiter of the jector, Sergeant Duden set up Year. In addition, Sergeant Rose was the top rookie for the first chants' arcade. Other Raleigh recruiters winning recognition were Technical

By enlisting the aid of twin Virgil W. Ertle. The new secsisters, Airmen Deanna and ond lieutenant is an occupa-Debora Binns, both Knoxville tional therapist and will be asfor the second half; Technical headless horseman, or Ichabod Sergeant Ron Hutton, nurse natives and currently WAF signed to Wright-Patterson Air (Women in the Air Force) at Force Base. He has bachelors Offutt AFB, Neb., Sergeant degrees in occupational therapy Duden was able to meet the and psychology.

The first order of business bus receive a great deal of fawas the presentation of awards. vorable publicity. Technical Sergeant Paul A. Chief gets Schurr, a recruiter in Batavia, Ohio, received the Distinguished

COLUMBUS, Ohio - Medals, covered by WBNS-TV. Follow-

This was the general's first and WBNS radio.

tivities were planned.

mediate danger.

at Lockbourne AFB, Ohio.

personnel and commissioned

Flying Cross. This award was doctorate assigned to the 345th Tactical Air Force members' educa-Airlift Squadron at Phu Cat tional opportunities are govern-Air Base, Republic of Vietnam. ed only by the individual's de-While performing emergency sires and motivation to obtain maintenance on a C-130 aircraft the education. Chief Master the base came under mortar at- Sergeant Bruce Emerson of geant Schurr continued working ple. on the aircraft until it was tem-

news broadcasts of WBNS-TV

The general's visit was term-

ed a great success. Not only did

Air Force recruiting in Colum-

Sergeant Emerson recently porarily repaired and capable earned his Ph.D. degree and beof being flown out of the imcame the only chief master sergeant in the Air Force to hold Also receiving an award was a doctorate. He is the noncom-Captain Shirley E. Herr, de- missioned officer in charge of tachment nurse coordinator. She the new Air Force Senior NCO received the first oak leaf clus- Academy, which is temporarily ter to the Air Force Commen- housed at Maxwell AFB. dation Medal for her accomplish-

Sergeant Emerson received ments in nurse recruiting during his B.A. in International Relathe past two years. This past tions from the University of one of the top nurse recruiting Science in Personnel Adminisdetachments in the country. Cap- tration from George Washingtain Herr will soon resume her ton University. He also earned an Advanced Certificate in Higher Education from The Col-After honoring these person- lege of William and Mary and a booth which won the ribbon nel General Allman turned to received his Doctor of Educafor the best exhibit in the mer- the task of recruiting quality tion degree from the same

Perpetuation leads family to Air Force All three ceremonies were

BRISTOL, Va. - Ask Master Sergeant Ken Martin his favorite word, and he would probably say either "perpetuation" or

"Haworth". The local recruiter might not be able to choose between the two, since perpetuation led to the enlistments of three sisters and a brother from the Haworth

family. Mary Haworth, a 1971 high school graduate, started the family plan when she investigated the Air Force prior to graduation and decided to apply. By the time she had been selected and scheduled for enlistment, Sergeant Martin had convinced her brother Donald that he

should enlist. They attended basic training at the same time, and Donald stayed at Lackland AFB, Tex., for technical training in law enforcement. Mary went to Keesler AFB, Miss., for administrative training and was then assigned to Langley AFB, Va.

Meanwhile, back in Bristol, Sergeant Martin kept in contact with the Haworths and when Patsy and Judy visited their sister at her new duty station, he welcomed them back from their trip with application blanks in his hip pocket.

Both Patsy and Judy were impressed by the Air Force, and Sergeant Martin enlisted them under the Delayed Enlistment Program.

The mother of the four airqualified."

Women in the Air Force recruiting Group belongs to Staff Sergeant Robert Mateovic and The new WAF is Pamela Jean Austin, 18, whose father is a career airman at Seymour John-Although the six-year pro-Airman Austin is the first

28-inch plate glass circle. The Force for a long time. She was PINNING ON BARS is a tall task at Detachment 206. Newly men proudly said, "Sergeant reverse side of the glass was guaranteed a career as an in- commissioned nurse, Second Lieutenant Raymond G. Claucherty, Martin has enlisted four of my sprayed with hi-gloss black ena- ventory management specialist stands 6 foot, 5 inches. Aiding in the task are Captain Suzanne children and the Air Force looks mel, making an attractive and as well as promotion to Airman Tredwell, nurse coordinator who stands 6 feet, and 5-foot, so good I'd enlist also, if he very professional-looking dis- First Class following basic 9 inch Nurse Specialist Technical Sergeant Dewey Rodgers who could figure out a way to get me needs a boost for the job.

Retired generals assist recruiters in celebration

cruiters hosted a U.S. Air Force D. Hunter, both of whom are 25th Anniversary celebration for retired, were special guests at centers of influence, and enlist- the banquet. ed the aid of two retired gener- General Twining is a former als to enhance the banquet. U.S. Air Force chief of staff

and Technical Sergeants Morris Joint Chiefs of Staff. L. Broussard and James W. Force and showed appreciation to those local citizens who had aided the recruiting effort.

General and Mrs. Nathan F. were in attendance.

SAVANNAH, Ga.—Local re- Twining and Major General F.O.

Master Sergeant Walter J. and was the only Air Force Rouse, Sector "C" supervisor, member to be chairman of the

Hooper hosted the event which for whom Hunter Army Airstimulated interest in the Air field, formerly Hunter AFB, is

> vannah dignitaries, several personnel from Detachment 302

Retiring recruiter enlists son as a replacement

next year he won't feel bad about leaving a space in his

aircraft electronics field. The sergeant took the time and effort to obtain his own replacement in his field Training Squadron — the same and wait around until he was well-trained. The replacement is

Florida station lauds recruiter

CORAL GABLES, Fla- Master Sergeant George F. Emmert technical training with the recently was honored by a Ft. same squadron at Chanute Tech-Pierce, Fla., radio station for nical Training Center, Ill., that good citizenship.

Station WARN honors a local in 1954. citizen each day for community participation and assistance.

Little League president and active in many Ft. Pierce com- Furnish, operations superintendpast service and his willingness to speak to civic groups about the Air Force at the "drop of into the recruiting field."

spot announcements.

years ago it was Airman Basic Ray Furnish who was undergoing Air Force basic training with the 3724th Basic Military

"With all of the similarities Wars Post 8348 in Great Barbetween his just-beginning rington, Mass., ran an article Sergeant Emmert, a former career and my nearly-com- in the post newsletter under the pleted career," notes Sergeant title, "Back to School Covers." munity projects was selected for ent of Detachment 500, "I ex- the United States Air Force and pect to hear from my son in their fine Recruiting Service, about 17 years that he is going

Hospitality suite attracts nurses to talk Air Force

JACKSONVILLE, Fla — The graduated nurses had not made ever - hustling, fast - talking re- a decision as to what direction cruiters here recently took ad- their career would take." vantage of a captive audience "We were able to give them Examination for Nurses.

Senior Master Sergeant Reece Howard, sector supervisor, and his recruiters saw an opportunity to publicize the Air Force when they learned the examination was to be given at a local

Master Sergeants Jack Spivey and Roger Owens contacted the Hilton Hotel manager and arranged for the use of the hotel's luxurious Seminole Suite during the examinations.

The two recruiters then erected displays throughout the hotel directing the examinees to the hospitality suite. Once in the suite, the nurses were served coffee and donuts and told of Air Force opportunities by Captain Caroline Jones or Major Lorraine Klinghoffer, nurse coand 303 respectively.

The two sergeants handled the crowds of nursing school graduates when the nurse coordina-

General Hunter is the man

In addition to the many Sa-

INDIANAPOLIS, Ind.—When his son, Douglas G. Furnish Air Force Senior Master Ser- who is now an airman basic geant Ray D. Furnish retires at Lackland AFB, Tex.

A little over 18 and a half outfit son Doug is now in.

Having enlisted in the Air Force with the guarantee of assignment to the aircraft electronics career field, the younger Furnish will also receive his his father was a member of

home any evening. All we ask The station presented the reis please limit yourself to what cruiter with an engraved marble vice does have a "Recruit the is actually needed." paperweight and recognized him Recruiter" program in which reon the air with more than 25 cruiters tell their peers about

"In the local area, the U.S. Air Force Recruiter can be reached at 312 North Street, Telephone 422-2650. Technical Sergeant Frank Luchart is a couldn't have a better rep lo-

been successful.

"If any of you youngsters are interested in just finding facts," the newsletter editor said, "let me know and I'll be glad to by setting up a hopitality suite valuable information that could drive you up to Pittsfield, or during the Florida State Board well result in decisions to 'Go even better, Mom and Dad call Frank yourself."

It read, in part, "Thanks to

bookcovers are available for



tors were busy and feel that MISS AIR FORCE RECRUITING for Detachment 407, Neta Jo Cox, the four-day effort was worth- was selected for the honor by the personnel of the Little Rock, Ark., detachment. A student at the University of Arkansas, Miss "For the most part," Serge- Cox aids the detachment in producing public service announceant Howard said, "these newly ments. She is also the reigning "Miss Jacksonville."



STRATEGIC AIR COMMAND'S Museum was visited by Janis Schutz and Sheryl Scherer prior to leaving for basic training under the Delayed Enlistment Program. The two Grand Island, Nebr., Women in the Air Force (WAF) were enlisted and escorted on the museum visit by Technical Sergeants Lawrence A. Murphy, left, and Dennis L. Neal.

VFW praises WWII aviator awarded area recruiter area recruiter medals 29 years later

the objectives of any recruiter GREEN BAY, Wis.—They were a long time coming, is to establish a good relationship and reputation within his Technical Sergeant Frank

Luchart, Detachment 109 recruiter, recently found out that his efforts along this line had The Veterans of Foreign

your youngsters at the post ca where he helped form the cruiting community. 321st Bomb Group, flying B-25s under the command of Generals Carl Spaatz and Jimmy Doolittle. Shortly thereafter, the group moved to Italy.

Kunis and his crew were downfine NCO and the Air Force ed by German ME-109 fighters while bound for Aleusis Airdrome, Athens, Greece. The bomber was forced to ditch near the Greek coast and the crew was captured by a German fish-

and shipped to Dulag Luft, an interrogation center.

gation, the Germans loaded the cause Sergeant Pate had reairmen into boxcars again and cruited his son. moved them to the infamous The U.S. Air Force was Stalag 17.

and a corporal forced their Germour Johnson AFB, N.C. man captors to surrender as the prisoners were being moved Nurse coordinator toward the American front, away from the advancing Rus- named to committee sians.

Webb, Green Bay recruiter, and Hospital Association. they began swapping war Selected for the post by the

teered to help Mr. Kunis re- in January. trieve the much-deserved a- Captain Rock, a flight nurse, Several letters and telephone Hall U.S. Air Force Medical

but the medals that Technical Sergeant Theodore C. Kunis earned in 1943 have finally been awarded to him, 29

Brigadier General Conrad S. Allman, deputy chief of staff, Recruiting Service, Headquarters, Air Training Command, and U.S. Air Force agreed to present them during Recruiting Service commander, a visit to Wisconsin. recently presented Mr. Kunis 11 Mr. Kunis was presented the

Air Medal with Six Oak Leaf Mr. Kunis entered the Army Clusters, the Distinguished Unit Air Corps in 1942 and received Citation, the American Camtraining as an engineer-tailgun- paign Ribbon, the Europeanner at Sheppard Field, Tex. He African - Middle - Eastern Camthen received advanced training paign Ribbon, and the World in the Hudson Bomber at Bur- War II Victory Medal.

Sergeant Webb earned anoth-He transferred to North Afri- er valuable contact in his re-

Feathers mark Sergeant Pate's On his 35th mission, Sergeant top production

CLINTON, N.C.-Master Sergeant Ray Pate recently donned an Indian war bonnet to celebrate the fact that he is leading the Goldsboro sector in nonprior service and Women in the Air Force programs

Sergeant Pate and Master After spending the night in Sergeant Frank Mears, Detacha local jail, the airmen were ment 307 advertising and pubtaken to Athens and then flown licity noncommissioned officer, to northern Greece where they recently attended the National were transferred to a boxcar Indian Day celebration here. The chairman of the festival, Mr. James Brewington, loaned Following 10 days of interro- Sergeant Pate the headdress be-

further represented at the festi-Nearly two years later, in vities by a flyover of F-4 fight-April 1945, an American captain ers and a color guard from Sey-

CHICAGO - Captain Bar-Mr. Kunis, an auto parts sup- bara Kirksey Rock, Detachment plier, has lived in Green Bay 501 nurse coordinator, has been for 22 years. Only recently he appointed to the Committee on stopped Technical Sergeant Jack Physicians of the American

organization's board of trus-When Sergeant Webb learned tees, she will serve on the comof the missing medals, he volunmittee for three years beginning

is due to depart for Willford calls later, the medals were con- Center, San Antonio, Tex., in firmed, and General Allman the near future.

Education journal tells of Air Force research

Hq. ATC—Research in instructional technology currently being conducted by the Technical Training Division at Lowry AFB, Colo., is the subject of an article scheduled for publication in a national magazine, Educational Technology

The division is one of three belonging to the Air Force Human Resources Laboratory, Brooks AFB, Tex., which, in turn, operates under the Director of Laboratories, Air Force Systems Command.

The article states that the end goal of the research is to improve technical training in all major Air Force commands. Titled "Advancing Instructional Technology Through Research," it describes tems are all geared to develop- highlights of the lengthy, highin scholarly, minute detail the ing a consumer-oriented re- ly technical exposition. means which are being used to search capability that will be One of them explores "Autoaccomplish this. Developing, de- responsive to user needs.

monstrating and evaluating im- Space limitations permit only appears to have been particularproved methods, media and sys- a cursory summary of a few ly successful with students with New brochures explain basic training, WOTS

One new recruiting brochure describes it as "Times Have Changed" while the second booklet proclaims, "The Time Is Now." Both are keyed toward attracting young of its facets is to allow trainmen and women to an Air Force career and are produced ees to earn points, based on by the Deputy Chief of Staff, Recruiting Service, Hq. Air Training Command.

gard, Programs Division, Direcing. torate of Advertising, as he thumbed through Project NPS 72-2. "It is designed to help the recruiter explain aspects of basic military training conducted at Lackland AFB, Tex., and to dispel many of the old tales of basic training which have been told and retold through the years since World War II. This 32-page book gives an Air Force applicant a look at Air Force basic training in detail, from the first through the last day of the six-week program," said Haggard, chief of development in the Creative Banch.

October 15, 1972

The booklet is illustrated with full-color photographs and cartoons allowing young people to see activities which will con-

Captain Marquardt heads law fraternity

tain Robert R. Marquardt, Detachment 407 operations officer, publications. has been elected justice (president) of the Joe T. Robinson Chapter of Phi Alpha Delta Law Fraternity International.

72-2, is slanted toward attracting young women college graduates to a career as an Air

Force officer. A prestige brochure, also in full color, it explains the challenges a woman faces as an officer in the Air Force. A full range of pictures covers jobs, social activities and travel opportunities available to Air Force officers. The brochure's 12 pages are

plain the Woman Officer Training School Program (WOTS) to tion at Lowry. applicants. It truly describes "Your New World . . . And New

Winfield R. McAfee III wrote the copy for the basic training book and Helen R. Ball did the WOT brochure copy. LITTLE ROCK, Ark. — Cap- Technical Sergeant Charles W. Bevien did the layout for both

Other recently completed projects include the desk calendar pad, designed for presentation to Centers of Influence (COIs) Captain Marquardt, a student such as educators, counselors at the Little Rock Division of and Selective Service board the University of Arkansas Law members. In addition, the Flying School, earned his bachelors de- Officer Fact Folder, WAF Airgree in commerce from Rider man Fact Folder (direct mail College, Trenton, N.J., and has out) and the Airman Qualifia Master of Business Admin- cation Examination mailer were completed.



TAKING A CUT IN RANK, Raymond T. Lewis enlisted for the six- graphed pictures of the Acad- Vietnam. As drums thundered, leads for the sales force since year, E-3 option after graduating from Vero Beach, Fla., High School. He was the Air Force Junior Reserve Officer Training commander at the school and shows his recruiter, Master Sergeant F. Emmert his press clippings. Sergeant Emmert also enlisted last year's commander. (U.S. Air Force Photo by Wisconsin Falcons were unde- vities in her uniform—proclaim- ance who planned to enter the MSgt. Dick Shaffer)

mated Apprenticeship," which limited reading skills and those from culturally deprived backgrounds. As a learner is performing a task, "visuals" are showing him what to do while a voice explains why. Another interesting study deals with motivation and student/instructor incentives. One

achievement, to obtain certain privileges. This makes high ef-"This is the new basic train- front them upon arrival at fort and performance in techniing brochure," said Mike Hag- Lackland for their basic train- cal school as attractive as possible. For example, the effect of incentives such as time off The second brochure, WOT and excusal from certain squadron details is being evaluated. Preliminary results indicate that this is favorably influencing student effort, interest and sat-

Another new program examines social and interpersonal factors affecting student morale and performance in Air Force technical training.

An important "first" is the Advanced Instructional System, chock-full of information de- a large-scale, computer-based signed to help the recruiter ex- multimedia training system scheduled for initial demonstra-

The overriding, long-range reason for the research is summed up succinctly in the article's final paragraph: "The technological advances

of the future will require Air Force personnel to operate and maintain ever more complex and sophisticated systems. For the Air Force Human Resources Laboratory the challenge is clear. It is the continual improvement of existing training systems and the development and implementation of innovative systems responsive to the needs of the Air Force." (AT-

Sergeant makes Falcon friends

MILWAUKEE, Wis.-An advertising and publicity technician with Detachment 707 recently won the Air Force a group of friends.

Master Sergeant John M. Kittel, noncommissioned officer in tending the inventory managecharge of detachment advertising and publicity, received a request from George E. Millar, manager of a softball team in cruiting Group advertising and the Glendale-River Hills recreation league.

The league is made up of return of the princess. boys in grades four through eight, and Mr. Millar's team AFB, N. M., Margaret's per- media. wanted more information about manent station, proved successtheir namesake, The Air Force ful. With permissive temporary Academy Falcons.

Cadet Tom Stiles, 1972 Falcon celebration. baseball team captain. Cadet about the Prairie Falcon, mas- ing.



EXPLAINING THE TRADITION of silver handicraft, Airman Margaret Lumpmouth, an Arapahoe Indian princess, shows off an example of her tribe's talents to Staff Sergeant Bill Trammell, the man who recruited her.

WAF Arapaho princess feted by tribe, recruiter

By Capt. Rudy K. Miller COLONY, Okla.—Several moons ago Staff Sergeant Bill Trammell, Detachment 409 recruiter, met an Arapaho

dian Princess. Margaret Lumpmouth had attended Northeast Junior College for two years and was looking for technical

training, security and a chance to travel. Sergeant Trammell read the tions, that of her Indian nation smoke signals correctly and and her service to the U.S. Air made an offering of Air Force Force. opportunities. The trade looked good to Princess Margaret and the enlistment ceremonies found

Arapaho costume with hand beading and fringe. Flanked by three Indian chiefs, Margaret was sworn into Air Force as a Women in the Air Force (WAF). The ceremony was televised by a local television station, the first WAF to be so honored in Oklahoma.

Behind the scenes, one of the chiefs was involved in a little Arapaho public relations. He wanted his princess to be able to return to the tribe and reign over the Cheyenne and Arapaho Labor Day Celebration. Of course, Sergeant Trammell was invited also, to set up a recruiting booth and to meet young men and women attending the

rites. So, while Margaret was going through basic training and atsend, 3504th U.S. Air Force Republicity officer, was blazing a trail of arrangements for the

Coordination with Kirtland duty orders in her pocket, and Sergeant Kittel put Mr. Mil- a stripe on her sleeve, she headlar in touch with Academy ed back to Oklahoma for the

In Air Force blue, she parti- Detachment personnel are Stiles responded with a personal cipated in a memorial ceremony hoping that the new program

ing her pride in two great tradi- Air Force.

While Airman Princess Margaret was attending to her royal duties, Sergeant Trammell bor-

her in a \$2,000 white leather rowed an Arapaho Chief's teepee and set up his recruiting booth. Another Air Force first?

CORAL GABLES, Fla.— The Air Force liaison noncommissioned officers at the Armed Forces Entrance and Examining Station in Miami really go out of their way to assist the recruiters of Detachment

Their latest innovation is initiating paperwork for a homeenlistees entering the Delayed Enlistment Program (DEP).

Master Sergeant Harry Warley, chief of the liaison staff, said that each recruit is asked ment specialist school at Lowry to fill out the form which is then processed through the detachment advertising and publicity office the same day. The detachment writes a fin-

> ished news release and mails it to the recruiter, who then places it with the local news The highly localized and personalized release is accompanied

> by a photo of the enlistee whenever possible, thus increasing the likelihood of it being used in a prominent position.

letter to the softball team, auto- for an Indian veteran killed in will perpetuate numerous new emy team, and information she joined others in gourd danc- a recent survey of applicants cot of the Air Force Academy. Airman Margaret Lumpmouth interested in the Air Force after Latest word was that the proudly reigned over the festi- talking to a friend or acquaint-

Sergeant Smitherman celebrates 17½ years in Recruiting Service

JACKSONVILLE, Fla.—"My greatest satisfaction in 17½ years of recruiting is my belief that I have never done any man or woman an injustice by having sold them on becoming a member of the United States Air Force," said Chief Master Sergeant James D. Smitherman, Detachment 302 operations superintendent, speaking with the same twinkle in his eye that must have been there when he first donned the arm band of an Air Force recruiter in August 1950 at Gadsden, Ala. Sergeant Smitherman, a veteran of 26 years military service, holds the distinc-

tion of having been in the 3503d U.S. Air Force Recruiting Group longer than anyone else — all 17½ years of

his recruiting experience. With a tinge of gray beginning to sprinkle his normally dark hair, Jim — as he likes to be called — no longer has any one town he calls home.

"My hometown," quipped the proud to be able to say that."

gab. He's a saleman's salesman, the '03d Group."

to make house calls.

ant Wagner said.

duties in March 1972.

and told to recruit."

significantly."

of college."

the 3507th U.S. Air Force Recruiting Group.

said with a faraway look in his this was five and sometimes six steel-blue eyes, "and believe it days a week." is the best service any person

42-year-old veteran, "is the en- truly believe that there has have been 17 degrees outsidetire state of Alabama, and I'm never been a more intelligent the two of us left a service sta-Some people are born with ficers assembled in any organ- lant, Ala. the proverbial silver spoon, but ization than is presently as-Jim's birthright is the gift of sembled in this detachment and our testing area, about 60 miles wants you."

but, while he's convincing you Times, however, were not al- denly remembered that the testthat his product is the finest ways rosy, recalls the man who ing materials had been left at to be had, the ever-present sin- made staff, master and chief the service station." cerity in his voice let's you know master sergeant stripes while

"I love the Air Force," he around nine or ten at night. And those days.

"When I was first assigned," Sergeant Wagner holds 'plains' recruiting record KANSAS CITY, Mo.—Chief Master Sergeant Clarence E. Wagner, Detachment 703 operations superinten- home to Cedartown, Ga., in my If Jim was home, he ate with dent, has more time in recruiting than any other man in brand-new 1950 Mercury con-

Sergeant Smitherman also recalls the way he used to dewould be given the Enlistment about it too much." Screening Test. He would ask the candidate what is eight Smitherman is at the supervitimes eight; then, what is nine sory level, he gets home for times nine; and finally eleven dinner and has more time to times eleven.

"That last one would normally pastimes. get about one out of five," he men in front of you and you 171/2 years of it. told them to disperse, what would you expect them to do?' recruiting tips, just ask Jim

'congregate'." Jim feels that recruiting techniques have changed. "The biggest difference is offering the applicant a choice of more than one thing," he noted. "In the old days, when a man walked periences, Sergeant Wagner said into the office you put him Upon completion of his com- that "if a man has the talent into the Air Force or the Inbat tour, Sergeant Wagner was for recruiting, it makes his job fantry — the choice was already

Along these lines, Jim believes that the recruiter of today became operations superinten- "You've got to get out and is much better equipped and dent for Detachment 706 in St. make those calls," he continued. prepared when he finally gets Louis. He assumed his present "Hard work is necessary and it to the field than he was 20

recruiter was pretty much just as a radio operator/gunner on "Also, I was chosen during "Today, there is a greater He left the service after the high schools because not all the emphasis on training the re- war and reenlisted in the Air recruiters were trained in public

cruiter in the field has improved Rescue Service as a radio opera- like it if another recruiter was

changes in programs, as well. Sergeant Wagner's decora- The lanky chief feels that we had the Aviation Cadet pro- Flying Cross, the Air Medal ment Information System) and gram," he pointed out. "A navi- with three Oak Leaf Clusters, the \$50 special assignment pay gator only had to be a high the Bronze Star, the Air Force are the biggest and best things Crosby, Hialeah, Fla., recruiter. Airman Luke aids with office school graduate while a pilot Commendation Medal with Oak to happen to recruiting. Jim also work under the watchful eyes of Sergeant Nannette L. Tarwas required to have two years Leaf Cluster, and the Europe- enjoys the fact that the "Air rence, Detachment 303 Women in the Air Force coordin-Africa-Middle East Campaign Force has a plan for every ator, and Sergeant Crosby. (U.S. Air Force Photo by MSgt. Dick



Married recruiters coming into the field today are taught that the lady of the house can make or break an assignment in Dragonas busy. He also has 40 recruiting, and Jim firmly concurs with this.

Jim also praises his wife for her understanding of his duty hours. He said that they reached tary District, and the very first an understanding about the evening meal years ago.

Margaret would prepare dinmen in the Air Force applicants ner and have it ready at 7 p.m. During his nearly 16 years of recruiting, Sergeant "I knew right then that this put Jim's dinner in the oven.

> fast the next morning, she put the dinner in the garbage," Jim termine whether a candidate says, "and we tried not to talk Of course, now that Sergeant

spend with his family and on

And, if you ever need a few Then, the same situation, but Smitherman, he's got a bunch Force to many potential appliof them.

you don't believe it, just ask "to leave the house at four in cruiting was very pleasant, how- success to my wife, Margaret," Jim says. "I met, courted, and married her while recruiting in Florence, Ala."

the family; if not, Margaret and their son, Jim Jr., would eat and a full-page feature on a double "If I wasn't home by break-

For the man with the most geant Wolfe readily agreed, and said, "and, then I would ask time in the '03d Group, it's been them, 'If you had a group of a full and rewarding tour-all

SALEM, Mass. - Technical Sergeant Dennis Dragonas has confronted many problems during his tour as a recruiter, but none that matched processing 23 Women in the Air Force (WAF) applicants for enlistment at the same time.

Processing includes testing, physical appointments, and frequent calls to the accession control center in Texas for requirement action numbers (RAN's) for enlistment dates.

Not being one to say, "I have done enough," Sergeant Dragonas has added three more WAF applicants to those who are now awaiting enlistment

WAF applicants are not the only things that keep Sergeant non-prior service applicants in the delayed enlistment program "I must give credit for my that will leave for active duty by December.

> When asked what he could attribute his success to, Sergeant Dragonas said, "Hard work, long hours, perpetuation and satisfied customers."

Paper features enlistment rites

NASHVILLE, Tenn. - If a newspaper editor agreed to do enlistment under certain conditions, what would you do?

Staff Sergeant Robert F. Wolfe, Detachment 311, was given the offer by the editor of the Ripley, Miss., newspaper, if Captain Sue Buhrmaster, detachment nurse coordinator, swore two area youths into the

Captain Buhrmaster and Ser-Ronald Brotherton and Randall Street are now in the Air Force and "stars" of a local newspaper feature which presents the Air



WITHOUT DELAY, Delayed Enlistment Program enlistee Mary Ann Luke went to work assisting Master Sergeant Richard B.

School yell: 'Boy, am I enthusiastic'

Story and Photos by MSgt. Marv Matter

October 15, 1972

It begins with a low, finger-snapping cadence and builds into a loud, moving, "Boy, am I enthusiastic" yell which would be a credit to any pep squad or yell team. But it is not a pep squad or pep rally . . . it's the students of the Air Force Recruiter School building their

Both officers and noncommissioned officers (NCOs) receive specialized instructions preparing them to meet the challenges of procuring the manpower needs of the

"We produce good apprentice level recruiters," said Master Sergeant Antonio "Marty" Martinelli, course chief for the NCO Recruiter School. "Whether that individual becomes a good recruiter or dries up on the vine is up to the group and detachment training people and the individual's own desires and motivation. We can only provide each graduate with fundamentals of sales, public relations, product knowledge and the desire to succeed as a recruiter. The rest is up to the individual, his self-drive and additional training he receives after he reports for recruiting duty," continued Sergeant Martinelli.

"The officer course is devoted to familiarizing officers assigned to Recruiting Service with the problems which recruiters come face to face with and in general, how to effectively manage the resources at their unit," stated First Lieutenant J. J. Mannion, course chief for the Officer Recruiter Course.

NCO student interviews the prospect, the officer student of salesmanship. is called upon to furnish the managerial decision for the staged problem.

ing, students get involved. "We use walk-in as well as of instructions. These are Public Relations, Sales and telephone situations to make our sales labs as realistic as possible," related Sergeant Martinelli.

Public relations ability and product knowledge are essential to recruiting success, but neither nor both can stand alone without sales expertise . . . something every student receives plenty of opportunity to develop during the classroom sales lab classes. First, students observe a sales lab conducted by the instructors who are not only graduates of the Instructor Course, but have also been better than average recruiters. Following this presentation, students begin conducting sales labs and each NCO student completes four sales labs during his stay

Sergeant Martinelli and Lieutenant Mannion are believers in using gimmicks to demonstrate classroom situations. Sergeant Matinelli's acronym, MATTRESS, identifies the product knowledge portion of the NCO course. "I use MATTRESS to teach MONEY, ADVANCEMENT, TRAVEL, TRAINING, RECREATION, EDUCATION, SATISFACTION, and SECURITY . . . all used to discuss built-in advantages of an Air Force career." said Sergeant Martinelli.

"Marty also uses AIDA and other acronyms and, I teach it so the officers can communicate with recruiters," said Lieutenant Mannion. "I teach AIDA as a steps recruiters use to sell the Air Force. The letters stand for ATTENTION, INTEREST, DESIRE and ACTION."

and selection criteria at the Lackland based school.



dents are thrust into situations which allow each of the Air Force Recruiter School, demonstrates telephone techniques. Officer students receive instrucstudents to solve the problem presented. Whereas the tions on the managerial aspects while noncommissioned officers are taught the fundamentals

recruiter possible from a classroom," stated Sergeant Combining situation problems with textbook learn- Martinelli. "Our instructors teach three specialized blocks Selection Criteria."

> The Public Relations area covers speeches, news releases, radio and television spots, how to market the product and how to market advertising and publicity

> Sales covers the fundamentals of market analysis, direct mail, competition, prospecting, the AIDA sales formula and the MATTRESS benefits. During the Selection Criteria portion, Air Force pro-

> grams eligibility, how to process case files and travel requests, driver's training and meal tickets are covered. The three blocks are taught interwoven rather than

as separate blocks and keep students "on their toes" throughout the 38-academic-day course for the NCOs. Officer students received 15-academic-days of instruction.

Both the officer and NCO courses are allied during mand Ipri, Resources Conservacertain portions to use staged problems to a maximum. While the NCOs were learning telephone techniques in selling in classrooms on the second floor, officer students Airman of the Year; and, Capwere given instructions on how to handle unique situations over the telephone on the first floor.

"Be firm, reassure the caller, cut through endless chatter and use direct questions to get to the heart of code name for a sales formula which addresses the four the caller's problem," explained Master Sergeant Darrel E. Nichols to the officers. Upstairs a student was in the process of answering a call for information from a We try to turn out absolutely the best all around prospect, while downstairs a man was calling asking for a way to get his daughter's allotment check traced.

> After a 10-minute break, students filed back into their classrooms and the unusual ritual began again. Command. Colonel Guinn was First, the snapping fingers to set the cadence and then presented a certificate naming . . . "Boy, am I enthusiastic!!"



HAGERSTOWN, Md. — The 3502nd U.S. Air Force Recruiting Group recently honored several of their support personnel at a support conference here.

Using the motto, "Positive mental attitude is the key to success," the group discussed better ways to support working recruiters.

Colonel Charles M. Morrison, group commander, presented awards to Technical Sergeant Terrence Vonloh, Detachment Support Noncommissioned Officer of the Year; Captain Artion Award; Staff Sergeant Willie Bowers, Group Support tain Ronald Callen, Support Officer of the Year.

Technical Sergeants Jack Burns and Joseph Hall were given special awards for positive mental attitude and conference participation.

Special guest of the conference was Colonel Euin N. Guinn, director of administration, Headquarters, Air Training him an Honorary Recruiter.



"YOU'VE GOT TO GET IT TOGETHER" — Technical Sergeant HONORING THE DEAD of Korea and Vietnam, Staff Sergeant William H. Fleming and Detach-James L. Mason stresses a point during one of the public rela- ment 303 Commander, Lieutenant Colonel Algin T. Jarvis, render the hand salute after placing tions portions of the Air Force Recruiter School. Students re- a wreath on a memorial at the Pompano Beach, Fla., Senior High School. The memorial honceive 38-academic-days of instruction in public relations, sales ors graduates of the school who have given their lives in combat. (U.S. Air Force Photo by MSgt. Dick Shaffer)



assigned to the '07th Group, that much easier, Lowry AFB, Colo., as operations can be successful if he puts superintendent. In April 1970, he effort into the job."

pays off in this recruiting bus- years ago. Sergeant Wagner has seen iness. The man carrying the bag "Then, we could stand a hit many changes in recruiting has the best job in Recruiting and a miss," he said. "Today, since he first donned the blue Service."

armband. "When I first started Sergeant Wagner began his presentation you may not get recruiting," he said, "the new military career in January 1942 another chance." put out in the field with a bag B-24 Liberators flying from the early days to travel north-England.

cruiter to do his job well, and Force in 1950. During the next speaking." Sergeant Wagner has seen craft.

"When I first started recruiting, tions include the Distinguished PROMIS (Procurement Manage-

"Even when I made sector

could choose to serve in. I take supervisor." he continued, "we great satisfaction in helping any only had one car and I shared applicant become a part of it." that with the sector tester. I re-"Secondly," he continued, "I member one morning - it must group of noncommissioned of- tion about five heading for Bril-

"When we had almost reached down the road, the tester sud-

"We finally concluded the day

that he's not giving you a snow assigned to Recruiting Service. around 11:30 p.m.," he added. job. He loves his work, and if "It was nothing," he noted, Jim's earliest memory of rethe morning and get back home ever, and he readily relates

> he recalls, with a twinkle, "I was the only single recruiter assigned to the Alabama Miliday, while still in civilian clothes, I transported two Wovertible."

Wagner has held almost every operations position there is. was the life for me."

if you miss on your first sales

ern Alabama and speak at 86

I think the quality of the re- four years, he served with Air "Today's recruiter would not tor on B-17, SA-16 and C-54 air- assigned to speak to his senior classes," Jim concluded.

In recalling his recruiting ex- Ribbon with four Battle Stars. man," instead of "Uncle Sam Shaffer)



New displays now being built for recruiters

Fifty three portable, multipurpose displays are being produced for distribution to each group and detachment. The displays, designed by Directorate of Advertising, Recruiting Service, depict Project Aware themes through a variety of audio-visual mediums.

Designed to be handled by one person, the displays are small enough to fit in station wagons or carryalls and lend themselves to use in a variety of events such as national educator conventions, state fairs and open

The display includes five light boxes which feature color printparencies in sufficient quantity to give four combinations of subject matter-prior service, nurse, officer and gen-Model 21 projector with continuous loop cartridges.

In addition, the display includes the tel-a-story projector with four sets of 12 color slides, a stainless steel modular tubing system for support and a table for displaying and storing literature.

Army dads lose to Air Force

CHARLESTON, S. C.— Two South Carolina families who have long associations with Army green must now change their color vision over to Air Force blue.

Mary E. Murchison, daughter of a retired Army colonel, and I got mixed up with an unaf-Sarah Ann Melfi, daughter of a filiated airline school, and all long range goal for both the retired Army Reserve lieuten- they did was take my money. Boutwells. They hope to earn ant colonel, were sworn in re- No job was promised." cently as first lieutenants in the Air Force Nurse Corps.

University of South Carolina

AFB, Md.



eral support—and the Fairchild AFTER FOUR MONTHS as a civilian, Jeri Minterfering is returning to the Air Force as a staff nurse at Homestead AFB, Fla. Helping her try on the Air Force beret is her sister, Captain Georgann Minterfering, Detachment 409 nurse coordinator, who aided in "re-recruiting" Jeri.

'Take me along' theme for Florida newlyweds

JACKSONVILLE, Fla.—"Take me along if you love me." is the theme of an airline advertising campaign in which the wife pleads with her husband to join him on a business trip.

Sandra Lynn Boutwell, Ocala, Fla., will fulfill that wifely wish many times over, as she and her husband have joined the Air Force to-"Also, the Air Force will as-

And, college training is the

their degrees through the educa-

The lithe Mrs. Boutwell said

she isn't at all appalled at the

idea of wearing a uniform. "It

solves the problem of what to

wear everyday and will cut

down on wardrobe expenses.

Besides, I wanted the airlines

look," she said. "Now, I'll have

that, plus all the benefits of

Next stop for the Boutwells

the Air Force."

Mrs. Boutwell, a newlywed, sist me with college expenses become an airline stewardess. said.

Her husband, James, found tional assistance program and himself at loose ends, too. "My become career officers. The graduates of the Medical only reason for going to college was to play football, and, when were given their oaths by Miss I decided against football as a Melfi's father in Master Serge- career, I needed to get some ant Bob Lawson's recruiting of- training elsewhere," said the former all-state running back.

The joint adventure began be-They are now attending the fore they were married when two-week orientation course at the former Miss Alford received Sheppard AFB, Tex., and will a card from Technical Sergeant then be assigned to Andrews Al Brunson of the Gainesville

Asked why, with their Army "When I talked to (Sergeant is basic training at Lackland upbringing, they chose to don Brunson), I couldn't believe the AFB, Tex., and then to techni-Air Force blue, both young salary and benefits," Mrs. Bout- cal training - electronics for ladies were quick to reply that well said. "In addition to the James and administration for "the Air Force had to offer salary, there are living and Sandra. exactly what we were looking clothing allowances and medical expenses."

Rehabilitation program gives offenders new life

Hq. ATC - A 66 per cent a "second chance" for the airsuccess rate of returning airmen men who are faced with adminto active duty marked the end istrative discharges. The trainof the 3415th Special Training ing group is limited to a 40-Group's (STG) first year at student capacity and is staffed Lowry AFB, Colo.

mitted to STG returned to their a clinical psychologist, social jobs. Initial reports indicate workers and psychiatric technithat 90 per cent of those back cians are included in the 30-man at work are performing ade- team. quately.

The STG could be defined as (ATCPS)

by 5 officers, 21 enlisted men Sixty-two of 94 airmen ad- and 4 civilians. A psychiatrist,

An administrative discharge The percentage of airmen to is given to an airman who is complete STG compares closely unable to adjust to military life. with the success rate of two Then the decision to go to STG similar programs, the 3320th is his own. If he does volunteer Retraining Group (RTG) and for STG, his discharge is held the U. S. Air Force Special in abeyance. After volunteering, Treatment Center (STC). RTG the airman must then get a provides corrective training to recommendation from his comselected Air Force prisoners. mander and acceptance by STG. STC is a rehabilitation center If he is accepted and completes designed to help Air Force drug his training satisfactorily, he is military or civilian life. his discharge is carried out.

Air Training Command names WAF director

Hg. ATC.—She's an energetic blonde, dedicated to the task of insuring that Air Training Command's Women in the Air Force (WAF) are treated fairly, and with dignity and respect.

She is Major Diane B. Namaksy, ATC's new WAF staff director.

The Winthrop, Mass., native assumed her present duties Sept. 1, upon the retirement of Lieutenant Colonel June K. Vorce.

Though her primary task is to advice the ATC commander and his staff on all matters relating to WAF permanent party and student personnel, Major Namaksy has planned extensive tours of all ATC bases where WAF are assigned.

During these trips she will concentrate on talking with the WAF about their jobs, and discussing any problems they may

Prior to entering the Air Force in December 1959, Major Namaksy worked as a business representative with the New York Bell and Chesapeake and Potomac Telephone Companies.

Following her commissioning through Officer Candidate School in June 1960, she was assigned as an administrative officer with the Los Angeles Branch of the Secretary of the Air Force Office of Information (SAFOI).

In December 1962, she was reassigned to Washington, D.C., company was first contacted by sion of SAFOI.

tion that started in 1952 at garding anniversary publicity. said, "Originally I wanted to during my off-duty hours," she Lawrence University, Canton, Omaha in September 1964, which was adapted from the graduating in March 1965 with 25th Anniversary poster. a bachelor of education degree.

Her next assignment, which lasted for three years, took her to Headquarters, Pacific Air Forces, Hickam AFB, Hawaii, as a protocol officer. Her outstanding performance in this job merited her the Air Force Commendation Medal.

Her first ATC duty was WAF Tex. at Randolph from August 1968 of Eastern Michigan University On arrival at their first duty Service Medal.

station, they both plan to begin She was then assigned as Prior to his retirement, her cracking the books with their chief of protocol for ATC, a father served as director of masights set on a high, but very position she held until her pres- teriel for Air Training Coment appointment.

Major Namaksy is married to Captain A.J. Namaksy Jr., who is assigned to the Military Personnel Center, Randolph.

USAF saluted at Chicago's busiest corner

CHICAGO — Ask any motorist what the busiest intersection in the Windy City is, and chances are he will tell you it is where the Eisenhower, Dan Ryan and Kennedy Expressways converge just west of the down-

It is reported that more than 110,000 motorists pass through this intersection on any given day, and throughout September, that corner belonged to the U.S.

Thanks to a generous businessman, Mr. A. Walter Neumann, executive vice president of the Willett Companies, a billboard proclaimed the Air Force's 25th Anniversary.

The truck and bus leasing in the Public Information Divi- members of the 9014th Air Reserve Information Squadron at Continuing her college educa- O'Hare International Airport re-

Mr. Neumann volunteered the N.Y., Major Namaksy entered billboard and was referred to the University of Nebraska at Detachment 501 for a design

> Mr. Neumann and the Willett Companies were presented plaques for their generosity and aid to the U.S. Air Force recruiting mission.

General's daughter enlists as officer

DALLAS, Tex .- Miss Laurie Since the Hawaii assignment A. Burns, daughter of retired Major Namaksy has spent the Brigadier General and Mrs. last four years in Air Training Harmon E. Burns, has departed Command at Randolph AFB, for the School of Military Sciences (officer) at Lackland AFB,

squadron section commander Miss Burns is a 1970 graduate through June 1970. Upon com- in Ypsilanti where she majored pletion of that tour of duty, she in social sciences. She has been was awarded the Meritorious selected for a career in intelli-

mand at Randolph AFB, Tex.



users return to a productive returned to active duty. If not, AGREEING WITH THE AD, Staff Sergeant Martha A. Medley, personnel specialist at the Armed Forces Entrance and Examining Station for Detachment 609, points out the motto recently used in a bus-poster advertising campaign in Los Angeles.

ccession Control

By MSgt. Marv Matter

October 15, 1972

Tex. It's seven in the morning started.

"This is NPS, Sergeant Medrano speaking." Sergeant Hilda Security Number," continues Medrano is one of 21 accession control operators assigned to educational level? What is your the Deputy Chief of Staff, Re- recruiter identification code and cruiting Service, Hq. Air Train- what are the applicant's AQE ing Command. "I'm sorry but scores?" I don't have an opening for an M-40 for the eighteenth of Examination (AQE) scores in-December. Yes, I do have one for the eighth of January."

She takes a control card which represents one enlistment in a specific AFSC or aptitude area from a rack on a revolving table

"Is this a Delayed Enlistment Program applicant? No? Does he have a moral or drug

As the petite, 21-year old WAF (Women in the Air Force) sergeant takes this information from the Air Force recruiter on area the other end of the line, she annotates the card.

AFOT score? 72? What are the

Armed Forces Qualifying Test is Operator 26." score and the name in the appropriate blocks on the card. Recruiters from across the nation and Alaska and Hawaii call the Accessions Control Center to place highly qualified young men and women into one of two Air Force enlistment programs. First is the popular tude Index Area.

a day, providing recruiters the information necessary to recruit people required to meet Air Force needs. Under the Guar-

Jobs. If ways can be found to RANDOLPH AFB, Tex. — do necessary screening associat-Brinng . . . Brinng . . . tele- ed with these jobs, they too phones come alive as the day will become available. The asbegins at the Accessions Con- sessment and evaluation retrol Center at Randolph AFB, quired before duty in one of those unique AFSCs is accomand the day's activities have plished after enlistment and arrival at Lackland AFB, Tex.

"I need the applicant's Social Sergeant Medrano. "What's his

The Airman Qualification dicate the applicant's aptitudes in four areas — Mechanical, Administrative, General and Electronics (MAGE). The "M-40" Sergeant Medrano referred to earlier indicated this applishared with seven other opera- cant had scored 40 in the mechanical career area and desired to enlist in the mechanical career field.

> Under the enlistment by aptitude area, applicants may choose one of the four MAGE areas and are normally utilized in a job which falls within the highest enlistment aptitude

Sergeant Medrano next asks for the applicant's date of birth "What is your applicant's and quickly checks to make sure all symbols are in the right first five letters of his last blocks on the computer card.

"Your RAN (Requirement Ac-Swiftly she jots down the tion Number) is 730108 and this

RAN which includes the date the policies, procedures and sys-

Guaranteed AFSC Program. The gives the ADN (Accessions Deother is enlistment in an Apti- signator Number) to the recruiter. This is the number which indicates whether this is teed AFSC Program. Not so. ter averages some 1,000 calls a four- or six-year enlistment and whether the applicant chose a Guaranteed Job or Aptitude

anteed AFSC enlistment pro- ed, she places the control card and members of Recruiting Sergram, the applicant is guaran- in a special holder. These cards teed the job he wants, provided are punched and at the end he qualifies for it. There are of the work day are fed into 132 out of approximately 200 a computer data bank to record AFSCs open to applicants under the assignments against authis program. Jobs which re- thorized spaces. The computer quire special physicals, special file provides up-to-the-moment tests and other unique process- information on spaces available ing at present preclude their to recruiters for enlistment of being offered as Guaranteed qualified persons. The computer



A VOICE WITH A SMILE, Sergeant Hilda Medrano, takes another request for an opening from a recruiter and fills out the control card at the same time.

hub of activity



ACCESSIONS CONTROL CENTER operators are all busy as recruiters from across the nation call to request openings in basic training and technical training schools. This is one of three tables in the Center.

to accomplish the task of plac- enlistee. ing applicants into Air Force manpower requirements began with PROMIS, Procurement ter is open from 7 a.m. to 6 am constantly talking with re-Management Information Sys- p.m. (Central Time), five days try. I know many of them, but tem. PROMIS was born after The recruiter records the a special task team reviewed enlistment is to be effective. In tems for enlistment and trainfor the time zone differences this case, the recruit enlists and ing programs in the Air Force. between the East Coast and concluded by the ringing of her travels to Lackland AFB, Tex., Placing skill requirements in a the West Coast. Operators split telephone, Sergeant Medrano on the eighth day of the first computer file has allowed Air their work hours so each has smiles, reaches for the phone, month in 1973 or Jan. 8, 1973. Force Recruiting Service to rean 8-hour shift at one of three and prepares to process another Finally, Sergeant Medrano cruit against requirements six months in the future.

PROMIS to mean the Guaran-PROMIS is strictly a computer at each of the tables. supported management system that allows Brigadier General Conrad S. Allman, Air Force After all the facts are record- Recruiting Service commander,

Colonel offers

telephone tips

Colonel D.B. Wren, chief, Air-

man Resources Division, Direc-

torate of Student Resources, of-

fered several tips for the effi-

trol Center.

ent use of the Accession Con-

"Keep your conversation

brief," Colonel Wren said. "With the volume of telephone traffic

we handle each day, the con-

trollers don't have time for phi-

losophy or prognostication about

"Call early," was the second

suggestion. He said that 10 a.m.

to 3 p.m., Central time, are the

periods of heaviest traffic and

the recruiters should attempt to make their calls during the

On cancellations, Colonel

Wren explained that they are

restored to the computer each

During the last five workdays

of the month, however, cancella-

tions are restored as they occur

in hopes that they can be filled

available allocations."

slacker periods.

The Accessions Control Cen-

hours are maintained to allow I like this job." tables . . . one each for Mech- enlistment. anical/Administrative, Electron-Some have misunderstood ics/General, and prior service applications. Both male and WAF applications are handled

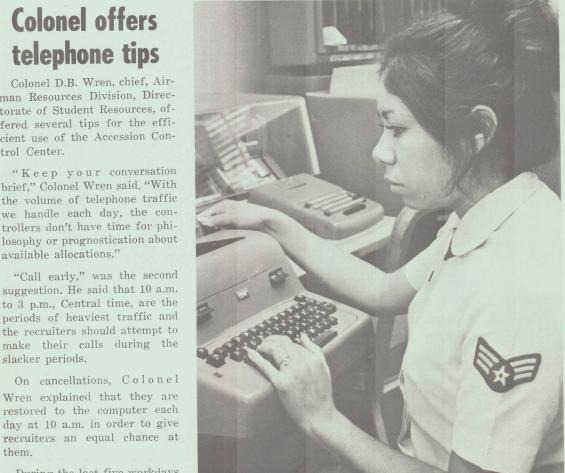
> Sergeant Medrano is representative of the operators assigned to the Center. She's young, has a calm, projecting voice and knows her job. "I worked in a base finance office

system that supports the Acces- vice to know future require- at my last assignment and it sions Control Center activity is ments, recruit to fill those speci- was a groovy job, but different. fic requirements and know that I met many people and saw Using cards and computers a slot has been reserved for the them face to face on a daily

> "This job is unique since I a week. The unusually long only by the sound of their voices.

> > The interview is abruptly

U.S. Air Force Photos by TSgt. Walt Weible



KEYPUNCHING REQUESTS after they have been filled is one of the tasks of center personnel. Although there is a keypunch section, cooperation between the operators and keybefore the end of the month. punchers makes everyone's job easier.

October 15, 1972

THE AIR FORCE RECRUITER

By W. R. McAfee

"Country Music Time," the Air Force's successful, nationally distributed, public service radio

read a script. He was hired on the spot.

Alaskan Forces Radio Network tape by 9:15. No script." where he became established as a competent announcer.

From Alaska, Bullard applied about his 39 Bassett Hounds for his present job. "I found and the fact he has never driven out that an announcer's job was a truck. Completely unscripted, opening up with 'Country Music yet we recorded right through Time' and I mailed some dem- the conversation. We call this onstration tapes to the Air recording 'wild track'. Anything Force Advertising Division that comes to mind on the show, as examples of my work. Soon I talk about it with the stars I received word from Major in a comfortable and very relax-Charles Brown, technical direc- ed mood," continued Bullard. tor of the show, that I was hired," stated Bullard as he recalled the events leading to his ing sessions always go smoothly

"'Country Music Time' is the highlight of my career," said stars. Bullard. "It isn't an easy job, Unheralded and virtually unbut is one of the most reward- known outside music circles, ing. Preparations for a record- these professionals can listen to ing session begin a month ahead a tune they've never heard beas we set a tentative date at fore, talk about it for a minute the Music City Recorders stu- or two, then play it and play dios in Nashville. The studio is it well. Among their ranks are under a renewable GSA contract men like Scotty Moore, who and is used each session of played lead guitar on the first 'Country Music Time'."

Next they contact Kathy corded.

cians are available, she notifies Major Brown and sends the list From Saigon's tropical heat of entertainers to him. Working to Alaska's biting cold and on from this list, they put together to mellow Nashville is just a an all-star lineup which will portion of the travelogue of feature 14 known entertainers Technical Sergeant Perry Bul- and 14 guests (up-and-coming lard, known as the "voice" for stars on the Nashville scene).

The list is then returned to Miss Hughes, and the dates, stars, musicians and studio are confirmed The Brown - Bullard It all began at Saigon in Oc- team flies to Nashville, usually tober 1965 when Bullard applied arriving on a Monday to make for a job as an Armed Forces the final preparations with the Radio and Television announcer. agency and to check out the Station manager Army Sergeant studio on Tuesday and record Major Dan Delano had Bullard on Wednesday and Thursday.

"Recording sessions are scheduled every hour," explains Per-Following broadcasters' school ry. "Say Bobby Bare walks in at Ft. Benjamin Harrison, Ind., at 9 a.m. on Wednesday. We Bullard was assigned to the usually have his first song on

> "Take our recent session: Dave Dudley and I were talking

One of the reasons the recordis the quality of musicians who provide the background for the

16 hits that Elvis Presley re-

Hughes, daughter of the late Brown and Bullard stick to Cowboy Copas, who is the agent their schedule and are usually for the team. She notifies the finished by Thursday evening, the star sing a new verse and musicians and assembles a list leaving Nashville Friday eve- just edit out the bad one," Bulof entertainers who will be in ning for Randolph AFB, Tex., lard explained. "But when you're Nashville the week they plan to where Bullard begins the tedious editing for time, what happens record. If the studio and musi- task of editing each tape so if you've got a perfect tape

COUNTRY SONGSTRESS Diana Trask looks at a script as Technical Sergeant Perry Bullard ex-

plains what he needs for a "Country Music Time" segment. Miss Trask is only one of the

many Country and Western artists who perform for the show.



AN AWESOME ARRAY of equipment is used in the recording and production of "Country Music Time." Scotty Moore, foreground, monitors recording levels in the control booth of the Nashville studio as Major Charles Brown, producer of the show, keeps an eye on the action in

sequential songs like the kind

It's a challenge and that's one

After the tapes are edited,

they're sent to Keysor Century

who actually make and distri-

bute the popular albums to more

handles the production and dis-

pays me."

it comes out exactly 15 minutes that's, say, four minutes too (plus or minus a few seconds). long? It's hard to edit. And

harder than just editing a song, mare. Leave out one verse and because you can always have it throws the whole song off. In being best

U.S. Air Force Photos by Bill Beck

In between the Nashville trips, Bullard is busy producing are: "Find Yourself a Star" and 60-second spot announcement series; "Roger Carroll," con-

****** der a GSA contract.

journalist's world are usually ment. intangible, unless a professional organization recognizes your AFEES give efforts. Such isn't the case with "Country Music Time," as Bullard found out during the last disc jockey convention in Nash-

especially for American Forces

Radio and Television.

"I was sitting with Charlie suite, lining him up for one of our shows, when this disc jockey 'Country Music Time' and how much they used it on their station in Louisiana."

"It really made me feel good. Since then I've heard the same comment from others. And that's the whole purpose of the tion or the Armed Services Voprogram," Bullard concluded. cational Aptitude Battery.

"Editing a tape for time is Tom T. Hall sings are a night-

DENVER, Colo. - Several years ago, a national car rental agency came out with buttons proclaiming, "We Try Harder." Recruiters assigned to De-

Company in Saugus, California, tachment 701's southern sector haven't forgotten that slogan, and were recognized for trying than 2,600 radio stations across harder during the past year, as the United States. The company they came out on top.

The Colorado Springs sector, tribution of a majority of all supervised by Master Sergeant service-connected recordings un- Chuck Avery, was named the best sector in the 3507th U.S. Air Force Recruiting Group. The sector was also recognized as having the best managed reseven other radio shows. These cruiting office.

Technical Sergeant Reuben "Air Force Country," 30- and Grady was cited as outstanding testing specialist for the final quarter of the fiscal year.

Technical Sergeant Ira Stantemporary music; "Wolfman ley won detachment awards for Jack," hard rock; "Vibrations," best in all programs and rookie a music interview show; "Sere- recruiter for the final half of Fiscal Year 1972. nade in Blue"; and "Career-

Top recruiter honors for the minders," a spot series on detachment went to Technical career motivation produced Sergeant Hal Zearly.

Sergeant Avery won sector supervisor honors. He credited personalized counseling for the Results in the broadcast high rate of mission accomplish-

language test

Under an emergency change to U.S. Air Force Manual 33-3 Enlistment in the Regular Air Force, applicants may be administered the Defense Lan-Pride at the RCA hospitality guage Aptitude Test (DLAT) at Armed Forces Entrance and Examining Stations (AFEES).

The test is authorized for comes up to me and tells me those individuals who desire a how much he appreciated guaranteed job in Air Force Specialty Code 203X0 (Linguist /Interrogator Specialist).

> The Air Force liaison noncommissioned officer must refer the applicant who is required to have a score of 80 or above on the general aptitude index of the Airman Qualification Examina-



AWE-STRICKEN BY THE C-5, four - year - old Craig Tomko of Strongsville, Ohio, can only stare up at the height of the three performances by the gigantic Galaxy. Craig got his first look at the behemoth at Thunderbirds, a static display the Cleveland National Air Show. (U.S. Air Force Photo by Capt. Sam Giammo)

VonLoh wins support title from 02nd Group

NEW CUMBERLAND, Pa.—Technical Sergeant Ter- and poor visibility. All three rance K. VonLoh has been named "Support Airman of the network television stations feather the airport. Displays of the Ti-Year" for the 3502nd USAF Recruiting Group. Sergeant tured the aerial demonstration tan II and the T-38 Talon drew VonLoh is the transportation NCO for Detachment 208. in their nightly newscasts. He also performs the duties of Real Estate NCO and Perhaps the most eagerly Safety NCO.

"However the true value of any support airman", according to Major Mikel Richards, Det. 208 commander, "is measured by what he does above and beyond the normal gamut of duties. It is here that Sergeant VonLoh truly excels."

Sergeant Von Loh initiated a monthly vehicle cost and mileage survey not required by any directive. The benefits of the survey are obvious because the detachment has reduced fuel usage from a high of \$880 per month to a current \$160 per month. Other tangible benefits are a more realistic budget analysis and forecast.

Also, as safety NCO, he has worked with the detachment safety officer to greatly reduce the number of vehicle accidents in the organization. Here Sergeant VonLoh has taken additional safety training and has organized an exceptional inprocessing safety orientation.

"VonLoh displays determination and a genuine concern in everything he does to support the recruiter," continues Major Richards. "I estimate he spent over 400 hours in delivering unitized furniture and leased



LONG WAITING LINES were the rule and not the exception for those who wanted to take a look at the inside of the Air Force Orientation Group's walk-thru Titan II missile at Cleveland's Burke Lakefront Airport. (U.S. Air Force Photo by Capt. Sam Giammo)

Cleveland lauds USAF with birthday air show was the fly-over of the SR-71 was more than visual, as the

THE AIR FORCE RECRUITER

have been officially subtitled "Air Force Weekend", because naisance craft. that's just what it turned out

The Cleveland National Air Show, held at the Burke Lakehonored the Silver Anniversaries of the Air Force and the craft returned to its home base. sonian Institute.

like SR-71.

The Thunderbirds thrilled more than 200,000 people with their performances despite the fact that the first two shows

awaited event of the air show

Day weekend here could well billed as the first public show- ing the three-day show. ing of the supersonic recon- Other Air Force displays in-

AFB, Calif., to Cleveland in

A C-5 from Altus AFB, The Air Force stood in the Okla., proved to be the most its mark on Cleveland during forefront during the show, with popular static exhibit at the Labor Day weekend. Being thumping low-level flyover of sport. Its presence astonished Force in print or on television. Strategic Air Command's bat- the crowds who couldn't believe that the Galaxy was capable of landing at a commuter and business airport.

The USAF Orientation Group, Wright - Patterson AFB, Ohio, were hampered by a low ceiling attracted visitors as soon as they entered the main gate of throngs of people, especially children.

The Air Force's impression

CLEVELAND, Ohio — Labor Day afternoon. It was SAC Band provided music dur-

cluded the C-130 Hercules, C-7 The SR-71 flew from Beale Caribou, KC-97 and T-29.

A sentimental note was pro-90 minutes, swooped to within vided by the Air National 800 feet of the ground and Guard, Andrews AFB, Md. They front Airport on the shores of passed over at 450 miles per furnished a B-26 Invader which, Lake Erie Sept. 2-4, jointly hour. After a second pass for after the show was over, flew the thousands of spectators, the its final flight to the Smith-

The Air Force definitely made show. It was parked next to a more than 150 miles from the hangar that looked like it could nearest Air Force base, most

They'll long remember the first-hand look they got Labor

'Old Glory' essay gets NCO air time

GREEN BAY, Wis. - Imagination and creativity are obvious characteristics of local recruiter Technical Sergeant John A. Webb.

Sergeant Webb recently received copies of a release about Memorial Day and the American Flag which starts "Hello! Remember me? Some people call me Old Glory . . ." He saw the possibility of using this patriotic essay to gain some exposure for the Air Force as well as telling others of his personal

The resourceful recruiter took his idea to WOCO Radio in Oconto, Wisc. With the help of the station personnel, Sergeant Webb put the essay on tape with the appropriate background music.

The station was deluged with phone calls and letters requesting copies of the essay, and the Air Force recuiter gained wide

New AFRO opened at Menomee Falls

MENOMONEE FALLS, Wis. -Mr. Harry Titus, village president, recently cut the ribbon opening the new Air Force Recruiting Office here.

Assisting in the grand opening was Lieutenant Colonel Wayne M. Johnson, Detachment 707 commander.

Following the ceremony, Colrecruiter.



cars to the recruiter during the A NASA LUNAR MODULE attracted many visitors and helped raise \$14,000 for the Muscular last year. And yet his morale is Dystrophy Telethon in Montgomery, Ala. The National Aeronautics and Space Administration onel Johnson presented a certialways high. His positive atti- loaned the Lunar Lander display to Detachment 301 when they became co-sponsors in the ficate of appreciation to Mrs. tude is a great example to all Labor Day event. Staff Sergeant Wayne Holmes, Montgomery recruiter, helps a "future astro-Marilee Strait, wife of the local naut" get a better look at his "office."

Beale NCO elected head of anti-racism group

TUCSON, Ariz.—Technical Sergeant J. D. Taylor, Beale AFB, Calif., has been elected president of the International Brotherhood of Military Airmen (BAMA). He was selected by 125 representatives to the first international convention, held re-

BAMA seeks to promote better understanding and relationships among association members and other military people. Convention workshops included discussions on institutional racism, black history, symbols and the military legal system as it pertains to the black airman.

Taylor, a 17-year veteran, is currently working toward a medical degree, with his sights set on becoming a psychiatrist.

"BAMA is for everyone," the 36-year-old president said. "This is one of the things we try to impress upon everyone at Stateside bases and overseas."

Hq. ATC — Physician Assistant

students at the School of

Health Care Sciences at Shep-

pard AFB, Tex., can receive

college credit at the University

of Nebraska Medical Center for

their training at Sheppard ac-

cording to an agreement signed

by representatives of the two

Major General Robert L.

Petit, commander of Sheppard

Technical Training Center,

signed the Memorandum of

Agreement for the Air Force

during ceermonies at Sheppard

Edward Schwartzkopf, chair-

man of the University of Ne-

braska Board of Regents, ear-

lier had signed the document

for the cooperative program of

the two schools in Psysician

The School of Health Care

Sciences will accept civilian stu-

dents from the University sub-

ject to approval of the Air

Training Command Surgeon in

numbers and at times that will

not adversely affect training

The University will confer a

bachelor of science degree upon

Air Force and Navy students

who complete the Physician

Assistant course and meet all

other requirements for the de-

gree. This requires that the

student complete two years of

general education college re-

quirements which, together with

his technical work, will fulfill

for military students.

Assistant training.

institutions.

Oct. 3.

College credit given

physician assistants

He said that BAMA's membership is mostly black now, and blames it on people not being well enough informed as to the association's objectives.

"We plan to expand our membership by talking at commander's calls and inviting all people to join BAMA," Sergeant

the requirements of the degree.

An advisory committee com-

posed of an equal number of

members will be appointed from

each faculty to review all edu-

cation and training programs

and qualifications for admission

Civilian students desiring to

enter the Physician Assistant

degree program will apply for

admission to the University of

Nebraska as third-year stu-

dents. Military student appli-

cants for a degree will be ac-

cepted from those chosen by the

United States Air Force and

United States Navy selection

board for the program subject

to review by a University ad-

Military students in the pro-

gram will not be charged tui-

tion but the University may

charge them a matriculation fee

of \$25 for the baccalaureate

program. Civilian students will

The Physician Assistant Pro-

gram consists of a 24-month

curriculum which includes 12

months of required basic and

clinical sciences courses follow-

ed by clinical experience in a

Lieutent Colonel Charles N.

Mullican, chief of the Depart-

ment of Medicine at Sheppard,

is in charge of the program.

Colonel Burt Rowen is com-

mander of the School of Health

Care Sciences which conducts

the program. (ATCPS)

visory committee.

pay full tuition.

military hospital.

to the program.

Taylor said. "If we can get airmen-young or old, enlisted or commissioned — to workshops which we will set up at various bases, and then working with community projects, they will better understand what BAMA stands for."

Although it is currently limited to the Air Force, Sergeant Taylor says the Army is looking at the program and seems interested. He feels the association will soon be Armed Forces-wide.

"BAMA has brought an understanding to some people not all — but this is the job we all have to work for," Sergeant Taylor said, "and, as far as I'm concerned, BAMA has contributed to accomplishing these goals and doing away with social unrest within the military."

tutionalized racism is the biggest barrier to racial harmony this barrier through communication between individuals.

history, Sergeant Taylor said, "Most blacks are not aware of what their heritage really is. If whites and blacks can look back in history and see the blood, tears, sweat and backbreaking agony, and share the importance of the contributions of both races, then they can sit down to talk and understand one another."

feels his responsibilities are to the people — all people. He said the association's motto, "Treat the needs," will guide him in being fair to his fellow

"We are going to have to be fair," Sergeant Taylor said, "or we'll have to get out of the

"This is the big concept treat the needs of the people and try to build something that is for the people," he conclud-

Sergeant Taylor feels instiin the military. He also says BAMA can aid in breaking down

On the importance of black

The first president of BAMA

ball game."



"THAT GIRL," Marlo Thomas, watches as Bunnies from the Boston Playboy Club and Boston Recruiters Staff Sergeants Richard Collett and Michael Mignon collect pledges during the recent radio-thon sponsored by Marlo's father, Danny Thomas, and radio station WMEX. Detachment 109 recruiters volunteered their services during the ALSAC (Aiding Leukemia Stricken American Children) drive after Detachment 606 personnel aided in the drive in Alameda, Calif.

Top six grads honored as two classes graduate

(Cont. from Page 1)

ties, Det. 102; SSgt. Robert Schmidt, Det. 101; TSgt. Richard K. Weaver, SSgt. Robert E. Weller Jr., and TSgt. Walter Wilson, Det. 104.

02nd Group

SSgt. Harold M. Childress, Det. 204; SSgt. Jeffrey D. Elliott, Det. 210; MSgt. Dale E. Hammons, Det. 210; MSgt. Joel A. Kinsman, Det. 215; MSgt. Paul R. Lorigan Jr., Det. 210; SSgt. Doris J. Murray, Det. 204; MSgt. John R. Murray, Det. 209; TSgt. Danford R. Pierce, Det. 206; and, TSgt. Richard V. Tinneny and SSgt. James H. Windsor, Det. 209.

03d Group

MSgt. George B. Herring, Det. 311; TSgt. John H. Keen, Det. 303; SSgt. Daniel B. Kiefer, Det. 311; and, SSgt. Thomas M. Smith, Det. 311.

04th Group

SSgt. Charles W. Garrigues, Det. 406; TSgt. Dewey L. Grice, Det. 407; and, SSgt. Willard E. Henry, Det. 402;

05th Group

SSgt. Benjamin E. Atkins, Det. 501; TSgt. Johnny C. Levins, Det. 513; MSgt. David Brunais, Det. 504; SSgt. Cletus L. Buddelmeyer, Det. 514; SSgt. Stanley E. Clark, group headquarters; SSgt. Manuel Cobo Jr., Det. 501; SSgt. Michael R. Coppens, Det. 500; MSgt. Robert L. Ebenstein, Det. 504; MSgt. Phillip Gary Jr., Det. 513; TSgt. John T. Karbash, Det. 500; Sgt. Joan M. Kostera, Det. 504; SSgt. Donnie L. Peters, Det. 501; TSgt. Albert T. Phillips, Det. 514; TSgt. Howard A. Scott, Det. 514; and SSgt. Mark A. Simpson, Det. 504.

06th Group

SSgt. Jack L. Campbell, Det. 610; SSgt. David A. Folger, Det. 610; MSgt. William S. Myers, Det. 609; SSgt. James T. Schmidt, Det. 609; SSgt. Harlen D. Soper, Det. 608; TSgt.

Leroy T.W.K. Sui, Det. 609; and TSgt. Ronald W. Walchesky,

07th Group

TSgt. Thomas E. Abbott, Det. 706; TSgt. Rudolph O. Auch, Det. 704; SSgt. James A. Biggs, Det. 707, SSgt. James A. Brown, Det. 705; SSgt. James A. Crumpton, Det. 703; TSgt. Edward E. Floyd, Det. 702; TSgt. Rudolph O. Haase, Det. 706; TSgt. Gay W. Laster, Det. 703; SSgt. Charles W. Martell, Det. 707; SSgt. Kenneth P. Mellan, Det. 707; TSgt. Marvin L. Rogers, Det. 701; and, TSgt. Richard G. Trotter, Det. 702.

Colonel Chauret chosen to head **ASVAB** project

Hq. ATC — Colonel Colin J.N. Chauret has assumed charge of the development and implementation of a program which places the responsibility for Department of Defense management of the Armed Forces Vocational Aptitude Battery program on Air Force Recruiting Service.

The colonel is a 1944 graduate of the Aviation Cadet Program and has over 7,300 flying hours, of which over 3,000 are in fighter aircraft. He has flown over 35 different types of military aircraft and is a fully qualified T-38 instructor pilot.

Colonel Chauret has served tours in Germany, Alaska, England, Korea, Japan, Greece, France and Vietnam. As a group operations officer in Korea, he logged 100 combat missions in an F-84.

The colonel and his wife, Madeline, live at Randolph AFB, Tex. They have nine children and four grandchildren.



A ONE-HOUR SHOW highlighting the U.S. Air Force's 25th Anniversary was hosted by Alfonza Mozell. Guests on WMBM radio's "The Black Community Speaks," were Technical Sergeant Richard A. Burgess and Sergeant Nannette L. Tarrance, both of Detachment 303. The program and Mr. Mozell have long been active supporters of the Air Force in Miami.