

# The Air Force RECRUITER

Vol. 27—No. 1

USAF Recruiting Service, Randolph AFB, Texas

January 1981

## EAD 'Olympics' announced

A new recognition program to honor recruiters who bring exceptional numbers of non prior service applicants on active duty, was announced recently by Brig. Gen. Keith D. McCartney, Recruiting Service commander.

The "Recruiting Service Olympiad" will recognize those recruiters who place more than 80 people into the Air Force during fiscal year 1981. The program will have three tiers of achievement: Bronze Award - for recruiters who have 80 to 89 NPS EADs; Silver Award - for recruiters who have between 90 and 99 NPS EADs; and Gold Award - recruiters who have 100 or more NPS EADs.

Symbolizing the award will be a two and one-half inch Olympic-style medal in the appropriate metal hung on a red, white, and blue ribbon. The awards will be sent directly to the individual's recruiting group for presentation.

In addition, a "Century Club" plaque will be permanently displayed at Recruiting Service Headquarters listing the names of recruiters who achieve the top level (Gold Medal) in the program.

"Recruiters continually strive for excellence," said General McCartney, "And what better symbol of excellence is there than the Olympics. Every day the men and women of Recruiting

Service put in the extra effort that exemplifies the Olympic athlete. The result, is the best Air Force in the world with the best and most highly qualified young men and women available. Our recognition of a recruiter's dedication and integrity reflects the gratitude of the entire nation and our heart felt thanks for a job well done."

In an effort to recognize recruiters who excelled during the past year, General McCartney has made the new program retroactive to top recruiters for FY 80. This includes 47 recruiters from throughout the command, who placed a total of 4269 young men and women in the Air Force. For a list of winners, see page 3.

## AF films honored in NYC, Houston

For the third consecutive year, Air Force Public Service Television Spots and Films have received recognition at the New York International Film Festival. The Air Force also garnered awards at the 13th Annual Film Festival of the Americas, the Houston International Film Festival.

At the New York event, the "America Series" of PSA spots won a Gold Award, while "This is My Country" sign off film won a Silver Award. In 1979, the Thunderbirds film won a Gold Award in the Short Subjects Category and the "MATRESS - A Great Way of Life" won a Silver Award in the Industrial Recruiting Film Category. The "Great Way of Life" PSA Spot

also won a Silver Award that year.

In 1978, the Air Force walked away with the Grand Prize for the production "Eyes of the Eagle - Wings of the Dove". That was named the best commercial in all categories of the competition. "High Flight" was named for a Silver Award in the Short Subjects Category in 1978.

At Houston, the Air Force received the Gold Special Jury Award for the 20 second "Discovery" PSA Spot as well as a Gold Award for the 60 second "Wings of America" PSA Spot. The sign on/off film "This is My Country" won a Silver Award and a Bronze Award went to the "Star Spangled Banner" film.

Last year at the Festival of the Americas, Air Force films took two awards; a Gold Award for "A Great Way of Life", in the Industrial Recruiting Film Category and a Bronze Award for the PSA Spot, "Great Way of Life."

All of this year's winning spots and films were produced by the Air Force's Advertising Agency, D'Arcy, MacManus, Macius and de Garmo Inc.

Since 1974 the Air Force has used spots and films such as these to gather more than \$20 million worth of public service advertising around the country. The films have cost slightly less than \$600,000, giving the Air Force a \$34 return for each dollar invested.



'On the road again'

Millions of Americans each year visit the aircraft and traveling vans of the Air Force Orientation Group (AFOG). The Group provides

recruiters with a valuable tool for use at high schools and colleges as well as in local community in-

volvement. For more stories and photos of AFOG exhibits, see pages seven to 10. (Air Force Photo)



# ‘Henry D’

## California recruiter receives STEP stripe

By TSgt. Nate Henderson  
3566th Recruiting Squadron

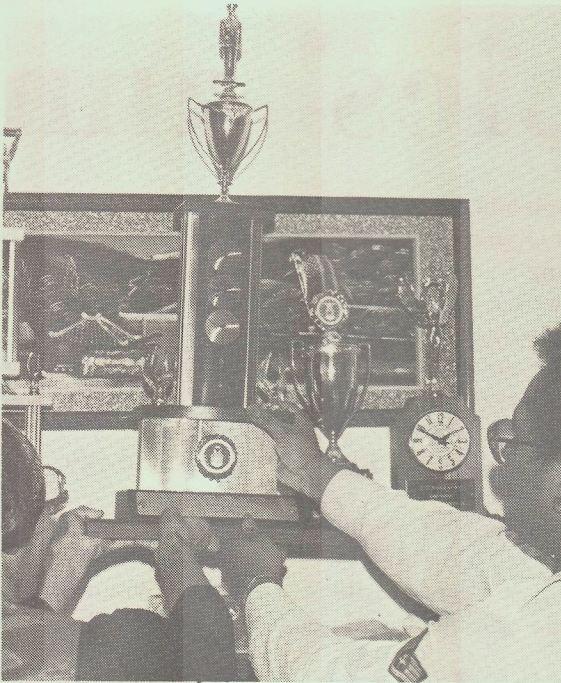
SSgt. Henry Daniels, 3566th Recruiting Squadron, recently received a telephone call from Gen. Bennie Davis, Air Training Command commander, informing him of his promotion to technical sergeant under the new STEP Promotion Program.

Sergeant Daniels recalls how he answered his telephone in his usual way, but was surprised when the female voice on the telephone said, "Sergeant Daniels, please hold for General Davis." His immediate thoughts were, "why is the ATC Commander calling me?" He began to question himself as to what he had done to warrant such a telephone call. General Davis said, "Henry, how is your day? His reply was naturally, "fine sir," while hoping it would continue being a good day after their conversation had ended. Once their conversation had terminated, not only had Sergeant Daniels been assured of having a fine day, he had received information that was the highlight of a very successful recruiting assignment, a promotion on merit!

This success story has a special side to it. Not only is it about the achievements of a recruiter, but the success of an entire family. Without the direct support of his wife Barbara, Sergeant Daniels feels he could not have achieved his impressive record. He recalls how his wife has been the "ideal office partner."

During his first six months on the job, he seriously considered leaving recruiting before his tour had ended because he was having some production problems. His wife and children helped to change his mind. Sergeant Daniels' wife is proof of the important role that wives play in the successful achievements of their recruiter husbands. She was there to encourage her husband to keep trying. She never stopped telling him "Henry, you can do the job." Her confidence was the catalyst that he needed.

Sergeant Daniels did not let his wife and family down. He began to over work his eyes and his ears. He listened to his office partner and



Top recruiter-Top reward

watched other recruiters do their jobs. He asked plenty of questions of every recruiter he came in contact with. He began to get increased visibility by going into his zone more often. He visited all the places where young people were known to gather. Meanwhile, his wife was also actively assisting Henry by making phone calls and working on his direct mail program. Their combined efforts paid off. He was the "top" recruiter for fiscal years '78, '79 and '80 for the '66th Squadron. Also during fiscal year '79, he was the "top" recruiter in Recruiting Service.

How does Sergeant Daniels feel about receiving the first Recruiting Service STEP promotion? He said, "I wish there were more stripes so that other successful recruiters could also receive this kind of recognition." He summed up his feelings by using a prize fighting analogy. "When the number one contender fights the world champion and loses in a hard fought battle, the challenger should still be recognized, because the best was fighting the best."



Newly promoted TSgt. Henry Daniels

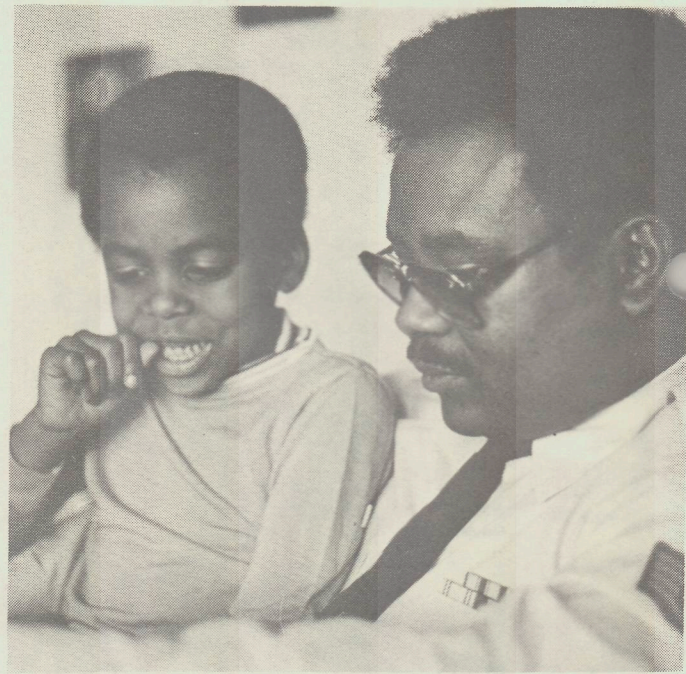
TSgt. Henry Daniels thrives on competition, and he enjoys the individual recognition you can receive as a recruiter. His genuine friendliness and concern for people is easily recognized when his applicants are processing at the Oakland, AFEES. When the questions, "who is your recruiter" is asked, his applicants have been known to reply, "Henry D", he's number one." These positive feelings toward Sergeant Daniels are reflected in a very high number of enlistments as a result of leads he receives through "perpetuation." Sergeant Daniels feels the willingness of his people in the DEP to actually recruit their friends helps make him successful, and enables him to maintain an impressive production record.

Sergeant Henry "D" is an unselfish and caring individual who exemplifies what Air Force recruiters strive to accomplish. He has willingly accepted his challenges and responsibilities and has kept up with the highest traditions of the 3566th Recruiting Squadron. His applicants say it best. "Henry 'D' is number one!"



**Together** Working together has been a big part of newly promoted TSgt. Henry Daniel's success story. His wife, Barbara, was one of the people who urged Sergeant Daniels to continue

in recruiting when he didn't know if he would ever make it. Together they worked at night to screen lead cards and she also helped with the office work. (Air Force Photos)



**Dad** No matter how long it took, there was always time for the family. After a day at the office, there is still time for a story at night before bedtime. His family was one of the reasons that Sergeant Daniels became the successful recruiter he is.

# Doctors donate time

By Maj. Ray Crockett  
3505th Recruiting Group

Several young men from Illinois, Indiana and Wisconsin had a "physical attraction" to Chanute AFB, recently. But it had nothing to do with love at first sight.

The young men--21 of them-- came to Chanute on a recent weekend to get flight physicals as part of their qualification for Air Force pilot and navigator training through the Officer Training School.

At Chanute's hospital the future flyers met a motivated, effective group of medical folks who had voluntarily given up their Saturday to help Air Force recruiting.

"I have never seen physical examinations, especially that many, conducted as efficiently and cheerfully as these were," Col. William O'Rourke, Chanute's 3505th Recruiting Group commander, told Maj. Gen. Norma Brown, center commander.

"I was very impressed with the positive attitude of everyone who worked, as were our applicants--several of them commented on the quality of the service they received."

The applicants had come primarily from Chicago, Indianapolis and Milwaukee, and were

driven to Chanute by '05th Group recruiters.

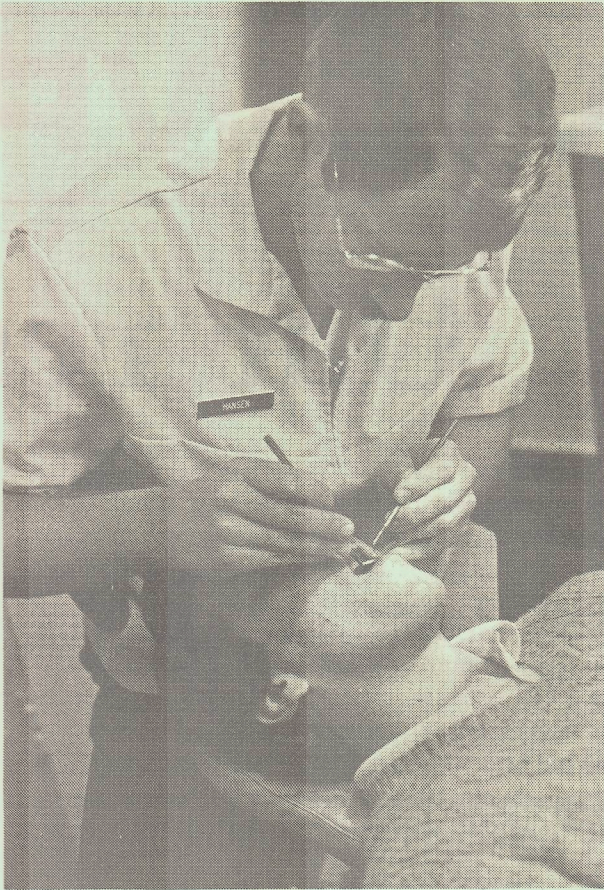
The physicals were arranged by the hospital as part of its continuing support of the Air Force Recruiter Assistance Program (AFRAP).

"... things could not have gone smoother," Colonel O'Rourke said. "I attribute that to the willingness of Col. M.D. Wolst (hospital commander) and his staff to do whatever is asked--and then some. One result of their work has been to increase dramatically the health of our pilot and navigator OTS programs in the 05th Group."

Hospital staff members supporting the Saturday physicals were Col. Wolst; Col. Dale Granger; Lt. Cols. Robert Edmonds and W.N.J. Nelson; and Captains James Grue, Steven Hansen and Keith Jones.

Also TSgt. James Rodgers; SSgts. Arthur Howe and Edwin Sicker; Sgts. Maurice Banks, Donald Caldwell and Richard Durham; and A1Cs Mary Bouman, William Buchanan, Joann Kremposky, William Ralston and Susan Wheatley.

Also, Airmen Mary Bridges, Kevin Duren, Eugene Hawkins and Thomas Petzold; and AB. Glenn Gibbs.



Giving up his Saturday for recruiting is Capt. (Dr.) Steven Hansen, a member of the Chanute Dental Clinic. (Photo by MSgt. Will Tarno)

# 1980 Olympiad winning recruiters

## Gold Award

SSgt. Robert T. Hiatt	119	46E
MSgt. Michael W. Twaroski	114	13F
SSgt. Michael R. Zellner	102	16C
TSgt. Donald J. Riek	102	35A
SSgt. Luis E. Astorga	101	46E
TSgt. James J. Besmer	101	54B
TSgt. Maxie W. Williams III	101	33F

## Silver Award

TSgt. Henry R. Daniels, Jr.	99	66B
MSgt. Charlie H. McMullin	99	31F
SSgt. Miguel A. Guadalupe	96	14C
SSgt. Dennis A. Smith	95	33F
MSgt. Larry J. Patana Jr.	94	32E
TSgt. Michael C. Clare	94	67C
TSgt. James F. Dacier	93	62A
SSgt. Emile J. Beridon III	93	44E
TSgt. Walton K. Lydic	92	14N
TSgt. Thomas R. Smith	92	14D
Sgt. Leon B. Bacchus	91	14C
SSgt. John E. Hoime	91	42A
SSgt. Emmanuel J. Vaughn	91	51C
SSgt. Richard E. Henderson	90	51C
SSgt. Michael D. Stuffer	90	14C

## Bronze Award

MSgt. Carl W. Turnquist	89	14X
TSgt. Charles W. Tache Jr.	89	13F
TSgt. Jimmie E. Johnson	89	52D
MSgt. George H. Schaefer	89	61G
TSgt. James N. Harris	88	52D
MSgt. Nathaniel Jett	88	37F
SSgt. Gary J. Borosky	88	35D
TSgt. Jackie L. Barnes	87	41C
TSgt. Ernest R. Daughtery Jr.	87	41C
SSgt. Irving C. Keck	87	62D
SSgt. James C. Cheek	86	13F
TSgt. Joseph F. Frustachi	85	18H
SSgt. Jeffery C. Kampion	85	61G
Sgt. Kenneth J. Taylor	85	50D
SSgt. Thomas D. Willis	84	13F
SSgt. Elias Villa Jr.	84	46E
MSgt. Charles B. Reustle	84	33E
TSgt. Troy F. Vaughn	83	31D
TSgt. Jimmy D. Tice	83	31A
TSgt. Charles E. Johnson	83	31C
TSgt. William T. Leamy	82	19B
TSgt. Thomas C. Farrell	82	33A
TSgt. Charles R. Reynolds	81	37D
TSgt. Phillip C. Riley	81	61X
TSgt. Feron A. McDavid	80	31B



# VIEWPOINT

## Our resolution for 1981

Now that the New Year has begun, Recruiting Service will honor that timely tradition of making a New Year's resolution. That resolution is to keep safety an active part of everything we do.

Last year, Recruiting Service men and women put more than 32 million miles on the 1,969 vehicles assigned to them. These miles consisted of rush-hour city traffic, country driving and hazardous foul weather travel. Although our record was not perfect, it was commendable and deserves recognition.

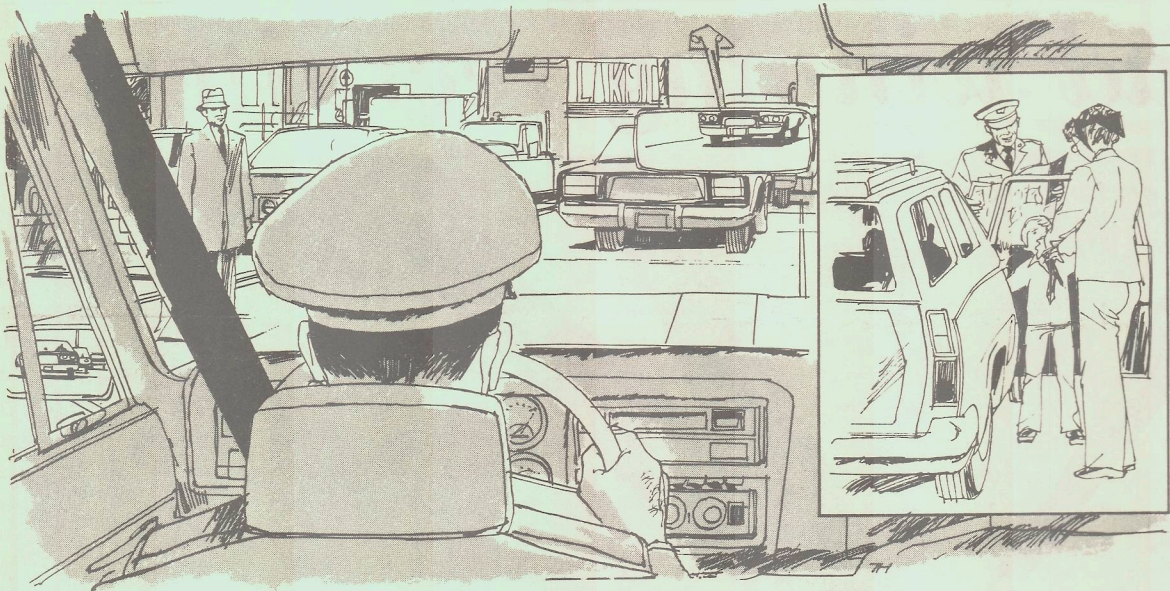
But this year it will be better, it must be. Safety will need to be a part of our everyday life and practiced to its fullest. Without safety, our lives would be like that of a pinball, bouncing from accident to accident.

There should never be a day without some thought of safety; whether at home, at the office or while at play. Thinking safety makes our lives and the lives of others that much more rewarding.

By practicing safety all during this new year, you and I will be around to enjoy the rewards

of another successful recruiting year. Make and follow a safety resolution for yourself; remember - safety can't hurt you.

*Keith D. McCartney*



## Seatbelts do make sense

It doesn't make sense that more than 140 people died in motor vehicle accidents in the U.S. Air Force this year.

It doesn't make sense that many of them were not wearing seat belts. Many might have been saved had they worn their seat belts.

It doesn't make sense that even with Air Force regulations requiring the use of seat belts, some people still refuse to wear them.

It doesn't make sense that parents who care about their children allow them to stand in the rear seat while the vehicle is being driven.

It doesn't make sense that people still think accidents always happen to other people.

It doesn't make sense that Air Force seat-belt use is less than 50 percent.

It doesn't make sense that many see seat belts as a nuisance rather than a real lifesaving device.

One of two people hitting the same tree in separate accidents survived. Why? Because that person used a seat belt.

Now that makes sense.

### The Air Force RECRUITER

Brig. Gen. Keith D. McCartney.....Commander  
Lt. Col. Hubert C. Moore.....Director of Advertising and Publicity  
Maj. Harry R. Sunderland.....Chief, Publicity  
TSgt. Wayne W. Bryant.....Editor

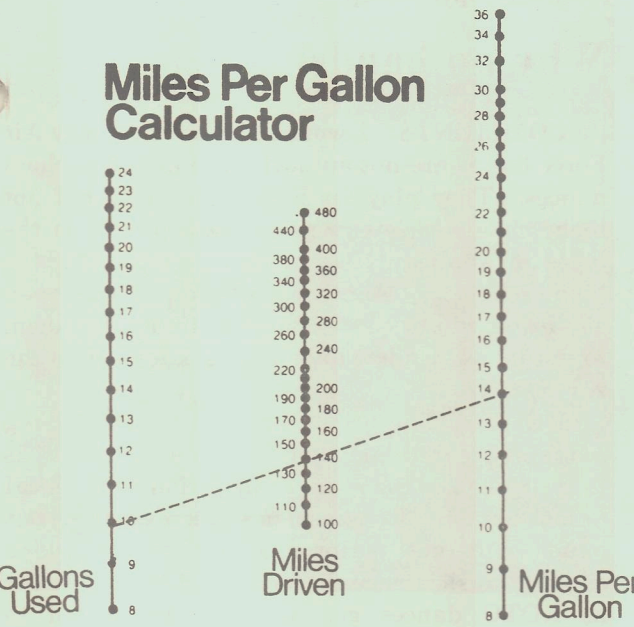
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All photos are official Air Force photos unless other indicated.

# CCAF receives college accreditation

Air Training Command's Community College of the Air Force has received full accreditation from the Southern Association of Colleges and Schools' Commission on Colleges. Members of the commission's delegate assembly voted in December to accredit CCAF, ending a process which began more than two years ago.

By earning accreditation at the collegiate level, the school's degrees and transcripts will be more acceptable to a wider range of colleges and universities than ever before, according to CCAF officials. CCAF has been accredited with the Southern Association's Commission on Occupational Education Institutions since December 1973. That commission accredits only non-degree granting institutions. In 1975, CCAF requested degree-granting authority from Congress. Authority for the commander of Air Training Command to confer associate degrees was provided by a public law that was signed by the president a year

later. Authority to grant degrees, rather than career education certificates as previously, meant that CCAF was obliged to change its accreditation status. The school was named a candidate for accreditation in 1978 by the association's Commission on Colleges, which accredits degree-granting institutions. A lengthy examination of the entire CCAF system, including affiliated technical schools and professional military education centers, followed. CCAF is the first and only military agency chartered to award degrees to enlisted people. Credits are awarded for completion of both Air Force technical and management courses as well as off-duty college education. Since the first class of degree recipients graduated in 1977, more than 13,000 Air Force enlisted members have received associate degrees from CCAF. (ATCNS)



## What's your MPG?

Here's a quick way to compute your car's mileage. Fill the gas tank and record the mileage on the odometer. Drive. At the next gas stop, fill tank again, record gallons used and miles driven since previous fill-up. Now, using the scales and a straight edge: link up the gallons-used scale (left) with the miles-driven scale (right). Continue the line to the miles-per-gallon scale. There. You've done it. The example provided is based on 10 gallons used to drive 140 miles. (AFNS)

## Why?

Training, experience, country and home

People join the Air Force for many reasons: for travel, training or just because they like the uniforms.

But what exactly have we joined? What is this Air Force?

First, and obviously, it's a big part of our nation's defense. For some people, then, the Air Force is a patriotic way to serve their country.

It's big business, with a multibillion-dollar annual budget. The Air Force is a major source of income in many ways, either through on-base jobs or through service members' purchases of local products. So to some, it's employment with a large corporation.

It's a helping hand. The Air Force responds to fires, floods and other disasters. To some people it's a humanitarian organization.

It's a school. The Air Force doesn't ask for experience, we give it, as the advertisement says. And it provides assistance for college classes. So for some it's a way to get an education they might not otherwise be able to afford.

It's a worldwide company. There are bases in many foreign countries as well as the United States. To some it's a travel agency offering a way to see the world.

It's a hometown company. With positions in recruiting or ROTC, a person could work in almost any town.

What is the Air Force? It's many things to many people. Maybe that's why so many of us are still in -- the Air Force is just what we want. (AFNS)

# Is your degree in winter safety?

By Mary J. McNeely  
351st Strategic Missile Wing Safety Division

WHITEMAN AFB, Mo. -- With the advent of winter, driving skills become much more visible along with the "degrees" we hold. Is your "degree" an H.S., B.S., M.S., or a Ph.D? Try and spot yourself.

H.S. -- The people who possess this degree are the most popular -- they are Highly Safe drivers. These are the people who are prepared for winter driving. They have proper snow tires on their vehicles, a well-charged battery and a good snow/ice scraper.

The best thing of all, though, is that they use the scraper on all their windows before they get ready to go anywhere. They want to be aware of everything that is going on around them as they travel from one place to another.

B.S. -- People with this degree are trying - very trying. These are the Basically Safe drivers. They have snow tires for their

vehicles; they just haven't had a chance to put them on yet. Their battery is pretty good; it usually starts the car unless it has been unusually cold. They have a snow/ice scraper; but they usually start out for where they are going late, so they just take time to scrape their front windshield. They know they won't run into anybody behind them, so why waste time scraping the back window? These people know all the basics they need to know to drive safely in the winter, they just don't quite seem to get around to putting everything they know into practice.

M.S. -- These people are a curious sort. These are the Mostly Safe drivers. They have managed to get their snow tires on their vehicles. Their cars are in good running condition. These individuals know what their snow/ice scraper is for. They do a super job of cleaning off their front windshield, the side windows, and about half of the back windows--the part just behind the driver's seat. They

think that's all you really need to be able to see out of anyway.

Ph.D -- These are the real winners. These are the Peep Hole Drivers. These are the all too numerous people you see driving around with a small hole scraped on the front windshield and a small hole scraped on the back window. They clear just enough to be able to see where they are going, but certainly not much more than that.

The only thing this guy can do is hope everybody else is H.S. and can avoid him. He needs all the help he can get, since he obviously isn't trying to help himself to anything but a lot of trouble.

Do you recognize yourself? Hopefully, you are at the top of the list--Highly Safe. If you didn't find yourself at the top of the list, it might be time to stop and study your winter driving habits. Give yourself the 'third degree' and maybe you can have a good degree, not a Ph.D.(SACNS)

### The Most Creative Job In The World

Courtesy of United Technologies

It involves taste, fashion, decorating, recreation, education, transportation, psychology, romance, cuisine, designing, literature, medicine, handicraft, art, horticulture, economics, government, community relations, pediatrics, geriatrics, entertainment, maintenance, purchasing, direct mail, law, accounting, religion, energy and management. Anyone who can handle all those has to be somebody special. She is. She's a homemaker.



## Medics Corner



Welcome to the "Medic's Corner." This is a new column that will appear in each issue of the RECRUITER featuring contributions by members of the Health Professions Recruiting Team. The "Medic's Corner" will serve as a forum for current Health Professions events and issues of interest to everyone in recruiting.

Plans, programs, problems, progress and Health Professions people are only a few of the topics that you will read about in future issues. The feature is not an exclusive platform for writings of the Headquarters Health Professions staff. All members of the Health Profession team are encouraged to submit articles of interest for all of us to share.

Articles should be submitted to RSH/Medics Corner in the form of one and one-half pages, double spaced, typed

drafts. By-lines will be encouraged, however, final editorial decisions are reserved by RSH and the editor of the RECRUITER.

It is intended that this corner should inform and in doing so it should demonstrate the unique opportunities of Health Professions recruiting. By understanding the current issues critical to Health Professions recruiting, everyone will come to share a new sensitivity for the challenges facing our Health Professions recruiting teams and the Air Force health care delivery system.

Welcome to the "Medic's Corner," glad you could stop by, and we hope that you will visit with us each issue.

*Ronald B. Bailey*

## Air Force Health Care Begins Here



## COMMANDER'S DIAL 3425

Commander's DIAL (Direct Information Action Line) is designed to provide Air Force Recruiting Service personnel with a direct line to the commander. If you have a question, call Autovan 487-3425, Federal Telephone System, (512) 748-3425 or commercial (512) 652-3425. Callers are urged to include their name and telephone number to speed responses.

### Booking when the computer goes off

COMMENT: I have a question concerning booking A & G females when the computer system is down. For example, Nov. 28, the computer was down and we could not book females that are A & G qualified. Any time the computer goes down when we have female A & G applicants on hand in the AFEES, we have to send them home. This can cost the Air Force in excess of \$50 to bring them back. I was wondering if there is something we could do to either pre-book or do whatever is necessary to get reservations on the day they come to the AFEES. REPLY: It seems there is a communications gap between you and us. About three months ago, we initiated a procedure to book A & G females in the manual back-up system. We had, previous to that, been unable to book these applicants in the manual system because we did not have an equitable and fair way of doing it. This has changed and we will be placing a reminder in RSO Happenings on the change.

### ASVAB change

COMMENT: I've been a recruiter for three years and have been 100 percent each year, now I'm having trouble getting qualified people to pass the test. I understand that the criteria for enlistment has been changed, however the scores for job qualification haven't been changed yet or will be soon. In the meantime, our squadron is on 12-hour shifts and I would bet a dollar that no one in the headquarters is working 12-hours to get them changed.

REPLY: I'm not a betting man, but if I were you'd lose. The ASVAB criteria, including the M-A-G-E scores, have received the highest level of attention in the Air Force and many people in the headquarters have worked long hours, including weekends. They all have been as dedicated to getting this issue favorably resolved as have the recruiters. Maybe our frustration level wasn't quite as high as the recruiters, but we have been working very hard and always had faith that resolution was soon to come. You have the M-A-G-E qualifying scores now and the production will soon be back at the FY 80 level. Keep charging - the Air Force needs high quality recruits.

### Card please

COMMENTS: At present, the AFEES Liaison NCO has the authority to book and DEP, but not enlist on active duty, an applicant without a social security account number (SSAN) card. I would like to see this same flexibility for booking in regards to birth certificates. We're not asking to ship an applicant without meeting the requirements at ATCR 33-2, but we do need the authority to book and DEP an applicant from a photostatic copy of the birth certificate and a suspense system to verify the certified copy, the original, or DD form 372 prior to enlistment.

REPLY: While your idea sounds very good, I don't think the requirements should be changed in this case. Improper verification of an applicant's birth certificate (actually his or her citizenship status) could affect an applicant's total eligibility. Whereas, an error on the social security number normally would not. Also, in most cases, if an applicant possesses a copy of the birth certificate, they can procure the original or certified copy. Keep those ideas coming!

### Why no bands?

COMMENTS: I would like to know why Air Force bands are not authorized to play for school dances. They play for ROTC functions but not high schools. We can get more exposure to the types of applicants we are seeking through the high schools. Another question concerns a window card project. We are in dire need of them to put in our window to let people know about the Air Force.

REPLY: The primary reason for not having Air Force bands play for high school dances is that it places them in competition with local union bands. Congress has decreed that our bands will not perform at events for which civilian musicians could have been hired. As far as ROTC dances go, they are authorized to perform for military organizations—that's their primary purpose. ROTC detachments are considered military organizations. However, the members of a band form their own group and contract to play a dance they may do so. They must not represent themselves as members of an Air Force band. As for the Window Card Project, 100,000 of the easel-back window cards with tear-off coupons have been distributed to the field. A FY 81 project calls for a similar number to be sent out in the future.

# Recruiters are 'looking good'

3518th people  
are seen daily  
on WHP-TV

Members of the 3518th USAF Recruiting Squadron are currently "Looking Good" on Harrisburg Television.

Under the direction of Capt. Richard D. Borenstein, the squadron A&P officer, the Harrisburg recruiters, the A&P staff, and two Air National Guard members cut a spot promotion for WHP TV-21, a CBS affiliate in Harrisburg.

Using the facilities of the Penn. Air National Guard at Harrisburg International Airport, the group sang the station theme song "Looking Good Together," while posing in front of a C-130 aircraft.

"The station was running spots showing local members of the community," said Borenstein. "We wanted to show them that the Air Force was also part of that community."

"We had a great time doing the spot," said SSgt. Brad Keefer, office manager at the Harrisburg RO. "It gave us a lot of free exposure in the metropolitan area."

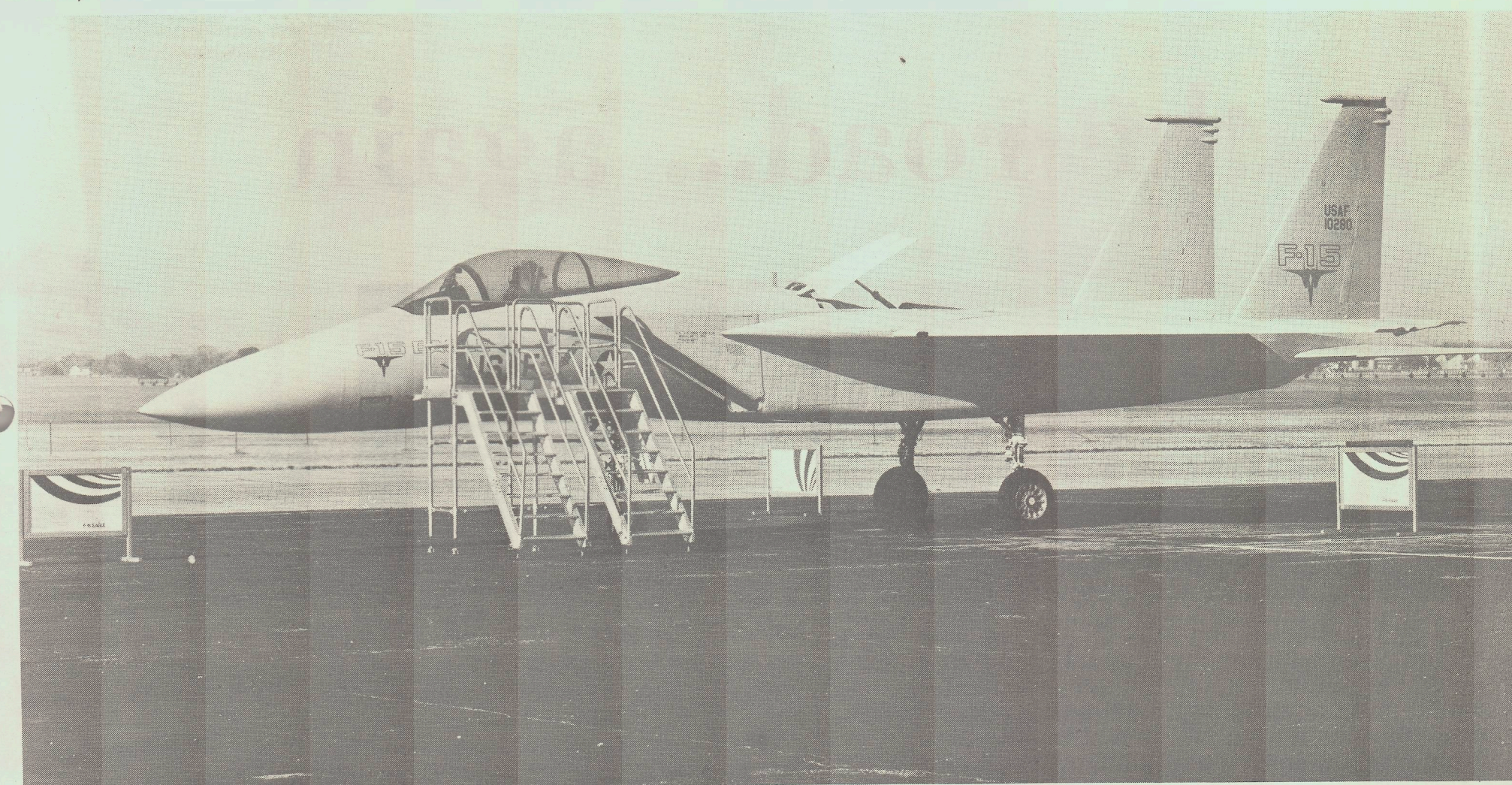
The spot is being aired an average of three times a day for a three month period.



Smile

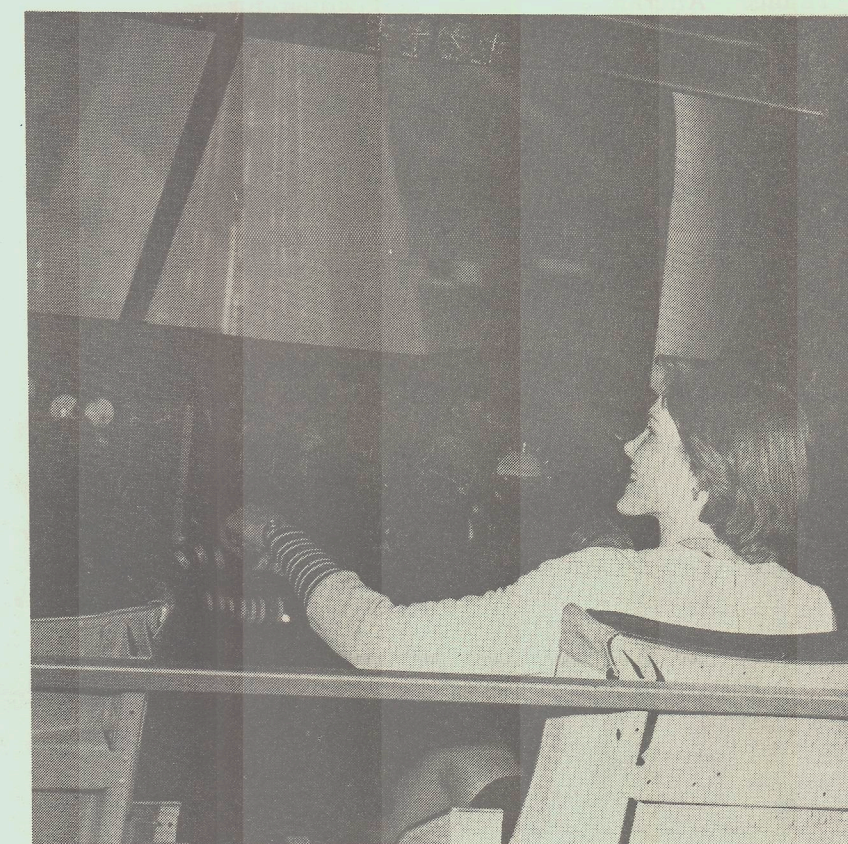
Members of the 3518th Recruiting Squadron taped a station promotional spot for WHP-TV in Harrisburg, Pa. Included in the group are, front row, MSgt. Steve Wrzesniewski, SSgt. Brad Keefer,

SSgt. Ron Mauch; back row, Capt. Rich Borenstein, SSgt. Jim Simmons, TSgt. Don McNamara, SSgt. Ken Kopecki and SSgt. Scott Boise. (Photo by Sgt. Dennis Magdole)



# AFOG

Telling the AF story



A look inside

The presentation inside the AFOG traveling van provides interesting slide shows that can hold the attention of any audience, left, and also allow a young lady to fly, above. This variety is just a part of the job of the Air Force Orientation Group and its crews. They travel the country telling the Air Force story in words and slides. The Orientation Group also provides static displays, top of page, for use at malls and fairs.



# On the road... again

By SSgt. Mike Cundiff  
AF Orientation Group

WRIGHT-PATTERSON AFB, Ohio -- During its 35 year existence, the Air Force Orientation Group (AFOG) has proved to be one of the most useful tools for Air Force recruiting.

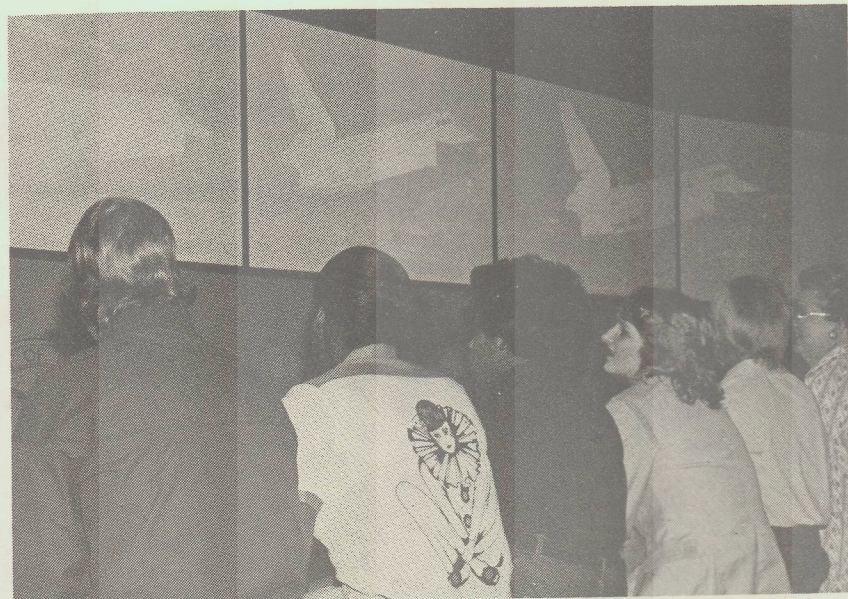
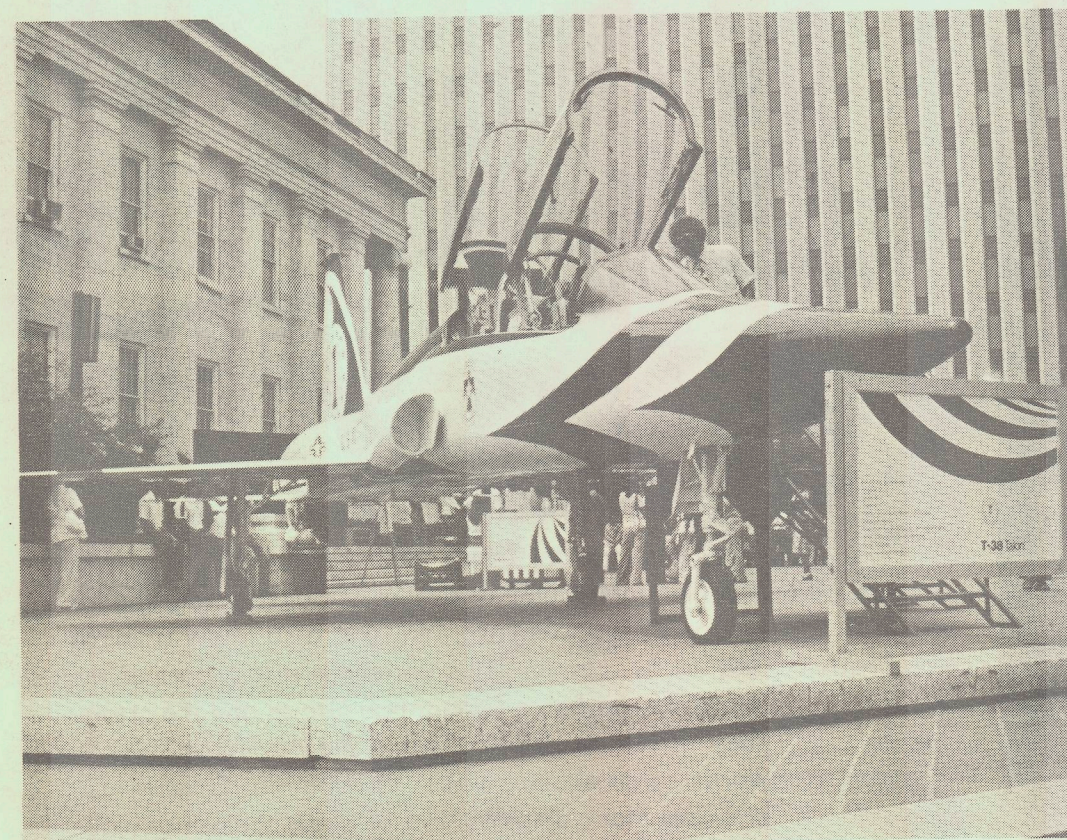
AFOG is charged with telling the Air Force story and supporting recruiting through exhibitry. To accomplish that, the Group works hand-in-hand with the Air Force Recruiting Service.

"I believe the recruiters and AFOGers are highly effective teams and we intend to support recruiting to the extent our budget permits," said Col. Arthur F. Creighton, Jr., AFOG commander. "AFOGers know that most of their TDY has been in support of the difficult, highly-important recruiting mission and they expect it to continue as long as recruiters need and want us."

Operating out of Wright-Patterson AFB, Ohio, AFOG sends exhibits to 1,800 sites each year throughout the continental United States and abroad. An estimated 20 million people see AFOG exhibits each year, about seven million through direct contact. Approximately 500,000 high school students annually visit AFOG theater or cockpit vans. Its exhibit inventory includes everything from art shows to a permanent computer-operated, sensor-controlled educational exhibit in the Chicago Museum of Science and Industry. Exhibits that have proved most useful to recruiters are the aircraft and van shows:

**Aircraft**--AFOG has six full-size active aircraft exhibits, including an F-4 Phantom II, F-15 Eagle, A-10 Thunderbolt II and three T-38 Talons. Aircraft exhibits are best suited for display at major community events and sometimes in mall and shopping center parking lots; however, the A-10 was well received at the University of Florida, Gainesville last year due to excellent planning by the local ROTC officials and recruiters.

One of AFOG's work horse displays is the T-38 Talon, which is used by the Air Force Aerial Demonstration Team, The Thunderbirds. The Group has three of these exhibit aircraft.



The Space Shuttle is used by the AFOG Theater Van as an example of the Air Force of the future.

**Van shows**--AFOG has three different van show presentations. Geared toward high school audiences, the "Thrill of Flight" cockpit vans present two shows simultaneously. In the rear of the van students view a film on Air Force opportunities while students in the front experience flight from an actual B-52 cockpit. AFOG tours two of these during the school year.

The major vehicle for support to high school and college audiences is the theater van. AFOG keeps 10 theater vans on the road through the school year. Each theater van carries two new shows. For the high school audience is "Pioneers of Flight." This 15-minute presentation highlights the progress of American aviation from the beginning of powered flight through today's space age and provides a preview of aerospace plans for tomorrow. It concludes with a brief reference to Air Force people and job opportunities in the Air Force.

"The Leading Edge" is for college audiences, particularly students in engineering or other scientific fields. The 15-minute presentation highlights the research and development programs of the Air Force for the 1980s and 1990s. It demonstrates how the U.S. Air Force is, and plans to continue being, the world leader in military aerospace technology.

When scheduling and publicizing theater vans, recruiters should be careful to keep the shows separate and targeted to the appropriate audiences. "The Leading Edge" will require thorough planning to be effective on college campuses.

A new exhibit that is available in 1981 is "High Technology." It's particularly suitable for audiences interested in science and technology and could be a major vehicle to attract prospective Air Force engineers. "High Technology" features "The Leading Edge" multi-image show inside a superbly-crafted theater, with selected hardware exhibited to further inform viewers about the Air Force of the future. The exhibit should be scheduled for major scientific and technological conferences and engineering schools. Setup and teardown of the exhibit will require two to three days each so normally the minimum display time will be at least four days.

Each AFOG exhibit is an AFOG product. Military and civilian personnel assigned to the Group's Creative Communications Division conceive and design every exhibit. Then they are produced by contractors, all are written and developed by AFOG personnel. The AFOG



Transportation Branch has a crew of highly-skilled, long-distance truck drivers who transport some of the most delicate and demanding loads on the highway. Each military member assigned to the Group has a dual function as a technician in his or her career field and as an exhibitor.

According to CMSgt. Russell Betts, AFOG's operations superintendent, each AFOGer is as much a part of the show as the exhibit itself. "AFOGers are exposed to millions of Americans each year throughout the United States; therefore, our standards are high. Frequently we are the only exposure some people get to the Air Force. They associate our one-time presentation with the Air Force for years. We strive to ensure that that association is favorable.

"To that end, each AFOGer is hand-selected

and receives intensive training on display duty and the particular exhibit he or she accompanies. AFOGers pride themselves in the honesty of the presentation and the appearance of the exhibit and their uniforms."

The formula must work. Letters that pour into the Group almost daily extol the value of the presentations and ask for more.

A letter from Jackson-Milton High School, North Jackson, Ohio reads: "The slide presentation of 'The History of Flight' was very informative, quite interesting, and, quite frankly, one of the finest displays that I have seen in my 12 years in education ... You are more than welcome to come back to Jackson-Milton anytime in the future."

An Air Force recruiter from Newburgh, New



The newest addition to the AFOG gallery of exhibits is "High Technology" display for use at colleges and universities. The

exhibit earned wide acclaim at the 1980 Farnborough International Air Show in England.

York writes: "The various AFOG exhibits have proven themselves time and again to be tremendous in enhancing our recruiting efforts. Over 600 leads, many of which will result in future enlistments, were generated from this tour. The impact of the exhibit was made even more significant by the tireless, unselfish assistance of the two professionals accompanying it ..."

"The success of the AFOG program to support recruiters depends on the individual recruiter," said Colonel Creighton. "The preparations he or she has made before an exhibit arrives are crucial. We need an adequate location, an informed sponsor and publicity disseminated about the exhibit to potential viewers.

"There are certain actions on school tours that we need from recruiters if we are to give them topnotch support. First, we need the sponsor to be fully prepared for our visit, including time, date, parking requirements and a schedule for students to visit the van. Next, we ask them to take the AFOGers to the school, introduce them to the sponsor and show them the parking area. Finally, we ask the recruiter to stay with the van so he or she can benefit fully from it.

"The support AFOGers have received from recruiters has been outstanding, particularly over the past year. The more we've worked together, the better the team work has been."

Commenting about requests for exhibits that are not part of the routine tour programs developed by AFOG and Recruiting, Chief Betts explained that exhibits should be requested through channels six months in advance. AFOG will respond to any request it receives, but requests with less than 60 days lead time are seldom approved. Although certain exhibits are emphasized at certain times, Chief Betts encourages any request for an exhibit that the Air Force could benefit from.

"We encourage recruiters to use us," said Chief Betts. "We don't make a dime if the exhibits sit at Wright-Patterson. Our objective is to display as much as money and people allow. We want as much exposure as possible."

"On the Road, Again," a verse from a popular recording is very appropriate for the AFOG traveling crews who spend most of their time on the highways and byways of America.

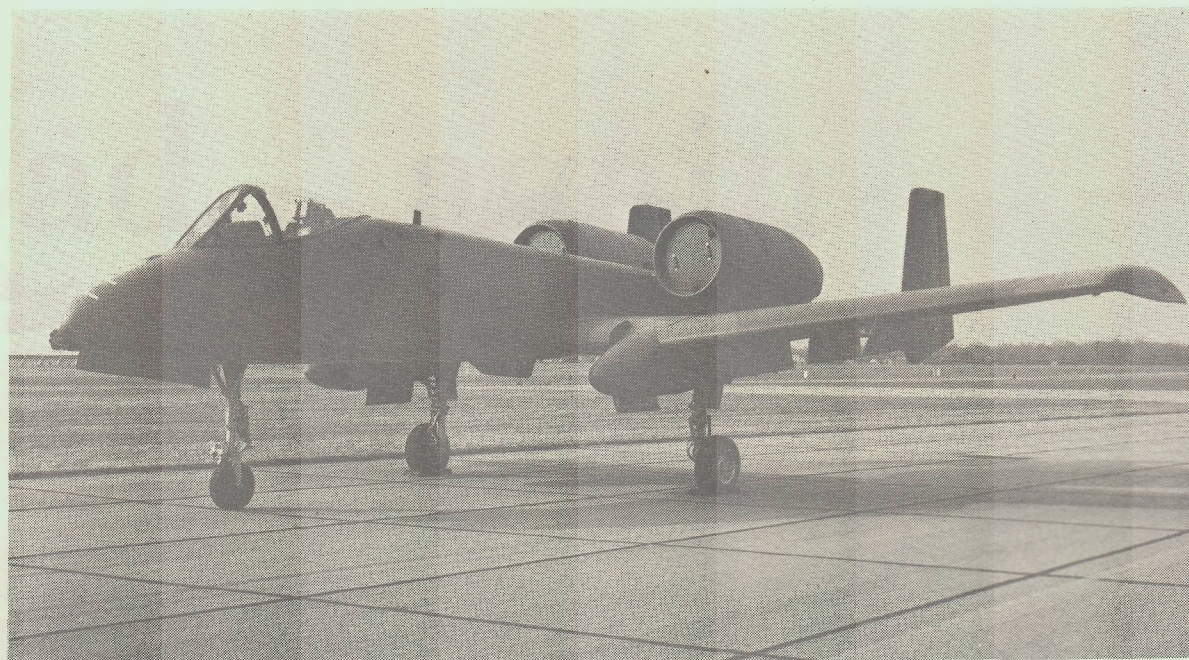


No matter what the age, AFOG exhibits are big draws at each of their show sites, especially the aircraft displays.



### Tank killer

Not one of the prettiest planes in the Air Force inventory, the A-10 Thunderbolt II, is one of the newest and most versatile. This close air support aircraft provides a much needed defense for the Army and Air Force alike.



# Planning needed for success

As an awareness tool, the Air Force Orientation Group program is one of the most important resources available to recruiters.

The distribution of exhibits and some tours are controlled at Headquarters Recruiting Service to insure their fullest utilization in areas needing support. AFOG vans and aircraft are the primary exhibits available, and their schedules vary with the seasons.

Scheduling begins in the late summer when

recruiting is given a list of exhibits to be on tour during the coming calendar year. Numbers and type of displays are based on projected AFOG funds, crews available and condition of the display.

During the period January through May, AFOG theater and cockpit vans tour the southern and coastal areas of the country, while September through December are set aside for areas more affected by snow and ice. The distribution of

vans to the various recruiting groups, is based on these climatic conditions.

While vans are excellent tools for bringing the Air Force into high schools and universities, AFOG aircraft exhibits give recruiters a means for reaching the general public, especially during the summer when schools aren't in session.

Through a listing of major events provided by each group, aircraft tours are scheduled by Recruiting Service to reach the most number of people possible. Tours into locations having no everyday Air Force awareness and areas generating low recruiting numbers are given consideration for the schedule.

A single aircraft tour may last five months and be seen at several state fairs and civic celebrations. This same display might also travel from one coast to another and be viewed by more than five million spectators.

### Artistic

The Air Force is not all aircraft and high technology, there is art everywhere. The Air Force Art Collection is seen by thousands in its travels around the country as a part of the Air Force Orientation Group. The paintings are done by civilian and military artists with the Air Force as the theme.



### Teamwork

Working together, recruiters and AFOG crews make the visit of an exhibit a special event. Appearances at high schools, colleges and in local shopping centers, take plenty of coordination and cooperation between the crew and the recruiter.

## CHAMPUS:

(This is the ninth in a series of articles in the Uniformed Services Health Benefits Program. This article discusses effects of having double coverage in the CHAMPUS Program. Check with your CHAMPUS Advisor for the latest information on specific CHAMPUS questions).

Double coverage means a CHAMPUS beneficiary is entitled to other insurance or medical services by law or through employment or through an organization of which the beneficiary is a member or through student status. It includes such entitlements by reason of being retired from a group or organization. Double coverage further mean that the beneficiary has other entitlements that duplicates CHAMPUS benefits in whole or in part.

If you have any other health benefits coverage and that coverage is provided through employment, through an association, through student status, or by law, CHAMPUS cost sharing procedures are affected. In many instances, the impact of double coverage on dependents of active duty service members is different from the impact on other beneficiaries. A determination as to who has primary responsibility for payment is made on a case-by-case basis by CHAMPUS representatives and representatives of the other program or plan. This determination usually is made after CHAMPUS payment have been made and is a

## Colonels receive early present

Three lieutenant colonels in Recruiting Service received an early Christmas present last month when it was announced they had been selected for promotion to temporary colonel.

Lt. Col. William Britz, commander of the 3533rd Recruiting Squadron, Patrick AFB, Fla.; Glen Gardner, chief of the Recruiting Service Sales and Management Training Division; and William McKinsey, chief of the Recruiting and Analysis Division, were notified of their selection in early December.

The three will receive their promotion according to their line numbers.



### Nametags

TSgt. George Rheam, 3518th Recruiting Squadron, places an Air Force nametag on a child attending the 1980 Bloomsburg Fair. Over

6,000 nametags were given to parents to help identify their children if they became lost. (Photo by SSgt. Phillip Boise)

## Double coverage causes some problems in filing

matter between CHAMPUS and the other program or plan. In most cases, the active duty dependent does not get involved except to provide CHAMPUS with sufficient information concerning the double coverage program or plan.

Rules governing double coverage do not apply to Medicaid, to privately purchased non-group coverage, to a plan specifically designed to supplement CHAMPUS benefits which reimburses for deductible and copayment expenses not paid by CHAMPUS, to care received in Uniformed Services medical facilities, or to income protection policies that pay a fixed sum per day, week, or month while the beneficiary is disabled.

For beneficiaries other than active duty dependents, CHAMPUS is usually the last payer. Some CHAMPUS beneficiaries have entitlement to another Government Medical program which creates double coverage through law. The four most common examples of double coverage through law are Medicare, Medicaid, Veteran's Administration Program, and Workmen's Compensation. When the spouse or child of an active duty servicemember becomes entitled to Medicare, that program's benefits must be used before CHAMPUS payments enter the picture. If a person is eligible for Medicare as well as CHAMPUS benefits, CHAMPUS pays its benefits first.

Expenses for medical care related to military

service-connected illness or injury are covered either by CHAMPUS or the Veterans Administration. Veterans have a choice of VA or CHAMPUS for service connected disabilities.

Expenses for medical care related to job-connected illness or injury that are paid by a workmen's compensation program or can be paid by such a program are not covered by CHAMPUS. Individuals must apply for benefits in such cases under the applicable workmen's compensation law. No CHAMPUS benefit is payable unless the workmen's compensation medical benefits are exhausted. If exhausted, regular CHAMPUS benefits become applicable.

When double coverage exists, a CHAMPUS beneficiary does not have the option of waiving benefits under the other plan or program in order to be paid full CHAMPUS benefits. The beneficiary must apply for benefits under the plan or program that has been determined to have primary (first pay) or sole responsibility (i.e., workmen's compensation).

When it is determined after payment is made that CHAMPUS benefits were paid in error in a double coverage situation and the other plan or program should have paid first or had sole responsibility, recoupment action will be taken. Providing incorrect or incomplete double coverage information may constitute a basis for finding the CHAMPUS claim to be made fraudulently. This could necessitate legal action by the Government against the claimant.

## Recruiter keeps kids straight at fair

Lost children were not a problem at the 1980 Bloomsburg Fair, thanks to the local Air Force Recruiter.

TSgt. George Rheam, of the 3518th Recruiting Squadron provided more than 6,000 Air Force identification tags for use by fair officials to assist in identifying lost children.

The Bloomsburg Fair, the largest annual fair in Pennsylvania, attracts over 300,000 people each year. Lost children in the open fairgrounds had always presented a major problem for the Fair's sponsors.

Sergeant Rheam suggested using the Air Force tags as a public service.

Announcements were made throughout the course of the Fair, advising parents that name tags were being made available courtesy of the U.S. Air Force.

"The tags made it extremely easy to reunite lost children with their parents," said Sergeant Rheam.

In addition to the publicity generated by the tags, a T-38 "Talon" aircraft from the Air Force Orientation Group was also on display.

"We had about 16,000 people a day look at the T-38," said Rheam. "We're hoping to get the F-15 here next year. The 1980 Bloomsburg Fair not only increased Air Force awareness in Pennsylvania but it also saw the Air Force keeping families together."



## HONOR ROLL

### 12 or More Club

This category recognizes those recruiters who enlisted 12 or more NPS on active duty for November.

	EADs	Sq/Flt.
TSgt. James F. Dacier	22	62A
SSgt. Charles H. Roberts	18	32E
TSgt. James A. Bethea	15	31E
TSgt. George S. Bell	13	62A
SSgt. James C. Cheek	13	13F
SSgt. Paul D. Godleski	12	35A

### 12 or More Net Reservations

This category recognizes those recruiters who obtained 12 or more Net Reservations for November.

	Net Res.	Sq/Flt
TSgt.Gean E. Dehart	16	37B

### 150 Percent Club

This category recognizes flights and their supervisors who met or exceeded 150 percent of their monthly EAD goal for November.

	Goal/Acc	Percent	Sq/Flt.
MSgt. Robert E. Jacques	24/45	188	13F
MSgt. Walter G. Jones	17/31	182	11D
MSgt. Gerald M. Yochim	42/73	174	31C
MSgt. Peter N. Kyrimes	23/39	170	14C
MSgt. Robert J. White	21/35	167	41C
SMSgt. Delmer K. Best	28/45	161	37F
MSgt. Howard R. Dubiel	25/40	160	35D
MSgt. John C. Newberry	23/36	157	43D
MSgt. John W. Hege	30/47	157	32C

### 200 Percent Net Reservations

This category recognizes recruiters who met or exceeded 200 percent of their quarterly NPS Net Reservation goal for July to Sept.

	Goal/Acc	Percent	Sq/Flt.
TSgt. William T. Leamy	12/27	225.0	19B
TSgt. Howard W. Wright	8/18	225.0	69F
SSgt. Louis C. Oliver	8/18	225.0	41C
TSgt. Ozell Jones	13/29	223.0	33A
MSgt. Jack W. McDuffie	9/20	222.2	37C
MSgt. Wayne S. McDonald	9/20	222.2	19H
SSgt. James L. Lepant	9/20	222.2	11A
TSgt. Charles M. Lemley	9/20	222.2	11D
TSgt. Gean E. Dehart	14/21	221.4	37B
TSgt. William M. Lunsford	10	220.0	45C
SSgt. Edward S. Porter	10/22	220.0	18G
TSgt. Joseph R. Duffy	10/22	220.0	51F
SSgt. Danny C. Caldwell	10/22	220.0	54B
SSgt. Edward L. Murrell	11/24	218.2	15A
MSgt. Robert W. Smith	11/24	218.2	32C
MSgt. Roy G. Hassinger	6/13	216.7	68C
SSgt. Donald E. Nollinger	12/26	216.7	67C
Sgt. Bonnie R. Smith	12/26	216.7	51B
SSgt. Edward C. Wilcoxen	12/26	216.7	53C
TSgt. Raymond Douglas	12/26	216.7	39A
TSgt. Braxton K. Craft	13/28	215.4	31C
MSgt. Grady E. Smith	13/28	215.4	33G
SSgt. Charles A. Kelly	13/28	215.4	52C
Sgt. Jeffery W. Johnson	13/28	215.4	19D
TSgt. Woodrow Howard	14/30	214.3	62F
SSgt. Bernard P. Schmidt	14/30	214.3	54B
SSgt. Arthur M. Cooper, III	14/30	214.3	31D
TSgt. Jerry E. Hyatt	16/34	212.5	53A
SSgt. Randolph D. Hendricks	9/19	211.1	54E
TSgt. Michael K. Downey	9/19	211.1	55D
TSgt. Edgar H. Kennedy, Jr.	9/19	211.1	51E
Sgt. Vera J. Castro	9/19	211.1	41A
SSgt. James W. Westgate	9/19	211.1	49D
SSgt. Kenneth D. Corder	9/19	211.1	45B
SSgt. Curtis B. Keffer	9/19	211.1	18A
TSgt. John M. Popovich	10/21	210.0	11A
SSgt. Donald L. Robertson	10/21	210.0	69E
SSgt. Clarence W. Mabry	10/21	210.0	66B
TSgt. Robert A. Goines	10/21	210.0	50A
SSgt. William L. Achors	10/21	210.0	50B
SSgt. Robert J. Biggs	10/21	210.0	50E

SSgt. Howard J. Coleman	10/21	210.0	54E
TSgt. Stephen F. Austin	10/21	210.0	51E
TSgt. Russell L. Crick	11/23	209.1	67C
TSgt. William C. Bradley, III	11/23	209.1	67C
TSgt. Richard C. Garrison, Jr.	11/23	209.1	69F
SSgt. Gerald L. Bell	11/23	209.1	32D
MSgt. Gary L. Yuill	11/23	209.1	39F
TSgt. Ronald K. Pearson	12/25	209.1	39E
TSgt. Russell R. Fitzgerald	12/25	208.3	37F
TSgt. James D. Vennen	12/25	208.3	52D
SSgt. Joseph K. Dunleavy	12/25	208.3	15A
SSgt. John D. Deluryea	12/25	208.3	49D
SSgt. Ronald T. Derfler	13/27	208.3	43F
TSgt. Charlie Crawford	13/27	207.7	31D
Sgt. Ronald I. Howell	13/27	207.7	33F
TSgt. Thomas C. Farrell	14/29	207.1	33A
SSgt. Gary F. Morris	11/22	207.1	39F
Sgt. Ronald F. Clardy	13/26	200.0	31B
TSgt. Ronald E. Woodruff	15/30	200.0	32C
TSgt. Stanley G. O'Neil	12/24	200.0	33A
TSgt. Carl W. Beall	11/22	200.0	33C
SSgt. Donna J. Farr	13/26	200.0	33C
TSgt. Kenneth G. Davenport, Jr.	14/28	200.0	49D
TSgt. James T. Burns	12/24	200.0	41A
TSgt. Kenneth R. Smith	12/24	200.0	41C
SSgt. Johnnie D. Hood	10/20	200.0	49C
SSgt. Franklin E. Keisler	9/18	200.0	45D
SSgt. Harry O. Komprood	12/24	200.0	43D
Sgt. Dennis S. Vandyk	4/8	200.0	42A
SSgt. John R. Hazzard	11/22	200.0	15E
Tsgt. Joseph F. Frustaci	11/22	200.0	18H
SSgt. Richard E. Short	8/16	200.0	15B
TSgt. Robert W. Barclay	12/24	200.0	15F
TSgt. Peter J. Flynn, Jr.	10/20	200.0	11D
SSgt. John F. Malkowski	14/28	200.0	16CB
TSgt. Wayne R. Cormier	13/26	200.0	16D
SSgt. Robert A. Labrie, Jr.	12/24	200.0	19A
MSgt. Edward J. Searcy	14/28	200.0	19D
SSgt. Donald B. St. Louis	14/28	200.0	19F
TSgt. Carl J. Davis, Jr.	9/18	200.0	50C
TSgto Romulo Ramos, Jr.	10/20	200.0	50D
SSgt. Gary M. Absher	11/22	200.0	50D
SSgt. William M. Stines	10/20	200.0	50D
SSgt. Richard A. Scott	10/20	200.0	50E
SSgt. Anthony L. Brackins	10/20	200.0	50E
TSgt. Donald L. A. Stratton	9/18	200.0	50D
SSgt. Paul G. Kukla, Jr.	15/30	200.0	52A
SSgt. Lawrence M. Gatti	3/6	200.0	52A
SSgt. Marianne Rabbat	11/22	200.0	53B
SSgt. Mark K. Wood	9/18	200.0	53E
SSgt. Gary J. Treumer	10/20	200.0	54E
SSgt. James A. Stewart	9/18	200.0	62A
MSgt. Oliver W. Lacey	9/18	200.0	62B
MSgt. Charles F. Dale	12/24	200.0	62C
TSgt. Carlos A. Calkins	5/10	200.0	62A
TSgt. Michael G. Alexander	3/6	200.0	68B
SSgt. Tully D. Taylor	6/12	200.0	68D
TSgt. Michael Tarango	10/20	200.0	67E
Sgt. Luis C. Armendariz	9/18	200.0	66B
TSgt. Kenneth R. Andrews	8/16	200.0	69B
SSgt. Alain P. Gerlinger	8/16	200.0	69D
SSgt. Thomas I. Payne	12/24	200.0	69A
TSgt. Ronnie E. Thomas	8/16	200.0	69A
SSgt. Daniel L. Hagans	11/22	200.0	69F

### Lost, but found

The following names were inadvertently left out of the September and October Honor Roll.

	Net Res.	Sq/Flt.
SEPTEMBER		
SSgt. Charles E. Williams	18	35E
MSgt. James C. Thompson, Jr.	17	35A
TSgt. Jimmie L. Manning	17	35C
SSgt. Paul D. Godleski	14	35A
OCTOBER		
	EAD	Sq/Flt.
TSgt. Larry C. Rood	13	35E
MSgt. Edward W. Workman	12	35G
SSgt. Paul D. Godleski	12	35A

If your name was inadvertently left off please contact MSgt. Miller, RSMAC at Randolph AFB, TX. Autovon - 487-5557, FTS 748-5557.

# Trends offer training insight

By SMSgt. Howard P. Howard Jr.  
Recruiting Service Training Team

Traveling around the country visiting numerous squadrons and flights, we have seen many forms of management with varying degrees of success. We would like to share some of the major trends that are found at both the flight and squadron level.

### AFRO inspections

Flight supervisors and squadron superintendents need to increase the frequency and thoroughness of office inspections. Recruiters sometimes have a tendency to get so wrapped up in numbers, they forget (or don't take the time) to do those little things: like maintaining PIRs, recording follow-up dates, documenting their work effort, etc. We would urge all supervisors and superintendents to become more proficient in office inspections. That is the only way managers can keep their fingers on the pulse of activity.



### The collection

Everything from a Presidential Patch, above, to several 'fun' patches are included in Sergeant Sproul's collection. The growing hobby is an ice breaker for new applicants who come into his office and are also a prize few people in the Air Force own. The patch collection continues to grow by mail.

### High school programs

Most high school programs are found to be routine supply visits rather than productive face-to-face encounters with applicants. Normally, that's because the flight supervisor hasn't taken the time to actually accompany the recruiter on one or more of his school visits to demonstrate the most effective approach. Recruiters need the initiative and determination to make their high school program a primary source of applicants.

### Refinement

This is an item that has always been a center of much discussion. We have found refinement to be unsatisfactory, both in effort and results in about 90 percent of the AFROs we visit. When the dust settles, it comes down to this; few recruiters or flight supervisors are truly excited about telephone prospecting. This puts the supervisor in a dilemma regarding a training deficiency. The alternative is to obtain outside expertise, which many supervisors are reluctant to do. However, positive action must be taken to

prevent recruiters from becoming discouraged. Lead refinement is absolutely essential to quality recruiting.

### Communications

Effective communications is a product of attentive listening, followed by action. Strange as it may seem, in a business where we use our tremendous skill in communications to produce marks on the wall, we often fail miserably with the very people who put those marks on the wall. Although we've all heard it so many times, it constantly needs to be emphasized--to listen, not hear, but listen to what your people are saying--and to what they are not saying. Finally, if necessary take immediate positive action to assist or solve a problem. Easy? No, but definitely a necessity. It's kind of like picking apples: Better to pick them when they're ripe, than to cut away the bruises after they've fallen to the ground.

In the end, an old saying says it best, "A man's judgement is no better than his information."

# Patches break the ice in '55th

By Capt. Jeff G. Wartgow  
3555th Recruiting Squadron

MANITOWOC, WI -- With pride, SSgt. Dean Sproul points to a blue patch with the Presidential Seal embroidered on its surface. This is but one of the rare and difficult patches to obtain that the 3555th Recruiting Squadron recruiter proudly displays in his Manitowoc, WI AFRO. "Out of all the patches in my collection, I've only had to buy one. The rest of them I've been able to talk with the various squadron members about my patch collection and most pull a patch right off their uniform on the spot," said Sergeant Sproul. "People are always anxious to spread the word about their own individual squadrons", he added. The collection, which he maintains in his recruiting office, serves as a conversation "ice breaker". "The patches are interesting to look at and immediately give us something to talk about, whether it be the person considering joining the Air Force or a veteran who stops by for a chat", he said.

Sergeant Sproul obtained most of the patches while assigned to the Thunderbirds. "Everytime we'd go to a showsite I'd see new patches. It was fairly easy to get them because the topic of patches usually came up. They always wanted a T-Bird patch and thought they could trade. But I had to explain that all of the Thunderbird patches are registered and accountable. When I told them I couldn't give them mine, they usually gave me theirs anyway", he said.

Apparently modern day use of patches stems from the feudal period when knights traveled the countryside and bore their coat of arms on their shield so others would know the region and castle they came from. "Military unit designations are pretty much an outgrowth from that. Each patch tells the story of the unit and is a symbol of pride among its members", he said.



# CROSSFEED

## Reprint coming

As a special feature of this issue, Air Force Orientation Group insert (pages 7 to 10) will be reprinted and distributed to field recruiters in early February. It's designed as a sales aid for recruiters scheduling AFOG in local school and community events. Take a look and try it.

## Gen. Allen praises AFRAP

The importance of the Air Force Recruiter Assistance Program was stressed by Gen. Lew Allen Jr. in a recent message to major command commanders.

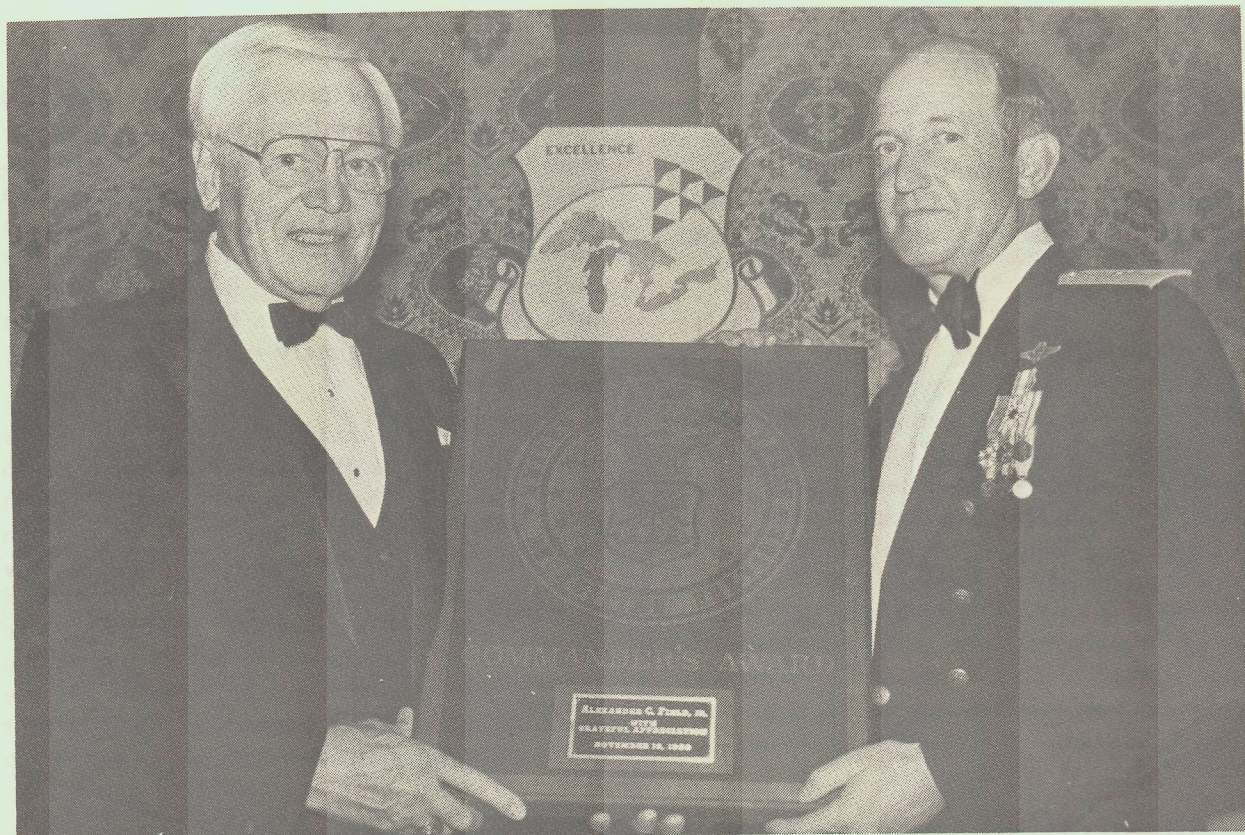
"The Air Force Recruiter Assistance Program is helping the Air Force meet its all-volunteer force requirements with high-quality young men and women. Included in the 84,000 people who entered the Air Force during fiscal '80 were some 71,800 volunteers without prior military service -- 100 percent of the fiscal '80 objective," the Air Force chief of staff said.

"However, the numbers of enlistees the Air Force needs to recruit in fiscal '81 are even higher. Our recruiters will seek approximately 78,000 young people without prior service, 3,960 officer trainees, 1,340 health professionals, 4,800 prior-service members and 2,000 Reserve and Guard referrals. The challenge is great but our recruiters can meet that challenge with your help."

AFRAP helps tap the full potential of the Air Force in support of the recruiting mission, said General Allen.

"I fully support that effort. I urge all wing and base commanders to work with area recruiters to develop programs which fit the needs of the local mission and community and to become more deeply involved in Air Force recruiting. Recruiters need our help today. The future of the Air Force depends on the quality of today's recruit. Recruiting is a responsibility of every Air Force member."

According to Capt. John A. Meyer, chief of the Air Force Recruiter Assistance Program, Headquarters Recruiting Service, "AFRAP is a proven performer. During FY80, AFRAP support to recruiting was significant and during FY 81 that trend is continuing. The base Recruiting Liaison Officer or NCO can give very tangible support to the local recruiting effort. Recruiters should continue to tap this valuable resource."



Honors

Brig. Gen. Keith D. McCartney, Recruiting Service commander, presents the Commander's Award from Recruiting Service to Al Field, Air Force Association Man of the Year and past AFA Great Lakes Region National vice president.

The award was presented for Mr. Field's contributions to the Air Force recruiting mission in the area. Mr. Field is corporate vice president for community affairs WGN Continental Broadcasting Co. in Chicago. (Photo by MSgt. Will Tarno)

## Joint mailout previewed

The Joint Recruiting Advertising Program (JRAP) will make a direct mail drop to some 500,000 young men between 19 and 20 years of age, who registered with the Selective Service. The drop will be made this month to those who said they had no objection to recruiters contacting them.

A preview of the drop was made to all Air Force Recruiting Groups, Squadrons, Offices and AFEES on Jan. 5.

The names of the individuals who respond to the mailing and request information of the Air Force, will be processed through the Opportunities Center in the same manner as national leads. In addition, lead tracking and lead management cards will indicate the "Selective Service Registration" as the media generating the lead.

According to Recruiting Service officials, "These leads should be prime candidates for enlistment into the Air Force."

## New 3503rd deputy tops officer grads

Lt. Col. Edward W. Jackson Jr., the new deputy commander of the 3503rd Recruiting Group, was named the Honor Graduate of the most recent class to complete the Recruiting Officer Course at Lackland AFB, Texas.

Other graduates of that class and their assignments are: 1st Lt. Donald W. Palen Jr., 3516th Recruiting Squadron; 1st Lt. Edward M. Oglesby, 3533rd RSq.; Capt. Robert J. Alwell and Eugene G. Gunderson, 3542nd RSq.; Capt. Jimmy C. Brown, 3546th RSq.; 2nd Lt. Alan K. Peissig, 3551st RSq.; Capt. James R. Raudy, 3566th RSq. and Lt. Col. Ralph Elikan, Headquarters Recruiting Service.

## Recruiter sees double, works twins into A F

LEVITTOWN, NY - How do you double your recruiting production? One way is to enlist twins. TSgt. Robert Hite did that recently and found it is a highly productive way to do business, when he enlisted identical twins Jean and Jayne Rastelli.

"When I first received a phone call from Jean (or was it Jayne?.) I made an appointment for 'her' to come to my office," explains Sergeant Hite. When they both walked through the door, he began to wonder whether the intense pressure of his first year in recruiting was taking its toll.

In addition to the obvious advantage of obtaining two reservations simultaneously, he quickly discovered other benefits as well. His sales presentation was needed only once and their case files were virtually identical. Possibly the most valuable result of the Jean/Jayne enlistment, was subsequent local publicity.

Prior to entering the Delayed Enlistment Program, Jean and Jayne appeared in a local promotional television spot with Don Imus,

reputed to be the most popular radio DJ in the New York City area. Of more than 2,000 sets of identical twins who applied for the spot and 33 auditions, Jean and Jayne were selected with about eight other pairs. The spot has been televised for over two months, which has brought a measure of local fame to the young women.

Sergeant Hite has taken advantage of this natural blessing by providing news releases, with photos, to all of his local newspapers. Additionally, Jean and Jayne have become effective influencers in the area, talking to other young men and women about the advantages of Air Force enlistment.

How does Sergeant Hite keep track of which twin is which? That is a carefully guarded secret, but he claims that he can tell the difference. He also claims that having twins in the DEP helps his recruiting efforts. He must be right because his current production (immediately following the twins' enlistment) stands at 180 percent. "Seeing double," he says, "is no trouble."

### Double vision

Seeing double was a problem for TSgt. Robert Hite, 3514th Recruiting Squadron recruiter, when he first met two recent DEPers, Jean and Jayne Restelli. The two young ladies appeared in a television promotional spot for a local disc jockey and were soon recruited.



## HERE 'N THERE

### Family tradition

The Koppang family of Richardson, Texas, have made the Air Force a family tradition and are helping SSgt. Gil Rael, 3544th Recruiting Squadron recruiter, make his goal.

The first family member with Air Force service was the father, Robert, who served eight years as a radar specialist. Oldest son, Roger, is presently a photo specialist in South Carolina and daughter Cheryl, is a second lieutenant in Oklahoma City. Her husband, Steve, is also on active duty as a computer specialist.

Son Jeffrey is a fire protection specialist at Clark AB, Phillipines and has been in the Air Force for two years. Next is daughter Linda who is presently awaiting her opening to Officer Training School.

"Why break a family tradition?" That's what Bret felt when he and his new bride went looking through the classifieds for a job. Bret will leave for Basic Training this month also.

Sergeant Rael says the unique thing about the Air Force is that it can offer something for everyone, no matter how varied their interests.

### Honoring those who serve

Maj. E. J. Gannon, 3542nd Recruiting Squadron commander, was on hand recently, to honor the 10th Anniversary of The Serviceman's Center, Minneapolis/St. Paul International Airport. The major presented a plaque of appreciation to the center for its outstanding support of American service men and women.

### Outstanding grad

TSgt. James R. Tobin, 3501st Recruiting Group, was honored recently upon his graduation from the Air Training Command Noncommissioned Officers Academy. He was selected for the Distinguished Graduate Award in Class 81-2. The award is presented to those students who graduate in the top 10 percent of their class.



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# Touching bases is 'the name of the game'

By TSgt. Jim Nylund  
3551st Recruiting Squadron

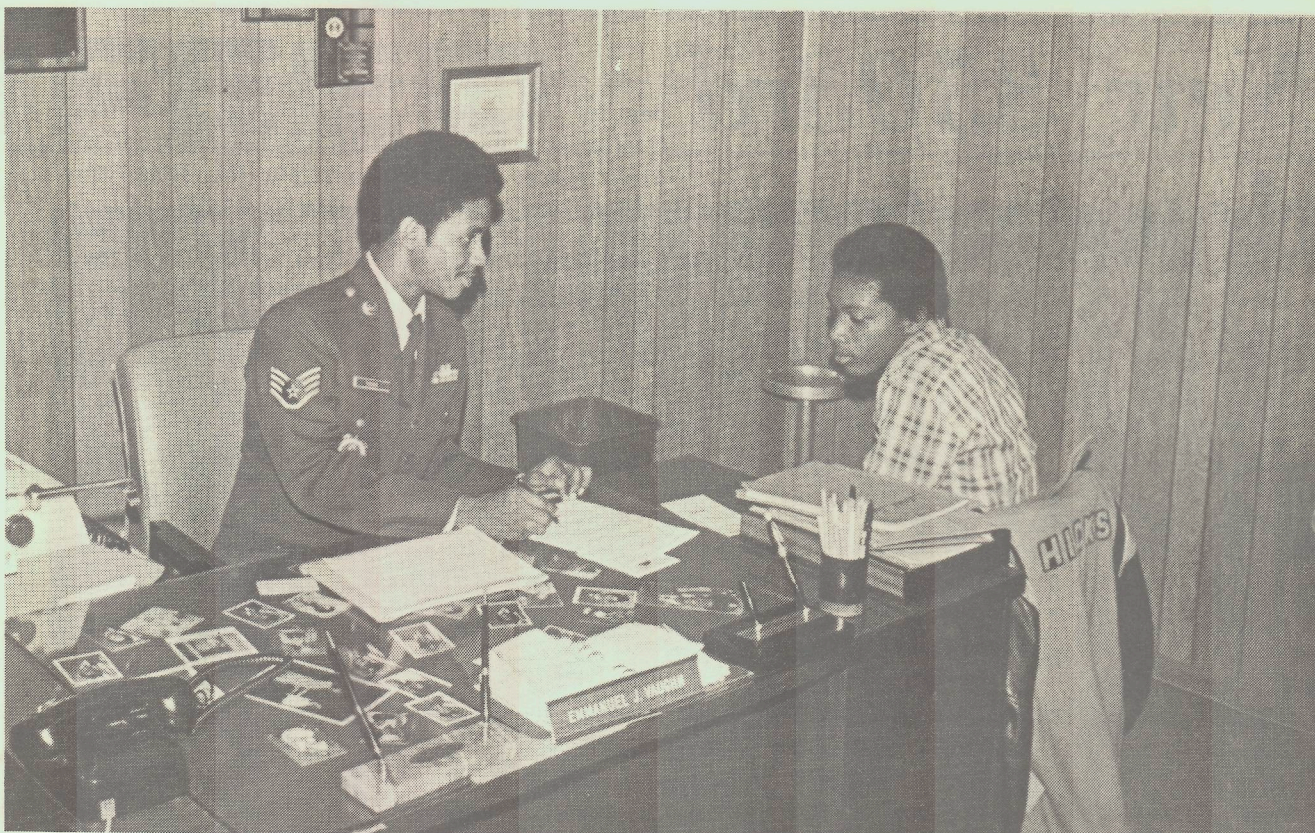
You've got to touch all the bases, if you want to score the runs. Combine this attitude with honesty and integrity, you now have the secret ingredients to SSgt. Mannie Vaughn's recipe for success.

Sergeant Vaughn, a Gary, Ind. recruiter for the 3551st Recruiting Squadron, earned the coveted gold badge for the second time. He was the Top Recruiter for the '51st in FY-79 and is Top Recruiter in the '05th Group for FY-80. In FY-79 he was 178 percent of his Net RAN Goal; in FY-80 he went 228.6 percent on NRGs and 211.6 percent on active duty enlistments in the non-prior service category.

During the past two years Sergeant Vaughn has put well over 160 people in the Blue Suit. His "whole-man" concept of recruiting also earned him the ATC Professional Performer Award in October. According to TSgt. Aaron Schomber, Sergeant Vaughn's flight supervisor, "This guy is everything a supervisor could ask for -- and then some".

Part of Sergeant Vaughn's success is attributed to his deep commitment to the people of his hometown of Gary. His involvement includes being a Cub Scout Pack Leader, assisting various coaches on high school athletic teams, and participating in every parade in his area. He is a firm believer in "see and be seen".

"Mannie has one of the better A&P programs that I've seen, combined with an excellent school program," Sergeant Schomber said. Sergeant Vaughn was also involved in a program to earn time on a kidney dialysis machine for a young person located in a nearby hospital. This involved collecting cigarette wrappers in an incentive donor time program. By putting the "word" out he received assistance from many of the members of his squadron and community.



## 1st Base

Working his schools, leads and perpetuation as well as other valuable recruiting tools, have made SSgt. Mannie Vaughn successful in his

profession. Talking to young people is one of the most valuable of these and Sergeant Vaughn uses it to its fullest. (Photo by TSgt. Jim Nylund)

## Sgt. Kellum earns ATC photo honors

TSgt. Buster Kellum, NCOIC of the Creative Photographic Branch, Directorate of Advertising and Publicity, Recruiting Service Headquarters, was honored for his work during the recent Air Training Command Photography Contest.

Sergeant Kellum's black and white portrait of Robert Blake, chief of the Creative Art Branch, Directorate of Advertising and Publicity, was selected for first place in the Black and White People Category, and was also named for the Best of Show Award in the competition.

He also received eight other awards from the ATC competition. Several of his winning entries were forwarded to the Air Force Photo Contest.

Sergeant Kellum earned an Honorable Mention for one of his entries in the 1979 Military Photographer of the Year competition.



## First

Lt. Col. Raymond Hunter, 3554th Recruiting Squadron commander, presents a special memento to Michael A. Meerschaert, the first person to enter the Air Force's College Senior Engineer Program. The ceremony took place at the Detroit AFEES last month. Meerschaert will enter the Air Force as

and Airman First Class and serve at his college until graduation at which time he will attend Officer Training School and become an Air Force engineer. The new program is worth approximately \$7,000 to qualified engineering seniors. (Photo by 2nd Lt. Gerald Yapple)

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