

# The Air Force RECRUITER

Vol. 28 No. 7

USAF Recruiting Service, Randolph AFB, Texas

August/September 1982

## Royal week greets 13F



MSgt. Bobby Jacques, flight supervisor for Flight 13F, shakes hands with Gen. Thomas M. Ryan, Air Training Command commander, on the flight's arrival at Randolph AFB. Also on hand to greet the Blue Suit winners were members of the San Antonio Greeters. (Photo by MSgt. Buster Kellum)

**Welcome**

From the time they stepped off the plane on Monday, Aug. 2, until their aircraft departed Randolph AFB, the men and women of Flight F, 3513th Recruiting Squadron, the winners of Operation Blue Suit IV, were treated like royalty.

The members of Flight F include: MSgt. Bobby Jacques, flight supervisor, and his wife Bobbie; MSgt. Michael W. Twaroski and his wife Diane; MSgt. Charles F. Tache Jr.; SSgt. Mark W. Linderman and his wife Susan; SSgt. Richard A. Denault and his wife Judy; SSgt. Eugene D. Kelley and his wife Susan; and Cathy Finkel, flight secretary.

On hand to greet the flight were Gen. Thomas M. Ryan Jr., commander of Air Training Command; the San Antonio Greeters, a group of men and women from the local area who serve as official greeters for the city; several members of the Greater San Antonio Chamber of Commerce, an Air Force Honor Guard; and nearly 100 members of the Recruiting Service Headquarters staff. Upon their arrival the ladies of the winning flight received corsages from the Randolph NCO Wives Club.

After shaking hands with all the well-wishers, the Blue Suit Flight was driven to the Lone Star Brewery for a tour and lunch. On hand for the tour was Bill Roth, director of Public Relations for the brewing company, and one of the major supporters of Operation Blue Suit.

Arriving at their hotel, the Hyatt Regency in downtown San Antonio, the flight checked into their rooms and were greeted with a fruit basket, courtesy of the National Headquarters, Noncommissioned Officers Association. That evening the flight toured the Riverwalk that ran right outside their hotel's front door. Following the tour the flight had dinner at the Little Rhein Steak House, co-hosted by the Alamo Chapter of the Air Force Association and Recruiting Service.

**Continued on Page 6**

## 'Joe K' bids farewell

I'm saying farewell to all Recruiting Service men and women as an active member of the team, but I will always be with you in thought and spirit.

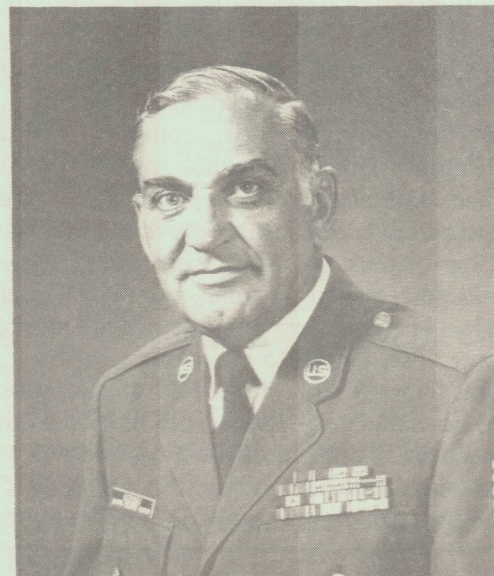
As I embark on a new career, I have very mixed emotions. I'm excited about the new challenges ahead, but I'm also sad because I'm leaving an outstanding organization with the finest group of people I've ever met. People not only dedicated to the United States Air Force, and our country, but people who truly care about each other.

When I joined recruiting 18 years ago, I thought it would be another job on my way to a 20-year career. How wrong I was! It didn't take long to realize recruiting duty was something special, that wearing the "badge" represented more than a job, but rather a commitment too important to fail. The United States Air Force in a sense became my very own Air Force, and I felt obligated to represent it to the best of my ability in my every thought, word, and deed. I know each of you feels the same

way, and your efforts prove it. As I close out a 30-year career (not 20), I know that because of the professional pride and honor the members of Recruiting Service possess, our Air Force will always be the greatest.

During my tenure in recruiting and particularly as your Senior Enlisted Advisor, I have traveled many miles throughout the country visiting your work areas, attending special events, and even breaking bread in your homes. To merely say thanks to all of you for your outstanding support and personal hospitality, not only toward me but also to my wife, Ginger, would be totally inadequate. I don't know what the right words to say really are, but I can say for all you have done for Ginger and me, we are forever indebted to you.

To each and every one of you, the recruiters, the senior NCOs, the officers, civilians, and all of your families, Ginger and I wish you good health and happiness in all your future endeavors.



**Chief Kozusko**



# VIEWPOINT

## Our civilian friends

This month I witnessed the most impressive recognition program I've seen anywhere. The men and women of Flight 13F, the winners of Operation Blue Suit IV, were treated to a week of activities rarely experienced by military people of any level or pay grade.

In order for this to take place, many individuals in the ATC family and the local community put in hard work and large amounts of money. Planning for this successful operation began more than six months ago when we met with representatives of the Greater San Antonio Chamber of Commerce and other organizations such as the Air Force Association.

Through the diligence and dedication of people associated with these organizations, the members of Flight 13F were recognized for an exceptional recruiting effort. In a time of renewed confidence in America's military services, our civilian neighbors in San Antonio came through with flying colors in support of Recruiting Service.

It's my pleasure to be able to recognize the civic leaders from the area who are so supportive of this command. The premier people assisting throughout the Blue Suit operation were Frank Manupelli, chairman, Board of Directors, Greater San Antonio Chamber of Commerce; and Bill Langley, director, Greater San Antonio Chamber of Commerce. Without their leadership, events such as Blue Suit would not be possible.

Much of the organization and planning was accomplished through the Chamber's Military Affairs Steering Committee. Two people who made this year's event so memorable were Barbara Banker, chairperson, Military Affairs Steering Committee; and Cliff Morton, vice chairman, Military Affairs. They made this a truly exceptional recognition for our top flight.

Four individuals who also brought about this successful week were: Dan Fulgham, president, Alamo Chapter of the Air Force Association; Bill Roth, director of Public Relations, Lone Star Brewing Company; Gil Lopez, comptroller of the Hyatt Regency Hotel; and Elliot Johnson of the Chamber's Military Affairs Department. Each of them can certainly be considered a friend of recruiting for their outstanding efforts.

In addition, men and women from Air Training Command Headquarters and other San Antonio Air Force bases helped to make this a superb program. Support from our local transportation people, Lackland's Air Force band unit and various other military organizations were beyond our highest expectations.

There are many more people in the San Antonio



area, both military and civilian, who provided assistance to make Blue Suit IV such a success. To all of you and to our supporters in the Chamber, the AFA, and Air Training Command, I'd like to extend my personal thanks and that of the men and women of Recruiting Service.

Now, for all you flights out there working hard

## Buckle up!

In the last few weeks, we have had two Recruiting Service people killed in automobile accidents. In both cases, the use of seat belts is questionable and could have meant the difference in their survival. I cannot stress strongly enough the importance of seat belts. The loss of two lives affects not only their families, but the Air Force and the Recruiting Service family. These two individuals will be missed by us and certainly by their loved ones. Remember your seat belts and hopefully we won't lose another life!

Brig. Gen. W. S. Harpe

at recruiting, set your sights this year on being the best. If you make it to the top, you'll receive a reward that's a once in a lifetime experience.

*W. S. Harpe*



## Reward

Brig. Gen. W. S. Harpe, Recruiting Service commander, stands with the distinguished civilians of San Antonio who were recognized for their support of Blue Suit IV. They are, left to right; Bill Langley, Cliff Morton, Barbara Banker and Frank Manupelli, all members of the Chamber of Commerce. (Photo by MSgt. Buster Kellum)

## Medic's Corner

Capt. John J. Hacker  
Directorate of Health Professions Recruiting

Health Professions recruiters have, in the past, felt that their good work was not adequately recognized. Since my assignment from the field to Headquarters Recruiting Service, I have found the Health Professions Recruiting Directorate is constantly striving to maintain and increase the kinds of recognition programs for all health professions recruiting officers and NCOs.

This month's issue of the Recruiter contains the beginning of one of our new recruiter recognition programs—the Health Professions Honor Roll. This honor roll will be published on a quarterly basis, and will recognize the top medical recruiting people, and top nurse recruiters in each group. The five groups have established their individual eligibility criteria for this honor roll, and will

recognize only their finest health professions recruiters.

All health professions recruiters shall be recognized for their achievements. You are the tops in the DOD! We in the Health Professions Recruiting Directorate are anxious for you to be recognized in the HP Honor Roll.

Keep working. The entire Air Force benefits from your efforts, since your recruiting activity provides the Air Force with highly qualified health professionals, the key ingredient to a quality health care delivery system. When you succeed in your efforts, it is our intention that you should be recognized by your group and this headquarters for a job well done.

Congratulations to everyone who is recognized in this issue of the Recruiter, and to all who will receive this recognition in the future. We all look forward to seeing YOU on the HP Honor Roll.

**The Air Force RECRUITER**

USAF Recruiting Service, Randolph AFB, Texas

The Air Force Recruiter is an official Class III Air Force newspaper published monthly on or about the 24th day 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 unless otherwise indicated.

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# FAMILY

## *I'm proud of every one of you*

By Ramelle Harpe

Since writing to you all last, I have had the opportunity to travel with Scott, visiting the '32nd Squadron MEPS and office in Nashville, Tenn., the '48th Squadron, A Flight office and MEPS in Little Rock, Ark., and in Houston where we met with members of the '46th Squadron.

Most of the time was spent listening to discussions between Scott and the recruiters. It was a wonderful learning experience and I particularly enjoyed going through the MEPS and talking with the young people entering the Air Force. I was so proud of all the recruiters I met and only wish I had had time to visit with more of the wives. You are the ones I really want to see, to tell you how

fantastic I think you are!

After a time for learning, came a time of admiration for Flight F of Jamestown, N.Y., the Blue Suit winners—and a time for fun!

Their visit to San Antonio began with a red carpet rolled out to the plane, an honor guard, and civilian and military personnel greeting them.

Our evening was spent at an honest-to-goodness Texas ranch, where Judy Denault rode horses until I know she could hardly walk the next day. It really didn't slow her down a moment—she and the rest of us were ready to go shopping in Mexico! Even though the temperature was 107 degrees, Sue Kelley, who had recently arrived from England,

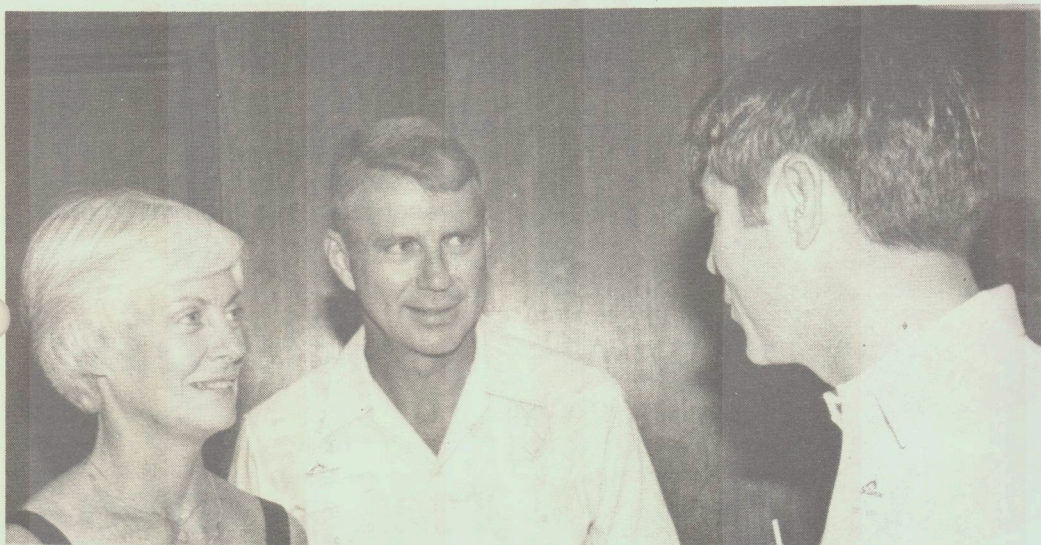
enjoyed all the shops. Hope Diane Twaroski writes to tell me what she did with that huge toy spider—I do believe she had someone in mind to scare!

Bobby Jacques, the honored flight supervisor, and wife Bobbie, distributed "I love New York" buttons to all the Mexican shop-keepers in Nuevo Laredo, I'm sure! Would really like to see Sue Linderman wearing her cowboy hat with feathers, back in New York.

The last evening was spent at a beautiful home in San Antonio where the most fantastic food was served. Only bright and cheery Cathy Finkel, the flight secretary, was missed—think Montezuma's Revenge got her!

Saturday, as they departed after an absolutely fabulous five days, I truly felt that each had to be the best, but I know there are many more of you out there. I can hardly wait to see who will be the winners next year. I can promise an extraordinarily good time while acknowledging the 'best of the best' in recruiting.

Until next month—gosh—it will be Thanksgiving and Christmas before we know it.



### *Honored*

Brig. Gen. and Mrs. W. S. Harpe discuss the upcoming events with MSgt. Bobby Jacques, Flight F. supervisor, during the first evening in San Antonio. At right, Mrs. Harpe presents Sue Kelley a charm from the wives. (Photos by MSgt. Buster Kellum and Walt Weible)



**The RECRUITER**

*It's not just for  
recruiters anymore!*

*Take it home!*

**Blue  
Suiter  
praises  
week,  
invites  
all  
recruiters**

Fellow Recruiters,

I've just returned from Blue Suit IV. It was a week that my wife and I will never forget. The week was filled with the kind of Texas hospitality that you might think would only be found in the movies.

Not only were we given the red carpet treatment by the Air Force, but by the people of San Antonio. Talk about patriotic people. Not only are they concerned about our country's defense, they even understand the recruiting atmosphere.

They know we are the front lines of the Air Force and without us our great country wouldn't survive. If you think you know how to wave the flag, be here next year and they'll show you how it's done right.

The extra effort you expend to do your job can put you over the top and you'll be here next year. You'll see and understand that your time and effort putting people in the blue suit were more than worth it.

To all the people who were involved with Blue Suit IV, THANK YOU!!!

SSgt. Mark E. Linderman  
Flight 13F  
Bradford, Penn.



# General Duke dazzles 'em in D.C.

By SSgt. Paul Godleski  
3535th Recruiting Squadron

ANDREWS AFB, Md. - Earlier this year, over 8,000 school students in the Washington, D.C. area learned about history and the United States Air Force. Not once did they have cause to fall asleep. As a matter of fact, they laughed and clapped and cheered. Some actually gave a standing ovation after the day's lesson ended. How, you ask?

Actually it was pretty easy. The 3535th Recruiting Squadron brought Brig. Gen. Charles M. Duke to six area high schools to talk about his days as "Astronaut Charlie Duke" of Apollo 16 and his historic stay on the moon.

As mobilization assistant to the Air Force Recruiting Service Commander, General Duke helps to generate Air Force awareness. And that he does. He doesn't preach Air Force, he simply stands on stage in his Air Force uniform and tells his life story to a captive audience. "You don't have to be in the Air Force to become an astronaut, but it sure does help. They sent me to MIT for my master's degree and then to test pilot school. I also got to see a lot of the world," the general quips.

Not to mention the moon.

He keeps his audience entertained by comparing life on the moon to things that today's youth are familiar with. "I looked like the original PAC MAN as I gobbled up the little balls of green soup

as they floated through the air." General Duke also answered the question foremost on every youngster's mind, "How do you go to the bathroom on the moon?" He begins his answer "very carefully" and continues with an explanation that satisfies everyone's curiosity.

General Duke spoke to a local chapter of the Retired Officers Association while visiting the D.C. area. He had a true story for them to relate to also. "I have somewhere in my files a TDY travel voucher from my trip to the moon. It says something like, 'Depart Cape Kennedy; arrive moon. Depart moon; arrive Hawaii.' I told them I would settle for five cents a mile, but for some reason they wouldn't buy it." To some people it's obvious, he took government transportation!

## Self-service helps savings

Keeping down the cost of running Recruiting Service is everyone's job. Whether it's using the PROMIS system to its best advantage or typing on the back of outdated letterhead paper, it's up to all of us to cut costs. One way this can be accomplished is to use self-service gas stations whenever possible.

In most areas of the country, self-service gas saves three or four cents a gallon. On the average car this may only amount to 50 cents, but when you multiply that times the number of recruiting vehicles, it saves us several thousand dollars a year.

Current policy for purchasing gasoline for government vehicles is to use unleaded or low-lead gasoline, depending on the vehicle, and self-service pumps when available.

Recruiting Service is in the public eye on a daily basis, and what the American public sees affects how they feel about their military services. We are representatives of the Air Force, and therefore should make every effort to provide a positive image of the Air Force. Don't become a fraud, waste and abuse statistic. Pretend that extra three cents a gallon is coming out of your pocket. Sooner or later it does!

## 23 sergeants selected for staff sergeant

Allen, Gregory B.  
Atoigue, Anna M.  
Bailey, Dominic P.  
Bennett, Malcolm W.  
Chavers, William A.  
Dobbins, Donald G.  
Hagen, Douglas L.  
Hertel, Toni G.  
Hill, Kellen M.  
Jones, Lisa C.  
Ladmirault, Lois M.  
Linscott, Jeffrey A.

Lynch, Michael H.  
Mears, Janis C.  
Moore, Reginald L.  
Romero, Salvador  
Sisel, Michael J.  
Spaide, Donald J.  
Stansell, Milo G.  
Thayer, Gerald W.  
Turner, Stephen M.  
Tuttle, Patrick W.  
Ward, Dirk J.



### Spellbound

Brig. Gen. Charles Duke discusses his flight to the moon with students following one of his presentations in the Washington, D. C. area.

## SSgt. Bailey navigates 3519th toward attaining rated goals

By MSgt. Bob Olisky  
3519th Recruiting Squadron

PEASE AFB, NH — Phe-nom-e-nal; Webster describes it as: extraordinary; outstanding, remarkable. It is the perfect word to describe the recruiting efforts of SSgt. Algene Bailey Jr., 3519th Recruiting Squadron, after his most recent accomplishment of single-handedly recruiting the entire 1982 navigator goal for this four-state region.

According to Capt. Gordie West, chief of Officer Procurement, and Lt. Col. Noel Austin, commander of the 3519th Recruiting Squadron, Sergeant Bailey fits this definition to a "T". "Al has already sent nine navigators to Officer Training School this year," said Colonel Austin. "He has another three selected for OTS with class assignments, and as of the April 6 selection board, he picked up three more selects. This gives him a total of 15 and our squadron goal is only 14 for the whole year. That is remarkable when you consider that the fiscal year is just half over," stated Colonel Austin.

"Sergeant Bailey is having a great year," adds Captain West. "He had his annual goals made for all programs, after just 14 days into the fiscal year, October 14th. To some people that would mean

that they could rest on their accomplishments for a while, but that's not the case with Al. He is the type of self-motivated individual who keeps producing for the organization, regardless of his assigned goal. He will always give 100 percent plus effort. Sergeant Bailey keeps working and working trying to help the squadron and the 3501st Recruiting Group with the annual competition," said Captain West.

Along with being an outstanding recruiter, Sergeant Bailey also has donated many off-duty hours to the completion of his own college education and the training and development of the Pease AFB Thunderbolts, the ceremonial drill team.

Some people might feel that his recruiting job is a "piece of cake" to accomplish. You go out to promote the Air Force at colleges and universities and convince qualified young men to be Air Force navigators and officers. If that were the case, then every year, we would have a surplus instead of a shortage in the navigator program nationwide.

Sergeant Bailey also must recruit pilots, engineers, and candidates for the College Senior Engineering Program (CSEP). This year as well as last, he remains one of the top OTS recruiters in the nation and that truly reflects what a phenomenal individual he is.



# Recruiter makes things happen

By TSgt. Ross Fitzgerald  
3537th Recruiting Squadron

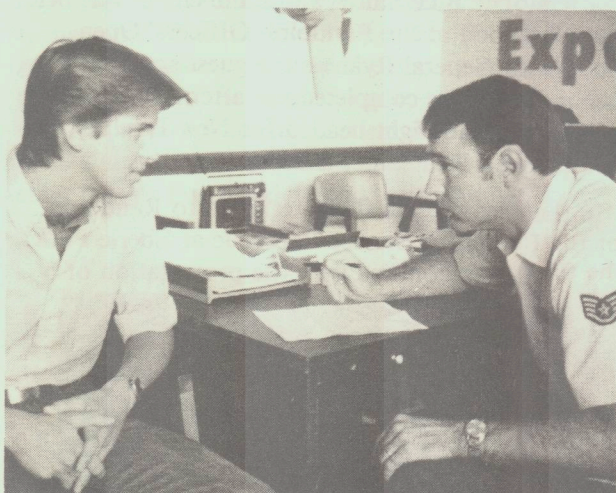
There's a little city in North Carolina where big things are happening. The little city is called Statesville and what makes big things happen is SSgt. Dwight O. Lankford, the Air Force recruiter there.

In July 1981, Sergeant Lankford signed into the 3537th Recruiting Squadron. He proceeded with his wife Kim, and their two children to Statesville, where he opened a brand new recruiting office. He hasn't stopped since.

With less than one year 'on the bag', Sergeant Lankford is already ATB-Plus in the nonprior service program and actively working the officer programs.

Sergeant Lankford believes in giving all he's got to his job and to his community. He's a member of the Statesville Exchange Club whose primary purpose is recognizing the outstanding youth of the community and also working toward the prevention and treatment of child abuse. Each year the Statesville Exchange Club honors the most outstanding seniors in local high schools. Two different schools are chosen each year for this honor. The scholarship committee nominates three students from each school and these six students, along with school officials, are honored at a luncheon and presented certificates and plaques. Sergeant Lankford introduces the students to the Exchange Club members at the luncheon and he also presents the plaques and certificates to the students.

During his off-duty time, Sergeant Lankford is also chairman of the Exchange Club Public Relations Committee whereby he is responsible for keeping the public informed of the club's activities which consist of many fund raising activities to help in the prevention and treatment of child abuse.



## At work

Whether it's working in his office with a prospective applicant, above, or working at WSIC Radio in Statesville on his own radio show, SSgt. Dwight O. Lankford is deeply involved. According to his flight supervisor, SMSgt. Jerry Pool, "I don't know how he finds the time, but he does and most importantly, he does it all well."

(Air Force Photos)



## Recruiter leads fifth scout trip

The Air Force recruiter in Concord, Calif., also happens to be one of the most active scoutmasters in the California area for the Boy Scouts of America. SSgt. Lloyd Collins, 3566th Recruiting Squadron, is the scoutmaster for Boy Scout Troop 445, and for the fifth summer in a row, he will lead a contingent of scouts to the Philmont National Scout Ranch in Cimarron, N.M.

Sergeant Collins was an active scout as a boy, and his father's work as an adult leader during that time gave him incentive to become active in the organization as an adult. He first became a scoutmaster in 1973 while stationed at Vandenberg AFB, Calif., and has been active ever since with troops in Eureka as well as several Air Force bases. When assigned as a recruiter in the Pleasant Hill area, he was asked by the local council to start a new troop in Concord. Starting with just four members, the troop has grown to more than 120 members, and has become one of the most active troops in the council.

His activity doesn't stop there. This energetic recruiter is also a member of the Statesville "City of Progress" Lions Club. He is actively involved in their many fund raising activities in support of the eye bank program and care for the blind.

This recruiter and community leader is also a disc jockey, Sunday from noon to six on WSIC Statesville. According to the station manager, "he's helping the radio station and the Air Force." Sergeant Lankford admits, "the Air Force does get plenty of public service time."

As if all this isn't enough, Sergeant Lankford is very involved in organizing a Civil Air Patrol unit for the youth of Iredell County. He's also helping recruit new cadets for the program as well as planning and setting up the Aerospace Education Program for the unit. He expects the unit to receive its charter in September.

While helping others, Sergeant Lankford has not forgotten his own self-improvement. Since arriving in July, he has managed to complete 10 semester hours of calculus towards his electrical engineering degree.

SMSgt. Jerry Pool, "B" Flight Supervisor noted, "I don't know how he finds the time to do it all but he does and, most importantly, he does it all well."

The little city of Statesville, North Carolina, has been around a long time; their motto is "City of Progress." There is no doubt that although Sergeant Lankford has only been in the city a short time, he has helped with that progress while at the same time he's helped the Air Force and a lot of nice people.

## Softball keeps '51st involved

By 1st Lt. Alan Peissig  
3551st Recruiting Squadron

Although the '51st has long been called the "Chicago Squadron," the squadron headquarters is actually located just corn fields away from Elwood (pop. 800) and Wilmington (pop. 4,500), Ill.

Its remote location and Spartan existence often limited physical activity and athletic competition to fishing, pheasant hunting, snow shoveling, and Pac Man. But not any more. After years of trying to organize a softball team and find a league to play in, members of the '51st have gone a step further and organized their own league.

They may not steal many fans from the Cubs or the White Sox, but that's not their intent according to SSgt. Bob Weir, operations NCO, team manager and league commissioner. "We wanted an opportunity to get some exercise, get together once in awhile, and have a good time. Last year we played the Joliet Job Corps (a work-study program for disadvantaged inner-city youths, sponsored by the Department of Labor) team every week. We had a good time and word got around."

Yes, word did get around, and the attitude of the "Fighting '51st" became contagious. Four organizations of Wilmington community leaders asked to join the Air Force and the Job Corps in their weekly therapy of softball and camaraderie.

## Acting adds up to success

WARREN, Ohio — SSgt. Harry Dulick knew when he volunteered for recruiting duty that a tough challenge lay ahead. He knew in order to be a success he would have to pull from his vast repertoire of skills: typing, filing, interviewing and acting. That's right! Acting.

It all began with a school visit to Kent State Trumbull County campus. Sergeant Dulick's wife, Sharon, who is a student at Kent State, was introducing him to the faculty and staff when he was spotted by Mr. Jack Brizzi of the drama department. Mr. Brizzi saw Sergeant Dulick's acting potential and a "star was born."

Sergeant Dulick was cast in the school's Easter play, "Passion II."

The play was presented at Christ Episcopal Church in Warren over the Easter holiday. It was a big hit. Sergeant Dulick received excellent reviews on his performance.

How does Sergeant Dulick feel about his performance? "I thought I did all right," he said. "The hardest part was committing the lines to memory."

"The most important thing, however, was the experience," he added. "It really gave me exposure in the community."



# Week ends quickly for winners

Continued from Page One

The next morning the flight traveled to Lackland AFB for a Basic Training Graduation parade, a talk with the current class at Recruiting School as well as a tour and lunch with students attending Officer Training School. During the lunch, members of the winning flight talked with officer trainees concerning their motivations for coming into the Air Force and what their career aspirations were. They also received an in-depth tour of classroom and living facilities.

From Lackland, the members of 13F boarded their bus once again for a short trip to Cliff Morton's ranch. Located some 50 miles south of San Antonio, the ranch offered activities like skeet shooting, swimming, horseback riding and plenty of fun. Morton, vice chairman of Military Affairs, for the Chamber of Commerce, hosted the men

and women of Flight 13F to a barbecue that evening.

The next day's activities started with a tour of Recruiting Service Headquarters. The flight received briefings on the new advertising campaign for fiscal year 1983, how the selection process works for applicants to OTS and a tour of the Recruiting Operations Center recently opened at the headquarters. The Blue Suit Awards Luncheon was held that afternoon at the Randolph Officers' Open Mess, with General Ryan as the guest speaker. Cooling activities completed the afternoon, as the members of the flight headed for New Braunfels, Texas, and a local water slide center.

In the evening, the flight returned to Randolph for the Recruiting Service Barbecue at Eberle Park. The flight was honored with the presentation of a

dinner bell, symbolic of the old west and appropriate for a Texas barbecue.

Thursday's activities were unique in that they took place a little further south than the flight normally would have ventured. As part of their contribution, the San Antonio Chamber of Commerce arranged for the flight to meet with members of the Laredo, Texas, Chamber of Commerce where they received a short briefing on our southern neighbor—Mexico.

Following their meeting, the flight walked across the border to do some shopping and have lunch. This turned out to be one of the high points for the flight as they picked up some bargains not readily available in their recruiting zones of southwest New York and northwest Pennsylvania.

On their last full day in the Alamo City, the members of 13F shared lunch with several of the top supporters of Operation Blue Suit IV from the Chamber of Commerce. This also provided an opportunity for Brig. Gen. W. S. Harpe, commander of Recruiting Service, to honor the civilians for their work.

One of San Antonio's major tourist attractions was underway during the Blue Suit week. On their final day, the flight spent an afternoon at the Texas Folklife Festival, which is held annually on the grounds of the Institute of Texan Cultures.

Dinner that evening was shared with another Chamber of Commerce supporter, Bill Langley, director of the Chamber. Again the members of Flight 13F were treated like family, with a royal Texas backyard cookout on the third fairway of Oak Lawn Country Club. Langley, owner of a local auto dealership, provided vehicles for use by the visiting recruiters during their week-long stay.

Saturday morning came all too soon for the members of Flight 13F as they boarded their bus for the final time and the trip to Randolph. On hand to say goodbye were people from Recruiting Service and their friends from the city of San Antonio. Saying goodbye was difficult for some of the flight members and, with tears in their eyes, they boarded the plane for the trip back to New York.



## Scenery

Members of the Blue Suit flight cruise past a small outdoor theater on San Antonio's Riverwalk. The flight toured the scenic area of the Alamo City on their first day in town.

# What makes you a success?

*Editor's Note: The following story was submitted by Capt. Johnie M. Doan, 3501st Recruiting Group. According to the captain, the article first appeared when he was serving in the 3505th Recruiting Group.*

What characterizes a successful Air Force recruiter?

It is readily apparent from the abundance of varying theories and ideas discussed in the Air Force and civilian life that there is no pat formula for success.

Each highly productive recruiter-salesman has his own recipe, tailored to his ability and personality, for getting the job done. However, I have discovered the following dominant characteristics common among almost all successful recruiters.

He is capable of functioning independently without undue assistance or supervision. Using his initiative, he works within the framework of regulations and directives to accomplish his mission. Yet, he is always alert for ways to improve his recruiting efforts.

Controlling his emotions, and employing his personality, the successful recruiter portrays a

professional, prestigious, military image. He shrugs off the minor irritations of the job or environment and lets his dedication to the Air Force shine through, untarnished. Yes, he is gung ho and a patriot. Yet, he does not allow the pressures of his assigned goals do anything to prevent him from telling the Air Force story honestly.

Integrity is always the first consideration. There is nothing in the recruiting operations system that justifies a breach of integrity. The first responsibility is to the Air Force and the quality standards we need. The personal integrity of the successful recruiter is of equal importance.

The ability to communicate with people of all ages and stations in life is another trait found in the successful Air Force representative. He is at ease with both the five-year-old who wants to know "all about airplanes" and the mother who is interested in how her son is being treated in basic training. He is as comfortable talking with the short-order chef at the local restaurant as with the college dean, and is as pleasant to those who may ridicule him as to his friends.

He is eager to accept the responsibility accompanying his job. He accepts his failures as well as his successes and continues to look ahead

with a positive attitude. He makes it or breaks it himself—without excuses or self-pity. His only comment to failure is, "I'll work harder—I'll do better."

The successful recruiter is well organized and sticks with his task until it is completed, fully realizing that the job is never really done since there is always a need for qualified young men and women in the Air Force. He recognizes "why" the United States needs an Air Force for national defense and knows that the future of our Air Force depends to a great extent on the people he or she recruits.

Finally, the successful recruiter has a fairly accurate perception of reality, including his own strengths and weaknesses. This acts as a balance that prevents him from being deluded by false hopes. He can evaluate new ideas and conditions, see their values and shortcomings, and take advantage of every opportunity to promote the Air Force.

At first glance it may appear that one must be a "superman" to be a successful recruiter. Nothing could be more incorrect. We all have our bad days and our shortcomings. However, through a positive attitude and dedicated effort, about 1,900 recruiters have helped the Air Force make a reality of the all-volunteer force.



# 13 F secret to success: Bobby

How does Flight 13F continue to be the top flight in the nation? What secret makes them a success? What are they doing that could help the rest of Recruiting Service?

At the top of the list of assets they hold is MSgt. Bobby Jacques, the flight supervisor. Besides his 10 years of recruiting experience, he's the only supervisor the flight has had, making him a very unique person.

"I guess one of the best parts of my job is that I know my zones as well or better than some of the recruiters working them," Sergeant Jacques suggests. "We were about two recruiters short throughout the year and being knowledgeable about those places helped a lot. I got a chance to use my recruiting skills as well as supervise."

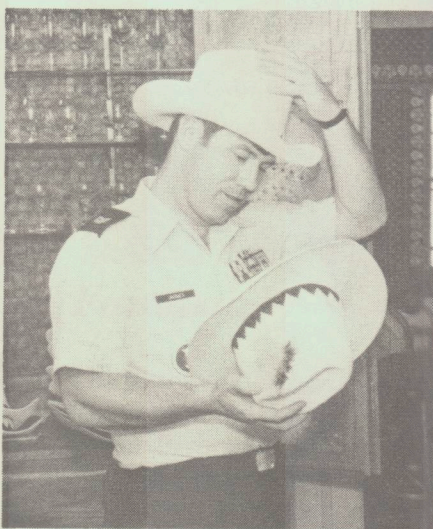
Knowing things also proved to be the difference when it came to the shift in emphasis from NPS to officer programs in 13F. "This was the second time around for me. About 10 years ago there was a shift to the officer programs and I looked back through my files to see what we did then. I also talked with some of the 'older' people I'd worked with back at that time," he said. "After that, it was a matter of reminding the recruiters how to work applicants for OTS and we were on our way."

That way was to a 278 percent effort in rated OTS applications and 12 selects for CSEP/Engineers, along with a 300 percent prior service performance. But, how did it get done?

"We worked every area very hard," Sergeant Jacques recalls. "We picked up several directories and did some pretty heavy mailouts, with the help of CETA workers. Our newspapers in the local area helped out with the names of students doing well in college. We even did some canvassing of industry people. We worked with the local VFW on the prior service program."

"I have to say that without the help of the media, we couldn't have done it. We'd place a radio spot with a station, thanks to help from the headquarter's Broadcast Branch and their quick turnaround time, it helped immensely. We also get a lot of assistance from the county and state representatives," Sergeant Jacques said. "They send our NPS delayed enlistees letters just prior to their EAD dates, thanking them for their decision to enter the Air Force and defend their country."

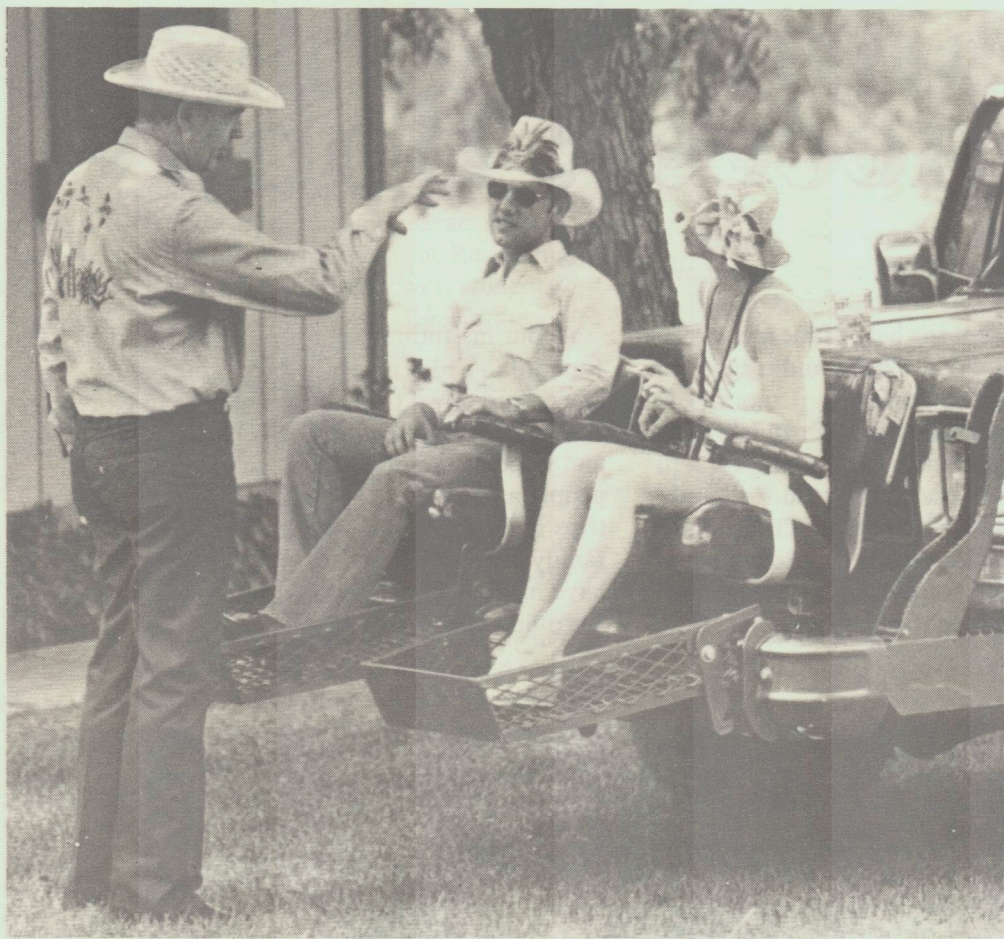
About his future, Sergeant Jacques said he looks forward to a long career in Recruiting Service. "I will be coming down to the headquarters in November as a part of the Recruiting Service Training Team, and hope to use my experience to help as many people as possible," he said. "Besides, after two trips to San Antonio I'm almost a part of the family already. This week and last year's Blue Suit have made me look forward to coming to San Antonio. The people are the greatest!"



## Events

MSgt. Bobby Jacques, Flight F supervisor, took part in a variety of activities. His table at the Awards Luncheon included Gen. Thomas M. Ryan Jr., ATC commander, as well as Brig. Gen. and Mrs. W. S. Harpe, top photo. He spoke with Cliff Morton, left photo, following the luncheon. Bobbie Jacques, Sergeant Jacques' wife, had a chance to mingle with San Antonio civilians, above, and Bobby also had time to try on cowboy hats, above left.





13F Honored

# Blue S



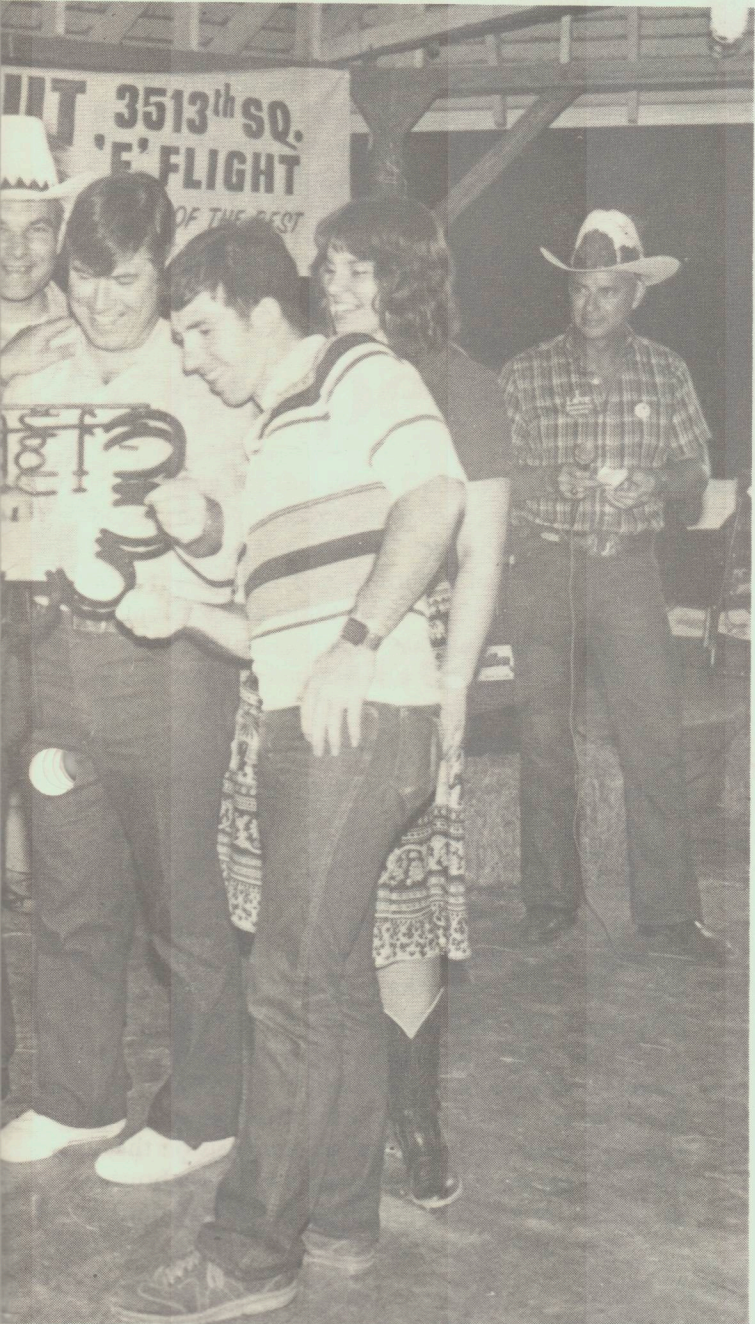
## 'Fabulous'

Flight 13F took part in a variety of activities at Cliff Morton's ranch, top photo. Several of them had a chance to talk with Brig. Gen. W. S. Harpe, Recruiting Service commander, above. They shopped in Mexico, left, and stayed in the Hyatt Regency Hotel in downtown San Antonio, right.





# uit IV



## 'Fantastic'

The flight visited Lackland AFB, top photo; had their first dinner on the Riverwalk, above; cruised the river on a barge, right; picked out some bargains south of the border, below; and were honored during the Blue Suit barbecue, at left.





# Kelley wants to help youngsters

The newest member of Flight 13F is SSgt. Gene Kelley, assigned to the Olean, N.Y., recruiting office. He and his wife, Susan, are newcomers to recruiting. His wife is even more unique, she's a citizen of Great Britain who is still adjusting to living in the U.S.

Prior to coming into recruiting, Sergeant Kelley served as a security policeman in England. While stationed there, he met and married Susan. They will celebrate their first wedding anniversary this fall.

"I wanted to do something different in the Air Force," Sergeant Kelley says. "That's one of the reasons I came into recruiting. I also want to help young people, and I'm doing that in this job."

Kelley is looking forward to staying in recruiting and would like to become a flight supervisor someday. "Bobby has helped me a lot and I really hate to see him go, but I also know he gets the job done." (MSgt. Bobby Jacques is the 13F Flight Supervisor.)

Sue's looking forward to being able to help her husband in his office, once he is certified. As for how she likes living in a part of the country without a BX and commissary, she says, "I really don't miss it, since I've never had it. We were only married a short time before Gene left for school and I was living at home until I arrived here in America."

Susan is currently looking for a club that is involved in her favorite sport - badminton. "I used to play at the local level," she said. "I wasn't great, but I enjoy the game and think it would help

getting to know people in the local area. I'm doing pretty well adjusting to American life, but miss Gene during the day and I can't wait until I can go to the office and help."



## Suited up

Sue Kelley talks with Frank Manupelli during the afternoon spent at Cliff Morton's ranch. Sue is a recent arrival in the U.S. with her husband, SSgt. Gene Kelley, a member of the winning flight.

# OTS experience aided in success

The Denaults are also new to Flight 13F. SSgt. Richard Denault has five years of recruiting experience, including time as an OTS recruiter in Stamford, Conn. His wife, Judy, has some knowledge of the Air Force also. She spent two years in the Air Force as a teletype operator. That seems appropriate since before coming into recruiting, Sergeant Denault was a teletype repair specialist.

"We both like the Air Force," says Sergeant Denault. "I'm looking forward to staying in recruiting and would like to take Bobby's place as the Top Flight Supervisor in the Air Force someday. Bobby (Sergeant Jacques) really knows his job. He knows how to deal with people and how to teach you to do the same. He also does a lot of follow-up and knows what you're doing."

As for the flight's future, he does see some light

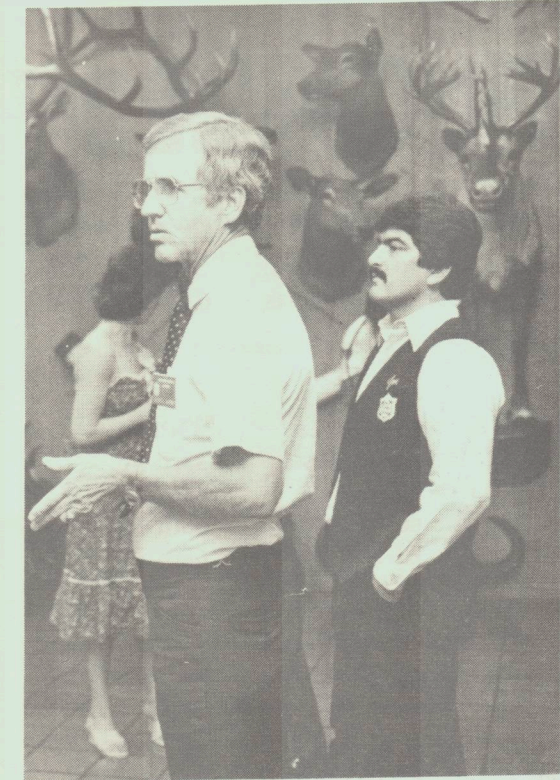
ahead. "No one will do what Bobby's done, but we'll try to stay the best," Sergeant Denault added.

What does it take to be a recruiter's wife? According to Judy, as she told the students at Recruiting School, "Because we're not near a base I'm always on the lookout for family services available in the community that can help. I also help Richard. I know he works hard, he sometimes brings it home. I've helped him with mailouts at home."

This isn't Sergeant Denault's first brush with recognition in recruiting. "I was the Top OTS Recruiter in the '01st Group in 1981. Coming to 13F, especially during a time of emphasis on the officer program, meant all I had to do was brush up on the NPS program and I was ready. I think that really helped the flight."

## Travels

Judy Denault had a chance to shoot skeet at Cliff Morton's ranch, left, and tour Officer Training School, Lackland AFB, with her husband, SSgt. Richard Denault, and an OTS student. Judy is a former member of the Air Force, and her visit to Lackland was more like a trip down memory lane.



# Project was a 'delight', key people made it work

Planning for this year's Operation Blue Suit week began more than six months ago, when members of the Recruiting Service staff began coordinating with the Greater San Antonio Chamber of Commerce and other civic organizations.

Heading this group was Capt. Mike Lynch, the project officer and assistant executive to the Recruiting Service Commander. It was his job to coordinate all phases of the week and keep the program moving.

"From the beginning, our civilian neighbors in San Antonio have to be the most creative and thoughtful individuals I've ever met," the captain said. "They made the winning flight feel at home and truly welcome. I guess it was the supportive way the members of the Chamber treated them like a part of their family."

Support for the week-long event also came from the men and women of Recruiting Service Headquarters. "The people here in the headquarters should take some of the credit for a successful week," he explained. "Without their fund raising help we couldn't have made this week so memorable. Although, I'm sure if we had set up

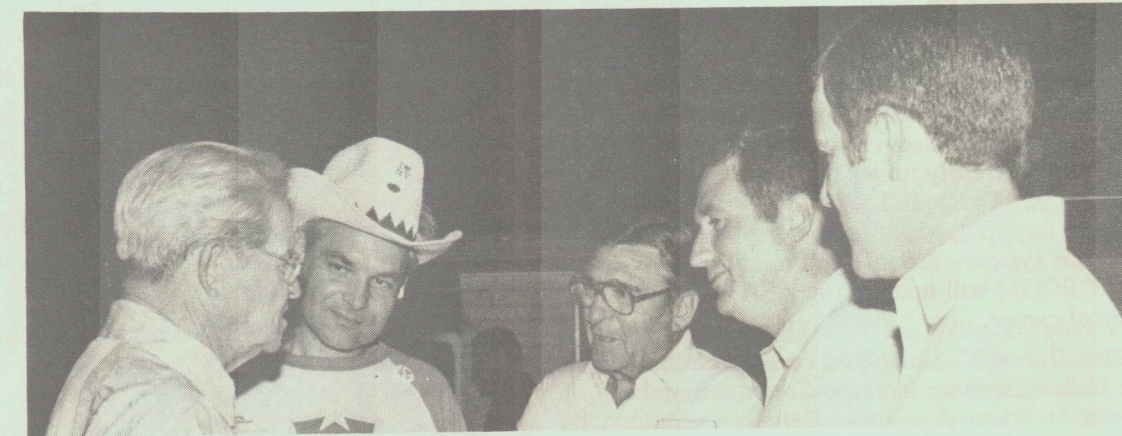
one more pancake breakfast, there would have been a revolt in the building.

"As is always the case, there was a group of 'unsung heroes' who did a majority of the work on the small details that can make or break an event like Blue Suit. These people are: SMSgt. Greg Miller, MSgt. Mike Troxell, TSgt. Steve Chapman, TSgt. Tom Cook, TSgt. Wayne Bryant, SSgt. Dennis Williams, SSgt. Michael Oot, and Bob Cantu. They each put out a 200 percent effort to make Blue Suit IV so successful. I'd like to thank them for all the effort they put forth," the captain said.

"Being with the top flight throughout the week, I know they thoroughly enjoyed it and will remember it as a terrific reward for an exceptional recruiting year. My wife and I were honored to act as chaperones for the flight and I guess my payback came on the airplane at their departure," the captain added. "Seeing tears in many of the eyes was proof that we had accomplished our mission of giving the 'best of the best' a week they would never forget."

## Key man

Much of the work done by Captain Lynch resulted in a memorable week for the members of Flight 13F. Their arrival, above, and a tour of the Hall of Horns at the Lone Star Brewery, above left, were but two of these events. The captain worked with the Chamber people like Bill Langley, at left in the photo below, talking with the captain, second from right, and other members of the flight. Perhaps the biggest job was supervising the cooks, Brig. Gen. and Mrs. Harpe, during the fund raising events like this pancake breakfast, bottom left photo.



*Photos by  
MSgt. Buster Kellum  
and Walt Weible*



# HONOR ROLL

This is the first month for the revised Honor Roll. Included in this month are the names of the Top OTS and Top Health Professions teams and recruiters from each of the five Recruiting Groups. In some cases the groups provided the names of two individuals if there was a tie for top position.

Criteria for the Honor Roll has been set up by each individual group and is reported through the PROMIS system to the headquarters for inclusion in the RECRUITER.

The Honor Roll will appear on a quarterly basis. This month's covers the third quarter of fiscal year 1982.

## NPS Top Flight Supervisor

MSgt. Robert E. Jacques	13th Sq.
SMSgt. John C. Privett Jr.	33rd Sq.
MSgt. Daniel L. Beamer	41st Sq.
MSgt. Dale A. Fritz	52nd Sq.
SMSgt. James T. Fitzgerald	62nd Sq.

## NPS Top Recruiters

SSgt. Edward L. Murrel	15th Sq.
SSgt. Daniel W. Price	37th Sq.
SSgt. Jeffrey D. Nielsen	43rd Sq.
TSgt. James J. Besmer	54th Sq.

SSgt. Leonard R. Prather	53rd Sq.
MSgt. Thomas J. Bienias	62nd Sq.

## OTS Top Team/Sq.

Capt. Gordon M. West	19th Sq.
2nd Lt. Dennis P. Testa	33rd Sq.
Capt. Gregory M. Lee	43rd Sq.
1st Lt. Thomas R. Meyer	55th Sq.
1st Lt. Roy E. Labuff	68th Sq.

## OTS Top Recruiter

TSgt. Samuel R. Phyne	19th Sq.
TSgt. Dennis R. Thompson	34th Sq.
SSgt. Jerold L. Mayer	45th Sq.
SSgt. Raymond E. Evans Jr.	52nd Sq.
TSgt. Harlen D. Soper	68th Sq.

## HP—Top Medical Team/Sq.

Capt. Elaine F. Laub	14th Sq.
Maj. Diane E. Jacobson	32nd Sq.
Capt. Donald B. Smith	41st Sq.
Capt. Brian E. Legg	51st Sq.
Maj. John F. Rothstein	66th Sq.

## HP—Top Recruiter

SSgt. Philip Hom	14th Sq.
MSgt. James Mancini Jr.	35th Sq.
SSgt. Fortunato Tinoco III	41st Sq.
1st Lt. Theodore T. Pantaleo III	50th Sq.
MSgt. Brenda L. Babcock	66th Sq.

## HP—Top Nurse Team/Sq.

Capt. Virginia C. Bossley	15th Sq.
Maj. Deadotta Martinson	19th Sq.
Capt. Nancy C. Preziosi	31st Sq.
Maj. Diane E. Jacobson	32nd Sq.
Capt. Linda E. McFarland	44th Sq.
Capt. Albert M. Swanegan II	51st Sq.
TSgt. Robert M. Taub Jr.	51st Sq.
Capt. Jean T. Sandstrom	68th Sq.

## HP—Top Nurse Recruiter

MSgt. Gregory Roberson	15th Sq.
MSgt. Earle C. Timmins	16th Sq.
MSgt. James A. Warren	35th Sq.
Capt. Linda E. McFarland	44th Sq.
Capt. Albert M. Swanegan II	51st Sq.
MSgt. William J. Casselbury	62nd Sq.

# Extra effort needed in tight market

"We're victims of our success," explains Brig. Gen. W. S. Harpe, commander of Recruiting Service. "Only our continued hard work and determination can solve the problem."

General Harpe is referring to the shrinking job availability problem facing highly qualified applicants who want to enlist in the Air Force.

"The job bank is down," he explains, "and the reservation bank is up. The number of jobs has been falling for three years because we have steadily over-produced net reservations. Decreased requirements for fiscal 1982 have also contributed to the drop.

"Three things affect our current situation: Air Force NPS requirements, the Job Bank, and the Reservation Bank. Air Force personnel requirements, driven by mission changes, do not allow us to know 12 months in advance the exact kinds of skills and aptitude areas required. This reduces the actual number of jobs available for sale in the near time period to only 57 percent of the total requirements. Right now our *known* requirements are about 36,200. The Job Bank is made up of unsold *known* requirements and there are only about 3,400 jobs available for sale at the present time. The reservation bank consists of individuals holding job reservations and waiting for their active duty date. Currently the number is

about 32,800. The restriction we in Recruiting Service live under is that the job bank and reservation bank cannot exceed known requirements:

job bank + reservation bank = known requirements		
3,400	32,800	36,200

"In the beginning of fiscal 1980, there were 32,000 in the job bank and only 13,000 in the reservation bank," General Harpe said. "Obviously, job availability was high. But during fiscal 1980, we produced 16,000 more reservations than EADs. As a result, at the beginning of fiscal year 1981, there were 18,400 in the job bank and 29,200 in the reservation bank. Recruiters suddenly found applicants returning from the MEPS unable to find jobs that they wanted. But we carried on, and still over-produced.

"At the beginning of fiscal year 1982, there were only 7,600 in the job bank and 33,800 in the reservation bank. Even with this tightening of the job bank, over-production continued. A goal reduction further decreased the requirements until at the half-way point in the fiscal year, only 2,060 jobs were in the job bank, while the reservation bank numbered 37,000!

"At this point it became almost impossible to book even highly qualified applicants. Recruiting Service Headquarters capped the Net Res flow in

order to decrease the size of the reservation bank. This step worked and we will now be able to gradually increase the Net Res cap to around 5200 a month."

But the job availability problem is not solved as yet.

"An additional frustration is the variety of jobs available for sale," says General Harpe. "To meet Air Force requirements, we need to book 25 percent of the fiscal year 1983 goal in "hard-to-sell" AFSCs (811X0, 462XX, 208). That is about the percentage of jobs placed in the bank every day. In normal times, 75 percent of the jobs available would be easy-to-sell types. Unfortunately we left the hard-to-sell jobs in the bank and sold the others. The job bank became almost 100 percent hard-to-sell AFSCs. The good "new" jobs we add every day are a small fraction of the total bank. Even if we made a massive "dump" of jobs, the highly qualified applicants on the waiting list could soak them up overnight.

"The only positive, permanent cure for the job bank is to book about 40 percent hard-to-sell AFSCs over the next several months. Currently we are selling these AFSCs at about a 12 percent rate.

"That's where the hard work and determination comes in. We created this problem by our hard work and now we must solve it the same way."

## Briefing

SMSgt. Larry Shreiner, back to camera, briefs Brig. Gen. W. S. Harpe, Recruiting Service commander, and other members of this staff on the current job flow. Members of the staff spend many hours every week keeping on top of the current job bank position and applicant flow. Other members on hand for the briefing were: Col. Benjamin E. Waller, vice commander, left; Lt. Col. William D. Sheppard, chief of the Enlisted Programs Management Division, second from left; CMSgt. Joseph J. Kozusko, senior enlisted advisor, center; Col. Dale Ullrich, director of operations; and Lt. Col. David W. Frutchey, deputy director of operations. (Photo by TSgt. Wayne Bryant.)



# 'Report' luncheon thanks educators

By TSgt. Dick Fellows  
3533rd Recruiting Squadron

Maj. Gen. Robert C. Taylor, deputy commander of the Rapid Deployment Joint Task Force, MacDill AFB, Fla. was the guest speaker at the annual "Report To The People" luncheon held recently in Tallahassee, Florida.

The luncheon, sponsored by the members of the Interservice Recruiting Committee of Florida, has a twofold purpose: to thank Florida Educators for their support of recruiting endeavors in Florida and to brief them on joint recruiting needs and objectives.

General Taylor told the assembled educators which included Secretary of Education, Ralph Turlington, and other government representatives, "the quality of young men and women being recruited by the military is definitely on the rise -- a fact that Florida Educators can be proud of," he said. "I work with members of all four branches of the military," he told the group, "and I am proud to work with each and every one of them."

Earlier, at a meeting of the Florida Cabinet, General Taylor accepted, on behalf of all the services, a resolution from Governor Bob Graham, supporting the Armed Services in the recruitment of highly qualified young men and women in the State of Florida. As the senior officer present, General Taylor thanked the Cabinet and Governor Graham for their support of recruiting in Florida.

Later, at a meeting with Joe Mills, Director of Vocational Education in Florida, General Taylor and the commanders of each branch's recruiting efforts in the state talked about what could be done to better prepare Florida students for a military career.

"Cooperation is the key to our success in the State of Florida," said Maj. James Wortman, commander of the 3533rd Recruiting Squadron at Patrick AFB, Fla., and a member of the Interservice Recruiting Committee.

"The IRC and the Department of Education meet periodically to discuss the ever changing requirements of the Armed Forces and to foster cooperation between the educators and the military," Major Wortman said. Their cooperation is one reason Florida continues to be a leader in recruiting across the nation.

# Space Command, trainer announced

The Air Force announced June 21 that it will form a new major command September 1. Space Command will be built around the existing Aerospace Defense Center staff and have its headquarters at the Cheyenne Mountain Complex in Colorado Springs, Colo.

In a separate but related action, the Air Force will create within Air Force Systems Command a Space Technology Center at Kirtland AFB, N.M., in the first half of fiscal 1983.

Officials said the creation of Space Command and the STC will consolidate Air Force space activities, including the Defense meteorological Satellite Program and, once it becomes a routine operational launch vehicle, the Space Shuttle. Space Command also will operate the Antisatellite Program, currently under the jurisdiction of Tactical Air Command. TAC will continue to provide day-to-day management of the ASAT weapons system—aircraft and missiles—while SPACECOM will operate the ASAT mission control center.

Gen. James V. Hartinger, commander in chief of the U.S. Aerospace Defense Command and the North American Aerospace Defense Command, will head the Space Command. He will retain his ADCOM and NORAD duties.

Current plans call for transfer of some 200 manpower authorizations from Offutt AFB, Neb., to Colorado Springs to augment space personnel in the Aerospace Defense Center. Officials said resources from other major commands may be transferred to Space Command as it evolves.

No new military construction funds will be required in the fiscal 1983 Air Force budget for the creation of Space Command. Officials said future manpower adjustments and anticipated construction projects will be programmed into future budgets.

## New trainer

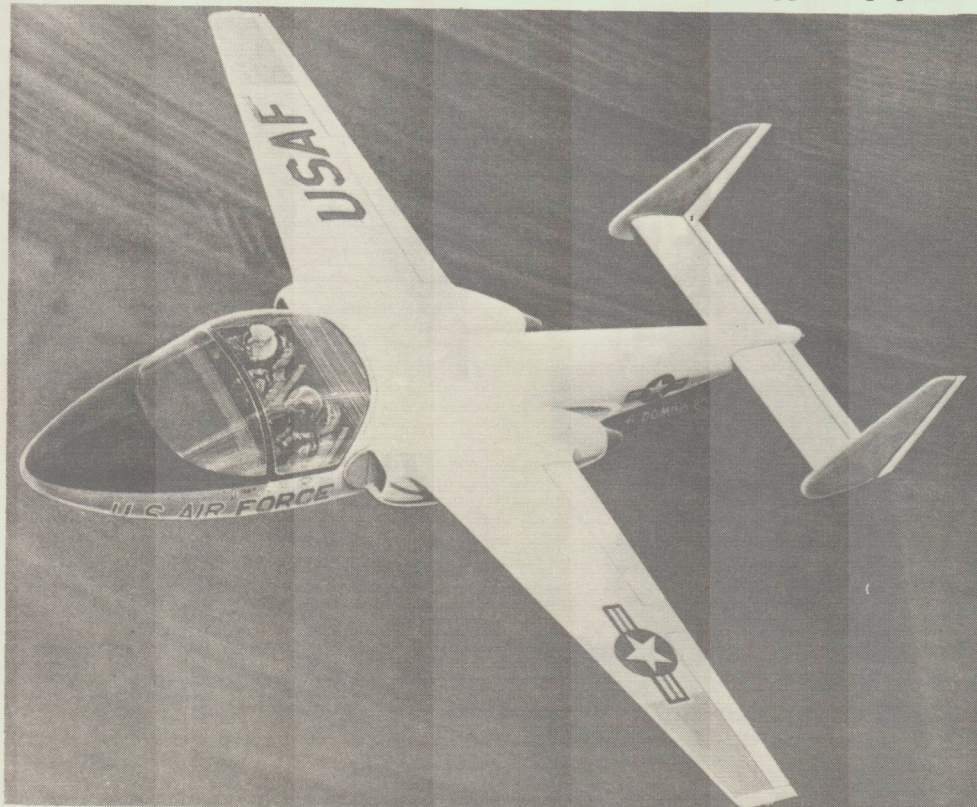
The Air Force has selected the Fairchild Republic Company of Farmingdale, N.Y., to be the prime contractor for the Next Generation Trainer, the replacement aircraft for its current primary jet trainer, the T-37. In addition, the Garrett Corporation, Garrett Turbine Engine Company of Phoenix, Ariz., has been chosen to manufacture the engines for the NGT.

Those decisions, announced July 2 by Secretary of the Air Force Verne Orr, followed months of intensive evaluation conducted by the Aeronautical

Systems Division, Wright-Patterson AFB, Ohio, and representatives from the Air Training Command, which operates the Air Force's undergraduate flying training program.

"This represents a very significant milestone for Air Force flying training," said Gen. Thomas M. Ryan Jr., ATC commander. "The addition of the NGT to our inventory ensures us the means to continue producing the world's best trained pilots."

The initial \$104 million contract with Fairchild Republic calls for the design, development, fabrication, test and delivery of two NGT test aircraft, and two durability test articles with data and support equipment for full scale development.



The new generation trainer is shown in an artist's concept.



# CROSSFEED

## 'Thrill' on wheels

By MSgt. Charles C. Carroll  
3505th Recruiting Group

CHANUTE AFB, IL—A "Thrill of Flight" cockpit display was christened into service recently by the 3505th Recruiting Group.

Seizing the opportunity to capture a T-37 instrument trainer on its way to salvage, the group joined forces with the 3345th Consolidated Maintenance Squadron, Chanute Technical Training Center, to convert it to a highly visible, mobile recruiting display.

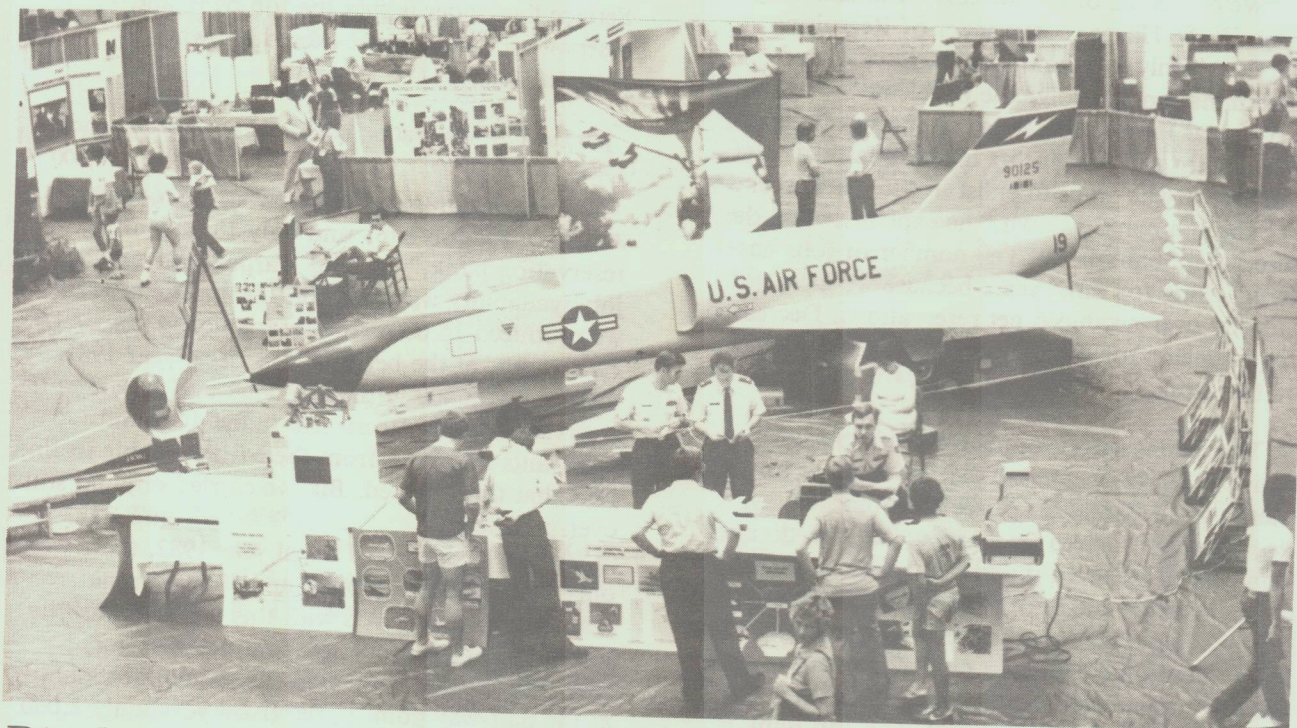
The trainer was permanently mounted on a trailer to make it easily transportable. Once on location, the display can be set up for use within 30 minutes. Ladders with handrails are provided on both sides for boarding prospective applicants. Once on board, the canopy is closed and the applicants enjoy a six minute "thrill of flight" audiovisual presentation. The audiovisual system uses a Fairchild projector with side projection reflecting off another mirror to increase image size on the canopy windshield—reverse screen. Aircraft sounds along with pilot to control tower communications is piped into the cockpit.

The display will be used throughout the upper midwest involving the group's seven squadrons. More than 20,000 people are expected to view the display during the remainder of FY 82. Scheduling in shopping malls, fairs, high schools, colleges and other special events totaling 25 locations is already complete.

TSgt. Daryl Hanson, recruiter for the 3556th Recruiting Squadron, Minneapolis, Minn. was delighted to be the first to use the display. He worked it at the Brookdale Mall in Minneapolis. The waiting lines to get into the display were reported to have gotten so long that the recruiters working the display were booed when the mall closed.

During the display period, over 700 people viewed the display and experienced the "thrill of flight." As a result, two CSEP, one engineer, four prior service, and numerous non-prior service prospective applicants have started their processing.

The '05th Group has issued "wants and warrants" which may lead to the location of additional instrument trainers destined for salvage. They are being sought in connection with successful recruiting of all programs in the greater midwest area. Contact 3505 USAFRG/RSa with information.



**Display** The Engineering Fair at the University of Florida was dominated by the Air Force's display of engineering achievements and opportunities. (Photo by TSgt. Dick Fellows)

## Engineering Fair goes AF blue

Air Force engineering feats were on display at the University of Florida's Engineering Fair held recently at the Stephen F. O'Connell Student Activities Center, in Gainesville, Florida.

The 37th Annual Engineer's Fair, sponsored jointly by the College of Engineering and the Benton Engineering Council, featured many exhibits by various industries and Florida's higher education facilities. The largest exhibit was the 3533rd Recruiting Squadron's display of Air Force engineering achievements. With the help of Wright Patterson AFB, the 3503rd Recruiting Group and the Florida Air National Guard, local engineering recruiter TSgt Tom Farrell put together a display that was unmatched in size and substance, and without a doubt was the highlight of the fair.

## Recruiters help out in pageant

Recruiters in the 3546th Recruiting Squadron recently had the opportunity to meet contestants in the Miss USA Beauty Pageant. MSgt. Ken Laumer, G Flight supervisor, and SSgt. Bud Rucker, the local recruiter, met the young ladies while they visited Keesler AFB. The recruiters presented the ladies Air Force T-shirts and urged each of them to visit the recruiters in their home states. MSgt.

### Trainer

The 3505th Recruiting Group's "Thrill of Flight" trailer is ready for the beginning of its tour in the north central area of the country.



As part of the Engineering Fair, the Air Force sponsored a COI for engineering students and faculty members of the University's Engineering School. This year's guest speaker was Lt. Col. John Madden, Deputy Director of Engineering, F-16 Systems Program Office at Wright Patterson AFB, Ohio. Colonel Madden talked with the nearly one hundred students and faculty about the many facets of the F-16 development program.

As the Fair drew to a close for another year, Sergeant Farrell said, "Without a doubt the Air Force's participation in the Engineering Fair is the greatest in-road we have made at the University of Florida, making my job a lot easier."

Plans are already underway to top this year's performance at next year's fair.

Mark Guidry and SSgt. Bob Fury, recruiters from Pascagoula and Gulfport, Miss., joined Sergeants Laumer and Rucker at the opening night competition and the final evening which was televised nationally.

## Tradition passed on in Pittsburgh

One Recruiting Service officer has passed on a tradition of service to country to his son. Capt. Arthur L. Bale, former OTS recruiter in the 3511th Recruiting Squadron, retired on June 1 after 24 years of service. On the evening of his retirement, Captain Bale presented a saber to his oldest son Ted, a 1982 graduate of the Air Force Academy. The younger Bale will attend helicopter training. Captain Bale began his Air Force career in 1958 with an 8th grade education. After obtaining his GED and completing two years of college, Captain Bale attended San Diego State University, graduated, completed OTS and was commissioned in 1976. He joined the 3511th Squadron in 1980 as the resource management officer and recently moved to the OTS position.

# Heavy ad months here, also projects

## Package shows AF opportunities

The new Display Graphics Kit (GS 80-43) is now in distribution. One unit is being sent to each group, squadron and flight. The package was designed for use with the SHO-TEL system, but can be used with older displays including the Stand-up Expandable Display.

Each of the kits contains a variety of illustrations covering most recruiting programs. Several photos feature aircraft and leisure activities. There are an assortment of seals, logos and headers plus a large supply of Velcro tape for mounting.

Short strips of Velcro stuck to the back side of the photos are enough to hold the photo to the display. Usually four or six are enough, even for the largest photo. Press the photo lightly to the display to ensure it stays.

There are some tips that will extend the life of the kit:

- Handle the illustrations carefully. They are printed on heavy stock with a mylar coating, but corners are easily bent and the surfaces can be stained and scratched.
- Pack photos face to face when shipping. This will prevent scratches from contact with the Velcro tape.
- Don't use pins on the photos. If you must use pins, set them around the edges of the illustrations.
- Keep the kit together. If you loan out a piece or use other pieces around the office, there won't be a kit left after a while.

The package can add impact to your display system. We feel it's one of the best available anywhere.

August and September are heavy months in delivery of promotional items, especially in health professions. GSA contract arrangements have made possible early delivery on these items.

Other projects due out in August and September are listed below. Details on specific projects can be found in the Recruiting Service Project Book. Copies are available in group and squadron A&P offices.

Note that the availability month differs from the distribution month listed in the project book. This allows time for the project to be directly shipped or delivered to the Publications Distribution Center (PDC), and be made available to recruiters.

The designation "RDS" in the remarks column means the project will be available from the PDC, but should not be ordered until "fair share" notification is received.

### RECRUITER SUPPORT ITEMS

PROJECT	AVAILABILITY	REMARKS
GS 82-39, Take-One Boxes	August	Direct Ship to squadrons
GS 82-47, Flight Screening Program Mini-briefing	Sept.	3 per sq., 1 per group
NPS 82-1, Fact Folder	August	RDS
OTS 82-2, Undergrad. Engineer Conversion Program Folder	Sept.	Designed for workforce.
OTS 82-15, Engineer Drafting Pencil	August	Direct ship to squadrons
OTS 82-20, Reprint of Airman Mag Article - "Hanging in Over Hondo"	August	Direct ship to squadrons 2,400 per group
HP 82-25, HP COI Pen Pointers	Sept.	Directo ship to med, nurse team
HP 82-27, HP Pocket Flashlights	Sept.	Direct ship to med, nurse team
RES 82-2, Pilot/Nav Fact Folder	Sept.	AFRES

### PERIODICALS AND DIRECT MAIL

September is a heavy advertising month as the national periodical program swings into the new school year. Recruiters can expect to see leads from magazines and direct mail within 30 days after the publication or mailing date. Listing shows name and issue of periodical, program(s) supported and media codes which identify them on the prospect listing. GS means general support, or ads which support more than one recruiting program.



PUBLICATION	PROGRAM	ISSUE	MEDIA CODE
American Journal of Nursing	Nurse	Sept.	AJ
American Journal of Obstetrics & Gynecology	Physician	Sept.	OG
Ebony	GS	August	E—
Graduating Engineer	OTS/ ROTC	Sept.	GE
Hot Rod	GS	August	H—
Journal of American Dental Assoc.	Dentist	August	AD
Journal of American Medical Assoc.	Physician	August	AM
Journal of Urology	Physician	Aug-Sept.	JU
*LadyCom	Retention	Sept.	—
The Laryngoscope	Physician	August	LA
National Future Farmer	GS	Aug-Sept.	NF
New England Journal of Medicine	Physician	Sept. 16	JM
Nursing '82	Nurse	August	NR
Nutshell	OTS/ ROTC	Sept.	NH
Popular Mechanics	GS	Sept.	PM
Reader's Digest	GS	Sept.	RD
*School Shop	Educator	Sept.	—
Senior Scholastic	GS	Sept. 17	SS
Sport	GS	Sept.	SP
Sporting News College Football Annual	OTS/ ROTC	August	SN
Time (College Edition)	OTS/ ROTC/AFSA	Sept. 13	TC
*Today's Education	Educator	Sept-Oct.	—
TV Guide	GS	Sept. 11	TG
The Wallhanger (College Calendar)	OTS/ ROTC	Sept.	WH

\*DOES NOT INCLUDE BUSINESS REPLY CARD

### DIRECT MAIL

TARGET	PROGRAM	DATE	CODE
Male HS Seniors ('82-'83 grads)	NPS	Spt/Oct.	DK

### Broadcast Products

Country Music Time (Aug. release)

Conway Twitty	Wayne Kemp
Brenda Lee	Kieran Kane
Rosanne Cash	Margo Smith
Bert Colwell	Ed Bruce
Rich Landers	Reba McEntire
Jacky Ward	Ricky Skaggs
Gary Gentry	Rex Allen, Jr.

### TV Spots

Aug (16mm film)	Sept. (2" high-band VTR)
F-16 :60	SR-71 :60
ON THE JOB :30	ON THE JOB :30
FB-111 :20	Discover (F-16) :20
C-141 :20	C-141 :20

### Graphics

MSgt. Buster Kellum, Directorate of Advertising and Publicity, stands before a SHO-TEL unit with the Display Graphics Kit attached. The graphics show a variety of Air Force opportunities and skills.





*Photos  
by  
MSgt.  
Buster Kellum  
and  
Walt Weible*



**Blue Suit IV**

The week of Blue Suit IV gave members of Flight 13F an opportunity to renew old friendships from last year and make new friends. During the Chamber of Commerce Luncheon, top left photo, Brig. Gen. W. S. Harpe thanks the Chamber for their super support. Standing on the stairs of their plane prior to their departure, top right, members of the flight remind everyone that they're "number one." A long week of activities meant sleep came in strange places. MSgt. Charles Tache, above left, takes a cat nap on the bus during their trip to Cliff Morton's ranch. General Harpe, center in the photo above, kicks up his heels during the Blue Suit Barbecue at Randolph AFB. Members of the flight got a chance to answer questions of a class attending Recruiting School, below.



THIRD CLASS  
BULK RATE  
Postage & Fees Paid  
USAF  
Permit No. G-1

USAF Recruiting Service/RSA  
Randolph AFB, TX 78150