

The
Air Force

RECRUITER

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USAF Recruiting Service, Randolph AFB, Texas

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Commanders' Conference

Three-time goldwinner in Olympiad awards

TSgt. James Besmer is the only recruiter ever to earn three gold medallions in the Olympiad Awards Program. Winners of this year's program included five gold medallion winners, three silver medallion winners and nine bronze medallion winners. There were seven repeat winners and nine first time winners.

Page 4

Four percent raises across-the-board

The new military pay scale is now in effect with a four percent across-the-board pay hike. The largest increase affected the Variable Housing Allowance rates with a 13.3 percent increase.

Page 5

Uniform Board makes 35-10 changes

Several changes to AFR 35-10 have recently been adopted. The changes include the wear of trousers and slacks, women's longer length overblouse and organizational baseball caps. Other changes include the wear of sleeveless or athletic undershirts when the utility shirt is removed in the immediate work area, and the authorization for women to wear the button down cardigan sweater.

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Upcoming ads, tours appear in calendar

Keeping up-to-date on the advertising that will appear in the next few months will be a snap with the help of a revised RSA Calendar. The calendar carries projects, advertising, national conventions and tours during the next two months.

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AIM HIGH

Recruiting commanders and superintendents will be "AIMing HIGH" during the upcoming Commanders' Conference, Nov. 2-6, at Randolph AFB, Texas. The commanders will meet for three days to discuss the upcoming recruiting year and honor the top recruiters and

organizations in the command. This photo will appear on the front cover of the commanders' folders for the conference. For more information on the conference see page four.

**AIR
FORCE**
A great way of life.

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.

Commander.....Brig. Gen. W. S. Harpe
Director of Advertising and Publicity.....Col. Hubert C. Moore
Chief, Publicity.....Lt. Col. Karen Brantner
Editor.....MSgt. Wayne W. Bryant

viewpoint

Commentary



We had a great year in 1982! You know it, I know it, everyone knows it. You did the best job of bringing in high quality in the right numbers in the history of Air Force Recruiting Service. And, you did it under some tough constraints: a change in program emphasis in the middle of the year; and under a net reservation cap. It's time to celebrate that success and we're all in the midst of doing just that in the annual training conferences. After the dust settles, and barring any major transportation problems, I will participate in nine squadron conferences and all five group conferences. Wish it were possible for me to make them all.

We are also fortunate to have had a lot of our fine troops promoted during the past year. Most recently sixteen individuals in Recruiting Service were named for promotion to lieutenant colonel. The selection rate for us on this board was the highest of any Air Force organization our size. This tells me several things: we're getting high quality people into our business, they are working hard, and promotion boards recognize the importance and challenge of recruiting duty.

By the time you read this we will have completed the annual Commanders' Conference at Headquarters Recruiting Service. Your squadron and

By Brig. Gen. W.S. Harpe
Commander

group representatives participated in the first ever Recruiting Service relay race. Three, count 'em, three teams from Recruiting Service were pitted against teams from each group. That is, I think each group. We are worried about Col. John Salvadore and his 3501st team. It seems they are better at indoor sports and may be shying off—all that snow, you know. Anyway, look for results of the big race in next month's issue of the Recruiter.

We are already into a new recruiting year and most programs are looking good. At Headquarters Recruiting Service level we are way out in front of some programs - namely NPS, pilot and navigator programs. However, we're moving slowly in prior service and physicians (again). Let's get a fire built under those programs. With the goal reductions from last year, we'll all go to jail if we don't make physicians this year.

Keep pressing, keep your tools sharpened, and shoot for excellence every day. Let's put the "recruiter touch" on all that we do.

W. S. Harpe

Commanders Dial 3425

Question of quality

COMMENT: I'm a recruiter assigned to the Airmen Classification Squadron, Lackland AFB, Texas. Recently I processed an individual whose scores looked very low, Mechanical-45, Administrative-15, General-25 and Electronics-50 with an AFQT of 22. As a production recruiter, I remember when our standards were for an AFQT of 31 and a general score of 45. Have we lowered our quality?

REPLY: No, we haven't lowered our quality standards, they are as high as ever. The individual you processed fell under a special "Project Image" program that is no longer in effect. Our current criteria for test scores of G-30 and a composite of 120 compares favorably with the pre-1980 scores of G-30 and a composite of 170. This change was caused by the introduction of the new ASVAB in October 1980. Although the standards have not changed, our current emphasis is on G-40 and a composite of 145. More than 83 percent of our applicants in the bank

are now above that score. We are constantly striving to maintain the highest standards of quality in the Air Force. Our quality is the best and we continue to increase it every year.

By the numbers

COMMENT: I have a young man on the verge of shipping, who is currently without a Social Security Card, and there doesn't seem to be any way to get a card before his shipping date. Is there any possibility of shipping my applicant without his card?

REPLY: I'm afraid not. Social Security Account Numbers are essential to establishing and maintaining both personnel and financial files for applicants. We've received quite a few complaints from the Air Force Manpower and Personnel Center concerning the enlistment of people with erroneous SSANs, which create problems not only for the Air Force but also the individual. Keep charging!

Letter to Editor

Dear Editor,

After two years as Commander of the 3551st Recruiting Squadron, I have a question and some opinions I'd like to direct to my fellow Recruiting Service personnel. The "Fighting '51st" has suffered from a bad reputation, and it's historically hard to find enough quality recruiters to fill our vacancies. Why?

I'm sure there are those who would narrow the answer to one word—Chicago. However, Chicago has impressed me as one of the most beautiful and fun cities that I've ever been in. Regardless of our taste or preferences, we of the '51st are surrounded daily by numerous cultural and entertainment oppor-

tunities. Ethnic festivals are continuous. Other events like "Chicago Fest," "The Air and Water Show," "A Taste of Chicago," "Maritime Week," and the "World's Largest Jazz Festival" keep Chicago's many parks and beaches hopping with activity and excitement. This year, Chicago was selected as the nation's most livable city, and for good reason.

Sports fans especially thrive on the number and variety of sports franchises. No professional league is complete without at least one Chicago entry.

Outdoorsmen flock to Illinois' fields, lakes, streams, and parks, and Wisconsin and Michigan are only a slingshot away.

Especially interesting are the many landmarks and numerous museums, art galleries, and theaters in the

Recruiter request

COMMENT: Recently, you asked recruiters in the field to recruit some "good troops" back into the Air Force as recruiters. However, earlier in the year an operations bulletin said we could no longer recruit prior service into recruiting unless that individual was a prior Air Force recruiter. I am working with a prior service individual who is interested in becoming a recruiter in this area. I'd appreciate any information you can supply.

REPLY: You're right on both counts. I asked recruiters to be on the lookout for people who would make good recruiters, and I still do. The bulletin you referred to was published earlier in fiscal year 1982 and applied to last fiscal year. We are currently looking for quality applicants to become recruiters, whether they are currently in the Air Force or prior service applicants looking to return to the Blue Suit. Send us his application, we'll size him up and maybe send him back to help you out.

By Lt. Col. Boyce W. Wiltrout
3551st Recruiting Squadron

area. Besides being entertaining, they are very educational and stimulating.

But that's just a portion of our squadron. Although the bulk of our market is in Chicago and vicinity, the '51st is blessed with some fine smaller cities like Rockford, Peoria, and Champaign, in addition to the beauty and serenity of Midwestern rural America.

The Squadron headquarters is centrally located in a rural area about 45 miles from Chicago. This puts us within a three-hour drive of any AFRO which increases accessibility and the feeling of unity.

So, I repeat my original question: Why? Why does

Continued on page 12



family

Busily preparing for holiday season

By Ramelle Harpe

Hope you have been starving yourselves, preparing for all the holiday feasts. This will be our second Thanksgiving with no children at home. We're planning to do what we did last year and that was to camp out, taking our tent and turkey! It was a gorgeous, warm day, a perfectly beautiful time to give thanks.

Scott is still on the road visiting squadron conferences. He has been so proud of everyone and especially pleased to see so many wives accompanying their husbands. The wives of the Master Recruiting Badge winners are now being given a recruiting charm as an acknowledgement for their

support. I sincerely wish I could be there to award this charm because I know how well deserved it is and how important a wife is to the team effort.

Received a great letter from SSgt. Dennis Magdole of the 3518th Squadron in New Cumberland, Penn. As you remember, I had asked previously that you write to me about yourselves so that I may share with everyone.

Dennis told me about the latch hook rug of the Air Force seal which hangs in their headquarters. He did not tell me who made the rug. I spoke with Jan Ullrich, wife of Col. Dale Ullrich, who was their past group commander and she told me that Dennis' wife was the talented one. I know it must be beautiful.

We recently had a special treat. Gil Gerard, who is the star of TV's "Buck Rogers" series and in three other productions this fall, came to headquarters to see a new recruiting film he had just made, to make a few radio spots and to take a flight in a T-38 Talon. Not only is he extremely good looking, ladies, he is a very nice guy who is dedicated to his country.

Gil is the national chairman of the Multiple Sclerosis Readathon, involved with the Special Olympics and, of course, has volunteered his support to Air Force Recruiting.

You all have a wonderful Thanksgiving and good luck with your Christmas shopping! Busy days ahead....



CHAMPUS claims processors changing in some states

AURORA, Colo.—Military members and their dependents in four southwestern states will have their Civilian Health and Medical Program of the Uniformed Services claims processed by a new company starting Jan. 1, 1983.

A \$7 million contract was awarded Blue Cross of Washington-Alaska to process all CHAMPUS claims for members and dependents living in Arizona, California, Nevada and New Mexico.

This is the first time the claims processor for the southwestern area will be under an incentive-type contract, CHAMPUS officials said. Under the incentive-type contract the contractor is subject to bonuses or penalties for speed and quality in paying

claims. CHAMPUS is implementing this type of contract in other areas as contracts are renewed.

Families covered by CHAMPUS in the four states should continue to send claims to Blue Shield of California through Dec. 31, 1982, according to CHAMPUS officials. As the information becomes available, new addresses and telephone numbers for submitting claims in the different states will be published.

CHAMPUS is the Department of Defense health benefit plan for military families who must get medical care from civilian hospitals and doctors. Examples are emergencies and families not living within 40 miles of a military medical facility. (AFNS)

Santa's request line now open to youngsters

Children can once again receive a letter from Santa, complete with a North Pole postmark, thanks to the volunteer efforts of members of Detachment 2, 11th Weather Squadron at Eielson AFB, Alaska.

What began in 1954 as a program for children of U.S. service members stationed overseas blossomed into an annual project bringing holiday cheer to thousands of children around the world.

It's Santa's Mailbag Program, and it works like

this. Children write a letter to Santa. Relatives or friends answer the letter as if it were from Santa, then send the letter with a stamped envelope addressed to the child, to Det. 2, 11th WS, Eielson AFB, AK 99702.

Answers are returned with Santa "stamped" artwork on the envelope and the North Pole postmark.

Occasionally letters are received without the letter from a relative or friend or with no return stamp.

A time to pull together

Family separations not easy

Temporary separations are as much a part of military life as moving, but they can be a lot more traumatic for the entire family. Katharine Kersey and Janet Schwenke in the June 1982 issue of LADYCOM magazine discuss the problems of long, involuntary separations and how to deal with them.

According to the authors, keeping the family operating smoothly during a separation requires an awareness of the problems that may occur and the reactions of the children.

The authors offer several tips to avoid or lessen some of the problems. First, be honest with the children about your feelings. They are probably experiencing the same feelings of loss and loneliness and need to know that their feelings are accepted and shared.

Next, keep the missing parent and children in touch with each other through photos or tapes. Be

When this happens, volunteers reply with a form letter. They do it all on their off-duty time and receive no funds from the government. Donations from friends and base members usually help pay for stamps.

Santa's "blue-suited" helpers urge parents to be sure to include the self-addressed stamped envelope and the return letter and to mail before Dec. 1, so letters can be returned by Christmas. (Courtesy MAC News Service)

sure to send excerpts from the daily routine, not just special occasions.

Don't spare the details of problems at home to avoid worrying or distracting the missing parent. If the spouse is aware of the problems, the adjustment on returning home will be much easier.

Don't make the missing parent the "heavy" when disciplining children. Threatening the children with "Just wait till your father gets home" will make the homecoming less joyous for all.

Tailor your response to the children's needs. Each child will react differently to the separation. When it's time for the reunion, allow it to move at a pace the children, especially the younger ones, are most comfortable with.

Separations are difficult, but with luck, understanding, flexibility and careful planning, your family can weather them all. —Margaret Kanyusik



Commanders' Conference , Nov 2-6

Recruiting commanders and superintendents from throughout the country will gather at Randolph AFB, November 2-6, to recognize the top recruiters from fiscal year 1982 and discuss the upcoming year. Brig. Gen. W.S. Harpe, commander of Recruiting Service, will host the five-day Commander's Conference for recruiting group and squadron commanders and superintendents. The officers and their top enlisted supervisors will attend a variety of briefings and workshops to discuss the upcoming recruiting year and issues pertinent to recruiting's success.

"This year's conference is extremely important to the future of the Air Force," said General Harpe. "We've just completed the most successful year ever for Air Force recruiting and are looking forward to another successful year in 1983. It is essential that we continue to recruit quality young men and women for the Air Force. They are the future of the force and

that future is looking very bright. During the past year, we brought a larger number of engineers into the Air Force than any previous year. The quality of our non-prior service enlistees is also increasing, 94 percent of them were high school graduates. This speaks well of our recruiting force.

"This increase in quality is reflected in the extra effort put forth by recruiters throughout the country," General Harpe emphasized. "Today's recruiter has to be a multi-faceted individual who can shift his or her recruiting effort to a variety of programs."

This kind of ability has brought recognition to three individuals and several organizations in Recruiting Service. The Top Recruiter, Top Rookie Recruiter, and Top Flight Supervisor will be honored during the annual Awards Banquet scheduled for Nov. 4 at the Randolph Officers' Open Mess. Several organizational awards will also be presented at the banquet.

Another activity to be held during the conference highlights the current emphasis on physical fitness throughout the Air Force and specifically in Air Training Command. Each of the five recruiting groups will sponsor a nine-member team to compete in a running event on Nov. 4. Three teams from the headquarters will also compete against teams representing the field units.

General Harpe will lead an 'executive' team of colonels and chiefs from the headquarters. Two more teams comprised of officers and noncommissioned officers will also compete in the event. "This is our contribution to the Air Training Command physical fitness program," said General Harpe. "It also provides for some 'intra-command' competition that enhances esprit de corps."

The conference will conclude Nov. 5 with a wrap up breakfast and an executive session.

Olympiad awards

Five recruiters earn gold, 17 honored with medallions

TSgt. James Besmer, 3554th Recruiting Squadron, is the only recruiter ever to earn three gold medallions in the Olympiad Awards Program. There were a total of 17 award winners this year, compared with 56 in fiscal 1981.

Five NCO's were recognized as three time medal winners and two will be presented their second Olympiad medal. During the past three years, MSgt. Charles E. Johnson, 3531st Squadron, enlisted 319 persons giving him the edge over MSgt.'s Charles S. Tache and Michael Twaroski, both from the 3513th Squadron, who each enlisted 317 recruits. Sergeant Besmer was close behind with 316,

while TSgt. Emmanuel J. Vaughn of the 3551st Squadron enlisted 251.

The awards will be presented to the 17 recruiters at their respective Group/Squadron annual training meetings. The following were award winners during fiscal year 1982.

Gold Medallion	Unit	EADS
MSgt. Charles E. Johnson	3531st	134**
MSgt. Charles S. Tache Jr.	3513th	113**
MSgt. Michael W. Twaroski	3513th	111**
TSgt. James J. Besmer	3554th	100**
Silver Medallion		
SSgt. Soto M. Aviles	3533rd	96

SSgt. Robert T. Hiatt	3541st	94*
TSgt. Lewis F. Smith	3518th	93
Bronze Medallion		
TSgt. Samuel E. Lehman	3518th	88
SSgt. Gary M. Siciliano	3563rd	85
SSgt. Leonard R. Prather	3553rd	84
MSgt. Owen K. Moore	3519th	83
TSgt. Raymond L. Hale II	3533rd	82
SSgt. Wesley H. Hamann	3537th	80
SSgt. Robert Hunt	3561st	80
SSgt. Mark E. Linderman	3513th	80*
TSgt. Emmanuel J. Vaughn	3551st	80**

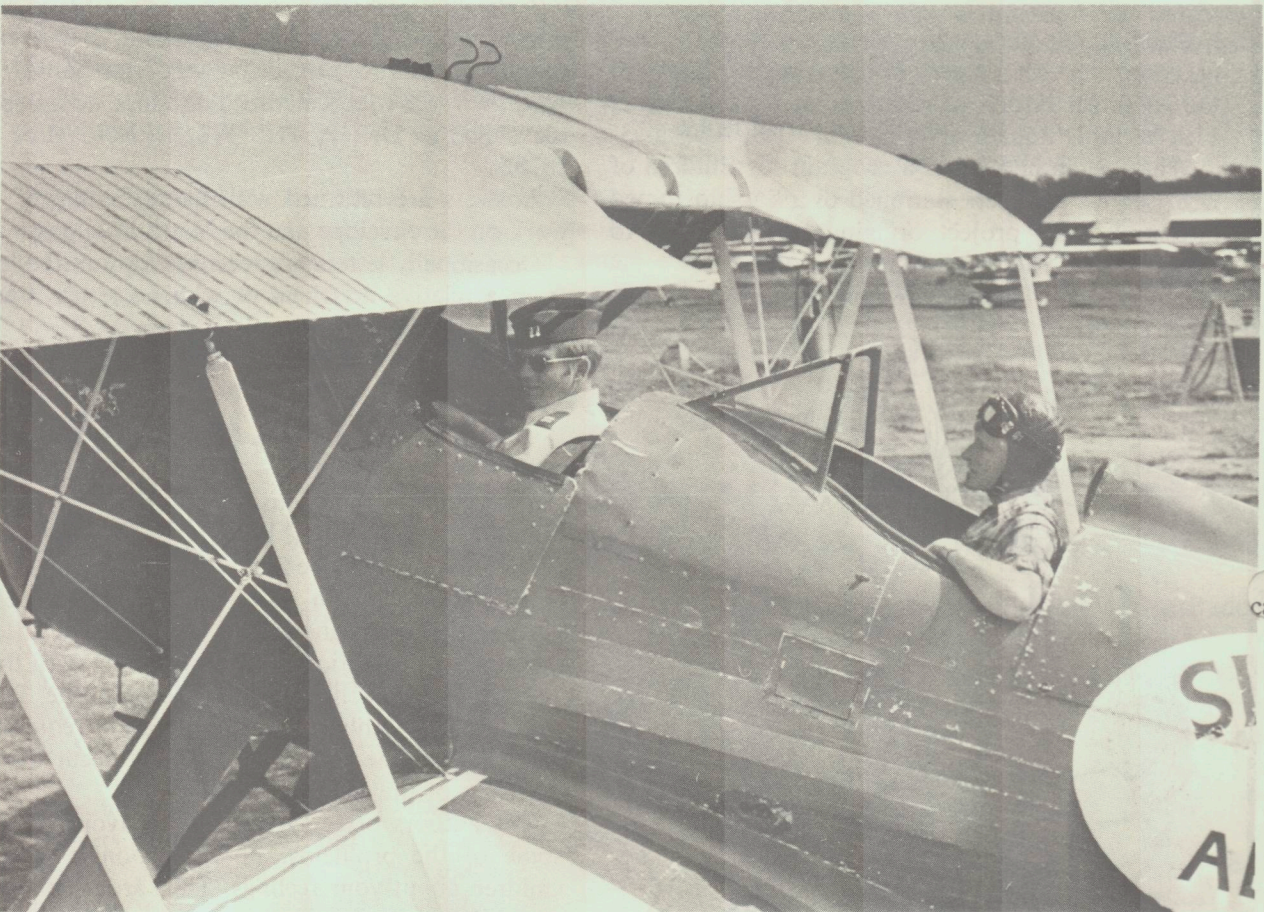
*indicates previous Olympiad awards earned.

Promotion selectees to lieutenant colonel

Sixteen people from Recruiting Service were selected for promotion by the last lieutenant colonel's board. Five of those individuals are from the headquarters. Selectees are:

- | | |
|--------------------------|-----------------|
| Maj. Elmer L. Alderfer | 3518th Squadron |
| Maj. Robert O. Brewer | 3550th Squadron |
| Maj. John P. Fuller | 3512th Squadron |
| Maj. Ronald J. Later | 3514th Squadron |
| Maj. Joseph Mazziotto | 3515th Squadron |
| Maj. Michele D. Plaudis | 3653rd Squadron |
| Maj. Brian P. Quarrie | 3561st Squadron |
| Maj. Ronald T. Sconyers | 3544th Squadron |
| Maj. Maurice L. Stocks | 3541st Squadron |
| Maj. Harry R. Sunderland | 3504th Group |
| Maj. Roy G. Survillas | 3513th Squadron |

- | Headquarters Recruiting Service | |
|---------------------------------|-----|
| Maj. William J. Boyland | RSC |
| Maj. David A. Durrant | RSC |
| Maj. David C. Kraus | RSA |
| Maj. Louetta B. Taylor | RSH |
| Maj. Frank M. Terrell | RSO |



THOSE AMAZING MEN ... Capt. Gordie West, 3519th Recruiting Squadron, has the rare opportunity to fly with the "Red Baron" alias David Miller. David was recently recruited by

TSgt. Robert Rouquette for the Air Force pilot program. Until he reports, Miller will continue aerobatic flying in his 1940 vintage biplane. (U.S. Air Force Photo)



4 percent across-the-board raise

PAY GRADE	Under 2	2	3	4	6	8	10	12	14	16	18	20	22	26
0-10	4686.90	4851.90	4851.90	4851.90	4851.90	5037.90	5037.90	5423.70	5423.70	5811.60	5811.60	6200.40	6200.40	6587.40
0-9	4154.10	4263.00	4353.60	4353.60	4353.60	4464.30	4464.30	4650.00	4650.00	5037.90	5037.90	5423.70	5423.70	5811.60
0-8	3762.30	3875.10	3967.20	3967.20	3967.20	4263.00	4263.00	4464.30	4464.30	4650.00	4851.90	5037.90	5239.80	5239.80
0-7	3126.30	3339.00	3339.00	3339.00	3488.40	3488.40	3690.90	3690.90	3875.10	4263.00	4555.80	4555.80	4555.80	4555.80
0-6	2317.20	2546.10	2712.60	2712.60	2712.60	2712.60	2712.60	2712.60	2804.70	3248.40	3414.60	3488.40	3690.90	4002.90
0-5	1853.40	2176.50	2326.50	2326.50	2326.50	2326.50	2397.30	2526.00	2695.20	2896.80	3063.30	3155.70	3266.10	3266.10
0-4	1562.10	1902.00	2029.20	2029.20	2066.40	2158.20	2305.20	2434.80	2546.10	2657.70	2731.20	2731.20	2731.20	2731.20
0-3	1451.70	1623.00	1734.90	1919.70	2011.50	2084.10	2196.30	2305.20	2361.90	2361.90	2361.90	2361.90	2361.90	2361.90
0-2	1265.70	1382.40	1660.80	1716.60	1752.60	1752.60	1752.60	1752.60	1752.60	1752.60	1752.60	1752.60	1752.60	1752.60
0-1	1098.90	1143.90	1382.40	1382.40	1382.40	1382.40	1382.40	1382.40	1382.40	1382.40	1382.40	1382.40	1382.40	1382.40
0-3E	0.00	0.00	0.00	1919.70	2011.50	2084.10	2196.30	2305.20	2397.30	2397.30	2397.30	2397.30	2397.30	2397.30
0-2E	0.00	0.00	0.00	1716.60	1752.60	1808.10	1902.00	1974.90	2029.20	2029.20	2029.20	2029.20	2029.20	2029.20
0-1E	0.00	0.00	0.00	1382.40	1476.60	1531.20	1586.40	1641.60	1716.60	1716.60	1716.60	1716.60	1716.60	1716.60

Basic Allowance for Quarters

0-10	\$ 508.50	\$ 50.70	\$636.30
0-9	508.50	50.70	636.30
0-8	508.50	50.70	636.30
0-7	508.50	50.70	636.30
0-6	456.60	39.60	556.80
0-5	420.90	33.00	506.70
0-4	374.70	26.70	452.10
0-3	329.40	22.20	406.50
0-2	286.20	17.70	361.80
0-1	223.50	13.20	290.70

Basic Allowance for Subsistence OFFICERS

\$98.17 per month.

BAS,BAQ see increases in all ranks

PAY GRADE	Under 2	2	3	4	6	8	10	12	14	16	18	20	22	26
E-9	0.00	0.00	0.00	0.00	0.00	0.00	1720.20	1759.20	1799.10	1840.50	1881.30	1917.90	2019.00	2215.20
E-8	0.00	0.00	0.00	0.00	0.00	1443.00	1483.50	1522.80	1562.70	1603.80	1640.70	1681.20	1779.90	1978.50
E-7	1007.40	1087.20	1128.00	1167.00	1207.20	1245.30	1285.50	1325.10	1385.10	1424.40	1464.60	1483.50	1583.10	1779.90
E-6	866.40	944.70	984.30	1026.00	1063.80	1102.80	1143.30	1202.10	1239.90	1279.80	1299.30	1299.30	1299.30	1299.30
E-5	760.80	828.00	867.90	905.70	965.10	1004.40	1044.60	1083.00	1102.80	1102.80	1102.80	1102.80	1102.80	1102.80
E-4	709.50	749.10	792.90	854.70	888.60	888.60	888.60	888.60	888.60	888.60	888.60	888.60	888.60	888.60
E-3	668.40	704.70	733.20	762.30	762.30	762.30	762.30	762.30	762.30	762.30	762.30	762.30	762.30	762.30
E-2	642.90	642.90	642.90	642.90	642.90	642.90	642.90	642.90	642.90	642.90	642.90	642.90	642.90	642.90
E-1	573.60	573.60	573.60	573.60	573.60	573.60	573.60	573.60	573.60	573.60	573.60	573.60	573.60	573.60

Basic Allowance for Quarters

E-9	272.40	18.60	383.40
E-8	251.10	15.30	354.00
E-7	213.60	12.00	329.40
E-6	194.10	9.90	303.30
E-5	186.60	8.70	278.70
E-4	164.40	8.10	244.80
E-3	147.00	7.80	213.60
E-2	129.90	7.20	213.60
E-1	122.70	6.90	213.60

Basic Allowances for Subsistence ENLISTED

On leave or authorized to mess separately — \$4.68 per day

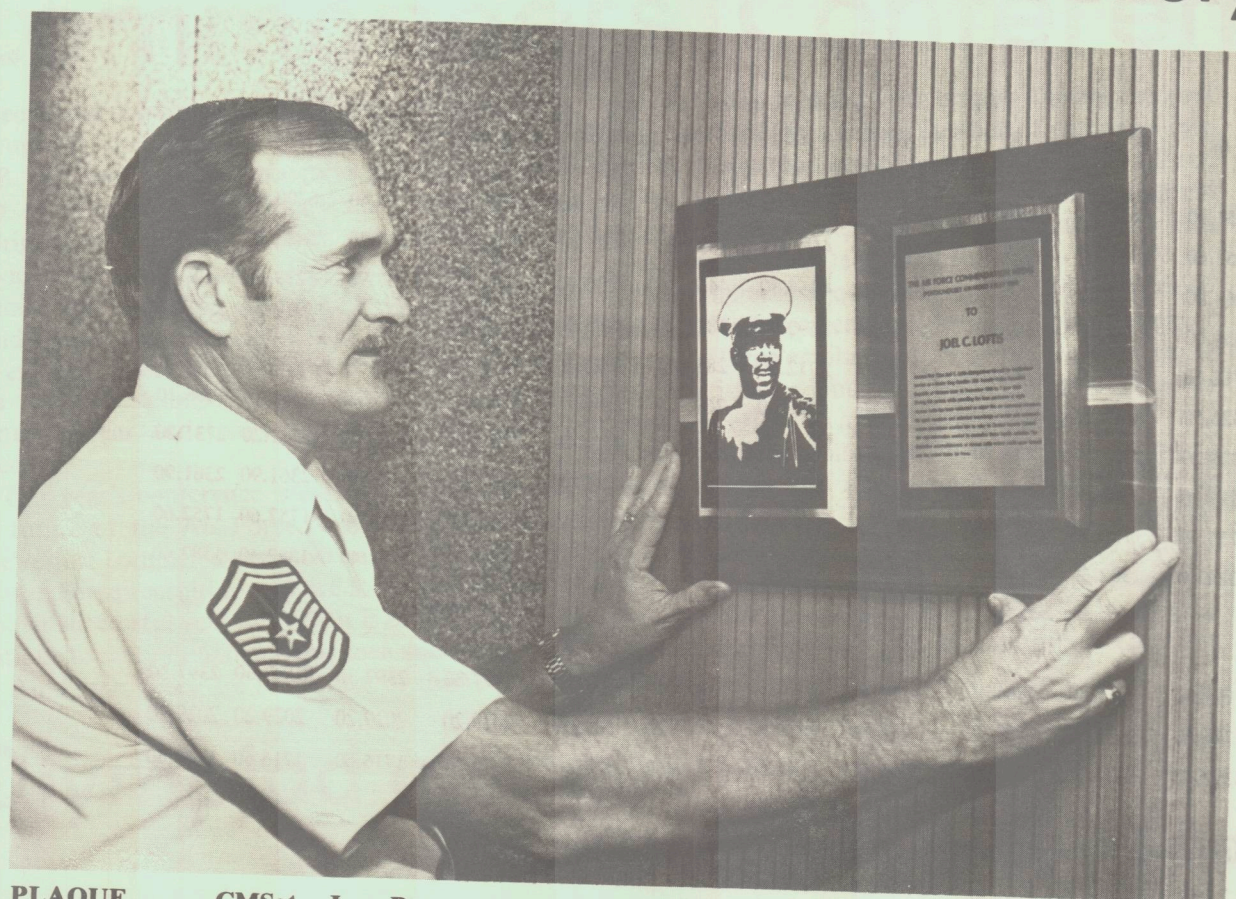
Rations in kind not available — 5.29

Duty under emergency conditions when no messing facilities of the United States are available — 7.00



feature

Loftis: Dedicated to the memory of a fallen warrior



PLAQUE . . . CMSgt. Joe Barnette, senior enlisted advisor for Recruiting Service, straightens the plaque that hangs in the headquarters building. The headquarters building was named

for AIC Joel Loftis, a security policeman, killed in action in Vietnam. (U.S. Air Force Photo by MSgt. Buster Kellum)

Harmony between career, hobby

Perfect pitch used to serenade Air Force recruits

SSgt. Mary Barlow
3563rd Recruiting Squadron

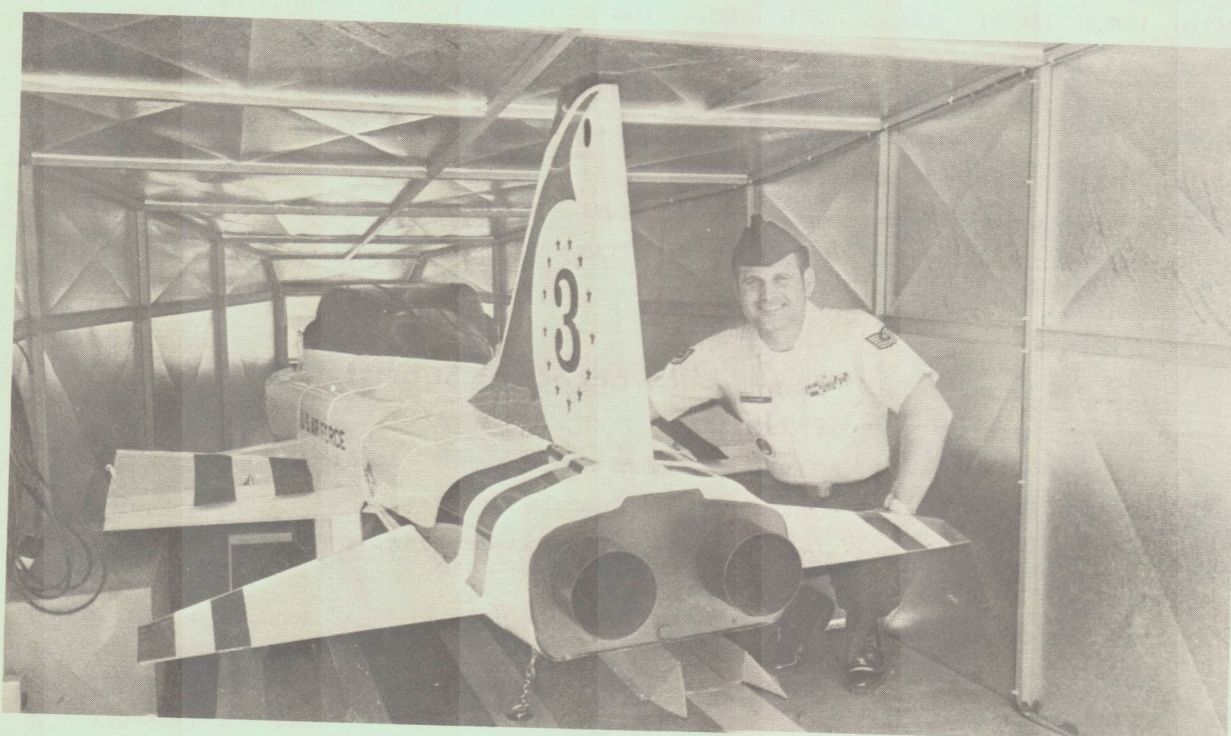
He sings, plays the guitar, and talks to young people about the Air Force. Meet recruiter TSgt. Clyde Henson. This multi-talented individual is a 12-year Air Force veteran assigned to the 3563rd Recruiting Squadron in Chico, Calif.

Sergeant Henson's involvement with music started in a high school choir. Since then, he's been a featured soloist in the Pacific Air Force Showcase and now extends his talents into the community where he recruits.

While stationed in Kunsan AB, Korea, Sergeant Henson started to gain recognition for his musical talents. He won the local talent contest and several others, enabling him to tour with the PACAF Showcase for three months.

Reflecting on his decision to join the recruiting team he said, "I looked at recruiting as another way to broaden my Air Force career and myself."

Meeting the challenges of a recruiter sometimes takes that little bit extra and Sergeant Henson is furthering his efforts through his music and songs that carry the recruiting message.



MUSIC MAGIC...TSgt. Clyde Henson makes the transition from recruiter, left, in the 3563rd Recruiting Squadron, to musician, above, with just a change of clothes. The 12-year Air Force veteran earned musical acclaim while assigned in Korea and toured with the PACAF Showcase. (U.S. Air Force Photos by SSgt. Mary Barlow)

By MSgt. Wayne Bryant

"With a command consisting mostly of enlisted men and women, it's appropriate for recruiting headquarters to be located in a building named for an enlisted man," explained CMSgt. Joe Barnette, Recruiting Service senior enlisted advisor.

Building 491 at Randolph AFB, Texas, is called Loftis Hall in memory of AIC Joel C. Loftis, a security policeman killed in action in Vietnam. Airman Loftis was assigned to the 35th Security Police Squadron, Phan Rang AB, and was killed June 7, 1969, during a rocket attack on the base. He was posthumously awarded the Air Force Commendation Medal and the Purple Heart Feb. 12, 1970.

"After a renovation in 1971, the Commander of Air Training Command held a contest to rename the building," Chief Barnette said. Submissions from individuals were considered and Loftis Hall was selected as the choice.

"The person who submitted the name was Sgt. J.J. Griffin Jr., then assigned to the Air Force Manpower and Personnel Center. He's now a recruiter assigned in Hawaii," the chief noted.

Sergeant Griffin used a printout of black airmen and officers killed in action in Vietnam, narrowing the list to those from Texas. Airman Loftis, a native of Texas City, Texas, was selected.

A letter to Airman Loftis' widow was sent requesting her permission to use his name. She agreed. On May 24, 1972, a dedication ceremony was held and building 491 was officially named Loftis Hall.

feature

SAVED!

Cops demonstrate hostage rescue

By SSgt. Mary Barlow
3563rd Recruiting Squadron



READY TO ATTACK . . . Members of the EST team stand poised outside the window of the stronghold of a suspected "terrorist." The team stormed the building and rescued the "hostages" during a demonstration for high school students and faculty.

In a vacant building, five student "hostages" and a "terrorist" waited while the Emergency Service Team (EST) came to the scene in a police vehicle. The team's first action was to set up a command post and evaluate the situation. When told to "storm the building," team members divided into groups and proceeded to take the building.

The first group used grappling hooks to scale the building walls and move to vantage points as directed by the command post. In the meantime, other team members moved to positions near windows and lobbed smoke flares, used to simulate tear gas, into the building. The whole operation took approximately 30 minutes, from arriving on the scene to capture of the "terrorist" and freeing of the "hostages."

The Emergency Service Team, a specialized unit from the 93rd Security Police Squadron at Castle, AFB, Calif., was demonstrating a typical rescue operation for the students and faculty members from Kingsburg High School, Kingsburg, Calif.

This demonstration was arranged by SSgt. Gary

Siciliano, assigned to the 3563rd Recruiting Squadron, Mather AFB, Calif. Sergeant Siciliano works in the Shaw Street Recruiting Office, Fresno. "This was one of the most exciting days of my recruiting duty experience. Those team members showed real professionalism and pride as they carried out their job," related Sergeant Siciliano. As a result of this event, Sergeant Siciliano obtained 50 leads of which he believes approximately one-fourth will turn into applications.

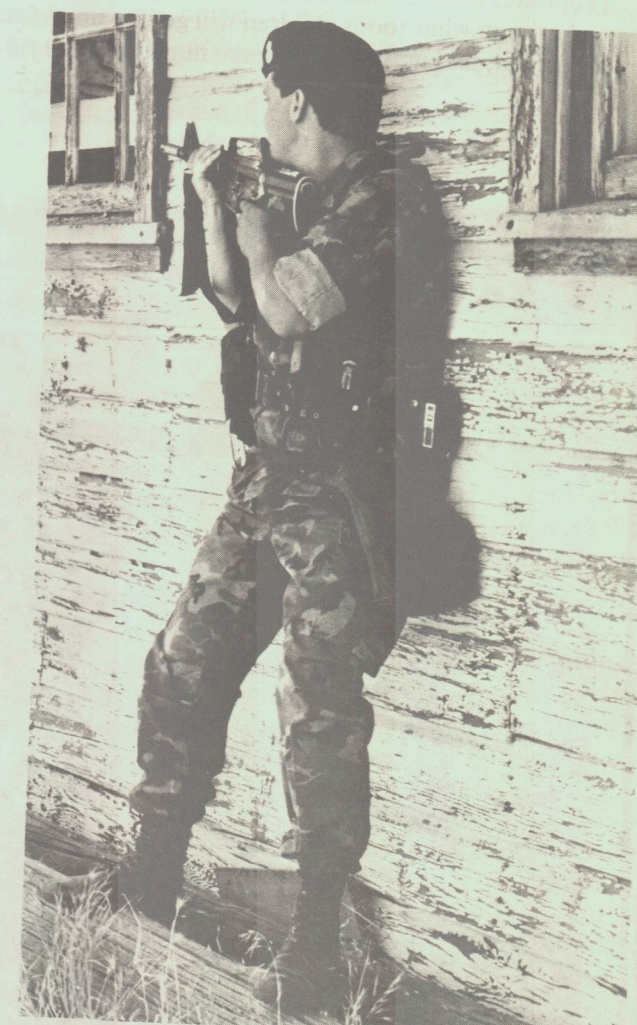
The faculty and students, composed of mostly police science classes, had a chance to meet and talk to the members of the EST crew. They discussed the training team members receive in addition to displaying selected equipment used in most common rescue efforts.

As recruiters, we are in a unique position to share the many varied opportunities available to young people in the Air Force. Through demonstrations like this one, we can build Air Force awareness in the community as well as create business. The message to you is this—find out what is available to you and use it. Learn to create your publicity.



GOING DOWN . . . A member of the Emergency Service Team lowers a "hostage" from the roof of the building that held the demonstration's

terrorist. The team members impressed a high school's criminal science class.



AWAITING WORD . . . Standing near the window of the "terrorist" building, a member of the EST team awaits word from the command post to enter the building.

U.S. Air Force Photos

AIR
FORCE
A great way of life

AIR
FORCE
A great way of life

people

Regular school routine helps kids establish productive year

The excitement of going back to school has probably worn off now and you and your children may have settled into a routine.

But, just in case you haven't, Marguerite Kelly, writing in the *Washington Post*, suggests several ways to help your child establish a healthy routine for a happy and productive school year.

Preparation each night for the following day is the key to a successful school day. Ms. Kelly recommends no television on a school night, encouraging the children to do homework or read. The only exceptions would be a news program or a new program that might be discussed in class. When the homework is complete, she suggests that parents look it over and ask thoughtful questions, complimenting a job well done.

Are permission slips, bus cards or lunch money required? Assemble these, plus the homework, the night before. Always collect them in one place, perhaps near the front door, but never in the children's rooms.

Ms. Kelly recommends helping children wake up in the morning by giving them an alarm clock. If they have some responsibility involving school, it will be less frightening, and they will feel that they have some control.

That's also why children should decide on what clothes to wear the next day and lay them out the night before. As long as they are clean and appropriate, their choices should be accepted.

Agree on what foods children will get for breakfast and lunch, and make sure they are nutritious and fill-

ing enough to keep them satisfied for at least three hours. Children fed only junk food will get hungry and jumpy and have difficulty paying attention in class.

At ages 13, 14 and 15—what Ms. Kelly calls the hardest, hormone-ridden years—children need a different kind of attention. Parents should listen more, praise them a great deal and, above all, help them say no in situations where they are unable to say no for themselves.

Structure is needed at this stage, Ms. Kelly says, including jobs, chores and teams after school, and meals eaten with parents. On school nights, no television, company or hanging around the mall is allowed, she recommends, explaining that children with stiff rules to live by will also have to find friends who have them also.

With proper preparation and loving parental concern, going to school can be a pleasant experience for all. —Margaret Kanyusik.

Exceptional service

Captain John Olsen has been selected as an Outstanding Young Man of America by the United States Jaycees organization for his exceptional services to the local community.

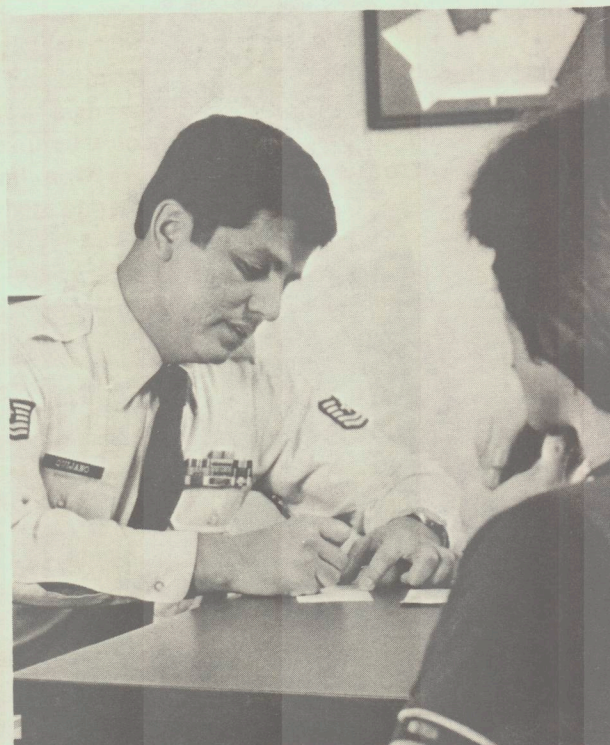
Quick six

MSgt. Mike Harrison, 3537th Recruiting Squadron, added another first to the squadron's list when he put six engineers on active duty with no CSEP market, all in one month! Sergeant Harrison's "Quick six" brought the squadron total to nine engineers that went EAD that month.



THE OLD WAY... Lt. Col. Ray Hansell, deputy commander of the 3501st Recruiting Group, makes a transition from the 20th century to an 18th century Minuteman. The ceremony was part of a celebration marking the 207th anniversary of the "Shot Heard Round the World." (U.S. Air Force Photo by Capt. Bruce A. Fried)

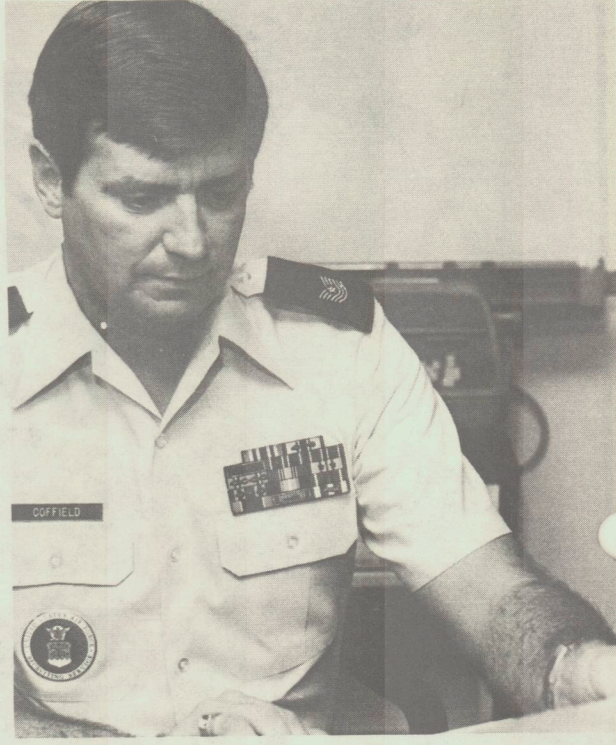
Faces



PAPERWORK . . . Keeping the applicants flowing is the responsibility of every recruiter. TSgt. Bob Quijano, 3541st Recruiting Squadron, works in the Charles Windham Recruiting Office, San Antonio, Texas. A native of Chicago, Sergeant Quijano is involved in church activities with his wife, Sofie. They have three children, two boys and a girl.



PHONE POWER . . . Capt. Vicki Humphrey, chief of Nurse Recruiting, 3531st Recruiting Squadron, Robins AFB, Ga., uses one of recruiting's mainstays, the telephone. Captain Humphrey has been in recruiting for four months, and hails from Indianapolis, Ind. Her interests include her two toy poodles.



COMPUTER . . . MSgt. Jim Coffield, operations supervisor for the 3569th Recruiting Squadron, Los Angeles, is a three year recruiting veteran who is from Memphis, Tenn., originally. During his 17 years in the Air Force, Sergeant Coffield has kept active with tennis, swimming and football.

potpourri

Past experience helps with tomorrow's decisions

By Col. Richard E. O'Grady
Commandant, Squadron Officer School

When accused of making snap decisions, General George S. Patton once retorted, "I've been studying the art of warfare for forty-odd years. When a surgeon decides in the course of an operation to change its objective...he is not making a snap decision but one based on knowledge, experience and training. So am I."

General Patton's response is pertinent to all professional military members. Our military strength lies in the present status of our forces, the knowledge of our people and in our leadership. We can't make sound day-to-day decisions or wise future plans if we don't have a firm understanding of the people, events and decisions that have made us what we are today.

We need a "book knowledge" of tactical military history and an appreciation for past leaders whose plans created our present. We must draw on their wisdom if we want to effectively plan for tomorrow. In this sense, we stand strong today only when we have one foot planted firmly in the past and the other boldly stepping out into the future.

Project Warrior challenges us to learn the lessons of military history in order to make a better tomorrow. That is a challenge and opportunity for each of us. The enthusiasm with which we meet that challenge will help us rise above petty concerns and self interest by recognizing true adversity and how it may be met and overcome.

If we educate ourselves to recognize the small concerns and maintain those minor concerns in their pro-

per perspective with the larger issues, we will ensure yesterday's lessons become part of a ready U.S. Air Force. (ATCNS)

Professionalism

By Brig. Gen. Richard F. Abel
Director, Secretary of the Air Force
Office of Public Affairs

Professionalism is a word that should ring true with all of us. Just what are the ingredients that separate the amateurs and the average from those who consistently accomplish their tasks at an above-average level?

Webster defines professionalism as "the conduct, aims or qualities that characterize or mark a professional person." In other words, to be a professional we must think and act like one.

Of course, reaching the plateau of the true professional requires extra effort. We constantly need to develop and refine the numerous facets of performance that, combined, can produce exciting results.

Enthusiasm, dedication, knowledge, skill and imagination head the list of professional traits. Next we might add flexibility, experience and a "can do" attitude.

These are only words, with little significance, unless we continuously strive to make them an integral part of ourselves and everyday activities. When we do, we can be certain that our bosses, contemporaries, subordinates, the media and the American people will be able to easily recognize and respond to the performance of real professionals.

So, who needs professionals? We do! (TACNS)

Project Warrior

Air Force news

KC-10 in competition

OFFUTT AFB, Neb. - Strategic Air Command's newest "flying gas station," the KC-10 Extender tanker-cargo aircraft will, for the first time, fly in the final phase of the command's annual bombing and navigation competition Nov. 1.

Flying alongside SAC's longtime workhorse, the KC-135 Stratotanker, competition KC-10s will refuel bombers from all but one SAC bombardment wing. F-111s from the Royal Australian Air Force will also compete this year.

The annual competition rates teams on precision navigation and high- and low-level bombing. None of the participating aircraft will carry ammunition or bombs. All scoring will be done electronically. (AFNS)

F-15 Fuel tanks

LANGLEY AFB, Va. - New add-on fuel tanks that will increase the internal fuel capacity of the F-15 by more than 70 percent are being built under a \$29 million contract recently awarded by the Air Force. Two models of the F-15, the single-seat "C" and the twin-seat "D" will be modified with the new tanks.

Seventy-five sets of the new fuel tanks will be built by McDonnell Douglas Corp. The 1st Tactical

Fighter Wing at Langley will receive the first of the 32-foot-long tanks. The 1st TFW is currently the only stateside unit with F-15C's and D's.

The tanks are contoured to the shape of the F-15 fuselage. This, according to Tactical Air Command logistics officials, causes no additional drag at supersonic speeds and far less drag at supersonic speeds than would wing-mounted tanks. The new fuel tanks will not affect the weapons-carrying capability of the aircraft, TAC officials say.

The "C" and "D" models of the F-15 have an internal fuel capacity of 13,455 pounds. With the new tanks, the fuel capacity will be 23,200 pounds. (AFNS)

Bonus program

RANDOLPH AFB, Texas - Qualified engineering and scientific officers may now receive up to a \$12,000 bonus for extending their service commitment up to four years, Air Force Manpower and Personnel officials announced at Randolph.

Engineering and scientific continuation pay bonus periods range from one to four years. Qualified officers electing to remain in the Air Force the maximum period for which they are eligible will get a bonus of \$3,000 per year. Officers eligible for a four-year agreement may select a three-year optional agreement at \$2,500 per year. Those eligible for a

shorter period won't have the option of selecting a period less than the one for which they are eligible.

To qualify, officers must be on active duty in a grade below colonel; be in, or selected to serve in, a critical shortage engineering or scientific duty position; and possess a shortage academic degree. Officers must have completed at least three years of scientific or engineering duty, and four to 12 years' total active federal commissioned service.

Shortage degrees qualifying for the bonus through Dec. 31, 1982, include electrical engineering, electronics engineering technology, electrical technology, mechanical engineering, astronautical engineering, architecture, and architectural engineering.

Specialty codes considered under the program include 26XX, scientific officer; 27XX, acquisition program management; 28XX, development engineering; 29XX, program management; 301X, communications-electronics staff officer; 305X, communications-electronics engineer; 309X, communications-electronics director; 51XX, computer systems; 55XX, civil engineer; and 91XX, biomedical sciences.

Officers in specialties 0940, instructor, and 75XX, education and training, who meet the degree requirements may be eligible to receive the bonus.

Those eligible, or who think they may be eligible, should check with their local personnel office for further details. (AFNS)

crossfeed

Blue Suit V examines recruiter's production

Operation Blue Suit V is underway!

A recent letter to all Recruiting Service personnel announced the beginning of Operation Blue Suit V. This year's competition will run from Oct. 1, 1982 to June 30, 1983.

Again this year, the winning flight will be flown to San Antonio, Texas, and hosted to a week of activities sponsored by the Greater San Antonio Chamber of Commerce and the Air Force Association.

According to the letter, each group will nominate one flight and submit a nomination package to Recruiting Service Headquarters by July 8, 1983. Judging criteria for this year's competition will include flight production, community involvement and management effectiveness.

Nomination packages may include any or all of the following items:

Flight production
Total NPS/NRG accessions vs goal

Rated OTS accessions vs goal
OTS engineer accessions vs goal
Health Professions program accessions vs goal
Health Professions referrals vs goal
Prior Service accessions vs goal
Reserve/ANG referrals vs goal
ROTC referrals vs goal
Select AFSC percentage
Commander's emphasis items

Flight community involvement

A narrative reflecting documented activities in which flight members are participating in "community involvement," i.e. civic/service organizations, youth athletic programs, church/volunteer activities, etc.

Flight management effectiveness

High school grad rate
BMT attrition rate
Tech training attrition rate
BMT honor grad rate
MEPS fallout rate
Vehicle safety program
Squadron commander's written comments on managerial effectiveness
Group commander's written comments on managerial effectiveness

Officials at the headquarters added that the flight will be selected by the Recruiting Service Command from the five group nominations.



CIVILIAN FRIEND . . . Brig. Gen. W.S. Harpe, commander of Recruiting Service, presents an "Air Force salutes..." plaque to Frank Manupelli, a member of the San Antonio Cham-

ber of Commerce for his support of Operation Blue Suit IV. The same group of supporters will guide the Blue Suit V program.

Three honored at completion of recruiting course

SSgt. Kenneth R. Cole, 3513th Recruiting Squadron was selected as the Distinguished Honor Graduate of the latest recruiter course completed at Lackland AFB, Texas. TSgt. Raymond M. Kruse, 3551st Recruiting Squadron and Sgt. Frederick L. Bell, 3513th Recruiting Squadron were selected as Honor Graduates. TSgt. Harold E. Player, 3514th Recruiting Squadron and TSgt. Randel L. Walker, 3550th Recruiting Squadron, both prior recruiters,

completed the training early. Other graduates of the course were:

Sgt. Jean C. Bain	3544 RSq
SSgt. Michael T. Boscoe	3512 RSq
TSgt. Donald R. Cooke	3568 RSq
SSgt. Edward J. Drohan	3516 RSq
Sgt. Kurt D. Groom	3554 RSq
SSgt. Carrol B. Gross, Jr.	3550 RSq
SSgt. Aaron K. Hicks, Jr.	3554 RSq

SSgt. Norman P. Hult	3543 RSq
Sgt. Milton G. Huntley	3554 RSq
Sgt. Stephen V. LaCroix	3519 RSq
SSgt. Frank P. Rebar	3516 RSq
SSgt. Bobbie E. Richardson	
SSgt. Lawrence K. Roby	3515 RSq
SSgt. Ronald C. Sbrano	3514 RSq
SSgt. Richard L. Thetford	3562 RSq
SSgt. Roma E. Turner	3551 RSq
SSgt. Richard C. Wing	3516 RSq

Here and There

Team effort

A husband and wife recruiting team from the 3506th Recruiting Group, reenlisted recently with Col. Michael G. Vergamini, group commander, presiding. TSgt. Walter K.W. Stepnitz, a recruiter in Santa Cruz, Calif., and his wife, SSgt. Connie-Jo Stepnitz, a recruiter in San Jose, Calif., signed on for four more years. Sergeant Walter Stepnitz is a former supply specialist who served two tours with recruiting in Minneapolis in a support position. His wife was an F-15 crew chief prior to joining recruiting in January 1982.

Number 500

TSgt. Ernie Astoga, 3541st Recruiting Squadron,

Lackland AFB, Texas, surpassed a milestone in his recruiting career recently. Sergeant Astoga enlisted his 500th applicant at the San Antonio Military Enlistment Processing Station. Sergeant Astoga has been on recruiting duty since January 1977. He was selected as the squadron's Top Rookie Recruiter in 1977 and Top Recruiter in 1979.

Staking a claim

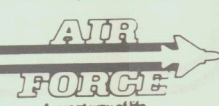
The 3561st Recruiting Squadron, Seattle, is claiming to have set three recruiting records: most engineers in an OTS class - 10; most engineers in an OTS class by one recruiter - three; and most engineers accessed in one month - 13. SMSgt. Jerry

Jones, supervisor of Officer Programs, says TSgt. Chuck Lesieur accessed one aeronautical, one electrical, one communications-electronics and three civil engineers in one month earlier this year.

Several other squadron recruiters who contributed to the "records" were MSgt. Mark Lee, Honolulu; MSgt. Dave Hill, Seattle; SSgt. Jerry Phillips, Portland; and SSgt. Tom Tucker, Corvallis, Oregon.

Lithos available

Each recruiting group and squadron will be receiving seven sets of the Air Force's latest set of lithographs, series 33. The lithos will be distributed in November. Additional sets can be obtained through AACS/LGHL, Norton AFB, Calif., 92409.



crossfeed

Know your market, stretch advertising dollars

By Capt. Brian E. Legg
3551st Recruiting Squadron

Keeping the American public aware of Air Force Medical Service through advertising is essential to success in medical recruiting. To be successful in this type of advertising it takes an understanding of your market and a maximum return on our limited advertising dollars. You also need to keep an open mind toward new ideas and give every idea an opportunity to work.

Perhaps the biggest challenge in advertising is staying within your annual paid advertising budget. The first step is to make a "game plan" for your advertising program and then stick to it. One basic requirement for this plan is to have it fully coordinated with every member of the medical recruiting team and your A&P officer.

Make sure that you have a built-in amount of "emphasis" capital of approximately 15 to 20 percent, for contingencies that might arise during the fiscal year.

Your advertising program should contain a mix of media to ensure overall coverage of your market area. Use newspaper, radio, and professional journals. In each of these media there are ways to get more mileage out of advertising dollars.

In newspaper advertising, whether it be display or classified, invariably there will be phone calls from other newspapers stating that "they too" have the readership to support your advertising needs. Put them to the test. If they insist they have the market, ask them to run some free ads to see if there really will be a response. If they hesitate to run your ad free, as a test, simply repeat the challenge to them. If they have the market, many times they will run the free ad to prove it to you. It doesn't always work, but when it does you expand the overall scope of your limited dollar resources.

Radio is simple. You can usually work closely with

ACHA helps you and the Air Force

By Capt. D. Creager Brown
3505th Recruiting Group

Recruiting Service Medical Service Corps Officers are a vital part of the Air Force Health Care Team. MSCs assigned to Recruiting Service must be dynamic, self-motivating individuals. They represent the perfect candidate for affiliation and full participation in the American College of Hospital Administrators (ACHA). Not only will the individual benefit, but the Air Force and the ACHA will reap the rewards of active involvement.

The ACHA is the primary organization through which health care administrators examine their profession. The college successfully offers many opportunities to expand one's horizon. The Recruiting Service MSC is oftentimes removed from the Air Force health care institution for short periods due to the nature of the business. Additionally, the world of health care administration is constantly changing, which places a great deal of importance on remaining "current." The ACHA is the vehicle by which Recruiting Service MSCs can keep abreast of transformations taking place and still perform one of the most important functions in the Air Force—that of recruiting high quality health professionals.

I strongly support and encourage all MSCs, especially those assigned to Recruiting Service, to "get involved" in our professional society. It will strengthen your mind, stimulate your spirit, and provide you the guidance by which success will be inevitable!

your squadron A&P, and when the squadron has a radio buy there is always the opportunity to get one or more public service spots run as a result.

The area of professional journal advertising also lends itself to some innovation and mixing. Do not concentrate solely on display advertising, this can be very expensive. Limit your display advertising to about once each quarter. Where you really find an inexpensive and flexible area is at the back of almost all

professional journals. "Professional Classified Advertising" is inexpensive. The Illinois Medical Journal, for example, will run 80 words in 26 consecutive issues for approximately \$350. Combine that with quarterly display ads and you get very good coverage.

Remember that the key to success is flexibility and ingenuity. Always be open to new ideas and keep a constant watch for changes in your market.

Uniform board revises 35-10 policy, Changes in wear of some uniforms

RANDOLPH AFB, Texas—Changes in the wear of trousers and slacks, the women's longer length overblouse, and organizational baseball caps, are among several recent changes to Air Force Regulation 35-10.

Other major revisions include prohibiting wear of sleeveless or athletic-type undershirts when the work utility shirt is removed in the immediate work area, allowing women to wear the men's button down cardigan sweater and permitting the sleeves of the women's long-sleeve light-blue shirt to be shortened to match the current overblouse sleeve length.

The change in the wear of trousers and slacks requires men's and women's trousers and slacks to rest on the front of the shoe with a slight break in the crease. The back of the trousers and slacks should be approximately seven-eighths of an inch longer than the front.

This AFR 35-10 change, as well as the others, is effective immediately, but individuals will have until Aug. 1, 1985, to comply with the new trouser and slacks length policy.

The change concerning the wear of the women's longer length overblouse will allow Air Force women to better use it with other uniform combinations. The overblouse may now be worn with a skirt, with waistband, if tucked in, or may be tucked into slacks with waistband. Previously the overblouse was not per-

mitted for wear with a skirt or underneath the women's semibox service coat since it wasn't authorized to be tucked in.

The wear of the organizational baseball cap was the target of two regulation changes.

The first gives Air Force officers the option of not wearing grade insignia on the baseball cap if grade insignia is visible elsewhere. If grade insignia is worn, it will be metal and centered one-half inch above the visor. Officers will continue to wear rank insignia with the work utility cap.

The second change allows members to wear authorized organizational or major command cloth or silk-screened emblems or one of the badges currently authorized by AFR 35-10. This is subject to approval by the installation commander. If worn, the badge or emblem will be centered one-half inch above the visor.

A shortage of women's cardigan sweaters prompted the move to allow women to wear the men's cardigan sweater. Cardigans will be phased out in 1984, according to AFMPC officials.

Although the sleeves of the women's long-sleeve shirt may now be shortened, they must be altered to match current overblouse length and design.

The unit orderly room or the personnel affairs section of the personnel office has an update of all recent AFR 35-10 changes. (AFNS)



TROOPER . . . TSgt. James Tobin, 3501st Recruiting Group, jokes with two scouts during a recent camp outing. Sergeant Tobin demonstrates

the commitment he and Air Force Recruiting have to the community and America's youth. (U.S. Air Force Photo by TSgt. Les Teahl)



RSA calendar

November

Recruiter Support Items

Projects	Remarks
NPS 82-4, Direct mail folder	Direct ship to squadrons
HP 82-2, Physician fact folder	RDS
HP 82-12, BSC fact folder	Direct ship to med teams
HP 82-24, HP Thermo coffee mugs	Direct ship med, nurse teams

Periodical Advertising

Publication	Program	Issue	Media Code
Boy's Life	GS		BF
#*People	GS	Nov. 15	
Reader's Digest	GS		RD
*Senior Scholastic	GS		SS
#*Time	GS	Nov. 29	
TV Guide	GS	Nov. 6	TG
Air Progress	OTS		AP
Graduating Engineer	OTS		GE
Science '82	OTS		SC
Time (College Edition)	OTS	Nov. 8	TC
Newsweek (On Campus)	OTS	Nov. 15	NW
American Journal of Surgery	Physician		JS
Resident and Staff Physician	Physician		RS
Nursing '82	Nurse		NR
RN	Nurse		RN

#Upscale influencer campaign
*Does not include business reply card

Tours

Date	Unit	Location	Type
4- 6	3518	Wright-Patterson	S&E
7- 9	3567	Kirtland	S&E
7- 9	3531	Eglin	S&E
8-10	3552	Sheppard	Ed
14-16	3534	Eglin	S&E
15-17	3554	Randolph/Lackland	Ed
15-17	3555	Randolph/Lackland	Ed
16-18	3518	Chanute	Ed
17-19	3553	Keesler	Ed
17-19	3514	Randolph/Lackland	Med
18-20	3543	Wright-Patterson	S&E
21-23	3568	Kirtland	S&E
21-23	3550	Eglin	S&E
29-1 Dec.	3566	Lowry	Ed

National Conventions

Future Farmers of America (FFA)	11-13 Nov.	Kansas City MO
National Assn of Theatre Owners	12-17 Nov.	Miami Beach FL
International Assn of Chiefs of Police	13-18 Nov.	Atlanta GA
Motion Picture and Concession Trade Show	16-18 Nov.	Miami Beach FL
National Alliance of Black School Educators	18-21 Nov.	Memphis TN

Direct Mail

Target	Program	Code
Dental Specialists	Dentist	DK

Broadcast Products

Country Music Time (Nov. release)	
Jim & Jesse	Bobby G. Rice
Charlie Louvin	Gene Cotton
Joe Sun	Karen Taylor
Tennessee Express	Hoyt Axton
Johnny Dollar	Gary Stewart
Earl Thomas Conley	Dean Dillon & Gary Stewart
Hank Williams Jr.	Younger Bros.

TV Spots

November (2-inch high-band VTR)	
On the Job :60	FB-111 :20
Wild Blue Yonder :30	B-52 :10

December

Recruiter Support Items

Projects	Remarks
GS 82-40, Windmaster poster	Direct ship to squadrons
NPS 82-5, Direct mail folder	Direct ship to squadrons
OTS 82-9, Engineering job folder	Direct ship to squadrons
HP 82-13, Nurse brochure	Direct ship to nurse teams
HP 82-28, Nurse drug computer	Direct ship to nurse teams
RES 82-3, IMA fact folder	AFRES

Periodical Advertising

Publication	Program	Issue	Media Code
#*National Geographic	GS		NG
#*Newsweek	GS	Dec. 13	NW
Popular Science	GS		PS
#*Sports Illustrated	GS	Dec. 6	SI
*College Newspapers	OTS	1st Week	CN
*Engineering College Mags.	OTS		EC
Archives of Otolaryngology	Physician		AT
Jrnl. of American Dental Assoc.	Dentist		AD
Jrnl. of American Medical Assoc.	Physician		AM
Jrnl. of Bone & Joint Surgery	Physician		JB
Obstetrics and Gynecology	Physician		OG
*'82 Nursing Opportunities	Nurse		NO

#Upscale influencer campaign
*Does not include business reply card

Tours

Date	Unit	Location	Type
2-4	3551	Wright-Patterson	S&E
5-7	3532	Eglin	S&E
6-8	3544	Randolph/Lackland	Ed
6-8	3548	Randolph/Lackland	Ed

National Conventions

American Vocational Assn (AVA)	3-7 Dec.	St. Louis MO
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THIRD CLASS
BULK RATE
Postage & Fees Paid
USAF
Permit No. G-1

USAF Recruiting Service/RSA
Randolph AFB, TX 78150

President sets Vets Day Nov. 11

WASHINGTON - "The nation is united on Veterans Day to honor the valiant men and women who have unselfishly given of themselves to serve in our armed forces," President Ronald Reagan said as he proclaimed Nov. 11 Veterans Day.

"Words alone are insufficient to express our lasting gratitude and admiration to those whose patriotism and courage have ensured our peace and freedom despite threats of tyranny and aggression.

Significant disruptions in their lives and other personal hardships have been the price that our nation's veterans have paid so that the rest of us might enjoy the fruits of justice and liberty."

The president's proclamation urged all Americans to join in public ceremony and private thoughts and prayers for those who have died in our nation's wars and for those who have been disabled. (AFNS)

Letter from page 2

the '51st continually have unfilled vacancies? Why do excellent career progression opportunities draw little response?

A "bum ram" is keeping true potential from being

realized: the potential of the squadron, and of Air Force recruiters qualified for career progression. If you are looking to realize your potential at a good place to work and live, think of the '51st.

