

The Air Force RECRUITER

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Survey asks educators' opinion

By Capt. Dave Doye
Recruiting Service Training Team

With the beginning of a new school year, one of the challenges facing recruiters throughout the country is obtaining school lists. Schools in different parts of the country follow various rules when it comes to providing names to recruiters. Oftentimes, schools in the same district will have varying procedures.

Recently, the American School Board Journal polled its readers to ask, "Should school officials allow the release of student names and addresses to military recruiters?"

A majority of the people (66 percent) who responded, indicated military recruiters should be allowed access to lists of high school students' names and addresses. The only question raised concerned the circumstances under which names would be made available.

From Indiana, one of the respondents said, "With the economic situation the way it is, guidance counselors need to be more aware of the career opportunities available to students through military service." Another from Virginia said, "To deny military recruiters information that colleges get is to cheat pupils."

Out of the 66 percent who responded positively, 23 percent said giving out name lists is fine as long as students have the option of deleting their names from those lists. One individual said, "As a veteran, I find it hard to think there is anything wrong with a list made available to the military or to business. However, 'invasion of privacy' seems to be very important to young people these days."

Only three percent of the respondents indicated schools should not, under any circumstances, give out student names and addresses to representatives of the military.

In a separate article which addressed the same subject, Elizabeth Sendor, an associate editor of the American School Board Journal, noted, "Under federal law (the Family Educational Rights and Privacy Act of 1974, popularly known as the Buckley Amendment or FERPA), a school may release 'directory information' about students without student consent, as long as all students and parents have been told the school intends to give out such information. Students are allowed to have their names deleted if they wish."

In another part of her article, Sendor notes that the National Association of Secondary School Principals passed a resolution at their 1981 convention addressing this subject. The resolution "encourages all high schools to provide access to the campus and information to appropriate representatives of all branches of

the service on the same basis as given to other persons, groups, or colleges and universities."

She advised readers to consider several steps before developing or revising policy on whether military recruiters should be allowed to visit schools or receive lists of student names. These steps are:

- Decide if the school system should have an overall policy or if decisions involving the military should be left to individual principals.
- Become familiar with the restraints of federal laws, including FERPA.
- Check for existence of and then review any relevant state laws.
- Assess how members of the community and

students might react to a policy.

- Determine if and how often military recruiters should be allowed on campus.
- Decide to whom, if to any group, you should release student names.

One thing is common to all schools. The approach a recruiter uses will be a deciding factor in determining his or her success. How a recruiter first contacts the school administration can have a large impact. First impressions are the most important ones.

Recruiters can look forward to further challenges when it comes to obtaining school lists. But, from the tone of these articles, the climate toward military recruiters is becoming more positive.



Stand still!

Maj. Bryan B. Paul, commander of the 3556th Recruiting Squadron, didn't realize being a recruiting commander could be hazardous to your health. Major Paul was "recruited" by the Air Force Drill Team to participate in a four-man drill during a performance at Southdale Shopping Center in Minneapolis. When Major Paul agreed to do it, he didn't realize they would use bayonets on their weapons while spinning them during the session. It's no wonder Major Paul didn't move a muscle during the performance and is still a bit edgy around anything sharp. (U.S. Air Force Photo by SSgt. Johna L. Alston)

CFC underway command-wide

The 1982 Combined Federal Campaign is currently underway throughout the Department of Defense. Air Training Command's goal for this year's campaign is \$152,492. Recruiting Service Headquarters has already surpassed its goal of \$15,774.

Gen. Thomas M. Ryan Jr., commander of Air Training Command, encouraged all members of the command to contribute saying, "When you give to the Combined Federal Campaign, you give part of

yourself to others. Your gift insures that vital community services will be available to all. We all know of family, friends or someone in the community who has used the services funded by CFC. So giving now is like insurance—insurance that you or someone dear to you can use—if you need assistance."

Recruiting Groups and Squadrons should contribute through their respective support bases.

VIEWPOINT

Officer programs challenge everyone



One of the areas we're covering with a full court press here at HRS is the future environment. We know we can't predict it precisely, but we are watching such indicators as the declining 18-year-old market, industry competition, retention and the state of the economy.

In the next few years, the market of age-qualified young men and women will decrease by 15 percent. Added to this is increased competition from industry and colleges for this shrinking resource and we are going to have a big challenge on our hands.

As an example, the electronics industry projects a shortage of more than 100,000 engineers by 1985. The Air Force remains short more than 1,300 engineers, despite our successful recruiting year.

Retention also affects our everyday challenges. As the economy improves, and industry draws more and more experienced people away from the military, our job becomes more difficult. We get larger NPS goals

COMMANDER'S DIAL 3425

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

just at a time when the propensity to enlist begins to decrease.

These indicators currently parallel those of 1975. That year was the beginning of an era that finally saw all the military services fail to meet their recruiting goals four years later in 1979.

While I don't foresee another outcome like that, I believe that challenging times lie ahead of us. We must work the basics of recruiting in order to continue our success.

Although it's not a perfect analogy, our current situation reminds me of a football team that's in the easy part of its schedule. But down the line, at the end of the season, loom two big games against powerful opponents. The smart team keeps working hard, practicing the basics, staying alert through the easy games - so that it won't get blown off the field when the tough games arrive. That's what we must do.

W. S. Harpe

Medic's Corner

By Capt. Don Smith
3541st Recruiting Squadron

I recently held a COI at the Canyon Creek Country Club in San Antonio. This event was held for Junior Dental Students (Graduating Class of 1983) and their faculty at the University of Texas Health Sciences Center. Approximately 200 people attended and had a great time. Yes, this COI was fun and also very successful. Here are my thoughts as I approached this critical event.

There are three ways to approach a COI—the right way—the easy way—and the successful way. I've found I need an equal blend of all three to present an enjoyable evening for all who attend.

Timing is naturally the most critical decision you will have to make. You create mass confusion if you attempt a COI during the time you are trying to meet four or five selection boards. Know your board deadlines and plan accordingly. I usually start six to eight weeks before my desired event date.

The first thing I do is set a date and contact the restaurant where the event will be held. Determine the menu, time, and how you want people to dress. Be sure the restaurant knows how you want the eating area arranged and any special aids you will need. From there on the restaurant manager is in control and everything should be set.

Next, after determining the purpose of the COI, I start accumulating a guest list and preparing invitations. Guest lists (student listings) can be obtained from faculty members. I generally like to work with

an Associate Dean. My approach is to hold a dinner in honor of the Senior Class and faculty. Awards should be presented, including one to the Dean, the Associate, and some of the faculty. Additionally, graduating students going into the Air Force should also be recognized. Next comes the selecting of military guests to attend. In this area, your guess is as good as mine. Personally, I follow one rule and it's the same for my guest speaker. If the COI is for doctors, I invite doctors, etc.

As for the invitations—be sure to invite your faculty contact and that person's secretary. I try to personalize my invitations. I always require an RSVP, no later than seven days prior to the event. This is essential for cost accuracy. I usually send the invitations out 12 days prior to the event. This provides two days in the mail and three days to respond. The mind tends to forget with the lapse of time, so get them out and get them back in!!

My last task is determining who my guest speaker will be. As I mentioned, I do the obvious: doctors for doctors, dentists for dentists, etc. Remember, a good COI will draw between 50 and 300 guests. Your guest speaker will only interest probably 30 percent of these guests. Therefore, I always ask my guest speaker to talk for three to five minutes on a suitable topic of their choice. This relieves your speaker of a lot of anxiety, and the person you ask will be more apt to accept. Additionally, I discourage my guest speaker from soliciting applications or getting into the recruiting business.

As a matter of courtesy, I like to express my appreciation to the guest speaker by presenting him or her with an appropriately engraved plaque. This serves two purposes. First of all, I have given the individual something by which to remember the occasion. Secondly, if I ever need to call on his or her services in the future, I will probably receive a favorable response. On the subject of recognition, I like to present something like an Honorary Recruiter Certificate, Certificate of Appreciation or something of greater significance to the guests attending the COI who have been a big help to me.

When I hosted the dental COI for students and faculty of the University of Texas Health Sciences Center, I had my guest speaker take part in the presentation with the help of my recruiting partner, SSgt. Fortunato Tinoco. That night we presented one Honorary Recruiter, five Certificates of Appreciation and an Air Force Salutes plaque to the faculty. Last but not least, we recognized our eight graduating dental students who were going on active duty. We presented each of them a set of captain's bars, and discussed their assignments.

Remember, recruiting is your business. When you start preparing your program, allow yourself enough time to get your message across.

Well, that's how I did it. With proper planning and coordinating, I feel confident you will enjoy your COIs as much as I do mine. One parting reminder—the job's not finished until the paperwork is complete. Good Luck!!

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

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The **Air Force RECRUITER**
USAF Recruiting Service, Randolph AFB, Texas

FAMILY

October, my 'special month'

By Ramelle Harpe

Summer is over, but no one has told San Antonio. It's still pleasantly warm and will be for another month or so. That's why I love it here.

We just returned from our vacation, celebrating with Scott's parents their 50th Wedding Anniversary. South Padre Island, near the border of Texas and Mexico, was beautiful—gorgeous weather and water—a perfect way to spend the last days of summer.

I received the nicest note from Dottie Conner, whose husband, Jim, is the 3552nd Squadron commander. Included with the note were copies of their monthly newsletter. It originally began as a wives'

newsletter, to keep spouses informed as to their husband's job and achievements, but has now been expanded to include the whole squadron (the bachelors demanded to be sent a copy, too).

Squadron and flight news is included as well as other articles of interesting happenings and in the August issue were delicious recipes—very informative and an excellent way to involve the entire squadron. Wonder if any of the other squadrons have such a newsletter?

Thank you again, Dottie, for sending the copies. Still would like to hear from more of you. I'm very interested in what you are doing.

October has always been special to me. It's my

birthday month. Don't believe I'll mention how many Octobers there have been though.

It's also a fun time for a lot of kids. They get to dress up and eat candy! Not always the most fun for parents - we tend to worry about our little ones. Now that ours are grown, my main concern is what to hand out at the door. Hate to buy all that candy! Wish you could give me some good ideas! Do have a safe and "scary" Halloween!

Scott will be traveling a lot this month and next to join many of the squadrons and all of the groups for their annual sales meetings. Wish I could go with him. I'll be thinking of all of you. As always, I am so proud to be part of this exceptional recruiting family!

Don't forget

- Drive safely
- Help little ones
- Check their candy
- Have a happy, scary Halloween



Friends 'insure' happy ending

By 1st Lt. Alan Peissig
3551st Recruiting Squadron

As members of the Air Force, we are covered by an extensive medical plan. But even with CHAMPUS to supplement military hospitals and clinics, it's important to carry additional coverage in the form of "Friend Insurance."

No, this isn't a new insurance company or exotic plan to separate us from our money, but the oldest and most gratifying type of coverage. Just ask SSgt. Ralph Villa, 3551st Squadron A&P administrative specialist, who recently made a claim on coverage he didn't know he had.

When a heart blockage required Sergeant Villa to be med-evaced to Wright-Patterson AFB hospital and subsequently to Walter Reed Army Medical Center for three weeks, fellow members of the '51st pitched in to make the difficult situation a little easier for him and his family.

When squadron personnel heard Ralph might need by-pass surgery, they collected \$200 enabling his wife Mary to accompany him to Walter Reed. SSgt. Bob Weir, operations NCO, took in the two Villa children: Mark, 4, and Lisa, 9, during the hospital stay.

"Everyone really helped make a tough time easier, especially Bob and Denise Weir. They took care of my kids for two weeks," Sergeant Villa said.

I'm happy to report, Ralph didn't need by-pass surgery. An angio-gram cleared the blockage enough that he's back to work and even playing softball. Thank goodness for his additional insurance. It shows you can't be over insured.

Toll-free numbers aid CHAMPUS questions

Military members, their families and retirees who receive CHAMPUS medical care may now use toll-free telephone numbers to get help with claims questions. The lines are open during normal business hours. CHAMPUS users receiving care in a state served by one participating firm, but living in a state served by another, still have to call commercially or use mail service to get answers to claims questions.

States' claims processors and their toll-free numbers are:

•Alabama, Colorado, Georgia, Mississippi, Nebraska, Ohio, West Virginia, and Canada, Mexico, Central and South America; Mutual of Omaha; 1-800-228-7100.

•Idaho, Montana, Oregon, Utah and Wyoming; Blue Cross of Washington-Alaska; 1-800-426-9250. In Alaska, 1-800-426-1337; and Washington, 1-800-562-1312.

•Arizona, California, Connecticut, Florida, Maine, Massachusetts, Michigan, Nevada, New

Hampshire, New Mexico, and Vermont; Blue Shield of California; 1-800-854-2667. Call 1-800-295-9681 for San Diego only, 1-800-532-3401 for Northern California only and 1-800-532-3952 for Southern California.

•Arkansas, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Minnesota, Missouri, North Dakota, Oklahoma, South Dakota, Texas, and Wisconsin; Wisconsin Physicians Service; 1-800-356-5964. For Wisconsin only; 1-800-362-7445.

•New Jersey, New York, Rhode Island, Blue Cross of Rhode Island. For Rhode Island only the number is 1-800-662-5260. For New Jersey and New York, the number is 1-800-556-7860.

•Tennessee, Blue Cross/Blue Shield of Tennessee 1-800-572-7247.

•Delaware, Maryland, North Carolina, Pennsylvania, Virginia; Blue Cross/Blue Shield of South Carolina; 1-800-845-2572. For South Carolina only it's 1-800-922-0144.

Recruiter helps reunite father, son

By 2nd Lt. Fran Kassinger
3567th Recruiting Squadron

ALBUQUERQUE, N.M. — TSgt. Lon Carsrud the 3567th Recruiting Squadron's Top Recruiter for FY 81, became an overnight hero in his recruiting zone recently, as he helped reunite a kidnapped two-year-old boy with his father.

According to Sergeant Carsrud, Arthur Thomas, a disabled Korean War veteran, called an Albuquerque babysitting agency to request someone to supervise his only child while he went for a medical checkup. His wife, already a patient in an Albuquerque hospital, could not watch their son during the father's absence.

On his return home, the babysitter asked Thomas if she could stroll the child down to the local store while she picked up some cigarettes. After an hour, Thomas began to feel uneasy and went to the store to get his son. When the boy and babysitter could not be found, Thomas contacted the local police, and eventually, the Federal Bureau of Investigation.

The FBI located the child in Tampa, Fla., but since Thomas was unemployed, he had no money to fly his son back to Albuquerque. Channel 7, an ABC affiliate in Albuquerque, called Sergeant Carsrud to ask if the Air Force could help Thomas.

Sergeant Carsrud called the Wing Command Post at Kirtland AFB to request military airlift. In the mean-

time however, viewers of the Channel 7 news story began sending money to the station to help pay for the father's ticket. Sergeant Carsrud set up a fund with Kirtland's Base Chapel for an American Airlines ticket. He coordinated with the base SATO office in buying the ticket. SATO later called Sergeant Carsrud to report that American Airlines would pay for the total cost of the ticket. Sergeant Carsrud, along with Base Chapel personnel, asked each contributor if they wished their money returned or used to help pay the father's other bills.

To further assist the father, Sergeant Carsrud drove him to the airport as well as met the reunited father and son on their return.

New majors

announced,

school names

promotees

The following captains have been selected for promotion to major.

3501st Recruiting Group
Capt. Bruce Fried
Capt. Carl H. Nystrom
Capt. Gary P. Nachajko
3511th Squadron
Capt. Karen R. Bennington
3512th Squadron
Capt. Daniel K. Duffey
3515th Squadron
Capt. Virginia C. Bossley
3516th Squadron
Capt. Theresa M. York
Capt. Douglas E. Lane
3531st Squadron
Capt. Nancy C. Presiosi
3532nd Squadron
Capt. Thaddeus Jones Jr.
3535th Squadron
Capt. Calvin L. Donaldson
3544th Squadron
Capt. Thurmon G. Alford Jr.
3546th Squadron
Capt. Bruce E. Stewart
3549th Squadron
Capt. Brenda K. Creft
Capt. David K. Post
3522nd Squadron
Capt. James R. Barry

3553rd Squadron
Capt. Leonard J. Novak Jr.
3506th Recruiting Group
Capt. George R. Hendren
Capt. Gary L. Trende
Headquarters Recruiting Service
Capt. John R. Olsen
Capt. William C. Bennett
ATC/IG
Capt. Pat Cron

At the school

The following recruiting instructors assigned to Recruiting School, Lackland AFB, Texas, have been selected for promotion.

Promoted to MSgt.

TSgt. Morton Hodge
TSgt. Robert Jones

Promoted to TSgt.

SSgt. William Geeslin
SSgt. Jan Dzurlik
SSgt. Clarence Sanders

New art

Chicago's world-famous Picasso stood guard as thousands of curious onlookers checked out this AFOG aircraft display during Armed Forces Week. The F-15's strategic location and eye-catching appeal proved to be the center of attention, greatly enhancing Air Force awareness in the Chicago area. (Photo by 1Lt. Alan Peissig)



Recruiter, ROTC show students campus life

Cooperation

By 1st Lt. Daniel Helt
3512th Recruiting Squadron

STORRS, Conn.—Guidance counselors and new seniors from several eastern Connecticut high schools were recently treated by the Air Force to dinner and a tour of the University of Connecticut, located in Storrs. The event was arranged by TSgt. Wayne Cormier, recruiter in Willimantic, Conn., and personnel from AFROTC, Air Force Reserve Officer Training Corps, Detachment 115.

The 49 students and eight educators were welcomed to the campus by Lt. Col. Nancy B. Samuelson, Assistant Professor of Aerospace Science, and Maj. Richard F. Mackey, Air Force ROTC Recruiting Officer. Colonel Samuelson and Major Mackey discussed the AFROTC scholarship program and answered questions regarding all phases of the Air Force ROTC program. Sergeant Cormier addressed the group on the educational benefits and opportunities available through enlisting in today's Air Force.

Following the briefings, the high school students were escorted on a campus tour by University of Connecticut students enrolled in the Air Force ROTC program. The cadets took the students through such campus facilities as the engineering laboratory, agriculture laboratory, library, student activities building, and Air

Challenge is just right for Joe Jones

By Capt. Michael F. Burks
3548th Recruiting Squadron

Recruiting engineers for the Air Force can be a tough job, but not for SMSgt. Joe L. Jones, S&E recruiter in Memphis, Tenn. "It's a challenge and that's why I'm in recruiting," Sergeant Jones said.

The 3548th Squadron recently sent six engineers to the same OTS class. Sergeant Jones is credited with four of the new Air Force officers. He attributes his success to three basic things. First, dedication and hard work by the people at the MEPS is paramount. Secondly, a good relationship with the colleges in the area must be maintained. Finally, a personal touch and relationship with the applicants is necessary.

"I see them as my own children," he explains. "They even call me with their personal problems, and I get to know their families and they know mine. We develop a respect for each other. After all, they were individuals long before they became applicants. Also, you have to learn to judge good people when you meet them. When you identify someone as being an asset to the Air Force, you have to put every effort into making their transition from civilian life to the Air Force the best it can be. Recruiters should remember they are the first impression an applicant has of the Air Force and this is most important."

Going the extra mile is standard for Joe. "If an applicant has a weight problem, I'll work out with him and make arrangements for him to use a local spa. The Air Force is the best thing that will ever happen to an individual, and I let them know it by example. Everything is based on personal relationship, just letting the applicant know you sincerely care, then proving it...."

Force ROTC hangar. A buffet style lunch was served later at the Faculty and Alumni Center.

The high school students and educators attending stated that they were very impressed, and believed the Air Force has excellent educational and training opportunities available.

Colonel Samuelson stated that she considered the

event very successful. She also said, "Air Force ROTC detachments and Air Force recruiters have the same mission...putting highly qualified people into the Air Force." Colonel Samuelson was pleased that this event gave the Air Force ROTC staff an opportunity to work hand-in-hand with the local Air Force recruiter.



This way ROTC Cadet Paul S. Zielinski, left, guides students and faculty members around the campus of the University of Connecticut. The local recruiter worked

with the ROTC detachment to provide several high school students and faculty members a look at the university. (U.S. Air Force Photo)

Colonel praises CSEP work

Cooperation is the name of the game at Virginia Polytechnic Institute and State University. MSgt. Edward C. Spangler, 3534th Recruiting Squadron, makes sure of that!

A recent letter from the former VPI AFROTC Professor of Aerospace Studies, Col. Paul T. Kemmerling Jr., to Brig. Gen. W. S. Harpe, Recruiting Service commander, cited that cooperation. The colonel praised Sergeant Spangler for his "superb service."

According to Colonel Kemmerling, "As the Detachment Commander at VPI, I was concerned about the possible adverse consequences of opening the school to the College Senior Engineer Program (CSEP)."

"Sergeant Spangler, who had already established a reputation on campus as an exceptionally fair and astute recruiter, convinced me CSEP could work here," colonel said. "He researched the problem, established rigid recruiting guidelines, and created a clearance chain that directly involved this office in every student transaction. As a result he has been

able to recruit dozens of exceptionally high-quality engineers into OTS and the CSEP without jeopardizing our program. In fact, his increased presence on campus has enhanced both our efforts."

The colonel went on to say, "It is because of dedicated, innovative and highly motivated NCOs like Sergeant Spangler that we are successfully meeting the challenge of providing quality engineers to our service, and Ed (Sergeant Spangler) can be extremely proud of his accomplishments. I know I am. He is one of your very best."

General Harpe added his praise to that of Colonel Kemmerling's in a note to Brig. Gen. Chris O. Divich, commandant of the Air Force Reserve Officers Training Corps. "I always like to share good news," General Harpe said. "The letter from Colonel Kemmerling, your PAS at Virginia Polytechnic Institute, portrays the ideal Recruiting Service/AFROTC working relationship we want to foster. By working VPI together, our people have taken two excellent programs and made them into an outstanding Air Force program."

New senior enlisted advisor looking forward to the job

Chief Barnette

By TSgt. Wayne Bryant

SMSgt. Gary J. "Joe" Barnette, the new senior enlisted advisor to Brig. Gen. W. S. Harpe, commander of Recruiting Service, brings with him experience in virtually every position a recruiter can hold.

He's been a recruiter, tester, flight supervisor, squadron superintendent and group superintendent. Additionally, he served on the Air Training Command Inspector General staff and previously spent nearly two years at Recruiting Service Headquarters.

Now that he's back at the headquarters, he's looking forward to traveling throughout the command as the enlisted advisor. "I'll probably spend half my time on the road," the chief explained. "General Harpe wants me to visit the field and tell recruiters what's happening in the command and why. I'll

discuss with them areas they're concerned about and how they think we can help.

"My most important concern is the health and welfare of Recruiting Service members. We are a command made up of volunteers, mostly in the non-commissioned ranks. That makes my job even more important," he emphasized. "The men and women out there need to know we are working for them. I plan to be honest with them and expect the same."

With his wealth of experience, Chief Barnette knows what it takes to be a success in recruiting. He's a believer in working the basics of recruiting.

"A lot of people think we have it easy right now. But, it is harder to manage success than failure. Our current bank situation makes it difficult to find positions for the applicants we are working today. Everyone here at Randolph is working to solve that, but it's not going to go away overnight. It will take hard work from this end and by the recruiters," he added.

"Another important thing to remember is that our people have to stay trained in all aspects of the job. Today's market of 17 and 18-year-olds is shrinking," he said. "The day will come when a recruiter is going to need to know as much as possible in order to meet his or her goals."

"Today's successful recruiter, who is working with caps on net reservations, will need to be 'smart' in all aspects of recruiting in order to be successful tomorrow. We will all need to be flexible and know how to

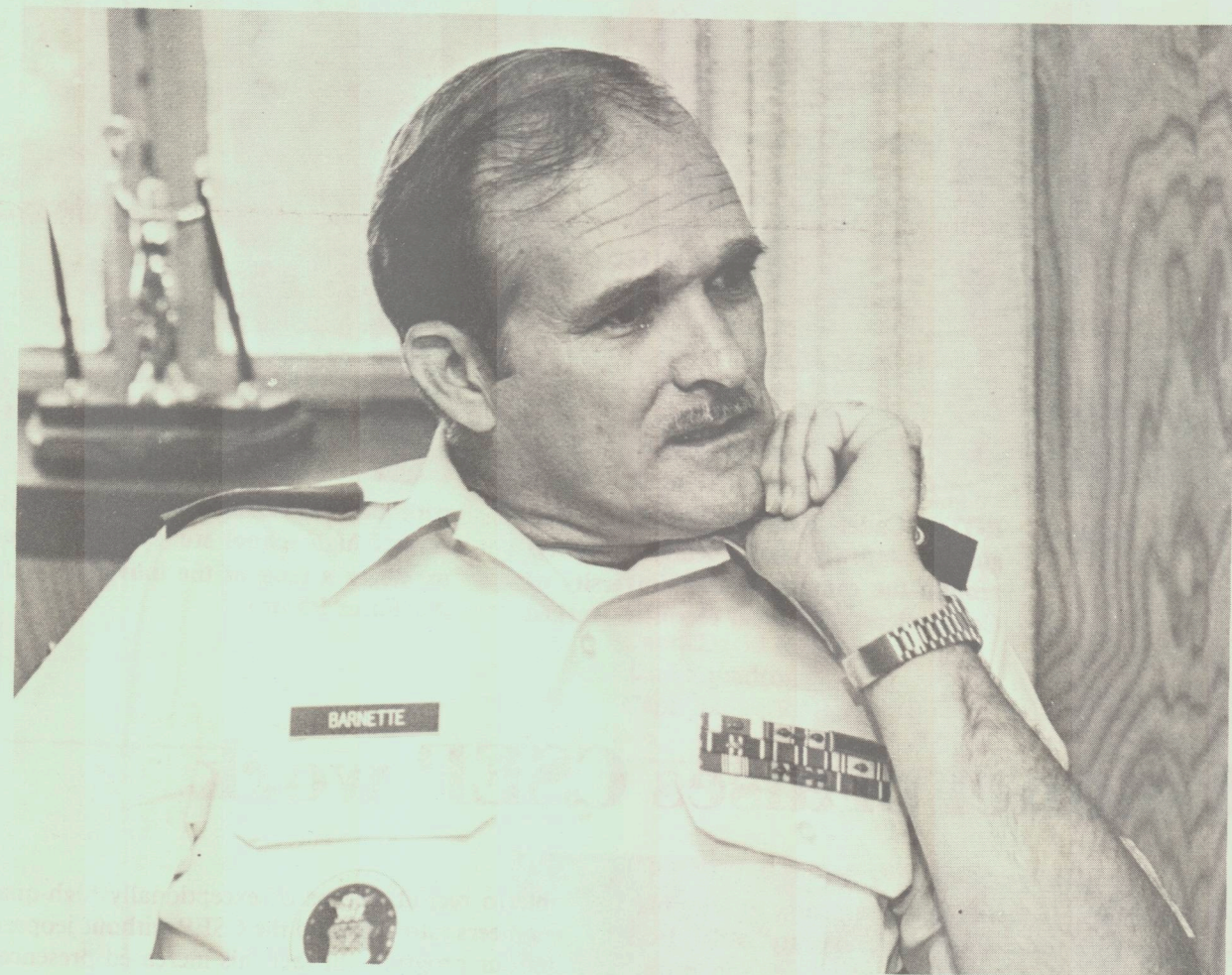
'My most important concern is... welfare of Recruiting Service members'

direct that flexibility when the time comes," he noted. "It's up to the flight supervisors and squadron/group superintendents to make sure our people are ready. They are the first line supervisors, instrumental in motivating their people to ensure future success."

Since his arrival at Randolph, Chief Barnette has visited the 3504th Recruiting Group and the 3541st Recruiting Squadron. "I like to make a point of traveling to recruiting offices while visiting a group or squadron," the chief said. "It gives the recruiter a chance to voice an opinion to the headquarters. I know I always liked getting a chance to 'bend an ear' when they visited me."

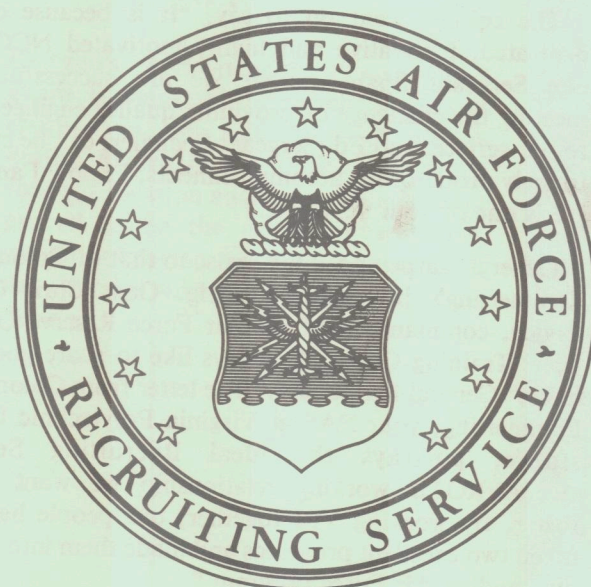
No newcomer to San Antonio, Chief Barnette said, "We really like the San Antonio area. My wife, Shar, was anxious to come back and my daughter, Davina, will be able to renew some old friendships."

"I'm looking forward to this tour," the chief concluded. "Although I know it will be a challenge, I'm sure I'll enjoy it!"

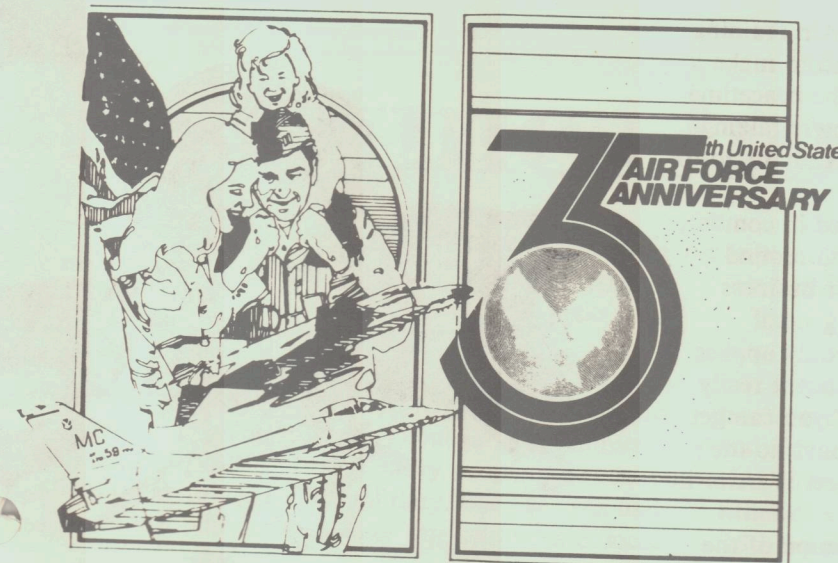


New Chief

CMSgt. 'Joe' Barnette looks forward to the challenge of his new position as the senior enlisted advisor to the commander of Recruiting Service. The Chief will be traveling throughout the command to visit as many people as possible. (U.S. Air Force Photos by MSgt. Buster Kellum)



Air Force celebrates 35th birthday



The United States Air Force celebrated its 35th anniversary as a separate military service on Sept. 18.

Historically, its origins are more than twice as old—stemming from the founding of the Aeronautical Division of the U.S. Army Signal Corps in 1907.

Saluting the past as they train today, the anniversary theme of Air Force men and women is "Ready Then—Ready Now."

Recruiting history

Recruiting Service's history is also one that reflects this theme. Although its roots began nearly seven years later on July 1, 1954, the Air Force's original recruiting organization, the 3500th Air Force Recruiting Wing, was ready then, just as Recruiting Service is ready now.

During that first year, the Recruiting Wing signed up more than 174,600 young men and women into the enlisted ranks. At the end of this year, today's recruiters will have brought more than 77,000 people into the Air Force.

Recruiting Service, as it is known today, was established in 1959. The headquarters moved from its original home at Wright Patterson AFB, Ohio, to Randolph AFB, Texas, in 1965.

Honoring the heritage of the Air Force begins with the first successful powered flight of a heavier-than-air flying machine at Kitty Hawk, N.C., in 1903. Spanning the years between the 120-foot solo of Orville Wright and today's global missions and beyond, the growth of aviation has been as spectacular as the launch of an Air Force missile.

Fostered in World War I, the potential of airpower flashed bright reflections from the shiny, canvas-covered wings of combat-locked fighter, bomber and reconnaissance aircraft.

Front-mounted machine guns, firing through whirling, wooden propellers, were the weapons of attack. Today's equivalent fighters can knock out a 60-ton tank or disable a ship at sea.

Airpower displayed its might in World War I as allied aircraft exerted decisive pressure in attaining unconditional surrender of the Axis powers.

Flushed with honors won in two world wars, the Air Force was recognized as a separate service, co-equal with the Army and Navy, on Sept. 18, 1947.

Within a year, its aircrews flew to new fame in Operation Vittles, history's largest peacetime demonstration of airpower. Flying Berlin Airlift missions around the clock, Air Force and allied pilots transported more than 2 million tons of food, medicine, and coal to the beleaguered citizens of the former German capital. The 15-month operation answered the Soviet blockade of the Western sector of the isolated city, by affirming America's commitment to a free West Berlin and impressing the world that American airpower was a force to be reckoned with.

Korea flares

Despite peaceful resolution of the 1948-49 Berlin Blockade, the fires of war soon flared in Korea. Answering the call of the United Nations, U.S. Air Force jets rose to defend South Korea from attack by the communist north. Earning an aerial victory margin of 10-1, over Soviet-built MiG-15s, Air Force pilots proved the superiority of their training and aircraft.

Then and Now

The Air Force and Recruiting Service have "gone places faster," as this early recruiting poster indicates. Advancing from propeller driven and early jet aircraft to today's scientific wonders like the Space Shuttle, the Air Force has progressed by leaps and bounds. Science fiction has become 'science fact' almost overnight. (U.S. Air Force Photos)



Project Warrior emphasizes wartime thinking

A new program to create and maintain an environment for Air Force people to think and plan in war-fighting terms — Project Warrior — has been initiated Air Force-wide.

Project Warrior is designed to improve the war-fighting spirit and perspective of Air Force people. It also will encourage an improved understanding of the theory and practice of war, with particular emphasis on the contribution of air power to help the Air Force better plan for the future.

“Project Warrior is a very important program, and at the same time, a very simple one,” said Gen.

Thomas M. Ryan Jr., commander of Air Training Command, recently. “Some people tend to make it more complicated than it has to be. The peacetime mind set is really an anomaly when you’re talking about an armed force that should be ready to go to war.

“If you haven’t been recently engaged in combat, then you need some type of program to remind people that making war has to be their business even if peace is their profession,” the general emphasized. “Now that sounds like it only applies to fighter pilots or bomber air crews, but it really applies to every Air Force member. If you can get people to thinking about how they would do their jobs in wartime, then you’ve got Project Warrior in a nutshell.”

The program will be under the direction of the deputy chief of staff for plans and operations. It will be implemented in two categories: leadership and education.

Project Warrior will include promoting an annual Air Force heritage week at each base, emphasizing the importance of air power and combat leadership instruction and expanding the activities of the Air University and the Office of Air Force History to publish works of Air Force and non-Air Force writers.

Plans also include establishing an Air Force professional studies support program to enable individuals to develop knowledge of military strategy, tactics and logistics as well as a better appreciation of the role of air power in the nation’s deterrent and defense policy.

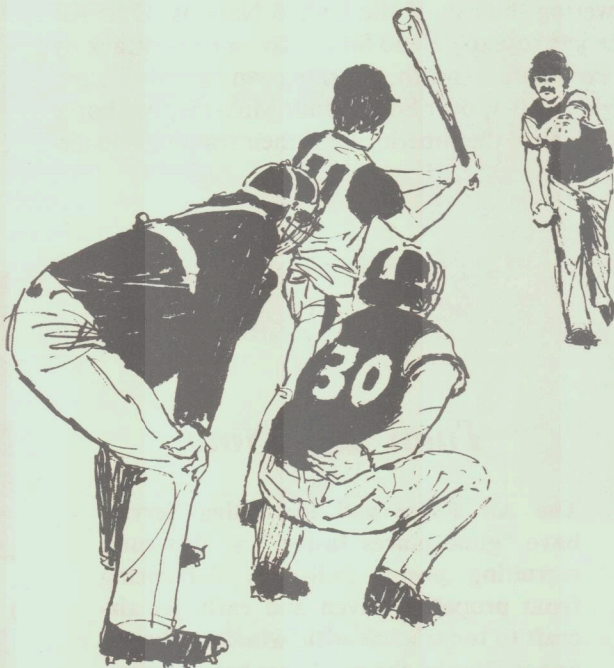


General Ryan



By SSgt. Jan Hist
3553rd Recruiting Squadron

CLEVELAND, Ohio—It’s totally black outside. Suddenly you hear a beeping sound and it’s coming your way. It’s getting louder. You still can’t see it. You clutch a bat tightly and swing blindly at this strange noise now near you. Miraculously, you slug



this object and begin to run. You’re safe on first, and you’re playing softball against great odds—you’re blind.

This is what it’s like for the Pioneer Eagles to play softball, for all of them are legally blind. And, this is what it was like for the 3553rd Recruiting Squadron Knights who were blindfolded during a game against the Eagles.

Members not blindfolded were the pitcher, catcher, umpire and the coaches. During the game each batter was allowed five strikes instead of the usual three. And, the softball they swung at was designed for the Eagles by their sponsor, Ohio Bell. Not only is it 16 inches in circumference and hard, but it has a self-charging beeper. The tone of the beep is adjustable. Additionally, each base (in the shape of a cone) has a beeper.

“These guys are really fantastic! It’s hard to realize the magnitude of their accomplishments until you try to ‘see’ things the way they do,” remarked SSgt. Tom Ruszkiewicz, an administrative specialist at the 53rd Squadron and also a member of the Knights.

The final score was 8-0 in favor of the Eagles. Although the Knights never got past first base in the game, they reached home plate in promoting Air Force awareness and finding other teams for the Pioneer Eagles to play. Capt. Leonard Novak, the 53rd’s OTS coordinator and member of the Knights, has already arranged three more games for the Eagles.

Recruiters lose game, win friends in blind softball game

Prior service program saluted for savings

Recruiting Service received an ‘attaboy’ recently from Maj. Gen. Mele Vojvodich, director of Personnel Programs, Headquarters Air Force, for successful accomplishment of the 1982 Prior Service goals.

In a letter to Brig. Gen. W. S. Harpe, Recruiting

Service commander, General Vojvodich said, “Your recruiting of 4,000 qualified airmen, including 2,000 airmen qualified in Chronic Critical Shortage skills, saved training resources and student man-years valued at more than \$40 million. More importantly your recruiting of more than 2,000 airmen, qualified

in CCS skills, has put years of experience back on the flight line and helped fill the Air Force’s most critical manning shortages.”

The general passed on his “thanks to all Recruiting Service personnel for a job well done!”

Braymes honors ‘her people’

Top recruiters in the 3515th Recruiting Squadron were treated to an afternoon and evening in Atlantic City, all because of a lady who cares a great deal about the military.

Mrs. Lois Braymes has been helping the military get the recognition she believes they deserve for some 20 years. She arranges tours, ballgames, banquets, and trips to honor “her” military people. She really likes doing things for the military. She has even had numerous billboards placed throughout the local

area to thank members of the Armed Forces for the freedom we now enjoy.

The 3515th recruiters became involved one day after a phone call from Headquarters Recruiting Service. At that point, a lady (Mrs. Braymes) wanted to treat some Air Force recruiters to an afternoon dinner and show in Atlantic City. “My first reaction was, How much is it going to cost them?,” said 1st Lt. Bill Etheridge, Advertising & Publicity officer for the 15th Squadron. “After making a phone call and talk-

ing with a delightfully effervescent elderly lady, the answer to my question was—no cost to the recruiter. They were only to show up in uniform and enjoy the event.”

Four of the finest 3515th recruiters went to Atlantic City. They were treated like the President. Following an afternoon of sightseeing in Atlantic City, the recruiters were treated to a gourmet prime rib dinner. The meal, “fit for a king,” was followed by a New York stage production, “To Catch a Rising Star.”

4 classes complete recruiting school

Listed below are the most recent graduates of the Air Force Recruiting School, Lackland AFB, Texas. Students graduating with honors are indicated with the title of their award. This list includes both the NCO and officer classes.

Name	Squadron	Name	Unit
SSgt. Basselet, Guy R.	3512	Sgt. DaRosa, Jose A.G.	3512
SSgt. Bayerl, Michael R.	3555	SSgt. Dodds, Isaac L.	3531
SSgt. Bouldin, Hiawatha N.	3566	MSgt. Drennen, Donald A. Jr.	3531
TSgt. Brelsford, William H.	3550	Sgt. Heaps, David W.	3545
SSgt. Brenner, John D.	3552	SSgt. Hinck, James	3516
SSgt. DeLakis, John N.	3555	TSgt. Hudson, Bernard L.	3512
SSgt. Eddy, William B.	3554	SSgt. LaPrade, James R. Jr.	3512
TSgt. Ericksberg, Kenneth F.	3512	TSgt. Lowery, Eddie J.	3551
SSgt. Holmes, Willie B.	3569	SSgt. Mann, Larry R.	3519
TSgt. Johnson, Henry S.	3519	TSgt. Odette, Donald R.	3545
SSgt. Jones, Johnnie L.	3514	TSgt. Ray, Dennis L.	3561
SSgt. Jordan, Fred D. (Dist. Honor Grad)	3551	SSgt. Simmons, Anita P.	3515
TSgt. Keefer, James J.	3544	Sgt. Spaide, Donald J.	3533
Sgt. Licorish, Maurice E.	3569	SSgt. Tate, Caury C.	3566
SSgt. Pearson, Joe H.	3554	MSgt. Todd, Walter L., III	3531
SSgt. Provence, Fredrick W.	3548	Sgt. Wilson, David L.	3512
SSgt. Putnam, Gerald L.	3513	SSgt. Winston, Fetaque R.	3563
Sgt. Ray, Ralph M.	3553	SSgt. Younkens, Mable G.	3533
TSgt. Reynolds, Gregory J.	3513		
SSgt. Rhoden, Jesse J. (Honor Grad)	3531		
TSgt. Schneider, Dwight A.	3519		
SSgt. Shuler, Jeffrey P.	3533		
SSgt. Southworth, Henry F. III	3534		
SSgt. Stewart, Randy W.	3549		
Sgt. Thayer, Gerald W.	3544		
Sgt. VanderLoop, Robert M.	3555		
SSgt. Watson, Vincent C.	3566		
SSgt. Williams, Ernest III			
SSgt. Yoder, Richard E.			
SSgt. Alexander, James K.			
Sgt. Ansara, Peter J.			
Sgt. Barrett, Charles F. II			
TSgt. Donovan, Robert L.			
SSgt. Duby, William C.			
TSgt. Edstrom, Todd W.			
Sgt. Hagen, Douglas L.			
SSgt. Hawkins, Dennis W.			
SSgt. Hook, Patrick J.			
TSgt. Kalas, Gary J.			
SSgt. Klein, Melvin L.			
SSgt. Knutti, William W. Jr.			
TSgt. Kopecki, Kenneth R.			
SSgt. Krejci, Craig S.			
Sgt. Ladmirault, Lois M.			
SSgt. Martin, Harvey R.			
SSgt. Mays, Gregory A.			
SSgt. Meyers, Frank S. (Honor Grad)			
TSgt. Neal, Michael J.			
SSgt. Rivera, Jennifer J. (Honor Grad)			
SSgt. Tiller, Franklin D.			
SSgt. Zaryk, Roman D. (Dist. Honor Grad)			
Sgt. Anchors, Walter E.			
TSgt. Ankiewicz, Ronald J.			
Sgt. Bailey, Dominic P.			
Sgt. Barron, Royce W.			
TSgt. Batronie, Leonard M.			
SSgt. Watson, Vincent C.			
SSgt. Williams, Ernest III			
SSgt. Carlin, Anthony W.			
TSgt. Clark, John W.			
TSgt. Copeland, Allen B.			
SSgt. Czadek, Michael P. (Honor Grad)			

Tragedy

‘We normally protect items of value,’ why not ourselves?

By Col. (Dr.) Robert H. Bonner
Commander, USAF Hospital Cannon

Almost every day the newspaper tells about a death from a vehicle accident—one which could have been prevented had the victim worn a seatbelt. We recently had such a tragedy at Cannon AFB.

On high school commencement day, the sister of a graduating senior was traveling to attend the graduation ceremony. She momentarily unlatched her seatbelt. At that moment, the car she was riding in swerved, rolled and crushed her—after she was thrown out. Her fiancé, who was wearing his seat belt, was unhurt.

This mishap reminds me how people are both interesting and puzzling. We try to protect things that are highly valued. When we ship beautiful paintings, crystal, china and fragile art, we pack them for maximum protection against breakage. But the very things we prize most—our lives and bodies—are

casually and arrogantly put in a metal box, and hurdled down a highway at high speeds.

Our most precious possessions, our children’s lives and our own, usually are treated with contempt. I have seen members from this wing drive on the highway with small children unrestrained in the front seat of automobiles. I have seen some drivers with children sitting in their laps so that even a simple accident jeopardizes these prize possessions.

I have worked in emergency rooms of many hospitals over the past quarter century and have seen too many children seriously injured and killed just because they were not properly restrained. In each case, had they been wearing seatbelts, these children would have received no major injuries.

How many more tragedies must we experience before we place the same values on our own and our children’s lives as we do our material possessions?

CROSSFEED

Kirtland AFB is top AFRAP base

Kirtland AFB, N.M., has been named the Air Force Recruiter Assistance Program Base of the Year for fiscal 1982.

Kirtland's selection, according to an announcement from Recruiting Service headquarters, was based on its overall outstanding support for the recruiting mission. Reese AFB, Texas, and Grissom AFB, Ind., were named runners-up in this year's competition.

Three bases, including Reese, were also named winners in the category for special AFRAP programs and projects. Also named were Bolling AFB, D.C., and Los Angeles AFS, Calif.

The Air Force Association presented the AFRAP Base of the Year Award last month at AFA's national convention in Washington, D.C. (ATCNS)

Varns aid AF tennis team

Lt. Col. Benjamin Varn of the Recruiting Service Directorate of Operations, Management and Analysis Division, teamed with his brother, SSgt. Dewey Varn of Dyess AFB, Texas, to help the Air Force take team honors at the recent Interservice Tennis Tournament, Little Creek Naval Air Base, Va.

Colonel Varn and his brother took the Junior Veterans Doubles title and battled each other in the singles event. Brother Dewey was triumphant in the singles match, 6-3, 6-2. They defeated the Army's defending interservice championship team 6-4, 6-7, 6-2 in the finals.

The Air Force took three of four singles titles and two of four doubles titles in the Interservice Tournament.



MACH 1

MSgt. John Little, 3531st Recruiting Squadron, gets into the music with the members of MACH 1, the Air Force Rock Band, during a performance at the Dothan, Ala., Civic Center. The recruiter

arranged the concert for area high school seniors and band members. "It was a lot of good exposure for the Air Force," Sergeant Little explained "and MACH 1 was great." (U.S. Air Force Photo)

'Big catch' taken in Vermilion

An Air Force recruiter in Vermilion, Ohio, has pulled in a 'big catch' of Air Force awareness following that city's Festival of the Fish. SSgt. Jack Tubert, 3553rd Recruiting Squadron, arranged the appearance of an Air Force Orientation Group F-15 and Wright Patterson AFB's showband, 'Flight One.' The four-day event ended with a parade, but the Air Force's contributions continued with a COI dinner to honor local city officials. Lt. Col. Frank A. Tantillo, commander of the 3553rd Squadron, was honored as the Parade Marshall, and served as host for the dinner.

Here 'n there

Tops in Texas

A Dallas area recruiter, TSgt. Alvin Moore Jr., has been recognized as the Texas Recruiting Airman of the Year by the Air Force Association. Sergeant Moore was presented his award by Vic Kregel, chairman of the board, National Air Force Association, during the recent Texas AFA Convention. Sergeant Moore is assigned to the 3544th Recruiting Squadron, Arlington, Texas.

Who's racing?

Two 3531st Recruiting Squadron recruiters recently took part in a rather unique race during festivities in Rome, Ga. The recruiters, along with approximately 20 Delayed Enlistment Program airmen,

pushed two beds in that city's annual bed race. The recruiters, SSgt. Kary Utley and Sgt. Barry Nantz, decorated the beds with large recruiting emblems, and old bumper stickers. Approximately 3,000 people turned out to cheer the racers on.

Grads honored

Three Recruiting Service people graduated with distinction recently from the Air Training Command Noncommissioned Officers Academy, Lackland AFB, Texas. MSgt. Joseph L. Wilson, 3545th Recruiting Squadron, earned the Greater San Antonio Chamber of Commerce Citizenship Award for his efforts. Sergeant Wilson was selected for the award by members of his class. Additionally, TSgt.

John H. Siemers, 3537th Recruiting Squadron and TSgt. Susan A. Deason, Recruiting Service Headquarters, Directorate of Operations, were named Distinguished Graduates. Both graduated in the top 10 percent of the class, maintaining a 90 percent or above average during the course.

Tops in Indy

MSgt. Dale A. Eichacker, "D" Flight Supervisor of the 3550th Recruiting Squadron, Indianapolis, Ind., has been selected by the Indianapolis Chamber of Commerce as the Air Force Recruiter of the Year.

Sergeant Eichacker, along with other military recruiting professionals selected from different branches, received the honor at a banquet.

'New year' begins this month

A continued heavy national periodical schedule, along with six million NPS direct mail folders, highlight advertising products for October and November. Projects due out in those months are listed below. Details on specific projects are in the Recruiting Service Advertising Project Book. Copies are available in group and squadron A&P offices.

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

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

RECRUITER SUPPORT ITEMS	Availability	Remarks
GS 82-40 Windmaster posters	Nov.	Direct ship to squadrons
GS 82-47 FSP Mini-briefing	Oct.	Direct ship to group.
NPS 82-4 Direct mail folder	Oct.	Direct ship to squadrons
NPS 82-5 Direct mail folder	Nov.	Direct ship to squadrons
OTS 82-13 S&E Mini-briefing	Oct.	Direct ship to groups
OTS 82-14 S&E Mini-billboards	Oct.	Direct ship to groups
OTS 82-18 AIRMAN Article Reprint ("Best Kept Secrets")	Oct.	Direct ship to groups
OTS 82-19 AIRMAN Article Reprint ("Advance to High Ground")	Oct.	Direct ship to groups
OTS 82-20 AIRMAN Article Reprint ("Hanging in Over Hondo")	Oct.	Direct ship to groups
HP 82-2 Physician Fact Folder	Nov.	RDS
HP 82-12 BSC Fact Folder	Nov.	Direct ship to med teams
HP 82-14 Nurse Fact Folder	Nov.	RDS
HP 82-24 HP Coffee Mugs	Oct.	Direct ship to med, nurse team
HP 82-28 Nurse Drug Computer	Nov.	Direct ship to nurse teams

PERIODICALS AND DIRECT MAIL

October and November continue the heavy fall periodical schedule, and direct mail activity picks up as well. 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. General Support (GS) ads are those which support more than one recruiting program.

NATIONAL PERIODICAL

Publication	Program	Issue	Media Code
Boy's Life	GS	Nov	BF
Ebony	GS	Oct	E
Hot Rod	GS	Nov	H
Jet	GS	Oct.14	JT
Life	GS	Oct	LM
National Future Farmers	GS	Oct/Nov	PS
Popular Science	GS	Oct	RD
Reader's Digest	GS	Nov	SS
Senior Scholastic	GS	Nov	SS
TV Guide	GS	Nov.6	TG
Graduating Engineer	OTS	Oct/Nov	GE
Time (College Edition)	OTS	Nov. 8	TC
Omni	OTS	Oct	ON
Science '82	OTS	Nov	SC
Technology Illustrated	OTS	Oct/Nov	TL
Air Progress	OTS	Nov	AP
Flying	OTS	Oct	FY
Newsweek (On Campus)	OTS	Nov. 15	NW
American Journal of Surgery	Physician	Oct/Nov	JS
Dental Management	Dentist	Oct	DM
Diversions	Physician	Oct	DV
Journal of Bone and Joint Surgery	Physician	Oct	JB
Resident and Staff	Physician	Nov	RS
Nursing '82	Nurse	Nov	NR
RN	Nurse	Nov	NR
*VICA	Educator	Oct/Nov	

*Does not include business reply card

DIRECT MAIL

Target	Program	Date	Code
College Juniors & Seniors (CSEP)	OTS	Oct	CE
College Seniors (Engineering Specialties)	OTS	Oct	DK
Physician Specialties	HP	Oct	DK
Dental Specialties	HP	Nov	DK
Male High School Seniors (83 grads)	NPS	Oct	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
Wild Blue Yonder :30
FB-111 :20
B-52 :10

Take—one box instructions

A new plastic take-one box (GS 82-38) will be reaching field units soon. The two parts are being shipped separately. To use them, simply remove the adhesive covers from the clear plastic shell. Then, position the clear plastic shell at the bottom of the white plastic stand and press into place.

These new lightweight boxes will provide an alternative to the larger literature racks produced last year.



Banner

This gigantic Air Force banner has appeared in public on the side of a hot air balloon. The banner is shown here attached to the Recruiting Service Headquarters building. Groups and squadrons who have a specific use for the banner may have it shipped to them and then return it

to HRS. Requests for the banner should be addressed to the Community Relations Division, Directorate of Advertising and Publicity, Recruiting Service Headquarters, Randolph AFB, TX, 78150. (U.S. Air Force Photo by MSgt. Buster Kellum)

SHARPSHOOTER'S COUNCIL

On target



The 3504th Recruiting Group has held two successful conferences at Lackland AFB for outstanding recruiters representing each of the group's 53 flights. Dubbed the Sharpshooter's Council, the first meeting was held in January and was so successful that a second event was held in July.

According to Col. Maurice G. Gardner, commander of the '04th, "The purpose of the Council meetings was to promote a new sense of awareness by our top line recruiters of what this group stood for since our reorganization last October. We had a new organization, a new staff (at group), two new squadrons, and a new image we wanted to develop. We also wanted to draw upon their expertise and experience to bring about this change."

The three-day program includes presentations by all group divisions; five separate seminars covering OTS Recruiting, How To Hold Them After You Get Them, How To Be A Better Recruiter, MEPS Preparation And Follow-up, and Planning; a briefing and tour of the Classification Squadron; and a tour of Officer Training School.

Social activities were an important part of the conference. The winter event included dinner and attendance at an NBA basketball game and the summer visit had a Texas-style barbecue complete with volleyball, horseshoes and dominoes. Highlights of each council were presentations by each attendee on what makes them successful.



'Sharpshooters'

The 3504th Recruiting Group's Sharpshooters Council has met twice this year. Top recruiters from the group have gathered for a crossfeed of ideas as well as in-depth briefings from the group's staff. The session, held during the warmer months, included several athletic activities along with the briefings.



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