



ROUNDUP

Headquarters, 8th Marine Corps District, New Orleans, LA
June 2004



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USMC flexes muscle at annual roadster tour
Arlington schools Everman in basketball



FRONT COVER

A fully restored 1966 Mercury Cyclone sits on display at the annual Hot Rod Magazine Power Tour in Tulsa, Okla., June 6. The Cyclone was one of over 3,000 cars on display that day. For story, see page 6.
 Photo by Staff Sgt. Skip Osborn.
 Photo Illustration by Cpl. Buzz Walsh



ROUNDUP

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NEWS

RSSs REVEAL SECRETS TO WINNING FIELD MEET

There was no final touchdown or grand slam homerun to mark their victory, but winning the 2004 RS Phoenix Poolee Field Meet championship was just as exciting for the Marines and poolies of Recruiting Substation East Tucson, recently. But it wasn't just luck, say the RS East Tucson Marines; they say it's something else.
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USMC FLEXES MUSCLE AT ANNUAL ROADSTER TOUR

Candy-apple red, Omaha orange and aqua-metallic were just a few of the colors adorning the thousands of classic muscle cars on display during the annual Hot Rod Power Tour at the Tulsa CitiPlex Center, June 6.
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ARLINGTON SCHOOLS EVERMAN IN BASKETBALL

Can I have 35 seconds on the clock please? Music blares from the Everman High School gym speakers, energizing the faculty who are warming up their jump shots. Marines were doing warm-ups of their own.
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If you have a comment, or you've written a story, or have a story idea that you would like to see in *RoundUp*, the 8th MCD staff would like to hear from you. You can call the editor at (504) 678-2356 or send an email to walshmj@8mcd.usmc.mil. If you would like to submit a story about recruiting, tricks of the trade, military families, or any other subject, please send the typed story along with any photographs or undeveloped film to: RoundUp Editor, 8th MCD, Bldg. 10, NSA, New Orleans, La. 70142. Submissions will only be returned by request.

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CO'S TWO CENTS STAY FOCUSED, ON TASK

COL. ROBERT F. KUHLOW COMMANDING OFFICER



Marines, you continue to meet and exceed mission requirements while sustaining a growth pattern that will serve you well in FY05. Your quality production is solid, you are hitting your phase lines, processing is showing signs of improvement and, last but certainly not least, your MCRD attrition rate is coming down. We must be ever vigilant to stay focused and on task in these critical areas. These upcoming months will be vital in executing a strong close to FY04 and in shaping the FY05 battlefield. What you have done over the past year, particularly during the summer months, have allowed you to stay ahead of the power curve throughout the year. My hat is off to you!

While we need to stay on task, the summer months are also an important opportunity to spend quality time with your families. This is not an either/or proposition. You are good enough to get the job done and take time for the family. You need it, your family needs it, and continuing to perform as you have in the past will ensure success on the battlefield while enjoying the home front. When you go on leave, set your pack down in the office, both mentally and physically ... and leave your cell phone alone. During these summer months, keep safety (on and off the job) your number one priority.

There will be some degree of summer turnover, but not

nearly as much as there was last year. We have invested a significant amount of time in training this past year, let's make sure we have solid turnovers and prevent a loss of the corporate knowledge gained this past year. Along these lines, take care of the poolees that have had their recruiters rotate out. Remember the acid test: everyone we ship to boot camp should graduate based on the selection of individual and investment/preparation placed into them. Ensure letters are sent to them and keep in touch with their families.

Marines, you are doing well. We still have not reached our potential ... but we are definitely down the road towards achieving that goal. Wear your leadership traits and principles on your sleeve — day in and day out. It is your Marine qualities that have brought you this far ... and they continue to serve you well. As far as I am concerned, **now** is the time for shaping FY05. Stay the course and you will reap the benefits in this upcoming year as you have this past year. I have seen some fine Marines on my travels throughout the District. Take care of your Marines and your families. See you on the objective.

If this message sounds familiar, it is: reference June '03. We continue to stay on a steady course and long-term goals remain the same. Never leave the basics!

It has been said that every recruiter, recruiting substation NCOIC, recruiting station, and district makes mission. Writing enough net new contracts to make or exceed our mission has never been an issue or a problem, even in times of recruiting hardships. The problem has and always will be the TIME it takes us to write enough contracts to accomplish the mission. Every recruiter can write two contracts. Every recruiting substation, every recruiting station, and every district can write many contracts.

OPERATIONS SCENE

LT. COL. G.M. TOLLIVER
OPERATIONS OFFICER



Again, the issue is, "Can enough of these contracts be written during the time period allocated? Can the canvassing recruiter write two or three, or four contracts in one month?" While we encounter many "enemies" that stand in our way of making mission, I submit that time is our most ferocious, and it therefore produces the most resistance to our quest to make our monthly net new contract mission.

To solve our time problem, we must analyze it and find out why and how it operates. To effectively analyze the problems we face with time, we must first understand what time is, and how it causes such a problem. Although this discussion will probably produce more questions than answers, it is vital that we acknowledge the power of time and attempt to understand the effect it has on our recruiting efforts.

First, we must break time down into its three categories: productive time, non-productive time, and support time. What are these three different forms of time? How do we classify them in our normal day-to-day recruiting efforts? How do we maximize or minimize the effects these times have on our recruiting process? How can we control these three kinds of time? What actions can we take once we determine that time is hurting our ability to make mission? While we may not answer these questions outright, the following information will at least allow us the opportunity to think about time and what we can do to control it.

Second, let us define and describe the three categories of time. Productive Time is the periods of a day used for actions that directly lead to or have a direct impact on the writing of a contract. Some examples of Productive Time are: prospecting activities (TC, AC, HV, receiving OT), interviewing applicants, and screening applicants. So this kind of time involves any action resulting in the prospecting, screening, and selling an applicant for enlistment. Non-Productive Time is just the opposite of Productive Time. It is the periods of a day used for actions that do not directly lead to

or have a direct impact on the writing of a contract. Some examples of Non-Productive Time are: routine administration duties, driving to work, physical training, eating, and other areas of personal activities. Support Time is the periods of a day used for actions that indirectly influence or have an indirect impact on the writing of a contract. Some examples of Support Time are: pool functions, enlistment package preparation, high school visits, media and contact visits, and planning. So this kind of time involves any action that supports or helps the recruiter generate prospecting activities or the actions necessary to process an applicant for enlistment.

To increase production in a shorter period of time, the Volume I tells us that we should spend at least 60 percent of our day in Productive Time and no more than 30 percent of our day in Support Time, and 10 percent of our day in Non-Productive Time. The main question here is how do we accomplish the above-listed time guidelines? Better yet, how do we increase our Productive Time while still accomplishing necessary functions involved with Support and Non-Productive Time? We must acknowledge that Support and Non-Productive Times exist and are necessary in our normal day-to-day functions. Everyone must eat; we must PT; we cannot be very productive if we do not conduct high school visits, conduct pool functions and put together enlistment packages on our applicants. These duties and actions are justified and necessary. However, the key is to minimize these times so more of our recruiting day can be spent with Productive Time. While there are many actions that can be taken to decrease Non-Productive Time, there are a couple of key ideas that are critical in order to maximize Productive Time.

One of the most important ways to increase Productive Time is to plan. We must plan our daily and weekly actions. This planning must be detailed and complete. We must plan every action to be taken on a daily and weekly basis. Part of

this planning should include initiatives that combine all three categories of time. With some thought, we can learn to plan to conduct our prospecting activities while we are performing Support or Non-Productive Time. Some of these initiatives include: having lunch at a priority one high school or community college; conducting PT sessions at a school, health club, or other places where our target market is present; requiring every pooler to bring one friend to a pool function; requiring poolers to conduct list research; conduct TCs while waiting at the MEPS for an applicant to finish processing. Another way to increase Productive Time is to carry out our daily, weekly, and monthly plans with little or no deviation. We must avoid altering our actions from the original plans. If we can conduct prospecting activities with minimal interruptions, more results will be achieved.

An additional way to increase Productive Time, is to ensure we are focused on getting results from our prospecting, screening, and interviewing actions. It is important that we never confuse efforts with results. The number of hours that we work is irrelevant. What is relevant is the results we achieve from our actions. It does us no good to make 100 TCs in a day if we do not produce contacts, appointments, and interviews from these TCs. If we plan on setting three appointments for a given day, why can't we do that with just three TCs? If we are results-oriented, vice effort-oriented in our daily prospecting, screening and interview actions, we will increase our Productive Time automatically.

Time is our worst enemy. However, if we understand the three categories of time, and work to increase our Productive Time, we can stop it from hindering our recruiting efforts. Without Support Time, we can't write contracts. Non-Support Time is a necessary evil. However, if we learn to use all three categories of time to our advantage, we can make mission within the time allotted.

Attack!



Sgt. Jason Dudley, inspects poolees in the four-man push-up competition. The object of the event was to remain in the up-position as long as possible.

RSSs reveal secrets to winning field meet

**STORY AND PHOTOS BY
SGT. ERIC CANTU
MPA, RS PHOENIX**

There was no final touchdown or grand slam homerun to mark their victory, but winning the 2004 RS Phoenix Poolee Field Meet championship was just as exciting for the Marines and poolees of Recruiting Substation East Tucson, recently. But it wasn't just luck, say the RS East Tucson Marines; they say it's something else.

"Motivation," said Gunnery Sgt. John Wilson, noncommissioned officer-in-charge of RSS East Tucson. "Every poolee knows that winning is the most important thing. Failure is not an option," said Wilson. "Plus, my recruiters live by the same mantra. That's just the way we do business."

This year's field meet is a repeat victory for RSS East Tucson. Wilson attributes his repeat success to their physical training.

"The pool functions are intense," said Wilson. He said his pool functions consist of martial arts and running through the sandy washes that surround the city of Tucson.

"We always do something physical. I make sure every Marine is hard on them," said Wilson.

But RSS East Tucson has not always been so successful. Wilson said in 2002, it was a very different story.

"The year before, only seven poolees showed-up. There were almost more Marines than poolees," said Wilson. "It was a complete embarrassment."

But Wilson said the repeat win is proof that his training works. "We won with a complete turnover of poolees. Not one is the same."

While East Tucson won the entire meet, there were other events that carry bragging rights.

When asked about the key to winning the Tug-of-War competition two years in a row, Staff Sgt. Jason Walker, canvassing recruiter, RSS Deer Valley, was hesitant to give his competitors any advantageous information. "I can't tell you that, then it wouldn't be a secret," he said. But after receiving continued prodding, he gave up the details.

"We emphasize team work, maximum effort and technique," said Walker. "We pump them up and they go out there with the attitude that they're going to win and they do."

But there's more to winning than mental preparation. Walker said he takes his team through the motions of transitioning from the push-up position to actually pulling the rope.

"Right before the



Senior Drill Instructor Staff Sgt. Timothy Chaplain exercises "motivational speaking" techniques on a poolee. Chaplain interacted with the poolees for more than half an hour to give them an idea of what recruit training will be.

See **FIELD MEET**, page 9



The Marine Corps Enhanced Marketing Vehicle (EMV) display and chin-up challenge sit amid a reflective sea of nearly 3,000 cars during the annual Hot Rod Magazine Power Tour in Tulsa Oklahoma June 6. (RIGHT) Basking in the reflection of the CityPlex Towers, nearly 3,000 cars gathered in downtown Tulsa to take part in this years annual Hot Rod Magazine Power Tour June 6



Hot Rod Power Tour 2004

USMC flexes muscle at annual roadster tour

**STORY AND PHOTOS BY
STAFF SGT SKIP OSBORN
MPA, RS OKLAHOMA CITY**

Candy-apple red, Omaha orange and aqua-metallic were just a few of the colors adorning the thousands of classic muscle cars on display during the annual Hot Rod Power Tour at the Tulsa CitiPlex Center, June 6.

Amid that sea of fuel vapors, excessive horsepower and rabid car fans, the Marines of Recruiting Station Oklahoma City flexed a little muscle of their own with a chin-up challenge and its own hot rod display, the bright red, turbo-diesel-powered Hummer.

This was the first year the Marine Corps participated in the seven-city, seven-day tour that launched from Arlington, Texas, June 5, covered more than 1,000 miles and ended in Green Bay, Wis., June 11. For Hot Rod fans it was a welcome addition to the venue.

"This is awesome," said Mark Trajowski of Bartlesville, Okla. "Hot rodding is about as American as it gets and seeing the Marine Corps out here today just makes it complete for me."

The 10th annual tour is known throughout the country as the ultimate road trip, is the largest event of its kind, and is definitely something fans won't see anywhere else. In fact spectators from the local area lined the roads leading to the event just to see the cars as they were coming in.

"I've never seen this much horsepower in one place before," said 17-year-old James Tompkins of Tulsa, Okla. "I didn't know there were so many old cars still on the street. These aren't all just trailer queens either. People actually drive these cars."

Tompkins was just one of the many young speed enthusiasts who attended the event and showed the Marine Corps that there is a market at this kind of event, though probably smaller than we would like.

"Generally, there isn't enough of our age market there to make working the event for leads worth the recruiter's time, but this one surprised me," said Capt. Matt McBroom, RS Oklahoma City's executive officer.

McBroom went on to say there were a few things that could have made the event even better.

"It would have been nice to have the Marine Corps NASCAR show car out here to complete the package, but this year was a test to see if the event would be successful for us anyway," said McBroom. "Maybe we can make it happen next year if we do the event again."

This year was a test for RS Oklahoma City and for the 8th Marine Corps District. It cost nothing to participate and even if it wasn't a windfall of enhanced area canvassing (EAC) contacts, it was still a huge boon to recruitment advertising and community awareness efforts.

"Overall I think it was a good event," said Staff Sgt Brian Corns, recruiter, Recruiting Substation Tulsa. "Any event where I can set an appointment for the next morning with a kid and where I get this much involvement with the community is worth my time. There just aren't many places where we can get this much attention in this big a crowd out here."

And so the crowds, some who have earned the title "long hauler," or those who have completed the entire seven-day tour, got a chance to see and ask questions about what it takes to earn the title "United States Marine."

Staff Sgt. Adrian Bowie, 2nd Battalion, 14th Marines, gets ready to bust through the four-man screen put up by the Everman Bulldogs for a lay-up. Bowie made the lay-up and scored the game-winning three-pointer with two seconds left on the clock. Photo by Sgt. Jose Campos



Arlington schools Everman in basketball

STORY BY
STAFF SGT. SANDRA K. CHIARAVALLOTTI
MPA, RS FORT WORTH

Can I have 35 seconds on the clock please? Music blares from the Everman High School gym speakers, energizing the faculty who are warming up their jump shots. Marines from Recruiting Substation Arlington, aided by a few RS Fort Worth headquarters Marines, a Marine on leave, and a reserve Marine, were doing warm-ups of their own. The question of the afternoon, which team would take home the win?

RSS Arlington, decked out in numbered black EAC shirts, took on the faculty of the two-time defending district basketball champs, the Everman Bulldogs, for a two-period, fast-paced battle, May 17. Would the purple and yellow LA Lakers colors prove lucky for the high school teachers?

The buzzer sounds and the teams line up for the tip off. The Marines won the first challenge, but sent the ball out of bounds. The Bulldogs were unable to keep their hands on the ball for the first two minutes of the game, allowing the Marines two steals, which resulted in zero points. Staff Sgt. Aaron Strickland of RSS Arlington, fouled twice and went to the line for the first foul shots of the game. He was unable to get one in the net; it wasn't looking good for the Marines.

The Bulldogs were out front with 13 points. After several rebounds, and a missed pass by the Bulldogs, Staff Sgt. Paul Acosta, RSS Fort Worth, was able to force a turnover. With a lightning pass to Gunnery Sgt. Elonzo W. Higginson, pool coordinator, the Marines put their first two points on the board. These two points were quickly followed by a rebound and shot from Sgt. Cheston Vincent.

With five minutes left in the first quarter, the Marines were now down 13-4. Tired of playing games, they held the Bulldogs to just two baskets in the last five minutes of the quarter. The Marines

scored 12 points and brought the score to a close 18-16.

During the short half-time, the commanding officer of RS Fort Worth, Maj. James T. Iulo, presented a game trophy to the Bulldogs to commemorate the game. The trophy will be displayed along with the game ball in the school's trophy case.

"Even though we were down by two, we felt good about our position," said Higginson. "The crowd was raucous and we knew that if we could get ahead by one we would seize the momentum and the crowd."

The buzzer sounded, signaling the beginning of the second half. The Marines came out with intensity. The Bulldogs attempted the first score of the quarter, but were shut out. Staff Sgt. Adrian C. Bowie, 2nd Battalion, 14th Marines, seized the rebound and drove the ball down the court to tie the game. The Bulldogs answered with three points of their own, bringing the score to 21-18. Would these three points prove the Laker colors were working for the Bulldogs?

John Turntine, Bulldog center, was able to take advantage of a Marine mistake, having six players on the court, but was unable to score the technical point. The Bulldog luck was starting to fail.

A fast break after the technical shot allowed Gunnery Sgt. Miguel Bridges, RS Salt Lake City, to score two, bringing the Marines on top, 21-22. The lead was quickly extinguished by messy shots from the Marines. The Bulldogs were able to rebound five times and then try for some elusive foul shots.

"Gunny Higg and I have played ball with each other for years," said Bridges. "He knew that I had some game. Marines support each other, we're brothers, so I came out while I was on leave to show support and to win. I enjoy playing basketball; that is my first love. To play against one of the high schools in my home time was outstanding. I attended Dunbar High School and grew up in that area, so it was a big thing for me."

The battle waged the next few minutes. The Marines scored

See **BALL GAME**, page 9

RS Albuquerque

LEADERS IN THE *Fight***Sgt. Adrian Gomez**RSS Lubbock
RS Albuquerque**Billet:** ANCOIC**No. Years of Active Duty:** 8**Primary MOS:**
3533 Logistics Vehicle Systems Operator**Favorite Duty Station:** Kaneohe Bay MCB Hawaii**Favorite Book w/Author name:** "It's not about the Bike," Lance Armstrong**Favorite Quote:** "What we do in life echoes in Eternity."**Favorite Movie:** Band Of Brothers**Personal Hero:** Tony Gomez (Father)**Hobbies:** Golf and paintball**Greatest Accomplishment:** Being a member of the '98 All Marine Corps Wrestling Team**SSgt. Ernesto Hernandez III**RSS Las Cruces,
RS Albuquerque**Billet:** NCOIC**No. Years of Active Duty:** 10.5**Primary MOS:**
7051 Aircraft Rescue and Firefighting**Favorite Duty Station:** MCAS Yuma**Favorite Book w/Author name:**
The Odyssey, Homer**Favorite Quote:** "Freedom is not free."**Favorite Movie:** Master and Commander**Personal Hero:** R. Lee Ermey**Hobbies:** Fishing**Greatest Accomplishment:** Taking over a tough station and making improvements.

two and the Bulldogs answered with two of their own. After a missed shot by Master Sgt. Elliott W. Martinez, assistant recruiter instructor, the Bulldogs tied the game at 30-30. A quick dunk later, Everman guard Brian Hannas brought the Bulldogs back on top.

The Bulldogs called a time-out after an injury. This allowed the Marines to regroup and plan their final strategy to take the game. A fierce game raged and the Bulldogs were up 41-39. With two seconds left on the clock, Bowie scored an amazing three-point shot to win the game, 41-42.

"When I caught the ball I could see one of their players coming for me," said Bowie. "I caught it and side-stepped him. I was then open for a pretty decent shot. I got squared up as much as possible and I released the ball. I won't toot my own horn, but it felt good the whole way. My thoughts when it scorched through the net were similar to those of Michael Jordan and Kobe Bryant at that particular moment."

Though the purple and yellow colors of the Lakers proved lucky for the NBA team during the semi-finals, the district champ Bulldogs had to swallow a stealthy defeat from the real Teufelhunden, the U.S. Marines.

"I thought being faculty, they would tire out before we did," said Martinez, "but they didn't. They did a really good job. It was a good game."

FIELD MEET, from page 5

event, we identify the team. We go through techniques with the poolies and see how fast they jump," said Walker. "We're already pulling on the rope while the other opponents are still tripping over each other."

Walker said Deer Valley has not always been a Tug-of-War champion. "When I was with (RSS) Arrowhead we won the Tug-of-War too. Arrowhead used to be unstoppable," claimed Walker.

One of the most challenging events was the four-man push-up competition. Each man places his feet on the small of his teammates' back until a square is formed. Altogether they push up. The last team to remain in the up position wins.

At the meet, the teams were ready and waiting. Once the whistle blew, a Marine shouted "Push Up!" The teams pushed off the ground and responded with a loud and motivated "Marine Corps!" Soon after, arms began to wobble. Faces grew red and sweat began to run. Then, one by one the teams started collapsing.

But while the other teams were focused on preventing a face full of grass, one team was thinking about the cool breeze and blue sky.

Gunnery Sgt. Joseph McElroy, NCOIC for RSS Arrowhead, directed his poolies' minds in a different direction.

"I wanted to take their mind off the pain," said McElroy. "Pain is weakness leaving the body. And if you don't think about it, it's easier for you to overcome it."

McElroy said his PT program also played a big role in their

victory. "We do a heck of a lot of push ups and dips," said McElroy.

By the end of the competition all other teams had surrendered to the effects of gravity, except RSS Arrowhead. But instead of resting, the Arrowhead team remained in the up position. They stood their ground for at least another minute.

McElroy said he needed to communicate an idea to his poolies. "One of the things I wanted to send to the kids, is that just winning is not enough, but winning it graciously," said McElroy. He also had a message for the other RSSs. "I wanted to tell the other kids, 'If you would have stayed longer, we would have still beat you.'"

Regardless of the event or RSS, everyone made predictions for next year.

"We'll win the Tug-of-War again and probably even the entire event," predicted Walker. "We got really good poolies. The majority of them are at every pool function. We just need a little more preparation."

McElroy stated his own vision.

"I wish we would have won it, but we'll get them next year."

Wilson was also confident his RSS would win next year. He said RS Phoenix has some of the best poolies in the nation and he lets his poolies know that they are the best in Phoenix.

"We make these guys shoot for number one."

Wilson said he would even like to see a district or even nationwide poolie competition to see who is really the best.

May RSS standings FYTD

RSS ranking based on MCRD attrition

Percentages shown represent recruit attrition rate from MCRD. NCOICs not on production are added in if they have fewer than three recruiters.

TOP 10 RSSS

1	ABQ	SSGT MENDEZ	ROSWELL	0.00%
	DAL	GYSGT CALHOUN	TYLER	0.00%
	OKC	SSGT SUTER	DODGE CITY	0.00%
	SAT	GYSGT RODRIGUEZ	KINGSVILLE	0.00%
5	PHX	GYSGT CAPAZZOLO	TUCSON	2.17%
6	HOU	MGYSGT PANTOJA	WILLOWBROOK	2.56%
7	PHX	SSGT MCLENDIN	PARADISE VALLEY	2.63%
8	ABQ	GYSGT DROZD	FARMINGTON	3.57%
	OKC	SSGT CROW	MIDWEST CITY	3.57%
10	OKC	SSGT HLADIK	ENID	3.70%

Marines whose names are in bold hold the 8412 career recruiter military occupational specialty.

11	FTW	GYSGT VILLARREAL	SAN ANGELO	3.85%	53	HOU	SSGT PLATTSMIER	MEMORIAL CITY	13.33%
12	HOU	GYSGT TARVER	LAKE JACKSON	4.00%	54	SAT	GYSGT PEREZ	WALZEM	13.73%
13	ABQ	GYSGT SAN LUIS	AMARILLO	5.41%	55	DEN	SSGT VONBRUTT	RAPID CITY	13.79%
	SAT	GYSGT ARROYO	HARLINGEN	5.41%	56	SAT	SSGT COSTE	INGRAM	13.95%
15	SAT	MGYSGT BAUTISTA	MCALLEN	5.45%	57	DAL	SSGT LEBOUEF	SEARCY	14.29%
16	HOU	GYSGT FORERO	BAYBROOK	5.56%		DEN	SSGT FORBIS	METRO W	14.29%
17	FTW	GYSGT HUDDLESTON	ABILENE	5.88%		HOU	GYSGT LAWRENCE	NORTHSHORE	14.29%
18	ABQ	SSGT JOHNSON	EL PASO WEST	6.67%		OKC	SSGT TOHM	OK CITY NORTH	14.29%
19	FTW	GYSGT VASQUEZ	FT WORTH	6.98%	61	FTW	GYSGT DOUGLAS	MID-CITIES	14.58%
20	ABQ	GYSGT LOPEZ	EL PASO EAST	7.69%	62	PHX	GYSGT WILSON	EAST TUCSON	14.63%
	ABQ	GYSGT POTTER	ODESSA	7.69%	63	PHX	GYSGT MCELROY	NORTH PHOENIX	14.71%
22	SAT	GYSGT PICKELL	SOUTHPARK	7.81%	64	HOU	SSGT CARTER	HOUSTON	14.81%
23	HOU	GYSGT CRAWFORD	DEER PARK	7.89%	65	DAL	SSGT SCARBROUGH	LONGVIEW	15.00%
24	DEN	GYSGT WALKER	FT COLLINS	9.26%		DEN	SSGT BADDERS	METRO N	15.00%
25	PHX	SSGT FELTON	FLAGSTAFF	9.52%		PHX	GYSGT COPPESS	EAST MESA	15.00%
26	OKC	MSGT MCGLASSON	WICHITA	9.62%	68	OKC	GYSGT HENRY	OK CITY SOUTH	15.38%
27	HOU	SSGT LILLIE	LUFKIN	9.68%	69	FTW	GYSGT MITCHELL	KILLEEN	15.79%
28	ABQ	GYSGT SOMOZA	LUBBOCK	10.00%	70	HOU	MSGT CRAWFORD	SPRING	16.00%
	DEN	SSGT WHITE	GRAND JUNCTION	10.00%	71	HOU	GYSGT GALANG	WESTHEIMER	16.13%
	FTW	SSGT DOWNING	LEWISVILLE	10.00%		SAT	GYSGT YBARRA	ROUND ROCK	16.13%
	HOU	GYSGT GOSS	COLLEGE STATION	10.00%	73	ABQ	GYSGT DIMAS	ABQ NORTH	16.67%
	SAT	SSGT GARCIA	LAREDO	10.00%		DAL	GYSGT SMITH	LITTLE ROCK	16.67%
33	DEN	MSGT MARTINEZ	CO SPRINGS	10.53%		DAL	SSGT WARE	SHERMAN	16.67%
	SAT	GYSGT GRANT	CORPUS CHRISTI	10.53%		FTW	SSGT SMITH	ARLINGTON	16.67%
	SAT	SSGT DEWAR	VICTORIA	10.53%		HOU	GYSGT GAINNEY	BEAUMONT	16.67%
36	OKC	GYSGT TANNER	TULSA	10.71%		PHX	GYSGT MCELROY	ARROWHEAD	16.67%
37	DAL	MSGT KESTER	DALLAS SOUTH	11.11%	79	PHX	SSGT SANTIESTEBAN	TEMPE	17.02%
	DAL	GYSGT WALKER	TEXARKANIA	11.11%	80	DEN	SSGT WILSON	CASPER	17.86%
39	DEN	SSGT LOTT	METRO S	11.36%	81	FTW	SSGT MAUPIN	IRVING	18.18%
40	OKC	MSGT BRIBIESCAS	FT SMITH	11.54%	82	HOU	SSGT CHAPMAN	KATY	19.35%
41	PHX	MSGT THOMAS	MESA	11.63%		PHX	SSGT CARTER	DEER VALLEY	19.35%
42	DAL	GYSGT TURNER	DALLAS NORTH	11.76%	84	ABQ	SSGT HERNANDEZ	LAS CRUCES	20.00%
	SAT	GYSGT ALDERETE	AUSTIN NORTH	11.76%	85	HOU	SSGT CRUZ	HUMBLE	21.28%
44	FTW	MSGT BROWN	WACO	12.12%	86	SAT	SSGT PICENA	DEL RIO	21.43%
	SAT	GYSGT TYLER	WESTLAKES	12.12%	87	DAL	GYSGT STRIBLEN	GARLAND	21.74%
46	ABQ	SSGT VELASQUEZ	ABQ SOUTH	12.20%	88	PHX	MSGT ROBLES	WEST PHONENIX	22.73%
	DEN	SSGT OLSON	METRO E	12.20%	89	DEN	GYSGT BARKER	CHEYENNE	23.81%
48	SAT	GYSGT TORRES	AUSTIN SOUTH	12.24%	90	FTW	SSGT CWYNAR	WICHITA FALLS	25.00%
49	DAL	GYSGT IVENS	GREENVILLE	12.50%		HOU	SSGT MCCRAY	FORT BEND	25.00%
	DAL	GYSGT EVANS	PLANO	12.50%	92	DAL	GYSGT MAYFIELD	MESQUITE	25.81%
51	OKC	SSGT ROWLEY	BARTLESVILLE	12.82%	93	DEN	GYSGT GRAY	PUEBLO	26.32%
52	FTW	GYSGT WHITFORD	WEATHERFORD	13.16%	94	OKC	SSGT TEEHEE	LAWTON	27.78%

**Top 50 Recruiters
FYTD Minimum
Six Months on
Production**

1	DEN	SSGT CHASE	3.63
2	SAT	SGT YADDIE	3.50
3	OKC	SGT LYNCH	3.25
4	ABQ	SSGT SENA	3.13
	SAT	SGT CASTRO	3.13
6	ABQ	SSGT CRUZ	3.00
	PHX	SSGT GROBMYER	3.00
	OKC	SGT PENDLETON	3.00
	DEN	SGT GLIDEWELL	3.00
10	PHX	SGT VILLALOBOS	2.88
	PHX	SSGT DEVLIN	2.88
12	OKC	SSGT SANOR	2.86
	DAL	SGT BOYD	2.86
14	DEN	SGT LAWSON	2.75
	DEN	SGT TRAVIS	2.75
16	PHX	SSGT FELTON	2.71
	DAL	SSGT HAMILTON	2.71
18	FTW	GYSGT HIGGINSON	2.67
	HOU	SSGT ALTIZER	2.67
	DAL	SGT GIBBONS	2.67
	DEN	SGT SWEATT	2.67
22	SAT	SSGT MARTINEZ V	2.63
	PHX	SSGT LISONBEE	2.63
	PHX	SSGT WHITE	2.63
25	ABQ	SGT GOMEZ	2.50
	FTW	SSGT ACOSTA	2.50
	PHX	SGT DAVIS	2.50
	HOU	SGT GARCIA	2.50
	HOU	SGT ZEPEDA	2.50
	OKC	SSGT CROW	2.50
	DAL	SGT HUBER	2.50
32	DEN	SGT RAMIREZ	2.40
33	SAT	SSGT MEYER	2.38
	PHX	SSGT WALKER	2.38
	PHX	SGT BREWER	2.38
	PHX	SGT MENDOZA	2.38
	PHX	SGT WILSON	2.38
	HOU	SGT RUIIZPEREZ	2.38
	OKC	SSGT CORNS	2.38
	DAL	SSGT LOPEZ	2.38
	DAL	SGT BERRY	2.38
	DEN	SGT GONZALES	2.38
43	FTW	GYSGT PILGRIM	2.25
	SAT	SSGT LOPEZ	2.25
	PHX	SGT BELTRAN	2.25
	HOU	SSGT GARCIA	2.25
	HOU	SSGT GARCIA	2.25
	HOU	SGT HULSE	2.25
	HOU	SGT AUSTIN	2.25
	OKC	SSGT TEEHEE	2.25

**DISTRICT'S BEST
MAY
FOUR OR MORE**

RSSs, NCOICs, and Recruiters of the Month for May

Albuquerque

RSS: Roswell
NCOIC: SSgt. Richard Mendez
Recruiter: SSgt. Donovan Cruz,
RSS Albuquerque North

Dallas

RSS: Texarkana
NCOIC: GySgt. Brad Walker
Recruiter: Sgt. Philip Huber,
RSS Texarkana

Denver

RSS: Colorado Springs
NCOIC: MSgt. Steven Martinez
Recruiter: Sgt. Joseph Ramirez,
RSS Metro West

Fort Worth

RSS: Arlington
NCOIC: SSgt. James Smith
Recruiter: SSgt. Paul Acosta,
RSS Fort Worth

Houston

RSS: Lake Jackson
NCOIC: GySgt. Jeffrey Tarver
Recruiter: Sgt. Erick Zepeda,
RSS Willowbrook

Oklahoma City

RSS: Enid
NCOIC: SSgt. Aaron Hladik
Recruiter: Sgt. Thomas Mills,
RSS Fort Smith

Phoenix

RSS: Paradise Valley
NCOIC: SSgt. Donald Mclendon
Recruiter: Sgt. James Brewer,
RSS East Mesa

San Antonio

RSS: South Park
NCOIC: Sgt. Paul Perez Jr.
Recruiter: Sgt. Stavros Papadimitropoulos,
RSS Walzem

Albuquerque

SSgt. Donovan Cruz 5
SSgt. Enrique Martir Jr. 4
SSgt. Adrian Sena 4

Dallas

GySgt. S. Ramirez 4
SSgt. Trace Bolding 4

Denver

GySgt. Philip Huber 6
Sgt. Jason Marr 4

Fort Worth

SSgt. Armando Cruz III 4

Houston

SSgt. Bill Bianchini 4
SSgt. Mitchell Morgan 4
Sgt. Erick Zepeda 4

Oklahoma City

SSgt. Cory Witherspoon 4
Sgt. Kent Pendleton 4

Phoenix

SSgt. Samuel Devlin 5
Sgt. Ryan Plaga 4
Sgt. Shamo Leland 4

San Antonio

Sgt. Bonnie Chahyaddie 4

8th PSR May Recruiter of the Month

Gunnery Sgt. Jose Solis, PSRS Houston, Texas
4 SMCR Enlisted, 2 SMCR Officer.

Honorable mention 4 or more:

Gunnery Sgt. Anthony Wells 2 SMCR Enlisted, 1 SMCR Officer, 1 IMA Enlisted
PSRS San Antonio, Texas

Gunnery Sgt. Buddy Walton 3 SMCR Enlisted, 1 SMCR Officer
PSRS Oklahoma City, Okla.

Gunnery Sgt. Alex Blanco 3 SMCR Enlisted 1 IMA Enlisted
PSRS Fort Worth, Texas

Staff Sgt. Toby Moreno 3 SMCR Enlisted, 1 IMA Officer
PSRS San Antonio, Texas

