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UNITED STATES GENERAL ACCOUNTING OFFICE
REGIONAL OFFICE
ROOM 226 870 NORTH MILITARY HIGHWAY
NORFOLK, VIRGINIA 23502

February 9, 1971

Major General Donald H. McGovern
United States Army
United States Army Recruiting Command
Hampton, Virginia 23369

DL605801

BEST DOCUMENT AVAILABLE

Dear General McGovern:

We have completed a survey of the management of the Army's recruiting program. Our survey was directed principally toward evaluating the Command's policies and practices and its overall effectiveness in administering the recruiting program. During the survey, we considered the audit findings reported by the Army Audit Agency in May 1967 and inquired into actions taken by the Command with respect to recommendations made.

We found that you implemented or otherwise satisfied the recommendations made in the Army Audit Agency's report. In addition, during the approximate 1-year period preceding our survey you took steps to cope with several problem areas which we believe had previously influenced the Command's effectiveness. In particular, we believe your recent actions to alleviate past shortages of recruiters, increase the authorized number of recruiters, and develop information on the reason for the loss of recruiters were important steps toward increasing the effectiveness of the recruiting program.

The results of our survey were discussed with you on January 14, 1971. We have since received your written comments on the matters discussed. You referred to additional studies you have initiated, such as upgrading the techniques used to screen prospective recruiters and the potential for additional recruiting of persons with prior service. Accordingly, we are issuing no detailed report on these matters.

I do appreciate the courtesies and assistance extended our representatives. I regret that other commitments prevented my attending the closing conference, but I do hope I will have the opportunity to meet with you personally in the near future.

Sincerely yours,

Walter K. Henson
Walter K. Henson
Regional Manager

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