



# the REACTer

Official Publication of REACT International, Inc. (Radio Emergency Associated Communications Teams)

May/June, 1995  
Price \$2.50



Pictured is Irene Copher of Lake Washington REACT #4784, Washington and Jake the Kirkland Police dog. Five members of Team #4784 just completed an eleven week Citizens-Police Academy (a citizens oriented training course).

**REACT International, Inc.**  
P.O. Box 998  
Wichita, KS 67201

(TIMELY MATERIAL - PLEASE EXPEDITE!)

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### In This Issue...

- **Publicizing REACT**
- **Field Director Nomination Statements**
- **1995 Convention Schedule and Information**
- **Independent Auditor's Report**

4252 00008  
Ed Greany  
1742 Spring Lane  
Corona CA 91720



# 1995 REACT International Convention Information

Nebraska and Iowa have a lot of camp sites in and around the convention city, so if you're interested in driving, camping, etc., call Nebraska AAA, the convention travel agency and they will assist you in finding an appropriate site. They will also make your airline and train reservations plus assist you with car travel. There are several major

airlines that will offer discounts for travelers, so call 1-800-222-6012, ext. 263 if you're outside Nebraska; 1-800-222-6327, ext. 263 if you're within Nebraska, and fax them at 1-402-390-9110. They can help you in a lot of different ways!

The entrance charges to the Henry Doorley Zoo/Lied Jungle/Kingdom of the Seas Aquarium is \$6.30 for adults, \$5.00 for senior citizens and \$3.15 for children. SAC Museum is \$3.50 per person. You may have lunch in the jungle or if you're on the tour of Offutt Air Force Base, you may have lunch at

the NCO Club. Either way, it's a great treat!

If you're interested in the "game of chance", Bluffs Run and Bluffs Run Casino are open and the hotel runs a shuttle twice a day, free. Bluffs Run is a dog racing track and the casino is -- a casino! They are about fifteen to twenty minutes from the hotel.

We are video taping the seminars. We will make them as reasonable as possible so if you find one or more you think might be of interest to your team or council, let us know and we'll get you a copy. Copies should be available the following day. We'll even make you a deal -- if you want all six tapes, you'll get them for the price of 5!

Ear phone and speaker mics are required by anyone using their radio in the hotel.

We need something from you. If you have a patch that is your teams' or councils', would you send us one? We are making a patch board so please do that as quickly as possible. The other thing we need is any tabletop exercise you have that you like very much. You will note from the agenda that we will be having a time set aside for that. Hope you'll help us have a successful event.

One last thing. The planning committee is seeking sponsors for several of the lunches, trips, etc. We can't guarantee that will happen, but we're trying to assist by cutting the cost of attending the convention. We hope to have the details completed shortly, so we'll keep you posted.

We look forward to seeing you in Omaha, July 17-20! Let's have a GREAT ATTENDANCE!!!! It's "WHERE THE ACTION IS"!

For more information please call 402-342-5731.

## Life Membership Corner

by Richard Pratz, Field Director

My curiosity sometimes gets the best of me. I wonder, when Life Membership were frozen, were you one of the REACTers who said "I wish I had become a Life Member when I could have?" Were you waiting for the Life Member Program to reopen so you could get your Life Membership? Were you one of those who said "it is more than I can afford?"

This is for you!!! Life Memberships are available again. Life Membership has been reduced from \$500.00 each. Life Memberships now cost \$300.00 each. There are NO senior citizen discounts involved. Your Board of Directors did a thorough study of the Life Member Program. By investing the

funds and applying the dividends to the program it was determined that the Life Member Program would succeed on a \$300.00 donation. The Life Members that paid over \$300.00 are getting cash refunds (or REACT will accept a donation if the member desires).

Since the announcement that Life Memberships were available again there have been seven applications received and I am sure that more are on the way. This is another opportunity for you to become a Life Member. Life Membership applications are available in this REACTer Magazine, the Team Topics and from the REACT International office.



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the  
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# 1995 REACT International Convention Trips and Tours

The following are trips and tours that may be selected while your attending the 1995 REACT International Convention in Omaha, Nebraska. The trips and tours are based on 25 people per tour and cost between \$25.00 and \$30.00 per person.

1. Afternoon sightseeing excursion on the Fremont Elkhorn Valley railroad (FEVR Train) departing from Fremont, Nebraska.
2. Bluffs Run - Greyhound Dog Racing with admission to the clubhouse.
3. Shopping Tour - Nebraska Crossing Outlet Mall in Gretna and Oak View Mall.
4. Omaha's Children's Museum/Heartland Park - Perfect for children. An adult must accompany any child on the tour.
5. Mormon Cemetery/General Crook House Museum/Freedom Park - Learn the history of those who traveled and settled in this area. Freedom Park is a memorial to U.S. Naval operations.
6. Western Heritage Museum/Old Market Shopping - An interesting look into Omaha's past from 1880 to 1954 housed in the Old Union Station. Followed by free time in the refurbished Old Market area.
7. The Historic General Dodge House/Historic Pottawattamie County Jail - An interesting restored residence with many of Dodge's possessions and his library. Followed by a stop at a "Squirrel Cage" jail.
8. Boys Town/Union Pacific Railroad - Tour these two famous Omaha attractions, both have world wide recognition.
9. Joslyn Art Museum/Gerald Ford Birthplace Park - View an interesting collection of art from around the world, followed by a stop at the beautiful gardens at the Gerald Ford Birthplace.
10. Sightseeing sail on the Belle of Bellevue - Afternoon sail on the Missouri River.
11. Ak-Sar-Ben Race Track - Admission into the track for live and simulcast horse racing.
12. Omaha Royals Baseball Game - Go out to the ball park for a Triple A Baseball game. This tour will be determined when the 1995 schedule comes out.
13. Wild West Tour - Leaving Omaha around 10:00 a.m., go to Ft. Atkinson near Ft. Calhoun. Built on the site of Lewis and Clark's 1804 council bluff. Replica of a military fort built in 1820 for the protection of fur traders. From there, to DeSoto Bend and on to WinneVegas in Sloan, Iowa.

Please return order form with tours requested to the REACT Convention Committee at the address listed below:

Nebraska REACT  
P.O. Box 6482  
Omaha, NE. 68106







**REACT INTERNATIONAL, INC.  
APPLICATION FOR  
LIFE MEMBERSHIP  
1995**

Date \_\_\_\_\_ Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Phone (daytime) \_\_\_\_\_ ( \_\_\_\_\_ ) \_\_\_\_\_

Team #     Team Name \_\_\_\_\_

Date joined Team (Day/Month/Year)    **NOTE: If the two year requirement is fulfilled through membership in more than one Team, please attach a letter of explanation stating which Team(s) and the reason for change (i.e., moved, etc.)**

Date of Birth    (Minimum age 18 years)

**Method of Payment:**

Check  Money Order  Payment Plan\*  VISA  MasterCard

Card Number \_\_\_\_\_

Expiration Date \_\_\_\_\_ Name on Credit Card \_\_\_\_\_

**DUES ENCLOSED:**

Full Life Member Dues \$300.00  
 Payment Plan - Minimum first payment \$75.00

I give my permission to publish my address (  ) and my phone number (  ) in the Life Member Directory and other official REACT publications. (Please initial each area.)

I understand that acceptance as a Life Member in REACT International does not release me from any financial or other obligation of membership in my local REACT Team. I shall be entitled to all privileges of Life Membership in REACT International wherever and so long as I live and my conduct is consistent with the purposes and ideals of the REACT organization.

Signed \_\_\_\_\_ Date \_\_\_\_\_

**APPROVAL OF THIS APPLICATION IS RECOMMENDED BY APPLICANT'S TEAM:**  
(Requires signature of two Team officers other than applicant).

Signature _____	Signature _____
Title _____	Title _____
Date _____	Date _____

\*Payments made are considered a donation until Life Membership is paid in full in the prescribed period. There are no refunds of partial payments.

**MAIL TO:**  
REACT International, Inc.  
P.O. Box 998  
Wichita, KS 67201

**LIFE MEMBERSHIP**  
**Here Are The Requirements For**  
**Membership In This Prestigious REACT Group**

**REACT** Team members who after a minimum of two (2) years of participation and service wish to demonstrate their dedication and support for the ideals and objectives of the **REACT** program have the opportunity to become Life Members in **REACT** International. Life Membership has been established as a special class of membership in **REACT** International, Inc. An applicant for Life Membership must have been an active **REACT** Team Member for two (2) years or more. The applicant must be recommended by his Team and must submit Life Member Dues equal to the established fee set by the Board of Directors that apply at the time of application. Life members will have all the rights and privileges granted to the Regular membership category.

Several key policy interpretations should be noted with regard to Life Membership in **REACT**.

1. The Life Member must meet all Team membership requirements (duties) to remain an active member of his or her local **REACT** Team or when transferring to another Team. The Life Member must pay local Team dues (if such are required) but is granted free membership in **REACT** International for life.

2. The individual's recognition as a Life Member in no way is in conflict or contradiction of the concept that **REACT** membership is primarily through membership in a local **REACT** Team.

3. A Life Member is supportive of all concepts of the **REACT** program including the desirability of membership only through affiliation with a local **REACT** Team.

4. In those situations where an individual Life Member is located where a Team is not active, or becomes geographically separated from his or her **REACT** Team for whatever reason, in keeping with the goals and ideals embodied in Life Membership, he or she is to try to become affiliated with the appropriate local Team. Or where no local Team exists, to organize a new Team in fulfillment of his or her dedication to the ideals of **REACT**.

5. Life Membership in **REACT** International shall not prohibit the individual from participating as a member in more than one **REACT** Team should such membership be acceptable to the Teams concerned. Payment of additional **REACT** International dues should not be required for

this purpose. However, the computer record and membership card for Life Membership shall be issued through only one **REACT** Team. Furthermore, multiple membership in more than one **REACT** Team shall not be utilized to give an individual more than one Team vote at **REACT** Team Council meetings or meetings of **REACT** International, Inc. No individual regardless of their multiple affiliation shall be entitled to more than one vote at any **REACT** meeting.

6. A Life Member who, for whatever reason, is not a member of a **REACT** Team may monitor the Emergency Channel as a **REACT** monitor. However, a Life Member must not interfere in any way with the operations or activities of officially chartered **REACT** Teams. The Life Member must realize that the local **REACT** Team is the basic entity in the **REACT** organization. The Life Membership should also realize that **REACT** was founded on the Team concept and that its strength lies in adhering to the principle of local Team's meeting local needs.

7. Life Members may participate in Council activities only as official Delegates of their Team or under conditions that Councils of Teams may decide.

8. Life Members will be issued Life Member Numbers in ascending order according to the date of receipt of Life Membership application and dues.

9. Even though an individual has been recognized and identified as a Life Member of **REACT**, that membership may be revoked for cause should that individual bring discredit upon the **REACT** name.

10. One objective of Life Membership is to develop a form of obtainable recognition for all **REACT** members who have the dedication and devotion to the **REACT** objectives and ideals. Life Membership functions at **REACT** International Conventions, State Council meetings and other broad gatherings of **REACT** membership shall bring credit upon this group and a recognition of their achievement.

11. The use of Life Memberships as Council or Team awards for long and dedicated service is encouraged. The presentation of Life Membership to Past Presidents or key leaders who are moving out of the area would recognize their past efforts on behalf of the Team and would also serve to encourage continued participation in the **REACT** program by the new Life Member wherever he or she may go.



# Publicizing REACT

## Unlocking the Press:

### *Four Keys to Securing News Stories*

The news media have undisputed power to expand public awareness of organizations such as REACT. The news media can generate human interest and feature stories about Teams' events and fund raisers. Members can promote events by preparing news releases, creating press events and including the media in their efforts on behalf of the local community. This may be one of the best and least expensive ways to generate growth and expand awareness for a local REACT Team. This article is designed for new Teams, however, seasoned Teams will also be able to apply many of the strategies and practical ideas to their public relations efforts.

Receiving favorable news coverage requires four key ingredients: Access, Creating a Press Event, Communication and Persistence.

#### The first key ingredient:

#### *ACCESS*

Every Team should establish a public relations committee composed of at least one or more volunteers from the local public relations firms, community colleges with journalism courses, newspapers, radio and television stations, and businesses which advertise extensively. Contact one or more of these firms in your area and ask for one to be a consultant to your Team. Once the committee is formed, the chairman should prepare a media list of local newspaper, business journals and radio and television stations, including phone numbers, fax numbers and the names of

business desk personnel.

The next item on the committee agenda is to cultivate relationships with news reporters, and call them about any newsworthy press event. This will ensure success in generating positive news stories about the Team.

The public relations person should keep in contact with two key newspaper resources. The first is the city desk reporting staff of the major metropolitan newspaper. REACT Team news items are often covered in a special zone section of a major metropolitan newspaper. In this case, the zone section news reporter is the person to contact. The second newspaper resource is the weekly suburban newspaper, which normally covers more REACT Team events than larger papers.

*(Continued on page 8)*

## New REACT Teams Chartered

#4923

Grady County REACT  
Ninnekah, Oklahoma (Grady)  
April 10, 1995

#4924

Industry Hill's REACT  
El Monte, California (Los Angeles)  
April 10, 1995

*Welcome aboard to the  
newest REACT Teams listed above!*



## The second key ingredient:

### CREATING A PRESS EVENT & PHOTO OPPORTUNITY

First, focus on a community event your Team is assisting with, fundraising activity, Coffee Safety Break, special promotion, human interest story or a special project. The local news media is interested in volunteer activities which contribute significantly to the community. The public relations chairman should have experience with the media and be knowledgeable about the local organizations. Always take advantage of existing events and activities to cap-

ture attention for the organization. Media representatives are interested in a visual backdrop and activity at the event. Follow these guidelines for effective news interviews: Be informative, factual, positive and upbeat. Use short and concise statements. Close the interview with impact.

## The third ingredient:

### COMMUNICATION

Draft a one-page news release based on an event, fund raiser, special project or Team announcement at least four times per year.

Call the media first to verify the name of the appropriate reporter. Explain that a news release is on the way by mail or fax. After the event, schedule a short visit to drop off the news release and a black and white photo of the event, with a REACT member in an action scene, there.

The news release should include the five W's--*Who, What, When, Where and Why*. And, write a catchy headline for the news story.

Repetition is an important feature of news releases. Research shows that name identification is enhanced if the name of the company or organization appears three to four times in any promotional literature. Always mention REACT several times in the press release.

Prepare a press kit for special events or to introduce your Team to the local media. The press kit consists of a recent Team newsletter, press release, REACTer Magazine, and one-page fact sheet about your Team. When a report-

er arrives at an event your assisting with, or your Team is sponsoring, the public relations chairman should introduce him/herself and share the press kit with the news reporter. If not, then stop by your local newspaper, to the city desk or the appropriate reporter and drop one off as soon as possible after the event.

Also, write letters to the editor of the local newspaper to enhance the Team's visibility. In the letter, note the community service accomplishments of the Team and recognize members who have been instrumental in the success of local events.

## The fourth key ingredient:

### PERSISTENCE

Follow-up is very important in securing a news reporter's coverage of an event. Persistence is a key ingredient to all marketing initiatives. Most salespeople are afraid to continue the pursuit after a few rejections. However, many sales experts contend that salespeople must ask for the sales five times before they are able to close the transaction. In this regard, it may take five visits in person or by telephone to secure the news reporter's attention to the REACT Team.

Use the tips in this article to be proactive with the news media. They are a powerful resource for increasing public awareness, assisting with growth efforts and recognizing the contributions of Team members. This recognition can be merchandised to current members to instill pride in being a member of an active REACT Team.

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LIFE MEMBER 453

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**BAD WEATHER CAN HAPPEN QUICK THIS TIME OF YEAR.**

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ARE MONITORED 24 HOURS A DAY.**

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Allow 6 to 8 weeks for delivery

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	Summer Cap	\$ 6.00							
	Winter Cap	\$ 6.30							
	Long Sleeve Shirt	\$28.00					(+\$3.00)	(+\$3.00)	
	Short Sleeve Shirt	\$25.50					(+\$2.75)	(+\$2.75)	

Personalization on jackets - add \$3.00. Name: \_\_\_\_\_

Subtotal: \$ \_\_\_\_\_ Sales Tax: \$ \_\_\_\_\_ Freight: \$ \_\_\_\_\_ Total: \$ \_\_\_\_\_

Call Adventures In Marketing for total with applicable sales tax and freight.

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone Number ( ) \_\_\_\_\_ FAX Number ( ) \_\_\_\_\_

Check payment is enclosed.

ADVENTURES IN MARKETING . 1117 Timbercreek Drive . Allen, TX 75002  
1-800-727-0779 . FAX (214) 713-2460





# REACT Team Inherits Amateur Radio Equipment

Last November, an amateur radio operator, Archie Schmidt, KG5HH, died after a long battle with cancer. Two days later, his wife died, coincidentally also of cancer, previously undiagnosed. Under the terms of their wills, all personal possessions not claimed by the family were to be sold with the proceeds going to the estate.

Five months later, neighbors who were also close friends of the couple and were assisting in this painful process, notified some of their friends of the availability of amateur radio equipment. Word quickly spread down until it reached a realtor who knew someone who was an amateur operator.

Thus, Lee Besing, N5N6TG, of San Antonio REACT was contacted. Within 24 hours Lee met with these neighbors. When Lee told them about the REACT Team and how REACT could use the equipment in their Disaster Communications Center at the American Red Cross, the wife of the neighbor sniffed and said "Archie would rest better knowing that his equipment would be helping others after he had passed on." She said that "Archie and his wife Margaret were always helping others. Two years ago, Margaret saved another neighbor's life using CPR that she had learned from the American Red Cross."

Over the following week, the deal was approved by the executor and the radio equipment was removed by members of San Antonio REACT. Team President Lyle Myers, Operations Office Dave Ennist, and team members Paul Warren, Alfred Fronfield, and Lee Besing assisted in the removal and cataloging of the equipment. Some 67 pieces of radio gear, including a couple of HF Base Radios, an amplifier, antenna tuner, etc., were accepted for the team. Numerous antennas and inverted wire antennas were also removed from the attic by Alfred and Lee. Wire an-

tennas under the eaves of the house were removed by Paul and Dave.

While terms of the will prevented the executor of the estate from donating all the amateur radio equipment out right to REACT, worth an estimated \$5,000 or more, it did enable the equipment to be sold to the team for a token percentage of the actual value.

The team will be applying for a

Station Call Sign using "KG5HH", Archie's former Amateur Call Sign. Since Archie's surviving family members were not radio operators, REACT became eligible to request assignment from the FCC. If approved by the FCC, this will create a living memorial to Archie, with his former call sign being used with this radio equipment, assisting others for many years to come.

## Calendar of Events

**July 17-20, 1995** - The 1995 REACT International Convention to be held in Omaha, Nebraska. Registration form in this issue of the REACTer.

**August 1, 1995** - Deadline for article and advertising submission for the September/October issue of the REACTer.

**August 4-6, 1995** - Wisconsin Council of REACT Teams Campout in Merrimac, Wisconsin. Contact any Council board member for directions and details.

**August 6, 1995** - Ohio REACT Council meeting. For meeting time and location please contact Gerald Jarvis, President at 45651 TR 285, Coshocton, OH 43812 or phone (614)829-2514.

**August 19, 1995** - Arizona State Council meeting. Hosted by Cochise REACT. For further details please call (602)459-7700.

**September 9-10, 1995** - Kentucky State REACT Council meeting and convention to be held at the Walnut Meadow Campground, Berea, Kentucky. Contact your council representative or Tom or Sue Currie at (502)935-5113 for further details.

**October 1, 1995** - Deadline for article and advertising submission for the November/December issue of the REACTer.

**October 14, 1995** - Wisconsin Council of REACT Teams meeting. Contact any Council board member for directions and details.

**October 21-22, 1995** - Commonwealth of Virginia REACT Council, Inc., meeting - location TBA. For further details contact a council representative.

**November 5, 1995** - Ohio REACT Council meeting. For meeting time and location please contact Gerald Jarvis, President at 45651 TR 285, Coshocton, OH 43812 or phone (614)829-2514.

**November 18, 1995** - Arizona State Council meeting. Hosted by Maricopa REACT. For details call (602)943-4723.

**December 1, 1995** - Deadline for article and advertising submission for the January/February issue of the REACTer.

**Editors Note:** Mail your meeting dates to Headquarters for inclusion in this column.



**Michael Chuvén**  
Daytona Beach REACT, Inc. #2194  
Daytona, Florida

**OCCUPATION:**  
"B" Operator Wastewater

**PERSONAL DATA:**  
Age 32, single

**EDUCATION:**  
High school diploma, 1 year college

**REACT HISTORY:**  
Joined REACT in 1977. Served on team as Sergeant-at-Arms, Treasurer, Vice President and President. Served on the Florida Council of REACT Teams, Inc., as Sergeant-at-Arms, Secretary and President. International office served as member of the GMRS Committee.

**NOMINEE STATEMENT:**  
What is dedication? I feel that dedication is being available, not only in times of prosperity, but also in times of depression. It is with this attitude and feeling, that I present myself to all the REACT members in our International community, and offer my services to be a Field Director for our great organization.

I joined REACT as a Junior member in 1977 at the age of 14 years old. In the years that followed I worked my way up through the team to hold the Board positions of Sergeant-at-Arms, Treasurer, Vice President, and finally President (the second former Junior to do this). I continued on the road upward by holding Board positions on the Florida Council of REACT Teams, Inc., starting with Sergeant-at-Arms, Secretary, and finally the position I now hold, President (the first former Junior to do this).

I am now presented with the greatest challenge in my long and advancing career as a REACT volunteer. If I am elected to the International Board of Directors, I will once again try to set new benchmarks in our organization. I will have the distinct honor of not only becoming the second former Junior REACTer to reach the International level, but I will be able

*(Continued on page 14)*



**Richard T. Gamble**  
Lake Washington REACT #4784  
Everett, Washington

**OCCUPATION:**  
Assembler Electrical "A"

**PERSONAL DATA:**  
Age 60; married 3 daughters, 2 sons

**EDUCATION:**  
High School Diploma

**REACT HISTORY:**  
Joined REACT in 1980. Currently a member of Lake Washington REACT #4784, previously with Seattle REACT Team #2503. Served team offices of Vice President and President and President of the Washington State REACT Council. International offices held include Vice President/Field Director and Life Membership Committee Chairperson.

**NOMINEE STATEMENT:**  
I have enjoyed the work and camaraderie of REACT membership since June of 1980. It has seemed that no matter at which level of this well purposed, organization you want to look at there has been unrest and confusion.

These last 7 months that I have been on the Board of Directors, have been very enlightening. We have tried to work through changes we hope everyone will like. I would like to continue as a member of the Board of Directors for a full term.

This Board is working well together although we have not agreed on everything. I do believe we have accomplished some good, for REACT as a whole, with what we have acted on thus far.

I am very happy to have been appointed to this Board, and to be able to assist REACT International in some small way. We must all be working together for a common goal of helping our fellow citizen in their time of need. No matter how insignificant some matters may seem to us, it may be very important to someone then.





**Craig A. Hoepfner**  
Cedar-Loo REACT #4748  
Cedar Falls, Iowa

**OCCUPATION:**  
Delivery

**PERSONAL DATA:**  
Age 43; single

**EDUCATION:**  
High School graduate, BS Geography, BA Teaching

**REACT HISTORY:**

Joined REACT in 1970 was previously a member of Cedar-Loo REACT #4574. Served as Team President and Secretary. Council offices held include Sergeant-At-Arms, Vice President and President. Member of the Citizens Band Task Group (now a committee).

**NOMINEE STATEMENT:**

I believe that a director of REACT International has two main responsibilities. 1) Representing the corporation, 2) serving the needs of the membership. Our membership in recent years has declined and in many cases I have had, REACTers tell me it was because dues kept going up and the membership received no appreciable benefits for these. I believe a director serves with the wishes of the membership and should be fully accountable to the membership. I have served as a Council President (in Iowa 10 terms) I have been in REACT in California, Texas, Missouri and Iowa and am a life member and an active member of my team Cedar-Loo REACT #4748 of Cedar Falls/Waterloo Iowa. I am a GMRS operator, Ham operator, and monitor CB Ch. 9.

I'm 43 years old and an active REACTer since 1970. I've started five teams, I've been a life member five years, served on Walt Green's CB Task force and I'm a certified teacher. Also I'm a volunteer operations officer for Emergency Management where I live. I have taken the directors professional series on my own. I hold a BS in Geography, BA Teaching and I'm currently employed by Dominos Pizza.

If I am elected to the board my office will always be open

*(Continued on page 14)*



**Bonnie Zygmunt**  
Kettle Moraine REACT #3866  
Hubertus, Wisconsin

**OCCUPATION:**  
Computer Operations specializing in Desktop Publishing and Word Processing

**PERSONAL DATA:**  
Age 41; married

**EDUCATION:**  
High School Graduate, Waukesha County Tech. College and additional computer related courses.

**REACT HISTORY:**

Joined REACT in 1979. Served as President, Secretary and Treasurer of Kettle Moraine REACT #3866. Served as First Vice-President and President of the Council. International offices include Public Relations Task Group (now a committee) member as well as Training & Development Committee Chairperson.

**NOMINEE STATEMENT:**

Before I wrote my statement I looked back into my collection of past REACTer magazines and reread previous candidate's statements. I found a recurring theme in each. As with all pre-election promotions, words just don't stand the test of time. Only actions and results lasts.

I was asked to chair the Training & Development Task Group (now a committee) in 1990. Within one year a training program was proposed, accepted by the International Board, and in 1991 it was announced at the annual convention in Melbourne, Florida. I was continually advised that nothing happens quickly in REACT and I was being unrealistic to expect that this fact would change. But, I would not let anyone deny the membership what they wanted and here we are four training packages later.

I have tried to share the information I possessed with as many other REACTers as I could. The past year or two I wrote to many other members and asked them to pass the information I gave them on to members they knew. I called

*(Continued on page 14)*

to continue the high contributions that the State of Florida has given to the Council in assistance and in our former Field Directors. Any new Field Director is expected to excel in the position. I am prepared and in fact look forward to the challenges that lay ahead. The term that is to be filled is one that will take REACT into the 21st Century. This is a large responsibility and will take someone who is willing to take the good with the bad. I am that person!

to any REACTer. I also pledge to help promote REACT on a national basis. I would start an immediate national recruiting drive. As directors we need to look at alternative methods to fund International in Wichita, without having to constantly raise the dues of the members.

I feel that as a director I can help the organization grow, since I am an average REACTer, I understand the wishes of most members of REACT. I don't promise to solve all problems, but I do promise to listen to the membership.

this effort the "Grassroots News Network." I believe the only way the membership can make informed, accurate decisions is to have as much information available to them as possible. And it has to be information from all sides of the situation, not a sanitized, pre-packaged version that only a few wish the membership to hear.

We have saved every REACTer newsletter and magazine since 1980. I enjoy going back and discovering what a truly great organization this is. I would like all of our members to remember the reasons why REACT is here. It is the *JOY* of helping others. We should share together in that joy and find ways to spread that "feel good" satisfaction. We can realize the potential distinction of being *THE* organization people think of when they need any form of communications.

I would like the membership to look at the actions I've taken in the past and base their vote on that.

## How to Vote

1. At your next Team meeting (regular or special) review the Board candidates qualifications and have your members indicate their choice of candidate to fill the one Board position up for election.
2. Mark the official ballot with an "X" by the candidate of choice by your Team. You may vote for only one candidate on the ballot. **DO NOT** rank the candidates, vote for more than one candidate or make any other marks on your ballot.
3. Insert the ballot in the small envelope marked "Official Ballot Envelope" and seal it.
4. Insert the small "Official Ballot Envelope" into the pre-addressed election return envelope. **CERTIFY** your Teams vote by completing the **BACK** of the return envelope with your Team number, city, state, number of members participating, date of choice and two Team officer signatures.  
  
**NOTE:** If your Team has one officer, please indicate this on the return envelope so it will not be disqualified.
5. **Mail** your Team's vote. Use first class or faster service. **NOTE:** Ballots must be received at the mailing address by noon on July 15th, 1995 to be counted.

**Your Team's vote is  
kept confidential by  
the Election Committee**

**Nominee's Statements are on pages  
12 and 13 of this issue.**

**The Nominations Committee, with the help of the Wichita Office, verified the status of all teams and persons signing the nominations forms and found all to be Teams and or members in good standing.**

**Dick Pratz, Nomination Committee Chairperson**



1995 REACT INTERNATIONAL CONVENTION  
 OMAHA, NEBRASKA  
 July 17 - 20, 1995

**SECTION I. NAME/ADDRESS**

Please print or type

NAME _____		
(Last)	(First)	(MIDDLE)
ADDRESS _____		
CITY _____		ST/PROVINCE _____
POSTAL/ZIP CODE _____	PHONE _____	- _____ - _____
LIFE MEMBER		
# _____	TEAM# _____	
Frequencies: Omaha repeater is 462.700 141.3 Convention is 462.675 141.3 Amateur (to be announced) CB Channel 9 monitored		
Send to: Nebraska REACT, P. O. Box 6482, Omaha, NE 68106 (402) 342-5731		

**SECTION II. CONVENTION REGISTRATION AND HOTEL INFORMATION**

**OMAHA MARRIOTT, 10220 Regency Circle, Omaha, NE 68114, (402)399-9000**  
**(402) 399-0223 fax number; or 1-800-228-9290 ask for reservations**

Convention Registration per person \$55.00	\$ _____
After May 15, 1995, \$65.00	

Name of person: (circle one) Single Double Twin Triple Quad @ \$54.00 a night =	\$54.00
_____ plus per room occupancy tax	\$ 2.23
_____ sales/hotel tax	\$ 6.21
_____ Total per night	\$62.44

**GRAND TOTAL.....(one to four people).....\$62.44**  
*Hotel reservations MUST be made by May 15, 1995 for guarantee or space available and rate may change.*

If you are not using the Pre-Payment Plan and are making your own hotel reservations, complete and return this form to us.

**SECTION III. TRAVEL INFORMATION**

I/we will be arriving by CAR _____ PLANE _____ TRAIN _____ BUS _____
My flight information is: Airline _____ Flight # _____
Arrival _____ Date, Time _____ a.m./p.m.
Train _____ # _____ Arrival _____ a.m./p.m.
Bus _____ # _____ Arrival a.m./p.m.
I will need transportation from the airport _____, train _____, bus _____

## SECTION IV. TRIPS/PACKAGES

There are a number of trips and tours being made available to convention attendees. The Tuesday activity will be a trip to the Henry Doorley Zoo/Lied Jungle or the SAC Museum. The Lied Jungle is the world's largest indoor jungle and rain forest. It is expected that the new aquarium will be open by then so you're in for a treat! After the trips have been completed, we will participate in an outdoor bar-b-que and entertainment.

Other trips could include a Wild West Tour, Belle of Brownville, Western Heritage Museum, Old Market, plus many more.

More details will be in the REACTer magazine!

## SECTION V. PRE-PAYMENT PLAN

The Nebraska REACT Council recognizes that most members would like to attend a REACT International Convention. We have reviewed the success for the New Jersey Council "Pre-Payment Plan" and would like to offer it to you. By sending "installments" against a pre-determined amount (pre-determined by the member choosing the Plan), members can budget for the '95 Convention.

The "Pre-Payment Plan" details are explained below:

- \* Registration \$55.00 per person \$ \_\_\_\_\_
  - add \* Hotel Room \$62.44 (No. of nights x room rate) \$ \_\_\_\_\_
  - add \* Trip(s) Package (if chosen) \$ \_\_\_\_\_
  - equals \* Total (Registration + Room x nights + Trip(s)) \$ \_\_\_\_\_ \*\*\*
  - \* Amount divided by No. of months = Suggested payment \$ \_\_\_\_\_
- (Additional payments welcome!)

*Must be paid upon arrival at the convention. No refunds after June 20, 1995)*

\*\*\* (First payment applied toward Registration Fee, hotel and then trip(s))

Payments must be in U. S. currency

There will be a \$25.00 charge for Non-Sufficient Funds (NSF) checks returned.

Make payments to: 1995 REACT INTERNATIONAL CONVENTION

P. O. Box 6482  
Omaha, NE 68106

## SECTION VI. ADDITIONAL INFORMATION

Prior International Conventions you have attended:

1976 \_\_\_ 1977 \_\_\_ 1978 \_\_\_ 1979 \_\_\_ 1980 \_\_\_ 1981 \_\_\_ 1982 \_\_\_ 1983 \_\_\_  
1984 \_\_\_ 1985 \_\_\_ 1986 \_\_\_ 1987 \_\_\_ 1988 \_\_\_ 1989 \_\_\_ 1990 \_\_\_ 1991 \_\_\_  
1992 \_\_\_ 1993 \_\_\_ 1994 \_\_\_

### ACCESSIBILITY:

Do you need an accessible room? \_\_\_\_\_

Any special accommodations? \_\_\_\_\_

Dietary Information: \_\_\_\_\_

Special Medical Information: \_\_\_\_\_

Pets? Describe. \_\_\_\_\_

# of Children \_\_\_\_\_ Age(s) \_\_\_\_\_





# Are you ready? CB Set to Soar!



It's the re-birth of CB. *Popular Mechanics* (Jan. '95, p. 65) has a feature story on it. *Popular Communications* verifies it.

Sales of CB radios underscore the trend. Cobra alone sold over 600,000 new units in recent months. Other manufacturers are enjoying a boom in CB sales too.

This is a "good news/bad news" story for REACT Teams. The "good news" is that Team monitors will have greater purpose to their Emergency Channel 9 vigil in the days ahead. Let's go to work.

Now the "bad news". It's actually pretty good too. Teams will face the challenge of educating a whole new generation of CB "operators".

More good news! We're in on the ground floor this time. We're prepared for this boom, unlike last time.

Tools are available to help Teams with the task this time around. Get out your REACT supply list. Order a good stock of REACT's "Getting Help" pamphlet. While you're at it, order a supply of REACT "Emergency ?" decals.

Still more good news. Can you stand it? The new "CB boomers" are serious CBers. They want the safety CB can offer. They want to communicate for a purpose.

Cellular gets a big dose of thanks for this new CB boom. The price of CB operations is minimal compared to cellular. No license. No monthly fees. No "air time" charges. Name brand 40-channel mobile CBs recently sold for \$29 at a major retail chain.

Improved CB equipment and features also attract the new "boomers". CB radios keep shrinking in size. They will now fit almost anywhere. Down-sizing has hit base, mobile and hand-held units alike.

NOAA weather radio reports and alerts are now available on new CB models from several makers. This adds to the serious tone that surrounds the CB boom of the mid-nineties. Thank goodness.

Manufacturers have likely done us their best favor

ever by adding the NOAA stations. Only time will tell, but it is a very promising development.

Credibility has been CB's greatest lack for two decades. The new NOAA feature may be a tremendous boom to CB's credibility. The simplest solutions often remedy the most serious problems. Keep your fingers crossed. It looks good.

Teams have great opportunities to build on what the makers have done. Take the initiative. Contact community groups of all types to offer REACT speakers for their meetings.

Conduct clinics in various locations (e.g. malls, libraries, schools, etc.) to help new CBers learn about their radios and good operating skills. Issue a news release on the same subject to the media for those who miss your clinics.

Get in on the action early. Your Team has a chance to make this CB boom one that can make us all proud. Work with your REACT Council to have a positive impact right across your state.

Who would have believed that cellular would be a blessing in disguise? Let's capitalize on it.





# Woman \_\_\_\_\_ REACTs \_\_\_\_\_ in time

by Brenda Zahn  
Staff Writer  
Antelope Valley Press  
forwarded by Ruth Findley  
Antelope Valley REACT Team #C040

Fifteen years ago, a desperate man picked up his CB radio and announced he wanted to take his life, but Marlene Brandom of Antelope Valley REACT Team #C040 heard his call and sent help just in time.

It was this rescue that sprang to mind when Brandom talked about her long-time association with the AV REACT Team, one of 35 such groups in Southern California - mostly because it's one of the few about which she knows the outcome.

"Just one life that you've saved really makes it worthwhile," Brandom said of her work with the local version of the 30-year-old international organization.

The group monitors citizen's band radios and their own FM system for distress calls and responds to city requests for help, she said.

Rescues like the one Brandom described happen periodically, scattered between more mundane traffic details, but they pay Brandom in a way money never could, she said.

She can say she saved a life, and how many people can say that.

AV REACT Team members, ages 14 to 80 and from varied occupations, cover an area from Santa Clarita to California City.

In the situation Brandom mentioned, she must have been

the only one who could hear the man's suicide plea, so she spoke life-saving words into her radio and led rescue workers in the right direction.

AV REACT Team backs up local fire and police departments and other disaster teams in Palmdale and Lancaster (CA).

Brandom said the work doesn't have to involve climbing, digging and searching, although it often does. It can also consist of providing vital radio contact with rescuers, and hooking them up with others, she said.

"We were put on alert and were used to some extent in the Northridge quake," she remembered. "We have a communications trailer set up."

Some AV REACT Team members are emergency medical technicians (EMTs) and others have Search and Rescue backgrounds, she said. Many continue to train in the field of rescue and disaster.

*Editors Note: The above article was reprinted from the People Section of the Antelope Valley Press, Tuesday, April 25, 1995. It is another great story on how REACTers "got involved". REACT loves to hear how members first started in REACT. So send us your stories for publication today!*



# Hagerstown REACT Helps Fire & Rescue Association

A couple of years ago the Washington County, Maryland Fire & Rescue (F&R) Association received a gift of an old "bread wagon" truck. They immediately started planning to utilize the truck for a "food wagon" for occasions where F&R was on calls which lasted over an hour. They soon discovered they did not have the funds to provide manpower to operate and manage such a project. Nor could they find a ladies auxiliary to accept the assignment. Hagerstown REACT #C022, Maryland heard about their condition and the team voted to offer our assistance to fill their needs. F&R gladly accepted their offer and REACT immediately spent a couple months equipping the vehicle with a generator, deep freeze, microwave, grill, and all necessary supplies. F&R provided a budget of \$4,000.00 per year for food. The vehicle was painted red and placed in service as F&R Unit 255.

Five REACT members were given pager as drivers for the food wagon.

In 1993, 255 responded to 50 service calls. Two of them required the services of 255 for 48 continuous hours. (One was a train wreck, the other was a penitentiary uprising). The service requirement continued into 1994 until September. At which time a workers foot went through the floor board, whereupon the highway department condemned the vehicle as not fit for road service. The F&R members have become very highly respectful of the 255 services. They had a meeting and found \$42,000.00 which were uncommitted funds in their budget. They then found a \$55,000.00 motor home which the local dealer gladly sold them for \$42,000.00. The beds were removed, and a second generator installed, a coke machine, and all the equipment transferred from the old unit, plus some additional equipment. So

now the new 255 is no longer called a food wagon, but rather "Emergency Rehab Unit", since it now provides bathroom facilities for the men and women of the F&R, as well as a shower if needed for chemical accidents and a cot for rest when needed.

F&R is very proud of 255, and so is REACT #C022 proud of the service they are providing their community. Other neighboring counties would like to use our services of 255, but we are restricted to Washington County, Maryland, unless a neighboring county requires the services of Washington County F&R.



*The REACTer* is available on audio cassette tape for the blind. Certain conditions and costs are involved. For more information please contact:

**Kathleen Coyne  
Recording  
for the Blind, Inc.  
404 W. 30th Street  
Austin TX 78705  
(512) 477-9390**

# Independent Auditor's Report

The Board of Directors  
REACT International, Inc.:

We have audited the accompanying balance sheets of REACT International, Inc. as of December 31, 1994 and 1993, and the related statements of activity and changes in financial position for the years then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with generally accepted auditing standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material aspects, the financial position of REACT International, Inc. at December 31, 1994 and 1993; and the results of its operations and the changes in its financial position for the years then ended, in conformity with generally accepted accounting principles.

Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The statement of activity - actual vs

budget (on page 21), is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is

fairly stated in all material respects in relation to the basic financial statements taken as a whole.

January 31, 1994

Lee Cropp & Associates, CPA's, P.A.

## REACT INTERNATIONAL, INC. STATEMENTS OF ACTIVITY FOR THE YEARS ENDED DECEMBER 31, 1994 AND 1993

	1994	1993
<b>REVENUES FROM MEMBERS:</b>		
Dues	\$ 123,599	\$ 124,006
Team charters	1,890	2,647
Life membership (Note 1)	3,973	3,923
International dues	954	845
Affiliate dues	1,628	3,505
Total revenues from members	<u>134,064</u>	<u>134,926</u>
<b>OTHER REVENUE AND SUPPORT:</b>		
REACTer advertising income	417	2,234
REACTer subscriptions	55	103
Gross profit on sale of REACT I.D. material (Note 7)	6,794	2,685
Training income less expenses	102	1,003
Contributions	3,521	687
Interest income	1,850	2,555
Dividend income	1,334	970
Realized gain on investments	312	2,104
Unrealized loss on investments	(4,313)	(699)
Miscellaneous income	1,218	1,540
Total other revenue and support	<u>11,210</u>	<u>13,178</u>
Total revenues	<u>145,274</u>	<u>148,104</u>
<b>EXPENSES:</b>		
Membership services and communications - direct membership benefits:		
REACTer	21,116	27,002
Data processing (Note 3)	-	2,882
Membership kits and materials	3,193	2,796
Team charters	378	374
Team membership materials	6	18
Team topics	1,493	984
Membership advertising	393	1,211
Affiliate expenses	-	290
Team insurance (Note 5)	2,725	1,485
	<u>28,911</u>	<u>37,952</u>
Membership services and communications - indirect membership benefits:		
Reimbursement of state councils	\$ 849	\$ 976
Council incentive	255	872
Board of Directors expense (Note 4)	8,451	19,483
Convention expenses	589	305
Corporate committee (Note 4)	10,916	-
Consulting fees (Note 4)	5,000	-
Awards	65	-
Postage and freight	5,623	4,340
Telephone - long distance to team and members	1,609	1,211
Board elections	105	332
	<u>35,383</u>	<u>29,724</u>
Total membership services and communications expenses	<u>64,294</u>	<u>67,677</u>
<b>General and administrative expenses:</b>		
Salaries	39,308	40,854
Rent and utilities	9,127	8,721
Audit and accounting	5,245	5,335
Legal	556	1,068
Office supplies	3,151	3,148
Insurance	343	348
Headquarters travel	397	336
Headquarters travel	2,141	1,086
Maintenance and repairs	875	327
Dues and subscriptions	2,141	2,987
Payroll taxes	3,032	2,987
Depreciation expense	3,748	3,892
Telephone	1,550	1,301
Miscellaneous expense	1,188	932
	<u>71,055</u>	<u>70,134</u>
Total general and administrative expenses	<u>135,349</u>	<u>137,811</u>
Total expenses	<u>199,643</u>	<u>205,488</u>
Excess (deficiency) of revenues over expenses for the year	<u>\$ 45,631</u>	<u>\$ 42,616</u>



REACT INTERNATIONAL, INC.  
BALANCE SHEETS  
DECEMBER 31, 1994 AND 1993

REACT INTERNATIONAL, INC.  
STATEMENT OF ACTIVITY - ACTUAL VS BUDGET  
FOR THE YEAR ENDED DECEMBER 31, 1994

ASSETS

	1994	1993
<b>CURRENT ASSETS</b>		
Cash (Note 1)	\$ 17,960	\$ 25,755
Investments (Note 1)	76,644	74,089
Accounts receivable	122	240
Inventory (Note 1)	19,882	20,570
Prepaid expenses	10,744	53
<b>Total current assets</b>	<b>125,352</b>	<b>120,707</b>
<b>PROPERTY AND EQUIPMENT, (Note 1):</b>		
Computer equipment	11,109	30,442
Furniture and equipment	12,740	12,740
<b>Total</b>	<b>23,849</b>	<b>23,182</b>
Less accumulated depreciation	17,000	13,252
<b>Property and equipment, net</b>	<b>6,849</b>	<b>9,930</b>
<b>OTHER ASSETS:</b>		
Security deposits	775	1,100
<b>Total assets</b>	<b>\$ 132,976</b>	<b>\$ 131,737</b>

LIABILITIES AND MEMBERS' EQUITY

	1994	1993
<b>CURRENT LIABILITIES:</b>		
Accounts payable	\$ 3,879	\$ 3,565
Deferred income - dues (Note 1)	25,383	33,482
Accrued salaries	488	446
Accrued payroll taxes	885	883
Compensated absences (Note 6)	2,289	2,259
<b>Total current liabilities</b>	<b>32,884</b>	<b>40,635</b>
<b>LONG-TERM LIABILITIES:</b>		
REACT memorial payments	1,411	1,211
Life members donations	129	123
Unearned life membership dues (Note 1)	79,434	78,329
Earned life membership dues (Note 1)	(34,991)	(31,010)
<b>Total long-term liabilities</b>	<b>45,983</b>	<b>48,645</b>
<b>MEMBERS' EQUITY:</b>		
Donated equity	1,800	1,800
Fund balance -		
Balance, beginning of year	40,657	30,504
Excess of revenues over expenses for the year	11,652	10,153
<b>Balance, end of year</b>	<b>52,309</b>	<b>40,657</b>
<b>Total members' equity</b>	<b>54,109</b>	<b>42,457</b>
<b>Total liabilities and members' equity</b>	<b>\$ 132,976</b>	<b>\$ 131,737</b>

	Actual	Budget	Variance
<b>Revenue:</b>			
Dues	\$ 128,201	\$ 122,700	\$ (5,501)
Team charters	1,890	1,200	690
Gross profit on sales	6,794	5,000	(1,794)
Contributions	3,521	10	(3,511)
Training income less expenses	102	700	598
REACTor subscriptions	55	50	(5)
Advertising income	417	-	(417)
Investment income	(797)	1,700	2,497
Miscellaneous income	1,218	1,200	(18)
Life members earned	3,923	-	(3,923)
<b>Total revenue</b>	<b>145,374</b>	<b>132,560</b>	<b>(12,814)</b>
<b>Expenses:</b>			
REACTor	21,116	27,400	6,284
Data processing	-	500	500
Membership kits and materials	3,193	2,500	(693)
Team charters	378	1,120	742
Team topics	1,493	2,500	1,007
Membership advertising	393	2,000	1,607
Council reimbursements	849	1,200	351
Council incentive	255	-	(255)
Board of directors expense	8,451	19,400	10,949
Convention expenses	589	800	211
Postage & freight	5,623	7,000	1,377
Telephone - long distance	1,669	1,500	(169)
Salaries	39,708	38,400	(1,308)
Rent and utilities	9,127	8,900	(227)
Audit and accounting	5,245	5,200	(45)
Legal	556	1,200	644
Office supplies	3,151	2,500	(651)
Insurance	343	500	157
Headquarters travel	397	300	(97)
Maintenance and repairs	2,141	900	(1,241)
Dues and subscriptions	873	500	(373)
Payroll taxes	3,032	2,600	(432)
Depreciation	3,748	3,500	(248)
Board elections	346	1,600	1,254
Telephone	1,550	1,400	(150)
Team insurance	2,325	-	(2,325)
Corporate committee	15,916	500	(15,416)
Gobel award	65	100	35
Grant writing expense	-	2,000	2,000
Miscellaneous	1,184	400	(784)
Life membership materials	6	-	(6)
<b>Total expenses</b>	<b>133,722</b>	<b>136,420</b>	<b>2,698</b>
<b>Excess (deficiency) of revenues over expenses for the year</b>	<b>\$ 11,652</b>	<b>\$ 13,860</b>	<b>\$ (11,512)</b>

\*NOTE: Revenue amounts in parentheses in the Variance column represent income in excess of budgeted revenue. Expense amounts in parentheses represent amounts actually spent in excess of amounts budgeted.

REACT INTERNATIONAL, INC.  
STATEMENTS OF CHANGES IN FINANCIAL POSITION  
FOR THE YEARS ENDED DECEMBER 31, 1994 AND 1993

	1994	1993
<b>SOURCES OF WORKING CAPITAL:</b>		
Operations:		
Excess of revenues over expenses for the year	\$ 11,652	\$ 10,153
Items not affecting working capital:		
Depreciation expense	3,748	3,892
Earned life membership dues	(3,923)	(3,921)
<b>Total provided by operations</b>	<b>11,477</b>	<b>10,122</b>
Decrease in security deposits	325	-
Increase in life member donations	6	123
Increase in unearned life memberships	1,805	434
Increase in REACT memorial payments	200	200
	13,803	10,889
<b>USES OF WORKING CAPITAL:</b>		
Additions to property and equipment	607	1,299
	607	1,299
<b>INCREASE IN WORKING CAPITAL</b>	<b>\$ 12,196</b>	<b>\$ 9,590</b>

CHANGES IN COMPONENTS OF WORKING CAPITAL:

	1994	1993
<b>Increase (decrease) in current assets:</b>		
Cash and investments	\$ (5,240)	\$ 9,773
Accounts receivable	(118)	(2)
Inventory	(488)	(3,408)
Prepaid expense	10,801	(934)
	4,645	5,429
<b>(Increase) decrease in current liabilities:</b>		
Deferred income - dues	8,099	7,510
Accounts payable	(274)	(2,436)
Accrued payroll taxes	(2)	90
Accrued salaries	(42)	(8)
Compensated absences	(308)	(1,002)
	7,113	3,554
<b>INCREASE IN WORKING CAPITAL</b>	<b>\$ 12,196</b>	<b>\$ 9,590</b>

See accompanying notes and auditors' report.

# REACT INTERNATIONAL, INC.

## NOTES TO FINANCIAL STATEMENTS

### DECEMBER 31, 1994 and 1993

**1) DESCRIPTION OF OPERATIONS AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:**

The Corporation is a nonprofit organization formed to develop and promote the use of the Citizens Band Radio Service and other personal radio services as an additional source of communication for emergencies, disasters, and other forms of aid to citizens. REACT is exempt from Federal income tax under Section 501(c)(3).

a) Cash consists of \$12,386 in a checking account and \$100 in petty cash fund. The remaining \$5,474 is in a Designated Fund account and consists of contributions restricted in use at the donee's request.

**b) Investments**

Investments are carried at market value. Investments consist of the following as of December 31:

	1994	1993
Money Maximizer	\$ 21,531	\$ 16,778
Wheat, First Securities:		
U.S. Treasury Notes	6,989	-0-
Duff & Phelps Utilities	4,772	6,300
Franklin Univ Trust Shares	6,200	7,200
Prudential Equity		
Income Class B	-0-	10,986
FNMA REMIC MCB		
Series 1993	5,295	9,000
Federal Home Mortgage		
Corp. Notes	9,922	-0-
Money Market Fund	-0-	2,027
Cash Funds	479	102
Janus Funds	21,456	21,696
	<u>\$ 76,644</u>	<u>\$ 74,089</u>

The following details the amount reported as unrealized loss on investments at December 31, 1994.

	Cost	Market	Gain/(Loss)
Wheat, First Securities:			
U.S. Treasury Notes	\$ 7,083	\$ 6,989	\$ (94)
Duff & Phelps Utilities	6,300	4,772	(1,528)
Franklin Univ Trust	7,200	6,200	(1,000)
FNMA REMIC MCB			
Series 1993	6,000	5,295	(705)
Federal Home Loan Mortgage			
Corp. Notes	10,226	9,922	(304)
Janus Fund	22,139	21,456	(683)
Unrealized loss	<u>\$ 58,948</u>	<u>\$ 54,634</u>	<u>\$ (4,314)</u>

**c) Inventory**

Inventory is valued at the lower of actual cost or market using the first-in, first-out basis of cost accumulation.

**d) Property and Equipment**

Property and equipment is recorded at cost with the exception that donated equipment is recorded at its estimated fair market value at the time of donation. Depreciation is provided over the estimated useful lives of the related assets, generally three to five years, and is calculated using the straight-line method.

**e) Deferred Income - Dues**

Income from dues is being recognized in the year in which it relates. Income received, which pertains to the subsequent year, is credited to the liability account Deferred income-dues.

**f) Unearned/Earned Life Membership Dues**

Since the inception of the life membership program, in 1980, \$79,434 has been received. The life membership dues are amortized over 20 years and allows an individual to be a member for his or her life without further dues. The amount amortized to date is \$34,991. The current amortization is

*(Continued on page 23)*



\$3,973. There is no obligation on REACT INTERNATIONAL, INC. to refund this money upon termination of the organization.

REACT is investing the amount not amortized on life members, and will use the earnings to cover the costs associated with maintaining life members. The amount of \$44,443 (\$79,434-\$34,991) has been invested. Of the total investments in Note 1, \$44,443 is for life members and the remaining for REACT operations.

2) LEASE COMMITMENTS:

Lease agreements for office space

On April 1, 1993, the Corporation renewed the existing lease agreement with respect to its Wichita, Kansas office for an additional three years. The term calls for the Company to pay monthly installments of \$550.

3) DATA PROCESSING:

Data processing expenses include services for membership processing, label production and membership card printing. During 1994, REACT used in-house data processing exclusively.

4) BOARD OF DIRECTORS EXPENSES:

Board of Directors expenses include telephone conferences, expenses incurred in electing board members, travel and expenses for members to attend Board of Directors meetings and the annual convention.

In addition, a committee was set up during 1994 to define the purpose and long-range goals of REACT. The committee incurred \$10,916 of expenses which included (but is not limited to) supplies, travel, meals, and mileage reimbursements. Consulting fees of \$5,000 were paid to the chairman of the committee. A report was prepared and submitted to the Board, which has taken its recommendations under advisement. The committee was disbanded upon completion of its tasks and no further expenses will be incurred.

5) INSURANCE:

During 1994 and 1993, REACT did not collect enough team insurance fees to cover the insurance premium for the liability and bonding. REACT paid \$2,325 and \$1,486, respectively to cover the teams, and will not recover the amount from the teams.

6) COMPENSATED ABSENCES:

Employees accumulate vacation leave benefits at the rate of one week for the first year and two weeks thereafter. Accumulated earned vacation leave at December 31, 1994 and 1993, amounted to \$2,289 and \$2,259, respectively. The liability for compensated absences has been recorded as an accrued liability in accordance with FASB Statement 43.

7) GROSS PROFIT ON SALE:

The following is the detail of gross profit on sale of REACT I.D. material:

	<u>1994</u>	<u>1993</u>
Sales	\$ 13,335	\$ 14,073
Cost of goods sold	<u>(6,541)</u>	<u>(11,388)</u>
Gross profit	<u>\$ 6,794</u>	<u>\$ 2,685</u>

**NOTICE...**

Is your Team planning an event?

Do you need proof of liability insurance coverage?

If so, please send a written request to:

REACT International, Inc.  
P.O. Box 998  
Wichita, KS 67201  
or fax at (316)263-2118

International will order a Certificate of Insurance for your event.

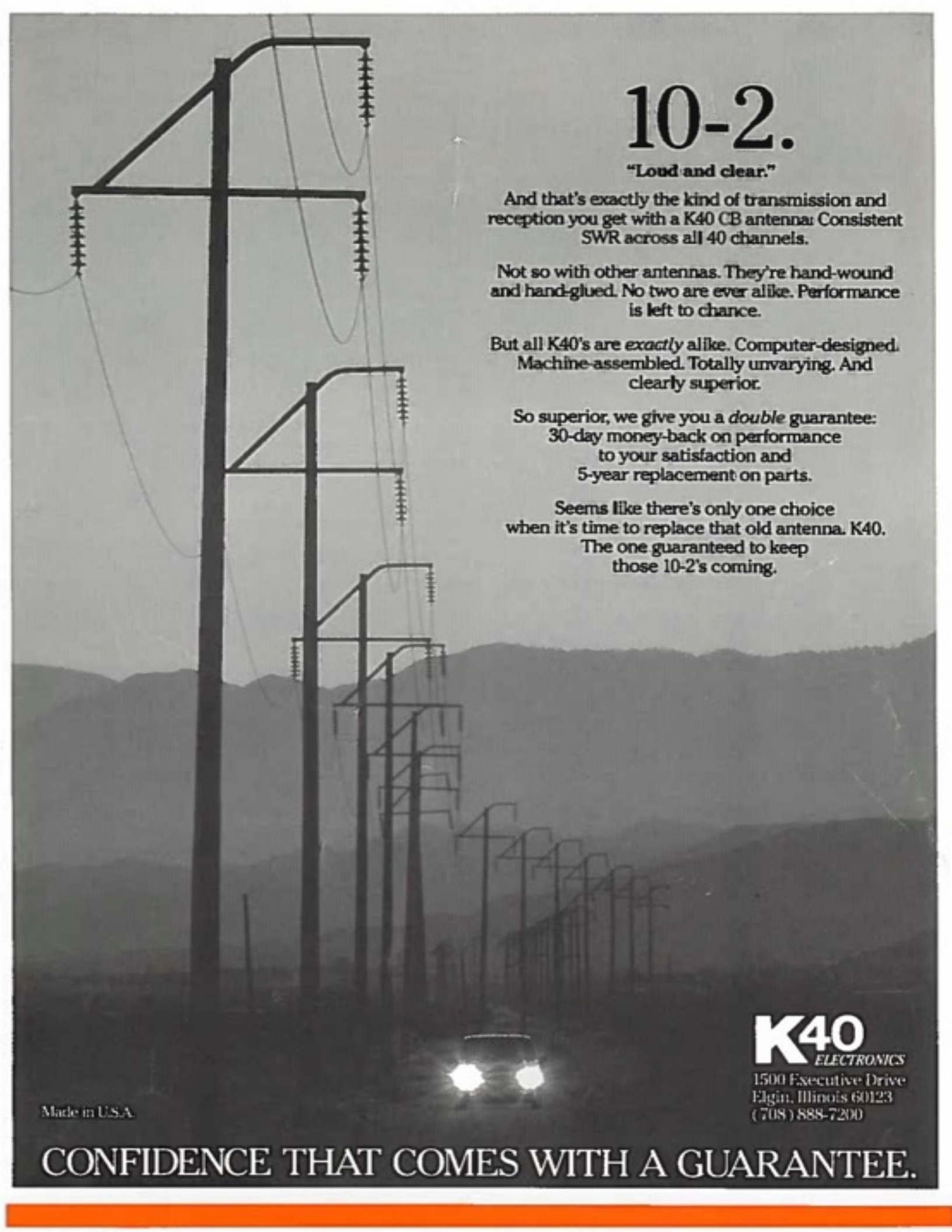
Information Needed...

Team Name  
Team Charter Certificate Number  
Address, City, Zip

The name of the event your Team is working.

The date(s) of the event.

The "Certificate Holder"  
(who is sponsoring the event itself).



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