

sponsored by my good friend, Senator JEFFORDS.

Our medical schools and teaching hospitals are the backbone for innovation in American medicine. As sites for vital human clinical trials, these medical institutions provide a superior training ground for our nation's health care professionals, functioning as centers for the development of innovative medical technologies, treatments and medicines.

Yet, Mr. President, there has been an alarming decline in the utilization of these superior medical facilities for clinical trials. Due to changes within the health care marketplace, our medical facilities have come under increasing cost pressures, driving up the costs associated with conducting clinical trials at these facilities. Currently, it is more expensive for companies to perform clinical trials at teaching hospitals than at commercial research organizations.

Mr. President, the Medical Innovation Tax Credit Act is integral to the continued success of our nation's status as a world leader in the development of medical advances. This legislation would enhance the flow of private-sector funds into our non-profit medical institutions by providing incentives for companies to perform more clinical trials at these institutions. The 20 percent medical innovation tax credit would help level the current cost differential and the resulting influx of funds would ease some of the financial pressures our medical institutions are experiencing.

I urge all of my colleagues to send a strong message to our nation's medical institutions and health care professionals, that we will continue working to find ways to enhance and strengthen our valuable research program. To this end, it is essential that the Senate support the Medical Innovation Tax Credit Act.●

PIONEER MEMORIAL HOSPITAL

● Mr. JOHNSON. Mr. President, I rise today to express my warmest congratulations to Pioneer Memorial Hospital in Viborg, SD.

Pioneer Memorial Hospital is celebrating 40 years of dedicated service to the residents of Viborg and the surrounding area. It is an outstanding example of continued excellence in the delivery of health care services to rural South Dakota.

In an era when the high cost of medical care has driven a wedge between the patient and the provider, small, rural hospitals like Pioneer Memorial Hospital remind us of the true ethic of medical care; compassion, commitment and dedication to those in need. There is no reward great enough for the hard work and long hours that the staff at Pioneer Memorial Hospital have sacrificed on the behalf of others. They have brought into the world the newborn babies of friends and neighbors and cared for those who have lived long

and noble lives. Perhaps most importantly, they should be recognized for the hand that they extended to those whom they did not know but reached out to in times of need.

Therefore, it is with great honor that I recognize Pioneer Memorial Hospital for its dedication to service and excellence in providing quality medical care to Viborg and the surrounding area. I applaud the efforts of every individual involved with the hospital throughout the years and offer my best wishes for another 40 years of service and excellence.●

TRIBUTE TO PHIL PETRIK

● Mr. BURNS. Mr. President, I rise today to bring recognition to a special Montanan, Phil Petrik. Phil is a commercial pilot in Sidney, Montana. One afternoon, Phil overheard another pilot talking to someone at the Williston, North Dakota airport on the radio. Apparently, the pilot was above the clouds and could not find a hole to make it through to land.

The pilot stated that he would fly on to the Watford City airport and see if he could land there. Later in the day, Petrik once again heard the pilot calling the Eilliston airport, requesting information about landing.

Unfortunately, the conditions had not changed. Phil then contacted the Williston airport to inquire if there was someone there who could guide the pilot down. He was informed that there was not. Phil got into his own plane and flew to approximately where the plane in distress should be and he finally found him. The other pilot told Phil he had about 30 minutes of fuel left. Phil had the FAA clear the airspace and they started down through the clouds. The two planes were in the clouds for about 90 seconds. Petrik guided the other plane to the airport and returned home.

Upon his arrival in Sidney, Phil found out that the pilot had actually only one minute and 20 seconds of fuel left when he made it to the ground. Phil has already been recognized by the Federal Aviation Association for his valiant act of selflessness. His peers in Montana have all told me that this is an example of the type of man Mr. Petrik is. It is a great honor for me to share this story of valor and compassion. One man willing to risk his life for another. Please join me in offering congratulations and thanks to Phil Petrik.●

THE NATIONWIDE COMPANIES

● Mr. CLELAND. Mr. President, I rise today to recognize an exceptional company based in Atlanta, Georgia. The Nationwide Companies proudly established its national headquarters in Atlanta just seven years ago, and through the progressive leadership of its founder and president, Bill Case, it has succeeded in the American marketplace.

As you well know, success earns recognition, and Money Maker's Monthly

recently awarded this growing company the distinction of "The Company of the Month" in the United States. The front-page feature, appropriately titled, "The Nationwide Miracle," describes the progress of Nationwide, and applauds Mr. Case for his leadership and integrity. Perhaps the most telling description of Nationwide as a uniquely American business is the conclusion in the feature that Bill Case and his company are "revolutionizing the way the American public earns and saves money."

The Money Maker's Monthly feature is a tribute to a man's vision and the ability to transfer dreams into reality. In order that others may celebrate this wonderful award and perhaps be inspired by its description of Mr. Case's realization of the "American dream," Mr. President, I ask you to join me in saluting the many successes of Bill Case and the Nationwide Companies, and ask that the Money Maker's Monthly article be printed in the RECORD.

The article follows.

[From Money Maker's Monthly, Mar. 1999]

THE NATIONWIDE MIRACLE

Bill Case dreamed for many years of a business where people could enjoy financial freedom. He already knew that network marketing was the wave of the future, but concluded that the industry had complications that disillusioned many able and talented people. He wanted to find the simplest way that a home-based entrepreneur could earn impressively through network marketing without spending hard-earned money on things like inventory and also avoid obstacles like unproductive downlines. In other words, could you build a business where financial freedom was obtainable through good, honest work?

After carefully researching other network marketing companies and interviewing a cross-section of successful networking entrepreneurs throughout the country, Case found the answer. The result became The Nationwide Companies, his seven-year-old business that is viewed by many observers as a miracle in the network marketplace.

"Instead of selling marked-up merchandise, we sell a benefits package which gives the owner the right to purchase popular items like cars, boats, furniture and health insurance with the same group buying power and low prices enjoyed by Fortune 500 Companies." Case emphasizes that the Nationwide Benefits Package is "a hot item because of value in savings." Case says his network marketing business, which is headquartered in Atlanta, is revolutionizing the way the American public earns and saves money. Skeptics are few and far between as Case and his company gladly showcase a growing number of success stories from California to Florida who are earning six-figure incomes. Nationwide networkers, called Independent Marketing Directors (IMDs), publicly and rather proudly state that they are enjoying genuine financial freedom as associates of Case's "Team Nationwide."

With evangelical drive, Case welcomes everyone to visit under the umbrella of The Nationwide Companies. "We are truly one of a kind among network marketing companies," observes Case. "We have a quality product that stands on its own in the marketplace because it allows purchasers to obtain items of genuine values." He emphasizes that the Nationwide Benefits Package can be

purchased by anyone. It is a retail item in the truest sense of the word. The Benefits Package allows the owner, according to Case, to buy or lease cars, trucks, RVs, boats, along with furniture, eye care, health insurance, and even exotic vacations. "Our Benefits Package saves consumers substantial amounts of good, hard dollars. The benefits are from recognizable Fortune 500 companies like 'the big three' automakers, General Electric, United Parcel Service, Hertz and LensCrafters, just to name a few," says Case, adding that the Package is "one of the best bargains in the country!"

WITHOUT BURDENS

Like other network marketing businesses, Nationwide operates through its IMDs from Hawaii to New York. From the company's Atlanta headquarters, Case's fast-growing enterprise provides marketing and sales information, computer support and state-of-the-art, easily accessible training for its IMDs. When asked what makes Nationwide different from other network marketers, Case, breaking into a wide grin, responds, "Our IMDs don't have to buy or keep any inventory. There's no quota of any kind, no penalties, no competition and no levels of unpaid production." Case adds that Nationwide's system "pays to infinity." "You get paid what you are worth with Nationwide, and you only have to make two sales each year. We believe that our IMDs should earn good money without unnecessary difficulty," he says.

Case describes Nationwide's management as "hands-on." "We have a totally supportive attitude regarding our people. They expect value and great service, and that's what we deliver. It's critical that our IMDs are able to explain the Nationwide miracle and the wonderful savings and earnings opportunities which they can do if we give them the effective tools." Support from Case means closeness and intimacy. From company headquarters, every significant development regarding all aspects of Nationwide's operation are updated daily. The information is as available as a telephone call, fax machine or computer will permit. More importantly, Case still believes in the value of the human voice. "Support training and customer service is at the top of the list. People want to hear answers from a warm human voice when they have a question. It's my job to see that they get this."

THE NATIONWIDE TEAM

Case sees Nationwide's remarkable success much like an accomplished football coach who is closing in on his lifetime goal of winning the Superbowl. He built his winning team around Jack Hendryx, Nationwide's vice president. "I recruited Jack because he is one of the country's networking geniuses," says Case. Hendryx personable, well dressed and self-confident, reflects Case's trust, "I came on board because Nationwide eliminated all of the shenanigans that plague the direct marketing business. Hendryx says he and Case implemented a training program that helps the home-based entrepreneur succeed. "This country needs an honest company where the chance to earn substantial money is real, and Nationwide is that company!"

Hendryx, with unconditional backing from Case, formulated a new millennium training program for IMDs which combines proven sales assistance with intensive and continuing marketing education. He supervises customized and very effective grass-roots seminars throughout the country and is an almost constant presence at regular regional meetings. Importantly, Hendryx has stayed abreast of 21st century training strategies, and the result is high morale and enthusiasm among the rank and file IMD's. "We want

our men and women to earn money now, not later. Our training program is designed to get them into substantial income production immediately."

Interviews with a sampling of Nationwide's IMDs confirmed positive results from the training program. Many IMDs have worked for five or even more network marketing companies prior to Nationwide only to see them go out of business for myriad reasons, mostly bad ones. They blamed the failures on poor products and Neanderthal to non-existent training. "Visit any of our workshops," says Hendryx, "and you'll know that we are as different from the failed companies as day is from night. Nationwide works because it's designed and managed by people like Lynda Davis." Davis, according to Hendryx, is the National Sales Training Coordinator for Nationwide who has created the lion's share of the effective marketing tools used in the company's training program. "Lynda is a crown jewel," says Hendryx. "Her training expertise gives our IMDs the head start they need in earning good, solid money as quickly as possible."

One of the key players on Nationwide's team is Dick Loehr, president of Loehr's Auto Consultants in Ft. Lauderdale, Fla. who operates the benefits company for Nationwide. Loehr, who once owned nine automobile franchises, ranging from Porsche to Chrysler, has vast experience in the national automobile marketplace. A protégé of Lee Iococca (Loehr was an advisor to Iococca at Chrysler and still wears the lapel pin award given for his service to Iococca and Chrysler), Loehr is a virtual encyclopedia of knowledge of the automobile industry, including the complicated areas of financing and leasing. Nationwide recently produced a video interview with Loehr, which is a reservoir of vital information that any consumer would need to know before buying or leasing an automobile.

Loehr's joining Nationwide meant coming out of retirement. "When I heard about Nationwide, I did my own investigation and knew this company was a winner," says Loehr. With Loehr's auto industry skills, Nationwide continues to be able to make popular items like automobiles available to its associates through the same group buying power enjoyed by Fortune 500 companies. Also, Loehr's heralded experience in the car market is invaluable to Nationwide. "I understand pricing of automobiles and trucks, and financing and leasing is almost secondhand to me," says Loehr, who is not bragging, but stating fact.

One of the most recent benefits available to Nationwide associates is the availability of Program cars, which became possible through Loehr's esoteric knowledge of the automobile industry. Loehr says this makes the Benefits Package even more valuable. "A Program car is a recent model, low mileage auto in top shape from a fleet program which we obtain for sale or lease. These are incredible bargains available to anyone owning the Nationwide Benefits Package."

TRIBUTE FROM THE TRENCHES

Case describes his national network of IMD's as "my field generals." "I'm proud of the quality and high character of every one," he says. Robert and Donna Fason of Mount Vernon, Ark. are Nationwide's National Sales Directors who earned their lofty title through impressive success. "Every day is a vacation to us," says Robert, adding, "We are making more money than ever and our IMD's are truly excited about even greater earnings as we work together for financial freedom."

Two key Team Nationwide Associates, says Case are Ruby and Ray Riedel of Yakima, Wash. Both are successful veteran

network marketers who left one of the big names in the industry for Nationwide. Their story is a fascinating, personal endorsement of Case's network business dream. "Unlike our previous company, we now have absolutely no inventory, monthly quotas or penalties," stated Ruby Riedel. "How refreshing to be part of a genuine network company and to be free of all overhead, competition and no levels of unpaid production!" In place of these obstacles, Ruby says that IMD's now have "value with rewards." "We and all others are paid what we're worth without limitations, under an amazing income system that pays to infinity." She hastens to add that Nationwide's regular trading program deserves accolades. "The intensive and effective support given to every IMD by people like Jack Hendryx and Lynda Davis keeps all of us going upward with our earnings. This training may be the very best in the network marketing industry."

NOTED AUTHOR LAUDS NATIONWIDE

Perhaps no higher praise for Nationwide has been given than the observation of internationally respected and widely read author Alfred Huang. A Maui, Hawaii resident and Nationwide IMD, Huang says he became an associate of Case's team not solely because of its proven earnings and savings, but particularly because the system "helps people to live a better life." "The true spirit and value of Nationwide is caring of people." Huang is a best-selling author whose next book, "The Century of the Dragon—Creating Your Success and Prosperity In The Next Century," is due for publication later this year. He is convinced that network marketing will soon be the mainstream solution for financial wellness.

"Nationwide," Huang says, "is the best network marketing [company] I have ever known." A native of China, who was imprisoned for 13 years after being wrongly convicted and sentenced as an American spy (his conviction was overturned), plans to write a book about Nationwide. "I want to tell people how to change their attitude and build their self-confidence by sharing the beauty of Nationwide, its philosophy, its system, its opportunity and its loving and caring of people."

INCOME TESTIMONIALS

Nationwide, according to Case, is a 100 percent debt-free company that parallels the American Dream of entrepreneurial success. "Just look at Jack Hendryx," says Case. "No man in America could, I believe, exceed his professional marketing ability and wonderful reputation for honesty." As a matter of fact, one of Hendryx's presentations, which he gives live in regional meetings, and is recorded on one of Nationwide's video programs, concludes with Hendryx's advice to everyone, "The Benefits Package will sell itself. All you have to do is tell the truth, the whole truth, and nothing but the truth. The rest is easy."

Case's expectations for 1999 and into the next millennium are high. "We turned the corner sometime back and this year and the next will see us explode with new sales. My projection is to have tens of thousands more IMD's on board, spread evenly throughout the geographical areas of America with resulting growth in sales of the Benefits Package." Case revealed that new benefits are schedule to be added to the package soon, and as they are added, they will be placed retroactively into Benefits Packages already owned. "Remember, we are family and we share," says Case, with his engaging smile and twinkling eyes.

Every great American business pioneer has said, in one way or another, that a company is measured by the accomplishments of its people. Perhaps no better measure of

Nationwide's enviable position in America's network marketplace can be found than in the successes of its IMDs. Many companies, for whatever reason, are reluctant to disclose individuals with verifiable earnings, but not Nationwide. "We want people who are looking for the best earnings opportunity in America today to contact our folks and ask them questions," Case says. "They are going to hear revelations from our people whose lives have been transformed because of the Nationwide miracle. And, I might add, I am talking about genuinely impressive earnings."

Joyce Ross, along with her husband Marvin, is a Nationwide Regional Director in Malden, Mo. She revealed an upward transformation in income during her first year with Nationwide. "For 26 years, we owned a combination barber and beauty shop in a lovely small town, but worked ourselves nearly to death with an accumulation of bills and not enough money for the work we were doing. Then came Nationwide," says Joyce. "It would have taken me ten years to earn as a hairdresser what I have earned with Nationwide in less than two years."

Similarly, Don Garrison of Lampe, Mo. discloses that he earned over \$300,000 in the first year. "This is the only way I want to live and work, as a free American citizen!" David Hervey mirrors Garrison's success by revealing that he, too, earned beyond \$300,000 during the past year as an associate of Team Nationwide. Hervey, it should be added, is a Nationwide Regional Director in Jackson, Miss. Lamar Adams, a Regional Director in Madison, Miss., earned over \$100,000, he says "... in just my first six months as a Nationwide IMD!"

Jack Hendryx, speaking from Nationwide's Atlanta headquarters, confirms that there are "large numbers of similar testimonials that we are delighted to share with anyone, anytime, who has a genuine interest in bettering their lives and the lives of their families." Hendryx has an abundance of examples. "All of our Regional Directors have their own earnings success stories. Jack and Becky Hearrell, Fred and Betty Swindel, and Shelby Langston deserve special recognition, as does Bob and Judi Montgomery. The team is built upon Regional Directors' shoulders."

THE TEAM NATIONWIDE FAMILY

Case is inseparable from his wife, Carol. It is more than symbolic that he includes Carol in as many Nationwide activities as her time and schedule will permit. "Carol was instrumental in providing me with some of the central ideas that made Nationwide possible," Case says. "She, in an admirable way, has marketing and public relations talents that go well beyond what you might expect to find on Madison Avenue or even here on Peachtree Street in Atlanta. Plus, we believe in husbands and wives, along with their families, being the core of Team Nationwide."

The IMD Honor Roll of Nationwide bears out Case's "family" vision. The Regional Directors are almost invariably in husband and wife pairs. IMD's everywhere, pictured on his large conference room walls, are there with their respective husbands and wives and occasionally, other family members. Dick Loehr and his wife, Mary Lou are mainstays in the Nationwide miracle; likewise, Jack and Heide Hendryx. "What a wonderful country this will continue to be if we have more businesses like Nationwide," says Case, "where the preservation and betterment of the family unit is not only encouraged, but made possible through the miracle of financial freedom!"

Nationwide's story is the embodiment of the American dream. Case believes that Nationwide is just beginning its revolution in the network marketplace. During 1999 and

well beyond, he is committed to making Nationwide the national exemplar of true financial freedom. He and his key team players like Hendryx, Loehr and Davis are driven toward their goal of financial freedom for everyone who is willing to work for it. Every bit of evidence, out in the national field and within their own business data in Atlanta indicates that they must be taken seriously.

Nationwide is on solid ground in the precarious minefield we call the marketplace. Leadership, from Bill Case on down through the chain of command, is top-notch. The determination to grow and expand, based upon time-honored business methods, is evidenced dramatically by its affiliation with Superior Bank. The respected financial institution provides consumer loans and mortgages as one of Nationwide's benefits. Standing on its own, this banking relationship is a network industry original that merits applause.

Case lives his dream everyday, only now it's real for others as well. His IMDs are earning handsomely through the Nationwide miracle because Case has blended the magic business ingredients of planning, managing, and training with honesty and integrity, and combined it with a valuable, unprecedented Benefits Package.

Case and his team are telling America that a dream becomes a reality through hard work. The road to financial freedom took some effort to locate, but they found it and have it available today. It's a very rewarding journey. •

NOEL WIEN—ALASKA AVIATION PIONEER

• Mr. MURKOWSKI. Mr. President, on July 6, 1924, the first non-stop flight between Anchorage and Fairbanks, Alaska occurred. The flight was made in an old water-cooled Hissopowered Standard J-1 open-cock-pit biplane and was flown by Noel Wien and Bill Yunker.

The Wien name is synonymous with Alaska aviation. It is said that Noel Wien's flight between Anchorage and Fairbanks was the start of Wein Air Alaska. I will quote for the RECORD an account of the early days as told by Noel Wien.

The change has been great both in aviation and the city of Fairbanks since that memorable day, July 6, 1924, when, sitting behind an old water-cooled Hisso powered Standard J-1 open-cockpit biplane, Bill Yunker and I landed here after flying non-stop from Anchorage.

We had flown up at night, thus taking advantage of the smoother air. The smoke was very thick for the last 80 miles and kept us guessing all the time. It was even difficult to follow the railroad tracks from Nenana on in.

There was intrigue about the stillness of the air and the frontier atmosphere of Fairbanks, which made me like the north from that first day.

For two weeks we couldn't find our way cross-country due to the forest fire smoke, but when it cleared up we were busy. People her took to the air quickly. They were of the hardy type, willing to take a gamble. Ben Eielson had made a number of flights that spring, before I arrived. He had also started a company the year before, in the summer of 1923, and had brought in an old reliable OX-5 Curtis Jenny JN-4D open cockpit World War I training plane.

Due to the interest created by Eielson's earlier pioneering, we had little trouble getting flying business to the outlying mining

camps. Livengood, located 60 miles northwest of here, was one of the best of the gold producing camps. The first season in 1924, we made 34 flights to Livengood, and in the summer of 1925, 43 flights.

All went smoothly until mid-summer of 1925. We had purchased a supposedly major overhauled plane from Lincoln, Nebraska, one of the Hisso Standard build-up headquarters. The engine worked fine on the flight over to Livengood, but on the return trip something happened. All of a sudden the water from the cooling system of the engine gave us a shower bath. I knew that because of the loss of water the engine would get so hot it would stop running. We were about half-way back to Fairbanks, near Wickersham Dome. I spotted a shelf to one side of the dome which seemed like the only possible chance to get down without breaking up or going over on our back. We were cruising lower than the 2,500 foot shelf, so we had to use power to get up to it. The old engine was steaming plenty when we got to a landing approach. It turned out to be a fair landing place and we stayed right side up and landed without breaking anything. It turned out that the water pump had broken in flight, which in turn had thrown the water out.

The two passengers and myself walked in to Olmes, on the Chatanika River, over the tussuk covered trail. One passenger, an old Sourdough, had no trouble walking out. The other passenger, an insurance adjuster, had flown over on both business and pleasure. This passenger, I would say, was my first tourist, and possibly the first flying tourist passenger in Alaska. He had on oxford shoes and was about to give up before we arrived at the Chatanika River.

It is not my intent in these articles to be writing of my experiences, but instead to give some idea of the progress made in aviation and the change of times in the north.

Having had to discontinue flying in the fall of 1924 because of the open cockpit of the old Hisso Standard, a decision was made to try to get a cabin plane with an air cooled motor for use in wintertime. Because I was going "outside" for the winter to visit my folks in Minnesota, it worked out well for me to make a tour of the states to see what was being built. I found that about all that was being built was a very small number of open cockpit planes with old XO-5 and Hisso motors. One exception was the Huff Deland company which was building planes with an open front seat for two passengers and a pilot seat in the rear. This plane had an early model Wright air cooled engine of about 200 horsepower, but we had decided not to settle for anything but a cabin plane.

Both the Wright company and the Curtiss company did their best to locate the type of plane we wanted, but their efforts were unsuccessful. We finally had to settle on a Dutch built Fokker F-111 or F-3, a six-place monoplane which K.L.M. and early German airlines had already been using on some kind of schedule service in Europe. This plane had been built in 1921 and it was already the spring of 1925. There still were no cabin planes being built in the United States.

The Atlantic Aircraft Company, a dealer for Fokker, had three ships available. We bought one of them that had been used some, for \$9,500. We shipped it all the way to Fairbanks via the Panama Canal. It had a German 6 cylinder engine of 235 horsepower. The cabin was very plush with curtains and all the trimmings. This ship proved conclusively that a cabin airplane was the type to use in Alaska even though we could not use it through the winter of 1925-26 because it had no brakes except for a tail skid which helped to stop it. It had a rather streamlined monoplane wing and took a minimum of 1,000 feet