

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 Dragan—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 Olnes, 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 to stop after the three points were firmly on the ground. We had some close shaves on sand bars and fields 1,000 or under, during the summers of 1925-26. Our flying out of Fairbanks was the only cross-country flying in the Territory at that time. There was one other airline at Ketchikan where Roy Jones was doing some flying with an old two-place navy training flying boat. We were success-

ful with the flying of the Fokker F-111 and made the first commercial flight to Nome, carrying 4 passengers and 500 pounds of baggage, a 1,200 pound load. We flew non-stop back here in 6 hours and 55 minutes. That's all for now. Noel.—Originally published in the "Wien Alaska Arctic Liner" August 1956.

On July 6, 1999, the 75th anniversary of the first non-stop flight, the sons of Noel Wien, Richard and Merrill, will pay homage to their late father's legacy. In commemoration, they will retrace the journey in a refurbished Boeing Stearman biplane, which was built in 1943. This type of plane was used to train pilots in World War II. They will leave from the Delaney Park Strip in Anchorage, which is now a public park, and land at Fairbanks International Airport. The original landing site in Fairbanks, Weeks Field, has since been developed and houses the Noel Wien Public Library.

After all his years of flying, Richard gained a whole new respect for his father's flying ability when he and his son, Michael, flew the refurbished biplane from Seattle. They made the trip in early May and encountered winter conditions during the flight. It did not take long to realize that they weren't within the confines of a closed, heated cabin.

Both Richard and Merrill continued in their father's footsteps. They are both commercially rated pilots with thousands of flying hours between them. They were both involved with Wien Air Alaska and then when the family sold it, the brothers opened up a helicopter business. Although Richard and Merrill are no longer involved in the commercial side of aviation, it's in the blood.

Organizing this event was a labor of love for Richard Wien. He also credits his major sponsor the Alaska Airmen's Association for helping to make it happen in addition to other individuals and organizations. He is embarking on this trip to honor his father and also the 75th anniversary of the first air-mail run made by Ben Eielson.

My heartiest congratulations to Richard and Merrill Wien for organizing this wonderful tribute to their father and also for keeping the pioneering aviation spirit alive through this commemorative flight.●

HAPPY BIRTHDAY CAPTAIN CURTIS J. ZANE

● Mr. STEVENS. Mr. President, on the occasion of his 80th birthday this coming 4th of July, I would like to join my Alaskan colleague in the other body in extending warm birthday wishes to Captain Curtis J. Zane, United States Navy Retired. "Casey" Zane, as he is affectionately known, is one of that generation of American heroes who rose to defend our nation and our freedom during the darkest days of WWII. He saw action over a wide area of the

South Pacific during 1942, 1943 and 1944 including service with the fabled "Black Cat" PBV squadron 101. To this day he remembers dear friends who died in that conflict. In mid 1944 through the war's end Casey instructed young pilots in B-24s at Hutchinson Kansas.

The balance of his 27 year career in Naval Aviation spanned the early years of the Cold War, the Cuban Missile Crisis, and the transition to the Nuclear Navy. During that time Casey Zane served in the Guam, Tinian and Saipan areas of the post war Pacific. Later he was aboard ships of the fleet including the carrier USS Leyte and then took Command of anti-submarine warfare squadron VP 18. He served at the Command Post CinCLantFleet and as Commanding Officer U.S. Naval Communications Stations, Londonderry Northern Ireland and Thurso Scotland. He did his last tour at the Pentagon in Navy's Bureau of Personnel and retired as a Captain in November 1968.

Among the several types of special schooling and training he received, Casey is a graduate of the Army's Command & General Staff College and the Naval War College. He holds the American Defense Service Medal; American Campaign Medal; Air Medal; Asiatic-Pacific Campaign Medal (3 Stars); World War II Victory Medal; National Defense Service Medal (1 Star).

After the Navy, Casey and his wife Dorothy started their second careers becoming successful real estate brokers and agents in the Northern Virginia area. Despite his tender age of 80, Casey continues to be an active and productive member of our society. He is a model for those who believe in being "forever young," both in spirit and enthusiasm for living. I wish to extend a hearty "many happy returns" to a great American Veteran, Captain Curtis J. "Casey" Zane on his upcoming 80th birthday, July 4, 1999. Mr. President, as this Century closes it is indeed fitting that the advent of a National World War II Memorial is close at hand. As our numbers fade slowly and inexorably from our midst, perhaps the best birthday present we can give WWII Veterans like Casey Zane is the knowledge that our nation will never forget their sacrifice.●

THE MARRIAGE OF LISA MAXWELL AND GEORGE NEWALL

● Mr. MOYNIHAN. Mr. President, this Saturday, a most blessed event will occur on Shelter Island: the wedding of two of my constituents, Lisa Maxwell and George Newall. Martin Luther remarked, "There is no more lovely, friendly and charming relationship, communion or company than a good marriage." I must say that I agree, having just celebrated my 45th wedding anniversary a few weeks ago. Marriage—as the Book of Common Prayer