



# Saint Vincent Hospital and Health Center

November 23, 1993

Margaret Williams, Chief of Staff to the First Lady  
Office of the First Lady  
The White House  
1600 Pennsylvania Ave NW  
Washington DC 20050

Dear Ms. Williams:

I am a Human Resource Development Specialist at Saint Vincent Hospital and Health Center in Billings, Montana. My duties include recruitment and employment of allied health and support service staff. As part of this assignment, I coordinate the placement of student interns.

Finding well-qualified applicants for support service positions is a challenge. It is important that these clerical employee have basic competencies in keyboarding, mathematics, and communications and advanced skills in particular areas, such as billings procedures or medical transcription.

Career colleges which select students with good potential for success and maintain high performance standards can play an important role in meeting Saint Vincent Hospital and Health Center's needs.

I appreciate the Administration's concern for workforce issues, including training.

Sincerely,

Don King  
Human Resource Development Specialist

**Post Office Box 35200  
Billings, Montana 59107-5200  
406-657-7000**

***We touch your life.***

THE WHITE HOUSE

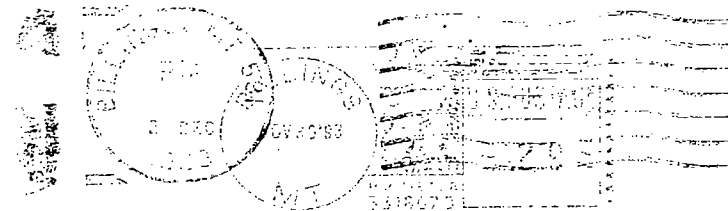
WASHINGTON

Don King  
Human Resource Development Specialist  
Saint Vincent Hospital and Health Center  
PO Box 35200  
Billings, Montana 59107-5200

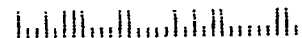


Saint Vincent Hospital and Health Center

Post Office 35200  
Billings, Montana 59107-5200



Margaret Williams, Chief of Staff to the First  
Lady  
Office of the First Lady  
The White House  
1600 Pennsylvania Ave NW  
Washington DC 20050



Ms. Margaret A. Williams  
Assistant to the President  
and Chief of Staff to the First Lady  
Office of the First Lady  
The White House  
Washington, DC 20501

11/24/93

Dear Ms. Williams:

I have been a past secondary/vocational school director for well over 12 years. I have remained in the business because I truly believe in the concept and the availability of training for non-college bound citizens, and the under-educated and under-employed.

Although our schools are for-profit, we do provide a valuable service to our students, our communities and to the Federal Government by assisting welfare recipients to remove themselves off the rolls.

I have seen first hand the success stories, the rise in self-esteem and the future dreams realized by many students. However, our Welfare system does not provide the added incentives they require and some are even penalized for trying to make a better life for themselves and their families. When a student graduates and begins the job search, that student soon finds out that it may mean starting at the bottom of the pay scale to acquire the experience needed. Some are intelligent enough to realize in doing so, they may not be better off financially because Welfare will immediately take away some or even all the benefits. As we know, most employers do not offer paid Health Insurance and none provide paid dependent coverage for this level of employee. I have struggled with this battle with Welfare these last 12 years. These citizens should be rewarded for helping themselves and benefits should be slowly taken away. Instead, they are "cut off at the knees". I have seen graduates want desperately to get a job and realize

Mr. Bennett was gone, the situation would improve, but it has only gotten worse. This is just another reason why our Country is in the mess it is in now. What is it going to take to wake up the people sitting up there on "The Hill"? Where is the common sense and logic? Where is the help for those who keep this Country and the Government going?

I'd rather see "long term" welfare recipients put to work on Federal and State projects to earn their money. This would then provide additional assistance for the lower-middle class citizens who really do want to work but need some short-term assistance to get them trained and started in the work-force or through a short term difficult financial situation.

Someone in this Government has got to have enough Common Sense to see the light. It is our only hope for this Country to survive.

Sincerely,  
Ella Cain

they would be worse off doing so.

I lived and worked in Maryland all my adult life. So many schools have closed in Maryland, the only way I could remain in the business I love and believe in was to seek employment out of State. I'm currently working in Rhode Island and I had to leave my family, my beautiful home and my only son behind in order to remain in this business.

I do not understand the logic of our Government. So many regulations are being forced on our industry, it's making it almost impossible to survive. I know first hand that there are indeed some bad schools out there, but because of them the good ones are being made to suffer and worse, the students are going to suffer and many more schools will close.

Skilled workers are the backbone of our Country and it is slowly being wiped out by our own Government. Even the set maximum income level for Title IV funding is ludicrous and eliminating thousands from pursuing a vocational skill. There are those who are just struggling to make ends meet, but are denied Federal Grants and are denied the opportunity for post secondary/vocational training.

I make a fairly decent income, but putting my son through College all on my own was terribly hard. I've raised my son alone since he was 2 years old. The system couldn't force my son's father to pay child support, so I was totally on my own. There were times when I could have used help but was denied. Again the lower-middle class + even the Middle Class, hard working citizens are the ones suffering. Only the poverty stricken are helped and I'm sorry to say, some of them abuse the system and don't deserve the assistance.

Again our government seems to be doing everything they can to close us down. I have seen this business struggle to survive these last few years. I really believed once the so called "Education Czar"

THE WHITE HOUSE

WASHINGTON

Ella Cain  
75 Oaklawn Avenue #301  
Cranston, RI 02920

CAIN  
75 Oaklawn Ave #301  
Cranston, RI 02920



Ms. Margaret A. Williams  
Assistant to the President and  
Chief of Staff to the First Lady  
Office of the First Lady  
The White House  
Washington, DC 20501



REFRIGERATION  
CORPORATION

336 South Walnut Street • Anaheim, CA 92802 • (714) 533-9270 • Emergency Only (714) 639-2230

November 24, 1993

Ms. Margaret A. Williams  
Deputy Asst. to the President and Chief of Staff to the First  
Lady  
Office of the First Lady  
The White House  
1600 Pennsylvania Ave., N.W.  
Washington, D.C. 20500

Dear Ms. Williams,

I am contacting you because the Technical Amendments to the  
Higher Education Act are currently under discussion and I am very  
concerned that these amendments impact Private Career Schools and  
their students fairly.

We are an industrial refrigeration and air conditioning service  
contractor supplying repair services to major food manufacturers,  
cold storage facilities, and high tech industries in Southern  
California. Our growth is limited only by our ability to hire  
individuals well-trained in this trade.

In 1989 our search for skilled technicians reached a critical  
stage. We looked into the background of our best technicians and  
found that a heavy majority had attended a private career school  
and most of those went to Universal Technical Institute in  
Arizona.

After our President visited the Arizona campus of Universal  
Technical Institute and observed their classroom and hands-on  
training program, we began recruiting exclusively from that  
school on a regular basis. We now have a top team of technicians  
and have more than doubled our business since 1990.

I think it is important to remember that our colleges are  
producing more graduates than the economy needs, while skilled  
technicians and mechanics are in short supply. These skills  
cannot be adequately acquired from classroom and text book  
studies. Hands-on training is also necessary and Private Career  
Schools have been the most successful in meeting our industry's  
needs.

Your consideration in this matter will be most appreciated.

Sincerely,

C & L Refrigeration

*Susan J. Fabrizio*  
Susan J. Fabrizio

*Re: Technical  
Amendments to  
Higher Education  
Act impacting  
Private Career  
Schools*

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THE WHITE HOUSE

WASHINGTON

Susan J. Fabrizio  
C & L Refrigeration  
336 South Walnut Street  
Anaheim, CA 92802

# *Yushin America, Inc.*

Robots for the Plastics Industry

2 Greco Lane  
Warwick, RI 02886

Tel: (401) 737-7776  
Fax: (401) 732-1032

November 25, 1993

Ms. Margaret A. Williams  
Asst. to the President and Chief of Staff to the First Lady  
Office of the First Lady  
The White House  
1600 Pennsylvania Avenue, N.W.  
Washington, D.C. 20500

Dear Ms. Williams:

Please let me introduce myself to you. My name is Christopher D. Whipple, and I am the Production Manager at Yushin America Inc. in Warwick, Rhode Island. At Yushin America we design and build custom automation equipment for the plastics industry. One of my responsibilities is to hire new employees.

Yushin America has been hiring graduates from New England Institute of Technology for over four years. We have found that these graduates have the technical knowledge that has helped our company grow in this challenging field.

In the future we plan to hire many more employees. I feel that I would be at a great disadvantage if I were unable to hire graduates from New England Institute of Technology. This loss would cost Yushin America to spend more time interviewing and training new employees.

I feel that career colleges such as New England Institute of Technology will play a leading role in upgrading the skills of the American workforce.

I would like to thank the President for the time and work he has spent regarding workforce issues. I'm sure that he is aware that American companies need the best trained workers in the world. Without our workers our company would not be the success it is today.

Sincerely,  
*Christopher D. Whipple*  
Christopher D. Whipple  
Production Manager, Yushin America Inc.

cc:CCA  
New England Institute of Technology

*NOT Time Sensitive*

THE WHITE HOUSE

WASHINGTON

Christopher D. Whipple  
Production Manager  
Yushin America, Inc.  
2 Greco Lane  
Warwick, RI 02886

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From WALT POTOCZNIAK  
SEARS Products Services

IN Support of  
PENNCO  
TECHNICAL School

4409 Black Horse Pike  
Mays Landing, New Jersey 08330  
609/272-2986  
Fax 609/272-2959

**Walt Potoczniak**  
Branch Supervisor

November 29, 1993

Ms. Margaret A. Williams  
Asst. to the President and Chief of Staff to the First Lady  
Office of the First Lady  
The White House  
Washington, D.C. 20501

Dear Ms. Williams:

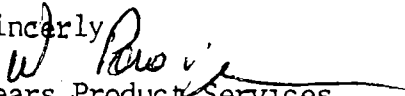
My name is Walt Potoczniak, I am a Supervisor with the Sears Service Department. We service all major brand appliances and electronics.

I hire Pennco Tech graduates because of their thorough training and knowledge. It is a pleasure to hire someone already trained and ambitious to start a new career.

If this service was not available to us we would have to go through numerous applicants, resumes, testing and many hours of on the job training.

Pennco Technical School plays a leading role in upgrading the skills of the American worker.

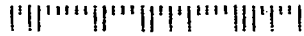
Thank you for your work regarding workforce issues. Sears Product Services is committed to employing the best trained worker in the world.

Sincerely  
  
Sears Product Services  
Walt Potoczniak, Branch Manager

THE WHITE HOUSE

WASHINGTON

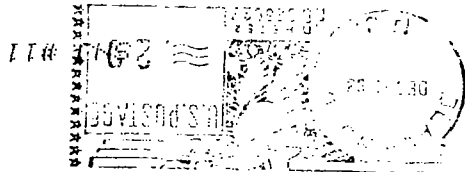
Walt Potoczniak  
Branch Manager  
Sears Product Services  
4409 Black Horse Pike  
Mays Landing, NJ 08330



Ms. Margaret A. Williams  
Asst. to the President and  
Chief of Staff to the First Lady  
The White House  
Washington, D.C. 20500

*Correspondence*

*Clear*  
*P*





November 29, 1993

Ms. Margaret A. Williams  
Assistant to the President and Chief of Staff to the First Lady  
Office of the First Lady  
The White House  
1600 Pennsylvania Avenue. N.W.  
Washington, D.C. 20600

Dear Ms. Williams,

As Chief of Staff to Hillary Clinton, I understand that you have responsibility for advising Mrs. Clinton on domestic policy. Educating America's work force is key to the Clinton's domestic economic recovery plan. I am writing in support of our local career college's efforts to produce well educated workers.

Edgewater Rehabilitation Associates, Inc. (ERA), a therapist owned contract agency provides Occupational, Physical and Speech Therapy services. We have, for the past 25 years, provided professional rehabilitation and support staff services to hospitals, nursing homes, home health agencies, schools and private clinics throughout the State of Illinois. In the new year, we will be expanding our services to include Medical Office Assistants, receptionists and other medical support staff. To meet our existing and expanding staffing needs, we will be working closely with Northwestern Business College.

I have a long standing relationship with Northwestern Business College via my previous employer, Illinois Masonic Medical Center (IMMC). IMMC provides student affiliation opportunities for Medical Office Assistant students from Northwestern Business College. Typically these students are hired post graduation and become very valuable employees. I personally knew of several Medical Office Assistants who continued their education via IMMC's Nursing Career Path Program to become Registered Nurses.

**EDGEWATER  
REHABILITATION  
ASSOCIATES INC.**

400 Skokie Boulevard, Suite 270 <> Northbrook, IL 60062

Tel: 708.480.1211 <> Fax: 708.291.6677 <> Fax (Home Care): 708.272.3313

page two of two

In my new job with ERA, I see an excellent potential for Northwestern Business College graduates. Their students are well prepared for employment and will become a very important resource in our expansion plans. We intend to partner with Northwestern Business College in recruitment and job placement efforts and have committed to employing both students and graduates. In addition, to meet the demands for rehabilitation services, we hope to create a career ladder for Rehabilitation professionals. We plan to provide rehabilitation aide training and placement and work related scholarship programs for those who want to continue their education as Occupational or Physical Therapy Assistants and/or licensed therapists.

Northwestern Business College is an excellent example of a career college's role in upgrading the skills of the American work force. By providing entry level training and partnering with employers Northwestern Business College has opened up many employment opportunities for young Americans as well as those in need of job retraining.

I would like to thank President Clinton and his staff for their efforts regarding work force issues. Companies like Edgewater Rehabilitation Services provide a valuable services. We couldn't do it without trained workers like those who graduate from career colleges such as Northwestern Business College.

Sincerely,

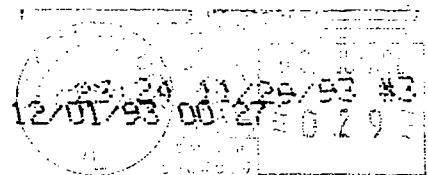
A handwritten signature in cursive script, appearing to read "Mary Jo Korn".

Mary Jo Korn, P.T.  
Vice President of Business Development

**E** EDGEWATER  
REHABILITATION  
ASSOCIATES INC.  
400 Skokie Blvd, Ste 270 Northbrook, IL 60062

Ms Margaret A. Williams  
Chief of Staff to the First Lady  
Office of the First Lady  
The White House  
1600 Pennsylvania Avenue N.W.  
Washington, D.C. 20600

PALATINE IL 600  
WASH. D.C. ZIP DER#7



1600 PENNSYLVANIA AVE NW  
WASHINGTON DC 20500-0005  
AUTOMATED MAIL (NUM) 0000  
WHITE HOUSE



THE WHITE HOUSE

WASHINGTON

Mary Jo Korn, P.T.  
Vice President of Business Development  
Edgewater Rehabilitation Associates, Inc.  
400 Skokie Boulevard, Suite 270  
Northbrook, IL 60062

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Called 1248 left message

Called

CCA

11/30



750 First Street, NE, Suite 900  
Washington, DC 20002-4242

(202) 336-6700  
FAX (202) 336-6828

November 30, 1993

Ms. Margaret A. Williams  
The White House  
1600 Pennsylvania Avenue  
Washington, DC 20501

Dear Ms. Rascoe:

We at Career College Association want to advise you of written communications which will soon be coming to your attention at The White House. During the weeks ahead, businesses from across the nation which employ graduates of career colleges and proprietary schools will be writing to some of the President's key advisors to share their experiences with those graduates.

The primary purposes of these letters will be 1) to raise awareness about the high quality of the education and training being provided by the schools mentioned in the letters and 2) to encourage the Clinton Administration to continue including career colleges and proprietary schools in workforce initiatives that are proposed in the months and years ahead. Many of the employers who hire graduates from our schools risk their economic futures on the ability of these new employees to perform at high levels of proficiency as soon as they begin work. We are proud of the stories they have to tell about the students who graduate from our schools.

Further, over the past year, we have proudly supported the President's direct lending program through a nationwide postcard campaign to Members of Congress from our students, and we are working for passage of the school-to-work initiative now pending before Congress. We have been impressed by the President's commitment to ensuring that this nation's workforce is prepared to compete successfully with any nation in the world. Our schools have a crucial role to play in that effort, and we look forward to working with you to see that this goal becomes a reality. I would like to meet with you at your earliest convenience. If you have any questions, please feel free to contact me at 202/336-6751.

Sincerely,

A handwritten signature in black ink, appearing to read "Tony Calandro".

Tony Calandro

Vice President of Governmental Relations  
*America's Skills Are America's Future*



THE WHITE HOUSE

WASHINGTON

Tony Calandro  
Vice President of Governmental Relations  
Career College Association  
750 First Street, NE, Suite 900  
Washington, DC 20002-4242

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Ryder Commercial Leasing & Services  
1990 W Camelback Road  
Suite 101 Camelback Plaza  
Phoenix, Arizona 85015  
602 246 7890

**RYDER**

November 30, 1993

Ms. Margaret A. Williams  
Asst. to the President and Chief of Staff to the First Lady  
Office of the First Lady  
The White House  
Washington, D.C. 20500

Dear Ms. Williams:

I am writing you to give input on the Technical Amendments to the Higher Education Act currently under discussion. I am concerned how these amendments will impact the private career schools and their students.

I am a Regional Maintenance Manager for Ryder Truck Rental, Inc. which provides and maintains over 140,000 vehicles. We rely heavily on filling entry level technician positions through quality private career schools. These graduates provide us with sound employees with the core skill levels required to do the job.

Ryder has an excellent relationship with several technical schools such as U.T.I. across the country. It is most critical to our success and that of the transportation industry, to continue to be able to draw entry level employees from this source.

Regards,

*Charles L. Cover*

Charles L. Cover  
Region Maintenance Manager

CLC/sh

*Charles Cover  
of Ryder  
supports Technical  
Amendments to  
Higher Educ. Act  
on time sensitive*

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THE WHITE HOUSE

WASHINGTON

Charles L. Cover  
Region Maintenance Manager  
Ryder Commercial Leasing & Services  
1990 W. Camelback Road  
Suite 101, Camelback Plaza  
Phoenix, AZ 85015

Arizona Auto Refrigeration



4560 E. BROADWAY, #28

TUCSON, ARIZ. 85711

November 30, 1993

Dear Sir/Madame:

I am Robin Whitehurst, General Manager for Arizona Auto Refrigeration. Arizona Auto Refrigeration is a company that specializes in auto mechanics and auto refrigeration. We currently have four locations in Arizona.

I have been working with ABC Technical and Trade School for almost two years. I like to hire their graduates because they have the skills and qualities that I need for my business.

Some of our specialized work is seasonal, and if it were not for ABC Technical and Trade School, I would have a difficult time fulfilling my seasonal needs.

ABC Technical and Trade School has been an excellent asset to my company in providing me with skilled employees. I know that they also provide an excellent service to the Tucson community in the same manner. It is my sincere belief that we could not run our business as effectively without ABC Technical and Trade School.

Sincerely,

A handwritten signature in cursive script that reads "Robin Whitehurst". The signature is written in black ink and is positioned below the word "Sincerely,".

Robin Whitehurst  
General Manager

THE WHITE HOUSE

WASHINGTON

Robin Whitehurst  
General Manager  
Arizona Auto Refrigeration  
4560 E. Broadway, #28  
Tucson, AZ 85711



4741 W. Polk St., Phoenix, AZ 85043 / (602) 278-3544

November 30, 1993

Dear Sir/Madame:

My name is Schuyler Kaschimer with AutoZone in Tucson, Arizona. AutoZone is a nationwide company with over 13,000 employees in more than 800 stores, located in twenty-four states. In my position, I recruit new employees for AutoZone.

It was a stroke of luck when I located ABC Technical and Trade School in Tucson, Arizona. They are able to provide me with qualified employees whenever I need them.

I have no doubt that without the assistance of ABC Technical and Trade School, my job would be considerably more difficult and the results of my work would not be as fruitful.

Without ABC Technical and Trade School and other schools like it, I do not know how I would be able to locate as many qualified employees in as short a time as I have been able to with them.

As AutoZone continues to grow, I will continue to look to ABC Technical and Trade School for the qualified workers I need for my company.

Sincerely,

Schuyler Kaschimer  
Recruiter

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THE WHITE HOUSE

WASHINGTON

Schuyler Kaschimer  
AutoZone  
4741 W. Polk Street  
Phoenix, AZ 85043



Arizona Freight Car Repair, Inc.

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November 30, 1993

Dear Sir or Madam;

My name is Richard L. Smith and I am The Vice-President of Operations for Rail Car America. We are a company that has railroad repair facilities in 3 locations in the United States - Omaha, Nebraska - Chehalis, Washington and our most recent one in Tucson, Arizona. We repair railroad cars for all the major railroads in the United States.

I have contacted a company in Tucson called ABC Technical School which has been providing us, Arizona Freight Car Repair, Inc., with welders to work on rail cars. ABC Technical School has been very helpful in pre-qualifying the people that they send to us by completing job applications, and pre-employment interviews with the men or women they send to us. We feel very confident that they will be able to do a good job for us.

Prior to being involved with ABC Technical School we were giving job interviews and welding tests on the job. We were very disappointed in the caliber of people that were applying.

I feel that trade schools like ABC Technical School are a real benefit to the Tucson area by creating and preparing their students for the work force. Most of their students that we have hired have completed their Welder Certification at night at the school allowing them time to work days while still going to school. We wish to see this continue. As our needs go on we will continue to work with and look to ABC Technical School to provide us with qualified workers.

Sincerely,

Richard L. Smith  
Vice President of Operations

RS/am

THE WHITE HOUSE

WASHINGTON

Richard L. Smith  
Vice President of Operations  
Arizona Freight Car Repair, Inc.  
3390 E. 36th Street  
Tucson, AZ 85713

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Bill Wallace  
Contel Collector  
supports technical  
schools

non time sensitive

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Contel Cellular of the Southwest, Inc.  
1200 N. White Sands Suite 101  
Alamogordo, NM 88310  
505 434 6173 Office  
505 434 6184 Fax  
505 430 7000 Portable

November 30, 1993

**CONTEL** CELLULAR.

Ms. Margaret A. Williams  
Asst. to the President and Chief of Staff to the First Lady  
Office of the First Lady  
The White House  
Washington, DC 20500

Dear Ms. Williams:

I am a market manager for Contel Cellular/GTE. My market areas include the Las Cruces, New Mexico Market Service Area, the New Mexico Rural Service Areas 3, 5 and 6, and the Arizona Rural Service Area 2. GTE is ranked as the second largest provider of cellular service in the United States.

I personally hired two graduates from a local private career school, the International Business College here in Alamogordo. My Las Cruces office employs a graduate of the Las Cruces campus of the International Business College.

I would like to emphasize how well trained and qualified for employment these graduates were at the time they were hired. They have been valuable employees to our offices. I have received numerous compliments from colleagues and clients concerning the proficiency and competency of these IBC graduates.

I am so pleased with the job performance of these students that I plan to contact IBC for job placement assistance whenever I need to fill a position.

Our company relies a great deal on well-trained office personnel. We would be greatly handicapped when filling positions if we did not have the qualified graduates from IBC available to us.

Speaking as a businessman and employer, I am concerned with one primary question when I hire -- can the applicant successfully perform the duties involved with the job? It is immaterial to me whether or not they possess a degree from a four year college or university. Years of education do not necessarily indicate a high level of competency. An employee who has had short term training in a vocational school focusing on the required skills to become a proficient, well-qualified employee is much more valuable to me.

I feel there is far too much emphasis in our country on four year college programs and the need for baccalaureate degrees. What our country needs is more emphasis on short term training providing job skills to more people.

The private career colleges and schools in our country provide this type of training. The services they provide benefit all of us by enabling more people to go to work and become productive, tax-paying citizens and by providing companies such as mine with a well-trained workforce. The American workforce needs the services provided by these schools. All Americans should be entitled to options when deciding on where to further their education. Private career schools are the best option for many of them.

I would like to thank President Clinton for his attention to workforce issues. GTE and Contel Cellular are committed to employing the best trained workers in the world. Our efforts to do so will be severely limited if we do not have graduates from private career schools from which to choose.

Sincerely yours,

A handwritten signature in cursive script that reads "Bill Wallace". The signature is written in dark ink and has a long, sweeping underline that extends to the right.

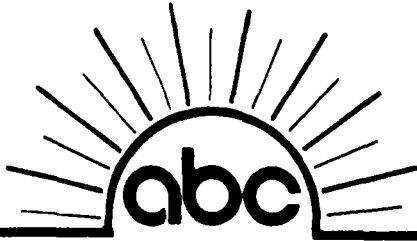
Bill Wallace  
Market Manager  
Contel Cellular, Inc./GTE

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THE WHITE HOUSE

WASHINGTON

Bill Wallace  
Market Manager  
Contel Cellular, Inc.  
1200 N. White Sands, Suite 101  
Alamogordo, NM 88310



## ABC TECHNICAL & TRADE SCHOOLS

December 1, 1993

Ms. Margaret A. Williams  
Asst. to the President  
and Chief of Staff to the First Lady  
The White House  
1600 Pennsylvania Avenue, N.W.  
Washington, D.C. 20500

Dear Ms. Williams:

ABC Technical and Trade Schools in Tucson, Arizona assists many employers in fulfilling their employment needs. We have developed close professional relationships with employers that hire our graduates and request the services of our technical school.

I am enclosing several letters from employers whose businesses continue to depend on our graduates. Some of these employers hire ABC Technical and Trade School graduates exclusively because they know that our graduates are prepared with the skills and abilities that their companies demand.

Ms. Williams, please take a few moments to review the enclosed letters. I am certain that you will understand the importance of Career College Schools and most importantly our students. Our graduates, as exemplified by the enclosed employer letters, can help the Clinton Administration surpass its Work Force Goals but they need your help in Washington.

Thank you for your time. You can depend on ABC Technical and Trade Schools, the Career College Association and especially our students to provide the Work Force that our Nation is depending on.

Sincerely,

E.B. Kessler  
President

EBK/sef

enc.

AUTOMOTIVE • DIESEL • WELDING • ELECTRONICS • HEATING/AIR CONDITIONING

---

THE WHITE HOUSE

WASHINGTON

E.B. Kessler  
President  
ABC Technical and Trade Schools  
3761 E. Technical Drive  
Tucson, AZ 85713

# Palm Court Medical Center

7454 ROYAL PALM BLVD.  
MARGATE, FLORIDA 33063

HOURS BY APPOINTMENT  
973-0030 • 971-5100  
973-0531 FAX

December 1, 1993

Ms. Margaret A. Williams  
Assistant to the President and Chief of Staff to the First Lady  
Office of the First Lady  
The White House  
Washington, D.C. 20501

Dear Ms. Williams:

I will begin by introducing myself. I am the administrator of the Palm Court Medical Center which is affiliated with the Humana Health Care Plans which is a Health Maintenance Organization.

I have hired many graduates of Keiser College because of the excellent theoretical and practical education they have had in the field of Medical Assisting. These students have been educated well and have been trained at the college to show compassion and giving the patient tender loving care.

These students first come to the center after graduating from Keiser College for their externship and the doctors and staff work diligently together so they can get practical experience. This is beneficial for both the student and to the center.

Career schools such as Keiser College should continue to play a leading role in upgrading the skills of the American workforce.

I wish to take this opportunity to thank President Clinton for his work regarding workforce issues and Palm Court Medical Center will always be committed to employ the best trained professionals in the United States of America.

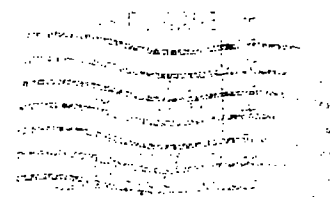
Sincerely,



Ms. E. Duberstein,  
Administrator  
Palm Court Medical Center

**Palm Court Medical Center**

7454 ROYAL PALM BOULEVARD  
MARGATE, FLORIDA 33063



Ms. Margaret A. Williams  
Assistant to the President and Chief of  
Staff to the First Lady  
Office of the First Lady  
The White House  
Washington, D.C. 20501



THE WHITE HOUSE

WASHINGTON

Ms. E. Duberstein  
Administrator  
Palm Court Medical Center  
7454 Royal Palm Blvd.  
Margate, FL 33063

December 1, 1993

Ms. Margaret A. Williams, Assistant to President  
Office of 1st Lady  
The White House  
1600 Pennsylvania Avenue N. W.  
Washington, D.C. 20500

Dear Ms. Williams:

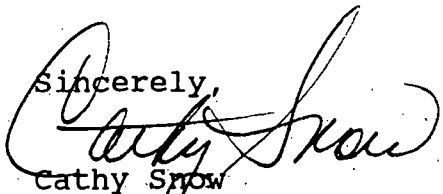
National Computer Print has hired qualified graduates from Herzing Institutes for a number of years. We have found that Herzing Institutes consistently refers individuals who meet our hiring standards. These students are placed in a variety of positions and require only a small amount of additional training on our part.

If Herzing Institutes was unable to refer qualified applicants to NCP, it would be difficult to find qualified applicants, and NCP would have to take extra measures to train those applicants that we were to hire. That would take extra resources that, when recruiting from Herzing Institutes, does not occur.

Career colleges, such as Herzing Institutes, provide employers with a resourceful route to recruit and hire qualified candidates. Herzing Institutes plays an important role in the training and retraining of the workforce in the Birmingham metropolitan area.

We wish to thank President Clinton for his work regarding workforce issues and National Computer Print is committed to employing the best trained workers in the world.

Sincerely,



Cathy Snow  
Personnel Manager

THE WHITE HOUSE

WASHINGTON

Cathy Snow  
Personnel Manager  
National Computer Print, Inc.  
5200 East Lake Boulevard  
Birmingham, AL 35217

---

**PERRAUD & PERRAUD, P.A.**  
**ROBERT L. PERRAUD, D.O.**  
**GEORGE O. PERRAUD, Jr., D.O.**  
**3181 S.W. DAVIE BOULEVARD**  
**FORT LAUDERDALE, FLORIDA 33312**

**TELEPHONE 583-0122**

December 1, 1993

Ms. Margaret A. Williams  
Assistant to the President and Chief of Staff to the First Lady  
Office of the First Lady  
The White House  
Washington, D.C. 20501

Dear Ms. Williams:

Please permit me to introduce myself. My name is Dr. George O. Perraud, Jr., an Osteopathic Physician and Board Certified in Family Practice thru the American Osteopathic Association. I have been actively practicing family medicine in the same area for the past 38 years.

During this span of years in active practice, our needs and requirements for our Registered Medical Assistants have undergone many changes. We have been fortunate not to have had many employee changes during this time like many offices do experience, but when the need arises we always contact Keiser College for a replacement due to their high standards and excellent reputation.

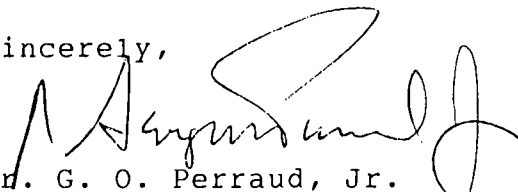
If the graduates of this program were no longer available, it would place an undue hardship upon our Office Manager attempting to locate a satisfactory replacement through newspaper advertising, listing with an Employment Agency and the valuable time loss for screening, interviews and checking references.

We have an extremely busy medical office, performing many services in-house with our well-trained and experienced personnel that otherwise would require the patients to be seen in another facility as well as our location if such career schools such as Keiser College were no longer in existence to provide the training and education necessary for medical personnel today. They also provide education in a medical field to enable individuals access to a job opportunity to fill an important need that would not be available to them due to financial or educational requirements. Their courses prepare an individual for this type of employment in a short period of time due to their excellent curriculum.

Page #2

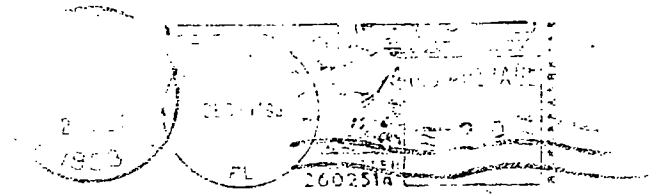
In closing, please permit me to extend my appreciation to President Clinton for his efforts regarding workforce issues. You can be sure that our office will continue our commitment to employing the best trained professionals in the United States of America.

Sincerely,

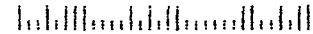
  
Dr. G. O. Perraud, Jr.

GOP:sjs

PERRAUD & PERRAUD, P.A.  
PHYSICIANS AND SURGEONS, D.O.  
3181 S.W. DAVIE BOULEVARD  
FORT LAUDERDALE, FLORIDA  
33312



Ms. Margaret A. Williams  
Assistant to the President and Chief of Staff  
to the First Lady  
Office of the First Lady  
The White House  
Washington, D.C. 20501



---

THE WHITE HOUSE

WASHINGTON

Dr. George O. Perraud, Jr. D.O.  
Perraud & Perraud, P.A.  
3181 S.W. Davie Boulevard  
Fort Lauderdale, FL 33312



IN THE OLD ALMY VILLAGE  
980 EAST MAIN ROAD  
PORTSMOUTH, RHODE ISLAND 02871

TOLL FREE 1-800-638-8263  
RI RESIDENTS 401-683-7974

December 1, 1993

Ms. Margaret A. Williams  
Asst. to the President and Chief of Staff to the First Lady  
Office of the First Lady  
The White House  
Washington, D.C. 20501

Dear Ms. Williams:

I graduated in 1987 from the New England Institute of Technology with an associate degree in Building Construction\Cabinetmaking Technology. I am now a partner in Crosswinds Gallery, a firm specializing in the design and crafting of hand hammered Copper Weather Vanes.

In 1987, at age 20, armed with only my associates degree and ambition, a partner and I bought a small woodworking business with \$5,000 I had saved. Using the skills I had learned in school, (plus some tricks from a couple of old timers!) we grew a business from two employees in 1988 to twelve employees and just under \$1,000,000 in sales three years later. I sold the business in 1991 and then co-founded Crosswinds Gallery at age 24. Crosswinds has over 3000 different designs and has shipped New England crafted Weather Vanes to all 50 U.S. states, Canada, Mexico, Venezuela, Japan, Germany, France, Saudi Arabia, England and Scotland since 1991. We are working with wonderful people from all over the world and love every minute of it. One of our current projects we are working on with a former military contractor involves using a highly accurate photochemical metal cutting process to help make our Weather Vanes. They need the work, and we compliment each other nicely. Just call it a peace dividend.

Having no formal business education, my degree from the New England Institute of Technology made all this possible. I borrowed money from parents of my friends and drove to school after work each night in a 1971 Plymouth I bought for 400 bucks. I could still be loading trucks somewhere had I not gone to school. My goals now are to keep as many people working as possible and help support an environment that fosters creativity and business growth.



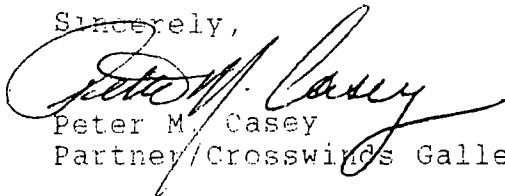
IN THE OLD ALMY VILLAGE  
980 EAST MAIN ROAD  
PORTSMOUTH, RHODE ISLAND 02871

TOLL FREE 1-800-638-8263  
RI RESIDENTS 401-683-7974

I see too much of an emphasis on educational programs which give the American workforce little or no actual hands on experience. In speaking with elder craftsmen, it seems that back in the old days, trades were taught through apprenticeships under masters. The modern day version of the skilled master craftsman is alive and well at our shop and at schools like the New England Institute of Technology. We're working today with microchips more than woodchips.

President Clinton's efforts to better prepare the workforce for the future should create more opportunities for people, young and old, for many years to come. With so many tasks at hand, I appreciate any and all support given by him to today's career colleges and schools, for without them, I would not be able to meet the challenges as successfully as I have.

Sincerely,

  
Peter M. Casey  
Partner/Crosswinds Gallery

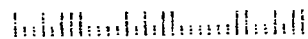
cc: CCA  
NEIT



IN THE OLD ALMY VILLAGE  
980 EAST MAIN ROAD  
PORTSMOUTH, RHODE ISLAND 02871



Ms. Margaret A. Williams  
Asst to the President  
and Chief of Staff to the First Lady  
The White House  
Washington, D.C. 20501



---

THE WHITE HOUSE

WASHINGTON

Peter M. Casey  
Crosswinds Gallery  
980 East Main Road  
Portsmouth, RI 02871

December 1, 1993



Ms. Margaret A. Williams, Assistant to the President and  
Chief of Staff to the First Lady  
Office of the First Lady  
The White House  
1600 Pennsylvania Ave., N.W.  
Washington, D.C. 20500

Dear Ms. Williams:

As Vice President and General Manager of the Silver Nugget Casino, I am writing to seek your support on an issue which is very important to the continued success of this company . . . the future of student financial aid.

The Silver Nugget Casino employs approximately 350 people in Nevada and we rely on a skilled work force from quality career schools such as the National Academy for Casino Dealers. In the last ten years we have employed dealers and floor supervisors who attended the National Academy for Casino Dealers. Each has made a vital impact in their community and field of study. Many of these career college students could not have gained their post-secondary education without the assistance of the Federal Student Loan Programs. In as much, it is imperative, for the continued prosperity of these students and employers such as the Silver Nugget Casino, that provisions are established to insure accessibility of student loans.

Our ability to be competitive in a global economy depends on our ability to employ highly skilled workers. We recognize and appreciate the efforts being made by President Clinton's administration to effectively provide financial aid for short-term, career seeking students.

Respectfully,

Silver Nugget Casino

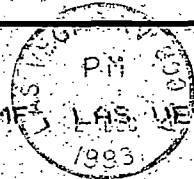
A handwritten signature in cursive script, appearing to read "Roger Jenni".

Roger Jenni  
Vice President  
General Manager

RJ:KR:bpc

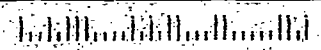


DCR#4 GME LAS VEGAS, NV 120293



Ms. Margaret A. Williams  
Assistant to the President and  
Chief of Staff to the First Lady  
Office of the First Lady  
The White House  
1600 Pennsylvania Ave., N.W.  
Washington, D.C. 20500

2140 Las Vegas Blvd. No. • North Las Vegas, NV 89030



THE WHITE HOUSE

WASHINGTON

Roger Jenni  
Vice President  
General Manager  
Silver Nugget Casino  
2140 Las Vegas Blvd. No.  
North Las Vegas, NV 89030

---



**COULTER**

COULTER CORPORATION  
P.O. Box 1690  
Hialeah, Florida 33011-1690 USA

December 1, 1993

(305) 885-0131  
(800) 327-6531  
Product Information: (800) 526-6932

Ms. Margaret A. Williams  
Assistance to the President and Chief of State to  
the First Lady  
Office of the First Lady  
The White House  
Washington, D.C. 20500

Coulter Corporation  
Hialeah, Florida, USA

Coulter Leasing Corporation  
Hialeah, Florida, USA

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New South Wales, Australia

Coulter Electronics Ind. & Com., Ltda.  
Rio de Janeiro, Brazil

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Burlington, Ontario, Canada

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Madrid, Spain

Coulter Electronics, Ltd.  
Istanbul, Turkey

Coulter Electronics, S.A.  
Caracas, Venezuela

Dear Ms. Williams:

My name is Jerry E. Nunley and I am a supervisor at Coulter Corporation located in Hialeah, FL. We design, develop and manufacturer blood cell analysis equipment. My group provides the function of mechanical design and drafting.

From time to time, we have need to recruit entry level drafters with certain basic skills in manual as well as computer-aided-design and drafting (CADD). Keiser College offers a curriculum to their students that fits our needs relative to the technical skills we look for at the entry level drafter positions here at Coulter.

To lose Keiser College as a community resource which trains and educates students to achieve the needed background in this field would be a negative influence in our continual recruiting efforts.

We believe that career schools such as Keiser College should continue to play a leading role in upgrading the skills of the American workforce.

We would like to thank President Clinton for his work regarding workforce issues in keeping with our own commitment to employ only the best trained professionals to meet our corporate goals.

Sincerely,

Jerry E. Nunley  
Mechanical Design and Drafting Supervisor  
Coulter Corp.

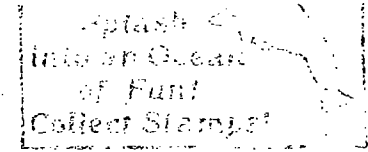
JEN/gmp

**COULTER**

COULTER CORPORATION

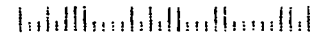


600 West 20th Street  
Hialeah, Florida 33010-2428 USA



Ms. Margaret A. Williams  
Assistance to the President and Chief of State  
to the First Lady  
Office of the First Lady  
The White House  
Washington, D.C. 20500

4232142-7A Rev. 7-87



**THE WHITE HOUSE**

**WASHINGTON**

Jerry E. Nunley  
Mechanical Design & Drafting Supervisor  
Coulter Corporation  
PO Box 1690  
Hialeah, FL 33011-1690

51 WASHINGTON BOULEVARD  
OAK PARK, ILLINOIS 60302  
PHONE 708.386.2776  
FAX 708.386.2885

## BUSINESS CONSULTING GROUP

Serving the Hospitality Industry

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EDUCATION

December 1, 1993

Ms Margaret A Williams  
Chief of Staff/First Lady  
Office of the First Lady  
The White House 1600 Pennsylvania Avenue, N.W.  
Washington, DC 20500

Re: Importance of private Career Colleges and Schools

Dear Ms Williams:


I cannot emphasize enough the role of private career colleges as a resource of well-educated, well-trained personnel for small business.

On more than one occasion I have been able to interview and subsequently hire qualified people for my company projects. The candidates suggested to me have always been wonderfully diverse and extremely motivated. They were always well prepared for the interview, and eager to discuss their role in my company.

As an additional benefit, most candidates are extremely well organized and mature. Some are midlife career change people while others have achieved their credentials while working or raising a family.

These schools are the best ticket to a better life for their students. Please do what you can to support these programs.

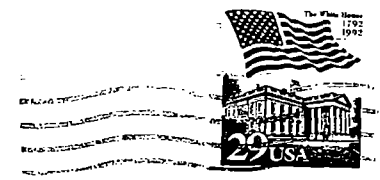
With Regard,



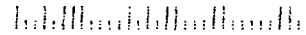
Jerry C Nikitas  
President

**BUSINESS CONSULTING GROUP**

51 WASHINGTON BOULEVARD  
OAK PARK, ILLINOIS 60302



Ms. Margaret Williams  
Chief of Staff/First Lady  
Office of the First Lady  
The White House  
1600 Pennsylvania Avenue, N.W.  
Washington, DC 20500



THE WHITE HOUSE

WASHINGTON

Jerry C. Nikitas  
President  
Business Consulting Group  
51 Washington Boulevard  
Oak Park, IL 60302

LAW OFFICES

**PRETZEL & STOUFFER** Chartered

ONE SOUTH WACKER DRIVE • SUITE 2500 • CHICAGO, ILLINOIS 60606-4673 • 312/346-1973

FAX NUMBER 312/346-8242

December 1, 1993

AUTHOR'S DIRECT DIAL

PLEASE REFER TO OUR FILE NUMBER

312/578-7537

**Ms. Margaret A. Williams**  
**Asst. to the President and Chief of Staff to the First Lady**  
**Office of the First Lady**  
**The White House**  
**Washington, D.C. 20501**

**Dear Ms. Williams:**

I am the Secretarial Manager for a law firm that employs approximately 65 legal secretaries. In my position, I am primarily responsible for the hiring and training of our legal secretaries.

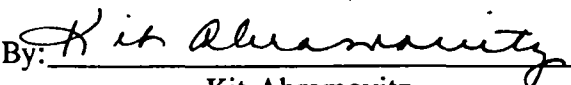
What we primarily look for in a candidate is either previous legal secretarial experience, or in the alternative, a higher education which focuses on the legal and/or secretarial field. It is our experience that if a candidate does not possess one or both of the foregoing, their chances of success in the legal field will be minimal.

We rely on the local business colleges to supply prospective secretarial applicants. We have found that these applicants possess excellent secretarial skills, above average computer skills and a basic knowledge of legal procedure, as a result of the intensive curriculum provided to them through the business colleges.

These colleges are an extreme benefit to the community as they provide the necessary skills to individuals; creating viable and marketable career persons who are immediately qualified to enter into the workplace.

Very truly yours,

**PRETZEL & STOUFFER, CHARTERED**

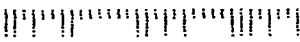
By: 

**Kit Abramovitz**  
**Secretarial Manager**

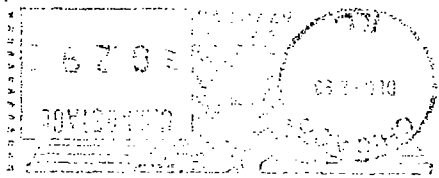
Neil K. Quinn  
Richard L. Berdelle  
Theodore G. Gertz  
Leo M. Tarpey, Jr.  
Edward H. Nielsen  
David J. Loughnane  
Paul L. Price  
Richard S. Wisner  
Robert Marc Chemers  
Stanley P. Sklar  
Glen R. Bernfield  
Joseph R. Breen  
Anthony J. Tunney  
Lewis M. Schneider  
Timothy A. Weaver  
William E. Kenny  
Robert J. Heyne  
Richard M. Waris  
Brian T. Henry  
Catherine Coyne Reiter  
Edward B. Ruff III  
Maryanne H. Capron  
John J. Walsh III  
Patrick F. Lustig  
John V. Smith II  
Ronald S. Ladden  
Gemma B. Allen  
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Elizabeth Conkin  
David M. Bennett  
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Donald B. Lenderman  
Paula Meyer Bestler  
Daniel B. Mills  
Audrey A. Berish  
Jeffery W. Davis  
Stephen C. Vallman  
Steven M. Laduzinsky  
Barbara Condit Canning  
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Amy Hoagland Kane  
Donald J. O'Meara, Jr.  
Molly M. O'Reilly  
William F. Smith  
Ian R. Stevenson  
David B. Galman  
Joyce M. Greene  
Steven J. Martin  
Colleen M. Sims  
Peter G. Skiko  
Daniel J. Moriarty

of Counsel  
Ralph E. Stouffer, Jr.  
Joseph B. Lederleiner

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Ms. Margaret A. Williams  
 Asst. to the President and  
 Chief of Staff to the First Lady  
 Office of the First Lady  
 The White House  
 Washington, D.C. 20501



*PRETZEL & STOFFER* Chartered  
 ONE SOUTH WACKER DRIVE • SUITE 2500  
 CHICAGO, ILLINOIS 60606-4673

THE WHITE HOUSE  
 WASHINGTON

Kit Abramovitz  
 Secretarial Manager  
 Pretzel & Stouffer  
 One South Wacker Drive  
 Suite 2500  
 Chicago, IL 60606-4673

*alternative*  
**RESOURCES**  
*corporation*<sup>®</sup>

December 1, 1993

Ms. Margaret Williams  
Asst. to the President  
and Chief of Staff to the First Lady  
Office of the First Lady  
The White House  
Washington, D.C. 20501

Dear Ms. Williams:

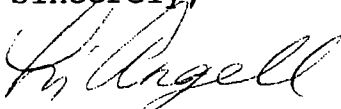
I am writing to you as the Branch General Manager of the Baltimore and Harrisburg offices of Alternative Resources Corporation. ARC is a computer services organization which provides Smartsourcing solutions to our clients' Information Services staffing capability. We provide technical staffing in three areas of information processing: Mainframe Operations, PC/Local Area Networks, and Telecommunications.

On occasion, we use graduates of Computer Learning Network for entry level positions in mainframe operations. CLN graduates are typically technically-oriented and well-educated employees who enable us to fulfill the technical needs of our clients.

I feel that career colleges and schools, such as Computer Learning Network, should play a leading role in upgrading the skills of the American workforce. While on-the-job training is effective, we are finding that employers do require basic skills that are learned only in educational environments.

We at ARC are grateful to the President for his achievements regarding workforce issues and we commit to employing the best trained workers in the world.

Sincerely,



Liz Angell  
Branch General Manager

cc: Laura McNeel  
Jim Della Volpe

THE WHITE HOUSE

WASHINGTON

Liz Angell  
Branch General Manager  
Alternative Resources Corporation  
7004 Security Boulevard, Suite 100  
Baltimore, MD 21244