

women of L.L.Bean as they celebrate their 100th anniversary. This legendary Maine company is one of America's most inspiring family business success stories and one of my State's most cherished institutions.

Many L.L.Bean customers know the story of the company's origin. Leon Leonwood Bean was an avid Maine outdoorsman who was tired of cold, wet feet while hunting or fishing. In 1912, he invented the Maine Hunting Shoe, a boot with leather uppers and a thick rubber sole. His fellow outdoorsmen liked the boot and a business was born.

The second, less-known part of the story really tells the tale. The rubber bottoms of those shoes separated from the leather tops and 90 of the first 100 pairs were returned. Although it nearly put him out of business, L.L. kept his word and refunded the purchase price. He borrowed more money, corrected the problem and, with undiminished confidence, mailed more brochures. L.L. had learned the value of personally testing his products, of honest advertising based on firm convictions and of keeping the customer satisfied at any cost.

Leon Leonwood Bean founded his business on his personal guarantee of "100 percent satisfaction in every way." In all the years since, that promise has been kept. Whether seeking expert advice, making a purchase, or exchanging or returning a product, generations of customers have found L.L.Bean to be a place where that first commitment to customer satisfaction still resonates.

Today, L.L.Bean is one of the world's most respected retailers, with sales exceeding \$1.5 billion. From the flagship store in Freeport, ME, to dozens of stores and outlets throughout the United States, more than 11 million people visit L.L.Bean stores each year. The company's famous catalogues are sent to 160 countries, and its Internet presence leads the industry. In its first century, the company has grown from a one-room operation selling a single product to a global enterprise providing some 4,900 year-round jobs, and that figure typically doubles during peak holiday season.

In addition to its remarkable retail success, L.L.Bean remains true to its origins as a manufacturer. In Brunswick and Lewiston, ME, more than 435 skilled workers craft such iconic products as the Maine Hunting Shoe, the L.L.Bean Boot and the Boat and Tote Bag. Leon Leonwood Bean made 100 pairs of boots in his first production run in 1912. Last year, Maine workers produced more than 400,000 pairs.

When the man *TIME* magazine called "The Merchant of the Maine Woods" passed away in 1967, leadership of the company was passed on to his grandson, Leon Gorman.

Soon after becoming president, Leon introduced the stakeholder concept, which clearly linked L.L.Bean's success as a business to key stakeholders—customers, employees, share-

holders, vendors, communities and the natural environment. In his 30 years as president, Leon Gorman led L.L.Bean from a \$4.75 million catalog company to an over-one-billion-dollar multi-channel enterprise. Leon firmly established L.L.Bean as a leader in the outdoors industry, offering high-quality equipment and apparel, backed by world-class service and products guaranteed to last.

It is fitting that L.L.Bean is celebrating its centennial with special projects that advance the company's guiding principles. These include the Million Moment Mission, in which L.L.Bean will contribute \$1 to the National Park Foundation for every outdoor moment shared by customers up to a total of \$1 million, and a commitment of an additional \$1.5 million at the local and State levels to encourage our young people to discover the outdoors.

I am often asked what L.L.Bean means to our State. As one of Maine's largest employers, the company certainly means a great deal to the thousands who work there. L.L.Bean offers careers with opportunities for advancement in a respectful, positive environment. The spin-off benefits to other Maine industries, including product vendors and business suppliers, are enormous. The continued commitment to Maine-made products—wreaths, maple syrup, mustard, furniture, running shoes, slippers, in addition to the company's famous tote bags and boots—sustains a great many businesses and households throughout our State.

Certainly, the sales, revenue, and growth numbers are impressive. Even more impressive is the fact that this family company succeeds in a modern, global economy with the timeless values that foster dedicated employees and loyal customers. It is a pleasure to congratulate the people of L.L.Bean on this centennial and to thank them for their contributions to our Nation and to the great State of Maine.●

#### TRIBUTE TO ALEXANDER PAGOULATOS

● Mr. LAUTENBERG. Mr. President, today I wish to recognize Alexander Pagoulatos, an impressive young New Jerseyan who recently graduated West Point as the class of 2012's valedictorian. Hailing from Basking Ridge, NJ and a 2008 graduate of Ridge High School, Alex has strong roots in the Garden State. As a young man, he was well known for excelling on Ridge High's Varsity fencing team, as well as his dedicated service to his church and greater community. And when Alex applied through my office for a nomination to the United States Military Academy at West Point during his senior year, his outstanding record and bright future made it an easy choice.

At West Point, Alex continued to make us proud. As an economics major, he achieved the highest grade point av-

erage possible, the result of earning numerous A-pluses. This accomplishment is all the more impressive when one considers that he also minored in environmental engineering. For his success both in and out of the classroom, Alex earned awards of all kinds. This May, Alex graduated at the top of his class academically, physically, and overall, receiving his diploma as the class of 2012's valedictorian.

Alex's service to his Nation didn't end that Saturday at Michie Stadium. Upon graduation, Alex received his commission as a 2nd Lieutenant in the United States Army. Following his training at Fort Benning, he will deploy to Vicenza, Italy as a member of the 173rd Airborne Brigade Combat Team.

As a former soldier and a veteran of World War II, I commend Alex for his service to our Nation and recognize the sacrifices he is making in the name of that service. He has made my State of New Jersey extremely proud and I know he will continue his commitment to excellence in the Army. We all owe Alex an incredible debt of gratitude and I know that the people of New Jersey, and indeed Americans across our country are thankful for his dedicated service to our country and look forward to his future achievements.●

#### RECOGNIZING MAINE DAYBOAT SCALLOPS

● Ms. SNOWE. Mr. President, throughout the 112th Congress, I have consistently implored my colleagues to remember the value of our Nation's small businesses. These firms are uniquely equipped to devise and implement innovative business plans and strategies that are needed to strengthen challenged industries, and do so regularly. Nowhere is this more prevalent than in my home state of Maine. Today I rise to recognize and commend a newly founded small business, Maine Dayboat Scallops located in Bath, ME, and its owner Togue Brawn.

Ms. Brawn has more than two decades of rich and varied experience working in Maine's fishing and service sectors. She has, among other things, sold Bait Cups invented by her father; worked at Portland's Harbor fish market; sold space at domestic and international commercial fishing trade shows; served at the Portland Old Port's Fore Street and J's Oyster restaurants; worked on a number of fisheries research projects; served at the Maine Department of Marine Resources; and founded her own business.

During her tenure with the Department of Marine Resources, Ms. Brawn took a special interest in working to address the serious challenges facing Maine's scallop fisheries, which had become significantly depleted. By virtue of her knowledge, experience, and close ties with those involved in the industry, Ms. Brawn was keenly aware of the nature of the challenge facing the State: in order to advance the long-