

# Akerlow Thomas Dyer

INCORPORATED

December 29, 1980

Senator Orrin G. Hatch  
411 Russell Senate Office Building  
Washington, D.C. 20510

Dear Orrin:

I am enclosing a copy of a letter and a resume from Mr. Duane Pearsall, who is president of the Small Business Development Corporation in Denver, Colorado. Duane has been a very successful small businessman and recently sold his business in Colorado. The proceeds from the sale have enabled Duane to spend considerable time and energy in the promotion of and development of small business organizations in Colorado and the intermountain west. I know him as president of the Mountain States Association, which is an organization of 8 states in the intermountain west dedicated to the improvement of small business.

Duane has become very interested in the position of Administrator of the Small Business Administration. As the letter notes, he has been recommended by both the U.S. Chamber of Commerce and the Council of Small and Independent Business Associations for this position.

As he also notes, he does not need the job. He wants to serve and believes that he has a contribution to make to national government. I agree with him in this and believe Duane would make an excellent contribution, particularly since he is not a career bureaucrat nor one who needs an income.

I would like to add my name to those who are supporting him, both as an independent businessman myself, and as chairman of the Small Business Council of the Salt Lake Area Chamber of Commerce. I know that the Chamber of Commerce is very supportive of Duane and all of us here in Utah would like to see him appointed as Administrator of the SBA. I'm sure I also speak for the Utah Council of Small Business since Dave Tomlinson and I have discussed this matter many times.

I would appreciate it if you would forward this recommendation to the Secretary of Commerce - Designate, or whomever the appropriate person

Senator Orrin G. Hatch  
December 29, 1980  
Page 2

would be as consideration is being made for appointment of the  
Administrator of the SBA.

Thank you very much for your attention to this matter.

Yours truly,



Charles W. Akerlow  
President

ls

cc: Duane Pearsall ✓