

# Small Business Development Corp.

DUANE D. PEARSALL  
President

February 27, 1981

Mr. Charles W. Ackerlow, President  
Ackerlow Thomas Dyer  
McIntyre Bldg.  
68 Main Street, Suite 300  
Salt Lake City, UT 84101

Dear Chuck,

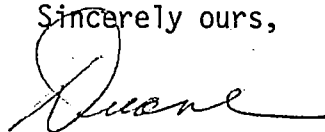
Just a note to thank you for your support in connection with the SBA Administrator position.

Very honestly, I was hoping that I would not be asked, and at the same time, leave my application in as a benchmark on qualifications. With the top three candidates for the position being Zapata, Santos, and Cardenas, It's obvious that the political realities dictated an Hispanic for SBA. We can only hope Mr. Cardenas is strong enough to stand up and be heard. Unfortunately, the bulk of the small business community will perceive this as an indicator of a low value level for the small business movement.

In any case, it may demonstrate that small business cannot relax in spite of a pro-business Administration and may even have to shout louder than ever.

Your support meant a great deal to me and I only hope I will have the opportunity to return the favor.

Sincerely ours,



Duane D. Pearsall  
President

DDP:sam