



UNDERWRITERS LABORATORIES INC.

333 PFINGSTEN ROAD · NORTHBROOK, ILLINOIS 60062

an independent, not-for-profit organization testing for public safety

August 11, 1980

Mr. Duane D. Pearsall, President
Small Business Development Corp.
24758 Foothills Drive North
Golden, Colorado 80401

Dear Duane:

I was interested in reading your letter dated August 1, 1980 discussing the formation of the Mountain States Association. If, in the course of your involvement, you come across a problem associated with UL, I would appreciate an opportunity to know about it and possibly to act on it. There are many product categories in which the largest percentage of UL Listees are small businesses. As a result of our years of experience, we recognize that certain approaches are needed to accommodate small businesses. For example, the type of follow-up inspection may need to be adjusted for small businesses which are unable to purchase and use expensive quality control equipment.

Good luck in your effort. If we run across an issue which I believe will be of interest to you and your organization, be assured that I will write to you.

Cordially,

JACK BONO
President

JAB:AGA

CC: Mr. Henry E. Collins

Look For The  Listing or Classification Mark On The Product