

# Small Business Development Corp.

DUANE D. PEARSALL  
President

August 1, 1980

Mr. Jack A. Bono, President  
Underwriters Laboratories, Inc.  
33 Pfingston Road  
Northbrook, IL 60062

Dear Jack,

Thanks for the copy of your statement to the FTC as well as the statement on ECOS Electronics Corporation.

Since there has been no response to my letter to the attorney for ECOS (attempting to organize small business to promote RTC control of standards and certification), I assume they were unsuccessful. Let's hope so.

You might be interested to know of a new organization, the Mountain States Association, which will represent small business in this eight-state area of the Rocky Mountains, stretching from Montana-Idaho to Arizona-New Mexico. Since it is a reorganization of an existing association of Chambers of Commerce, we initially represent some 30,000 small businesses which belong to sixty Chambers of Commerce in this region. Since I accepted the presidency this first year, my job is to secure 100 associations as members (upwards of 50,000 small businesses) by June 1981.

Although our thrust is legislative action for small business at a grassroots level, our policy dictates that our actions be directed to improve the economic climate for business of all sizes. We hope to have a small business liaison committee working with each Congressperson in each of those states and a training program to help them become effective lobbyists. Since we cannot afford a central Washington lobbying organization, our grassroots efforts may be even more effective. If they are, we will influence 5% of the House and a whopping big 16% of the Senate!

Let me know if we can be of assistance at any time.

Sincerely yours,

Duane D. Pearsall  
President

DDP:sam

cc: Mr. Hank Collins