

August 2, 1978



acdc
electronics

Mr. Duane Pearsall
Statitrol Division
140 South Union Boulevard
Lakewood, Colorado 80228

Dear Duane:

I was most pleased to receive your very thoughtful letter. Before my abrupt departure for Europe I looked for you to chat a bit but you had already departed.

All of us who had a part in the Singapore Project were disappointed that we were not able to conclude the venture. Perhaps if we started two years earlier things would have been much different today. Thanks for your kind words of personal commendation. I try to do the job for people I like and respect....obviously this includes one Duane Pearsall.

Of course I knew your plans to phase out of active participation in the management of Statitrol. All of us will surely miss your gentlemanly presence. I am sure Ernie and the other fellows on the Management Team will solicit and value your good council in the future. We both share the desire to help the Division become profitable. At this point you are in a better position to contribute than I. However, while in Europe I took the time to help get things started through Arne DeLaporte of Ridge. Tom is now following through. I think they can do a good marketing job in the UK where they plan to start.

Thank you for the invitation to visit with you when in Denver. I look forward with great anticipation and interest to see the "Pearsall Castle" upon completion.

With fond personal regards to Marge and you.

Cordially,

A handwritten signature in black ink that reads "Wil Hoehing".

Wil Hoehing