

DUANE PEARSALL

I first heard of Duane by reputation. I worked for a competitor of his company, an innovative manufacturer of residential smoke detectors. Statitrol had the respect of its peers in the business world. That is because it had the character of its founder, Duane.

I first met Duane when I walked into his company without an appointment and he saw me! It was what I wanted, but I was shocked he would see me without prior notice. Not only that, but he gave me a tour through his manufacturing area showing me how his product was made. Maybe he knew I was not an engineer and industrial espionage wasn't why I was there. I wanted to work for this man, and he gave me a job.

Duane was a huge "fork in the road" in my life and that of my family. As you go through life you are fortunate to recognize that fork and the change it brings. Everyone in his company loved him and it was because of the way he treated people; it was their extended family. The people who worked on the line new him as well as those working in the office, and that was special.

To me, Duane was always the same, a modest man who became the national Business Man of the Year in 1976. What an honor, and no recipient of that award was ever more humble than Duane. He was the real guy in the "white hat" and deserved that respect.

Duane was an athlete even at an advanced age. I have a photo of him during one of his medal episodes ice skating. He looks like an older Olympian.

On Halloween one year, I came into the office dressed as what I thought looked like "the wolf man" with hair and scars on my face, but the office thought I was one of the many whose life was saved by Duane's smoke detector. Yes, Statitrol had scores of letters thanking Duane's company for saving their lives. In reality, Duane's dream of this product saved

many lives and protected people who would have been horribly burned if not for his smoke detector.

We all have the privilege in this life to accomplish certain things that determine our character, and Duane got it all right. We've heard jokes and stories of St. Peter welcoming souls to heaven, but I firmly believe that the Lord himself welcomed Duane saying "well done, my good and faithful one".

friends, Cal & Barbara Judson