

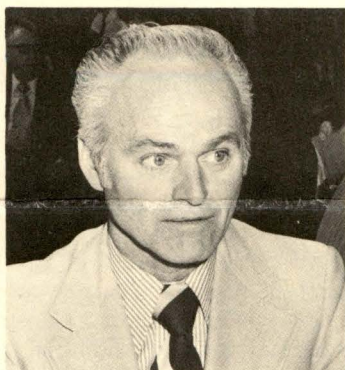
Small Businessman Speaks Up

Since his selection as "Small Business Person of 1976"—a selection made by the U.S. Small Business Administration—Duane D. Pearsall of Lakewood, Colo. has been speaking in many parts of the United States.

But one of his most important public appearances came in a Congressional hearing room where he spent much of the day listening to other witnesses as he waited to testify before the Senate Subcommittee on Antitrust and Monopoly of the Committee on the Judiciary. For most of the day the only Senator present was Sen. James Abourezk (D-S.D.) who, besides presiding, also happens to be the chief sponsor of the pending legislation.

"It was quite an experience," Mr. Pearsall commented afterward. "This is a kind of adversary procedure, with the adversary on one side presiding and also asking the questions."

Mr. Pearsall gained fame and fortune as the entrepreneur behind the highly successful company which developed and marketed the first battery-powered home smoke detector. Shortly before he came to Washington to testify, his Statitrol Company, which manufactures the detectors, was sold to Emerson Electric Co., and Mr. Pearsall became president of the new Statitrol division for Emerson.



Duane D. Pearsall

Taking time from a busy schedule, he appeared as a witness at the hearing for the Chamber of Commerce of the United States and its Small Business Council to oppose legislation that in his words, would create "panic" among thousands of small business operators in this country.

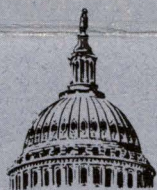
Sen. Abourezk's bill would set up a new federal agency to regulate development of industry standards and testing of thousands of manufactured products. The standards, now developed by private industry, establish safety and other requirements manufacturers must meet in order to place products on the market.

Mr. Pearsall said he was shocked at the proposal and denied that small business is impeded or discriminated against under the present system.

In his company's case, Mr. Pearsall said, the current system was its "salvation."

"We were brought back from the brink of financial disaster and put on the road to success," he said. "Because of help from our present system our sales have grown from a million to over \$10 million in the past four years." He added: "The introduction of our battery-powered detector was the beginning of an industry, now representing over 5 million units a year and \$200 million in sales. The number of manufacturers has grown from less than five to approximately 50 in the past three years. Equally important, from the competitive and consumer points of view, the prices are now lower than they once were."

The country does not need another new law such as Sen. Abourezk proposes. But, it does need more businessmen, taking time off and flying into Washington, to tell U.S. senators how it is out there in the real world.



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