

## **Lakewood businessman opposes new regulations**

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WASHINGTON — A Lakewood businessman Monday urged defeat of a Senate bill which would create a new federal agency to regulate development of industry standards for thousands of products.

Duane D. Pearsall, president of Emerson Electric Co's Statitrol division, told the Senate subcommittee on antitrust and monopoly that the legislation would harm small business, not help it.

The proposed new agency, called the National Standards management Boards would function in cooperation with the Federal Trade Commission.

Pearsall, who built a multimillion-dollar business in Lakewood from the manufacture of household smoke detectors (Smoke Guard), contended that manufacturers should continue to establish their own standards.

"The sympathy, personal attention and assistance provided by the existing system

was our (Statitrol's) salvation," he said. "We were brought back from the brink of financial disaster and put on the road to success."

Pearsall, who testified in behalf of the U.S. Chamber of Commerce and the Small Business Council, said the existing voluntary standards system had helped Statitrol's sales increase from \$500,000 to \$10 million in the past four years.

Pearsall, who was designated "Small Businessman of 1976" by the Small Business Association, said thousands of products are manufactured according to private industry standards, then tested in accredited laboratories to determine if they meet nationally accepted standards.

The Lakewood businessman challenged claims in the Senate bill that the existing privately operated standards system stifles competition, impedes small businesses, discourages new product development and leaves no recourse for appeals.