



Whittaker International Services Company
A Subsidiary of Whittaker Corporation
10880 Wilshire Boulevard
Los Angeles, California 90024
213/475-9411
Telex 674891 Cable WHICORP

December 16, 1980

Mr. Max Hugel
Small Business Administration
Room 1030-A
1441 L Street NW
Washington D.C. 21406

Dear Mr. Hugel,

I am writing you as a member of the President-elect Reagan's transition team to support the candidacy of Mr. Duane Pearsall for the position of Administrator of S.B.A.

I have known Duane personally and professionally for the past four years as we have interfaced on many occasions regarding our mutual interest in the development of free enterprises and small business activities in the United States. Mr. Pearsall's dedication to, and knowledge of, small business enterprise in the United States make him uniquely qualified for the Administrators position. His interpersonal relations skills as well as his ability to motivate people make him the kind of leader the S.B.A. should have.

Obviously, Mr. Pearsall's past achievements stand as a monument to his dedication and ability. I urge you to consider him for the position of Administrator of the Small Business Administration.

Sincerely,

Curtis C. Gielow
President, Whittaker International Services

Arizona Small Business Man of the Year - 1979
Chairman, Arizona Delegation, White House Conference on
Small Business
Former member, Council of Small Business, Chamber of Commerce
of the United States.