



STATITROL

140 SOUTH UNION BOULEVARD
LAKEWOOD, COLORADO 80228
(303) 986-1581

May 31, 1978

TO WHOM IT MAY CONCERN

This letter should serve to introduce and recommend Duane D. Pearsall.

Also, this letter is somewhat unusual in that it is written quite voluntarily by an employee to recommend his immediate superior.

Duane has done an excellent job in the past 15 years of building the Statitrol Division of Emerson Electric Company from an idea to a business employing in excess of 350 people. His single biggest asset is his ability to provide an environment conducive to growth of both people and business. He assures each individual of a growth opportunity by providing the tools to do the job and allowing them to do it! He has provided growth for business by creative approaches to marketing and the introduction of products needed by the consumer. With Duane's leadership, Statitrol introduced in 1972 the first low cost battery powered smoke detector. This product is now well known and is used in a high percentage of American homes.

In short, Duane is a leader and his talents would be appreciated by virtually any company fortunate enough to employ him. This man is truly a fine contributor.

Sincerely,

P. A. Staby
Manager of Product Planning
and Development
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