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Two Letters from Baker Industries to Duane Pearsall.

Baker Industries

Joseph E. Johnson

George F. Clark

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Pyrotronics

8 Ridgedale Avenue, Cedar Knolls, New Jersey 07927
(201) 267-1300

GEORGE F. CLARK
Senior Vice President
Business Development

January 30, 1981

Mr. Duane D. Pearsall
President
Small Business Development Corp.
24758 Foothills Drive North
Golden, Colorado 80401

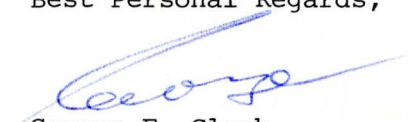
Dear Duane:

It was awfully nice to hear from you and would like you to know that our Bill Magee who is handling the marketing of our Residential product line has contacted your friend Curtis Gielow of the Whittaker Corp. He has advised him that we had some 4,000 of Model P5F in inventory and also advised him that there would be no more produced.

I would like to correct an impression that we are going out of the business. This is not quite right as we have retained our Toronto based manufacturing operation for the Residential product line, but we are certainly out of the mass marketing area.

Trust you are all well and will certainly take you up on the dinner invitation the next time I am in Denver.

Best Personal Regards,



George F. Clark

GFC:vlg

P.S. Joe Johnson was with us last night for a little celebration. You were right, he is consulting, but is on retainer with Baker Industries and Pyrotronics for approximately another year. His home address and phone number are: 33 Sycamore Hill Road, Bernardsville, NJ 07924-201-766-5379, in case you would like to contact him.

1980



Baker Industries, Inc.

1633 Littleton Road, Parsippany, N.J. 07054
(201) 267-5300

Joseph E. Johnson
Vice President
External Affairs

May 29, 1980

Mr. Duane D. Pearsall
24758 Foothills Drive
Golden, Colo. 80401

Dear Duane:

I wanted to let you know how pleased I was to be present to see you receive the Fire Protection Man of the Year Award from SFPE last week in Boston. No one deserves it more than you, and we certainly miss you in the industry. My heartiest congratulations.

It was awfully nice to see you and your charming wife. I am only sorry we did not have more time to talk. Perhaps that can be remedied when I am next in Denver and I will surely take you up on your invitation to get together again at that time.

Sincerely,

JEJ/eam