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# Letter to Pearsall from K. M. Stevens and the Powers Regulator Company

K. M. Stevens

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# THE POWERS REGULATOR COMPANY

3400 OAKTON STREET, SKOKIE, ILLINOIS • TELEPHONE ORCHARD 3-6700

October 17, 1955

Duane D. Pearsall Company  
520 Acoma Street  
Denver 4, Colorado

Dear Mr. Pearsall:

I'm pleased to note from your recent letter that things are going well for you and I'm sure this didn't just happen. You are a capable person and you have worked hard to make it come out that way.

I'm sure that Jack Wilson has enjoyed having you in the office and I suspect that you have been of mutual assistance to each other.

I am very happy that Jack and Bob have made the progress in Denver that they have and I sincerely hope they are enjoying their work. As I see the principal difference between working for Honeywell and for Powers is the fact that we give our people freedom to use their own judgement on many items and we try to hire people that have good judgement. I'm sure this freedom gives us a definite edge over Honeywell, because our people can make decisions on the spot, which makes for better relations with the customer.

I feel that both Jack and Bob have good judgement and are of the type that enjoy an arrangement of this type. I don't think either of them could have been happy in their jobs with Honeywell for any length of time.

I do wish you were a member of our staff out there, but we also realize that we don't offer all the opportunities in the world. There are many other jobs that can provide success for an individual. If at any time you feel that you want to make a change, I know you will discuss the matter with Jack and if we have an opening, I am sure we would be glad to have you join us.

We certainly wish you the best of luck in your new endeavor and we were very glad to have you with us.

Yours very truly,

THE POWERS REGULATOR COMPANY

*E. M. Stevens*

E. M. Stevens  
Central Division Manager