

7-1-1977

## Correspondence between Duane Pearsall and Richard Leshner

Richard Leshner

Duane Pearsall

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July 7, 1977

Dr. Richard L. Leshar, President  
Chamber of Commerce of the United States  
1615 H Street, N. W.  
Washington, D.C. 20062

Dear Dr. Leshar:

It has been just a little over one year since I wrote you a very terse letter criticizing the Chamber for its lack of concern for small business problems. Although the timing was coincidental, shortly thereafter you announced a new Center for Small Business. Subsequently, a Council for Small Business was formed and it has now been active for about ten months.

Appearing with you last Wednesday before the Humphrey-McIntyre Joint Committee, I could not help but feel the U.S. Chamber has come a very long way towards an equitable and realistic reaction to the concerns of its small business members.

Recognizing the predominant small business support for this Bill, I elected to depart from the prepared text and reflect what would be the consensus opinion of the members of the Small Business Council.

On balance, I believe the Chamber's position was made clear and that there are problems with the Bill. However, I hope our testimony demonstrated the Chamber's sincere interest in the development of proper legislation to truly be of assistance to small business as well as the entire business community.

I found myself walking the tight rope of responsibility to the total business community as well as to small business. It was a beneficial experience for me and I hope it was helpful for the Chamber.

Sincerely yours,

Duane D. Pearsall  
President  
bc

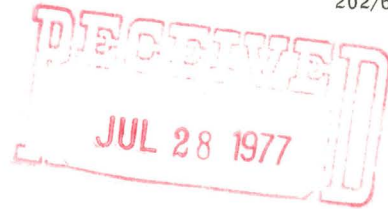
CHAMBER OF COMMERCE  
OF THE  
UNITED STATES OF AMERICA

RICHARD L. LESHER  
PRESIDENT

July 25, 1977

1615 H STREET, N.W.  
WASHINGTON, D. C. 20062  
202/659-6207

Mr. Duane D. Pearsall  
President  
Statitrol Division  
Emerson Electric Company  
140 South Union Boulevard  
Lakewood, Colorado 80228



Dear Duane:

You were thoughtful to write me about our testimony together on Small Business Investment Policy and about your view of the National Chamber "one year later." There are few people from whom a generally favorable assessment would be more welcome.

I want to credit you with a substantial role in achieving the good results which you describe. When we started a year ago with a sincere commitment to small business, you helped us to set our sights on appropriate targets and you have worked with us to reach those targets. Your testimony on June 29 was one among many important ways you have helped us progress. The Chamber is the better, and small business is the better.

Like you, I hope our testimony demonstrated interest in being of real assistance to small business. We should support what is good for small business, based on careful and responsible analysis. And we should not mince words in criticizing what purports to be good but may be a subterfuge for still more governmental interference. That is what concerns me about the legislation on which we testified.

I appreciate your willingness to work with us and to criticize us where you feel it is in order. We have "come a very long way," and with your help we will get there.

Sincerely,

A handwritten signature in dark ink, appearing to read "Rich", written in a cursive style.

Richard L. Lesh