

*Senator Robert Dole*

*Be Miller*

REMARKS OF SENATOR BOB DOLE  
SMALL BUSINESS PRIME CONTRACTOR OF THE YEAR AWARD  
WELLINGTON, KANSAS  
FRIDAY, MARCH 15, 1974

*1969-  
(unhappy)  
Kath  
Rog*

IT IS A PLEASURE TO BE HERE TODAY FOR THESE CEREMONIES PROVIDING  
RECOGNITION TO THE LAMAR ELECTRO AIR CORPORATION AS THIS YEAR'S OUTSTANDING  
SMALL BUSINESS PRIME CONTRACTOR.

THE FACT THAT A KANSAS COMPANY SHOULD BE SINGLED OUT FOR THIS AWARD  
IS ITSELF A MAJOR DISTINCTION, CONSIDERING THE NUMBER OF SMALL BUSINESS  
CONCERNS IN SBA'S REGION VII. BUT I BELIEVE LAMAR'S LOCATION HERE IN  
WELLINGTON SAYS A GREAT DEAL ABOUT OUR KANSAS ECONOMY AND ABOUT THE  
QUALITY OF BUSINESS LEADERSHIP WE HAVE IN OUR STATE.

PROUD OF KANSAS COMPANY

WE ARE, OF COURSE, ALWAYS PROUD WHEN A KANSAS FIRM OR INDIVIDUAL  
RECEIVES RECOGNITION FOR SPECIAL ACHIEVEMENT. WE TAKE JUSTIFIABLE

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SATISFACTION IN THE GROWTH AND PROSPERITY OF THE FREE ENTERPRISE SYSTEM  
IN KANSAS, BOTH IN TERMS OF LARGE AS WELL AS SMALL COMPANIES AND BUSINESS.

AND ALTHOUGH WE HAVE OUR SHARE OF LARGE CONCERNS, IT IS ALWAYS  
IMPRESSIVE AND ENCOURAGING TO SEE ANY SMALL COMPANY, PARTNERSHIP OR  
PROPRIETERSHIP TAKE ROOT, GROW AND BEGIN TO PROSPER. EACH SUCH EXAMPLE  
IS JUST ONE MORE REMINDER TO US AND TO NEWER GENERATIONS THAT WE LIVE IN A  
LAND OF OPPORTUNITY WHERE INDIVIDUAL EXCELLENCE, ABILITY AND INITIATIVE  
CAN BE REWARDED WITH PROFIT. UNFORTUNATELY PROFIT APPEARS TO BE SOMETHING  
THAT FAR TOO MANY PEOPLE IN THIS COUNTRY MISTAKENLY BELIEVE IS A DIRTY WORD.  
THEY SEEM TO EQUATE PROFIT WITH GREED AND HARBOR THE DELUSION THAT WE  
SOMEHOW CAN -- AND SHOULD -- DO WITHOUT IT.

BUT PROFIT IS NOT A DIRTY WORD. RATHER, IT IS THE LIFEblood OF THE  
FREE ENTERPRISE SYSTEM WHICH -- IF THE GOVERNMENT CAN KEEP ITS CLUMSY

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CONTROLS AND REGULATIONS OFF LONG ENOUGH -- WILL GET BACK ON AN EVEN KEEL AND CONTINUE TO BUILD AND SUPPORT THE AMERICAN WAY OF LIFE AT A LEVEL WHICH FAR EXCEEDS THE EXPECTATIONS OR IMAGINATIONS OF MOST OF THE WORLD'S PEOPLE.

#### IKE'S LEADERSHIP

IN ADDITION I THINK WE ALSO TAKE A SPECIAL MEASURE OF SATISFACTION IN THE SUCCESS OF OUR KANSAS SMALL BUSINESSES. FOR EVERY TIME ONE OF THEM BECOMES A GOING OPERATION OR RECEIVES RECOGNITION FOR SPECIAL ACHIEVEMENT, IT STANDS OUT AS ANOTHER TRIBUTE AND TESTIMONY TO THE VISION OF PRESIDENT DWIGHT EISENHOWER WHO WAS INSTRUMENTAL IN SECURING PASSAGE OF THE SMALL BUSINESS ACT AND SIGNED IT INTO LAW MORE THAN TWENTY YEARS AGO.

COMING FROM ABILENE ON OUR KANSAS PRAIRIE, IKE WAS A GREAT BELIEVER



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IN THE FREE ENTERPRISE SYSTEM AND IN THE IMPORTANCE OF THE SMALL, INDEPENDENT BUSINESSMAN. HE KNEW PROFIT WAS NOT A DIRTY WORD OR AN ANTISOCIAL FORCE. HE HAD SEEN THESE THINGS FIRST HAND AS A BOY GROWING UP IN ABILENE, AND HE CARRIED THESE BELIEFS WITH HIM INTO THE PRESIDENCY.

SO EVERY CEREMONY, LIKE THE ONE WE ARE CONDUCTING TODAY, OF COURSE, PAYS TRIBUTE TO THE CONCERN AND THE INDIVIDUALS WHOM MAKE IT GO. BUT IN A CERTAIN SPECIAL WAY WE ARE ALSO OFFERING A SPECIAL BIT OF THANKS AND RECOGNITION TO IKE AND HIS FAITH IN THE AMERICAN ECONOMIC SYSTEM.

#### DIVERSIFIED ECONOMY

TURNING TO THE BUSINESS AT HAND, LET ME SAY THAT THE SELECTION OF THE LAMAR ELECTRO AIR CORPORATION FROM WELLINGTON FOR THIS AWARD SPEAKS MOST HIGHLY OF THE KANSAS ECONOMY AND THE TYPE OF BALANCED, SOLID GROWTH IT IS SUPPORTING.

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WE ARE, OF COURSE, PROUD OF THE GREAT AGRICULTURAL ABUNDANCE OF OUR STATE. IT PROVIDES A VAST FLOW OF INCOME TO OUR FARMERS, OUR COMMUNITIES AND TO MANY AGRIBUSINESS COMPANIES. BUT THE FOSTERING AND DEVELOPMENT OF IMPORTANT NON-AGRICULTURAL INDUSTRY -- SUCH AS LAMAR -- IS A TREMENDOUSLY IMPORTANT SIGN THAT OUR BUSINESS LEADERS RECOGNIZE THE IMPORTANCE AND VALUE OF DIVERSITY IN THE ECONOMIC BASE. AND THE LOCATION OF SUCH INDUSTRIES IN CITIES LIKE WELLINGTON IS AN ESPECIALLY ENCOURAGING SIGN OF OUR BUSINESS LEADERS' FAITH IN THE NON-URBAN WAY OF LIFE IN AMERICA AND THE ADVANTAGES SUCH LOCATION HOLDS FOR THE EMPLOYER COMPANIES AS WELL AS FOR EMPLOYEES AND THEIR FAMILIES.

#### SBA ROLE

I BELIEVE THE SMALL BUSINESS ADMINISTRATION DESERVES A SPECIAL WORD OF RECOGNITION FOR ITS EFFORTS. IT IS IMPORTANT TO REALIZE THAT SBA

DOES MORE THAN SIMPLY MAKE AND ADMINISTER LOANS. IT HAS A WIDE VARIETY OF PROGRAMS TO ACTIVELY ASSIST SMALL BUSINESSMEN IN EXPANDING AND DEVELOPING THEIR COMPANIES. AND NO AREA OF ASSISTANCE IS MORE IMPORTANT THAN THAT WHICH SEEKS TO INVOLVE THESE COMPANIES IN THE WORK OF THE FEDERAL GOVERNMENT.

UNCLE SAM IS THE BIGGEST SINGLE CONSUMER OF GOODS AND SERVICES IN THE ENTIRE COUNTRY. GOVERNMENT REQUIRES EVERYTHING FROM AIRCRAFT CARRIERS TO WINDOW WASHERS AND FROM PENCIL SHARPENERS TO ASPRIN. AND THERE IS EVERY REASON TO SEE THAT SMALL BUSINESSES ARE ABLE TO COMPETE FOR AN APPROPRIATE SHARE OF THAT FEDERAL MARKET. NOT ONLY CAN GOVERNMENT CONTRACTS PROVIDE A MAJOR AND PERHAPS THE PRIME SOURCE OF REVENUE FOR SOME SMALL CONCERNS. BUT THEIR EFFICIENCY, RESPONSIVENESS AND CAPABILITIES CAN OFTEN RESULT IN SUBSTANTIAL SAVINGS IN TIME AND MONEY TO THE UNITED STATES -- AND TO EVERY TAXPAYER.

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SO SBA'S EFFORTS TO BRING SMALL BUSINESSMEN AND GOVERNMENT  
TOGETHER MAKE GOOD SENSE AND GOOD BUSINESS AT THE SAME TIME.

LAMAR ELECTRO AIR CORPORATION

TO THE PEOPLE OF THE WELLINGTON AREA LAMAR ELECTRO AIR AND ITS  
CHAIRMAN, JOHN STEWART, NEED NO INTRODUCTION. ANY BUSINESS WHICH HAS  
GROWN TO A NET WORTH OF SOME \$500,000 IN JUST NINE YEARS AND THE MAN  
WHO SPEARHEADED THAT GROWTH WILL STAND OUT ON THEIR OWN.

THEY CERTAINLY STAND OUT IN THE EYES OF THEIR CUSTOMERS WITH WHOM THEIR  
REPUTATION IS ABSOLUTELY TOPS. FINANCIAL AND MANAGEMENT STABILITY,  
SUCCESS IN COMPETITIVE BIDDING, RELIABILITY, QUALITY CONTROL AND TECHNICAL  
COMPETENCE -- HAVE ALL BEEN PRAISED TIME AND AGAIN BY THEIR MILITARY  
AND COMMERCIAL CUSTOMERS. AND IN AN AREA SO COMPLEX AND DEMANDING AS THE  
SERVICING OF VITAL AIRCRAFT INSTRUMENTS AND CONTROLS, SUCH PERFORMANCE IS



REASON ENOUGH TO UNDERSTAND THE BASIS FOR TODAY'S AWARD.

EXCEPTIONAL MANAGEMENT

AND I THINK THE COMPANY'S PERFORMANCE IS AN ACCURATE REFLECTION OF JOHN STEWART'S APPROACH TO BUSINESS AND TO HIS RESPONSIBILITIES AS A LEADER IN THE WELLINGTON AREA AND THROUGHOUT THE STATE. IT IS WIDELY BELIEVED THAT BEHIND EVERY SUCCESSFUL BALANCE SHEET AND COMPANY REPORT STANDS A MANAGER WHO CARES ABOUT HIS BUSINESS, KNOWS IT AND IS DEEPLY CONCERNED WITH THE WORK AND WELL BEING OF HIS EMPLOYEES AND THEIR COMMUNITY. AND JOHN STEWART IS NO EXCEPTION TO ~~THIS~~ VIEW.

HIS KNOWLEDGE AND UNDERSTANDING OF BUSINESS AND TECHNOLOGY -- PLUS MANY LONG HOURS OF HARD WORK -- ARE STAMPED ON THE SUCCESS STORY OF LAMAR. HIS EFFORTS TO BUILD THE ECONOMY OF WELLINGTON STRETCH FAR BEYOND THE FIFTY



OR MORE EMPLOYEES OF LAMAR. THEY INCLUDE WILCO, MIDWEST AND OTHER INTERESTS, TOO. BUT HIS INVOLVEMENT ALSO REACHES DEEPLY INTO THE ROOTS OF THE COMMUNITY AND EFFORTS TOWARD OF IMPROVING THE WELLBEING OF MANY WHO WILL NEVER KNOW HIM.

I AM PARTICULARLY AWARE OF THIS LATTER ASPECT OF THE WORK DONE BY JOHN AND LINDA STEWART. WE SHARE A MUTUAL CONCERN IN THE FIELD OF THE HANDICAPPED -- PARTICULARLY YOUNGSTERS WHO ARE AFFLICTED WITH VARIOUS MENTAL AND PHYSICAL DISABILITIES. AND I AM VERY MUCH AWARE OF THE QUIET BUT VERY GENEROUS SUPPORT GIVEN BY THE STEWARTS TO THE UNIVERSITY OF KANSAS AND ITS PROGRAMS OF PROVIDING SERVICES AND TRAINING FOR HANDICAPPED CHILDREN. JOHN ALSO SERVES ON THE EXECUTIVE COMMITTEE OF THE KU ENDOWMENT ASSOCIATION, AND THEY ARE BOTH ACTIVE IN A BROAD RANGE OF OTHER CIVIC CAUSES.

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SMALL BUSINESS PRIME CONTRACTOR OF THE YEAR

SO LET ME JUST SAY -- WITHOUT FURTHER DETAIL OR DELAY -- THAT IT IS A GREAT PLEASURE AND PRIVILEGE TO TAKE PART IN THESE CEREMONIES TODAY. LAMAR IS AN OUTSTANDING COMPANY WHICH HAS BEEN SINGLED OUT FOR WELL-DESERVED AND APPROPRIATE RECOGNITION. AND JOHN STEWART IS A BUSINESSMAN AND CIVIC LEADER WHO DOES GREAT CREDIT TO THE CONCEPT OF QUALITY BUSINESS MANAGEMENT AND EXEMPLARY CIVIC LEADERSHIP.

IT IS ANOTHER INDICATION OF JOHN STEWART'S WAY OF DOING THINGS THAT HE HAS CHOSEN NOT TO ACCEPT THIS AWARD HIMSELF.

RATHER, HE HAS REQUESTED THAT ANOTHER VERY DEDICATED AND QUALIFIED MEMBER OF LAMAR'S LEADERSHIP TAKE THE LIMELIGHT ON THIS OCCASION. HIS CHOICE OF R.J. le Juerne, THE PRESIDENT AND CHIEF OPERATIONS OFFICER OF LAMAR IS ENTIRELY APPROPRIATE.

MR. le Juerrne HAS BEEN WITH LAMAR FROM THE BEGINNING AND HAS PLAYED A MAJOR ROLE IN BUILDING THE COMPANY'S RECORD OF SUCCESS, RELIABILITY AND PROGRESS. HIS EXTENSIVE BACKGROUND IN AVIATION -- AS A NAVAL AVIATOR, WITH THE BOEING COMPANY AND IN VIRTUALLY EVERY ASPECT OF AIRCRAFT COMPONENTS AND PERFORMANCE -- EXPLAINS A GREAT DEAL ABOUT LAMAR'S SUCCESS AND REPUTATION.

THEREFORE, I TAKE GREAT PRIDE TO JOINTWITH ACTING REGIONAL DIRECTOR DERYL SCHUSTER AND THE SMALL BUSINESS ADMINISTRATION IN PRESENTING THE 1974 SMALL BUSINESS PRIME CONTRACTOR OF THE YEAR AWARD TO LAMAR ELECTRO AIR CORPORATION AND TO R.J. le Juerrne. CONGRATULATIONS.