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DAN QUAYLE

October 18, 1986

Andy Bur~~ker~~^{ker}, Mark Cieszlak, Kathy Shaw, Fred Mec~~ision~~^{ison}, Theresa _____

Press releases in sequence:

7/29/85 - 1st 6 mos. '85 raised \$471,000. Had ~~a~~^{an} hand from 1984 63,000.

So in June 1985, they had taken in 535,000.

DQ spent 2,400,000 vs. Bayh.

Daniel Evans is Chairman of Quayle Committee. Moses is manager.

8/22/85 Stockman will come to DQ fund raiser in South Bend."

10/28/85 Details on "Salute to the Republican Majority"

It's a \$11 per person fund raiser. Senators who will be there are Simpson, Garn, Laxalt, Mattingly, McConnell, Stevens, Warner.

1/31/86 - FEC report raised \$605,000 in second six months of 1985. Has breakdown of PACs, individuals, party, etc.

Cash on hand as of December 31, 1985 = \$650,000.

2/13/86 - dQ files for candidacy formally.

[National Journal 4/12/86 - Cohen article "a Senate success story." "legislature second among the most productive of the 1980 class." Washington Post profile "The Charmed Wife of Indiana's Golden Boy" - the business of better than expected. Rich has my story completely.]

[Also National Journal - Top and bottom of 1980 class. "Potential senate leaders Quayle-Rudman. Gorton. Specter is "publicity hound". AS and MA = "most independent of party leadership."]

4/15/86 FEC \$200,000 raised in 1st 3 mos. of 1986. [5/10/80 - Dan gets Farm Bureau endorsement - their release.]

7/2/86 - Elizabeth Dole visits Lafayette and Terre Haute fund raisers.

7/15/86 - Since the April 16 close of the pre-primary 1986 reporting period - have collected 310,000. i.e. April 17-June 30. Raised to date \$1,715,000.

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[7/29/86 Dan gets VFW-PAC endorsement - their release]

10/14/86 Quayle announces no more fund raisers and no more fund raising mailings. He will appear at functions that have been scheduled as fund raisers but won't raise money there.

10/15/86 - 3rd quarter report - 383,000 raised July 1-Sept. 30. Cash on hand as of Sept. 30 = 670,000. Total raised to date 2,115,000.

That is the total of the Quayle press releases - Mary says "That's all there are. ~~That's~~ it!!"

Jill Long's press releases.

She is a professor of Business Administration at Valparaiso University since 1981 - got her BS & MBA & Ph.D. at Valparaiso - Member of Valparaiso City Council Jan. 1984 - present. Ban on 1952 - wrote one published article - i.e. "How Do Men and Women Compare as Business Doctoral Students" The Business Graduate, spring 1981.

Her press releases are policy statements and two (*) are position papers that seem to be written by herself.

*4/25/86 "Long Calls for Farm Policy Revision

*6/26/86 "Senate Tax Bill Recess ~~imary~~ "

7/31/86 "Long Clarifies Family Farm Loss" her family files for Chapter 11 bankruptcy - 2200 acre farm in NE Indiana.

8/4/86 "Long ^{Begins Drug} ~~Regime Only~~ Fight in Indiana"

5/16/86 "Long Calls for Withdrawal of Manion Nomination." (~~No~~ mention of Quayle by name in any of these releases--not even this one.)

4/15/86 "Long Calls Bombing of Libya A Mistake"

9/3/86 Long Calls for Restored Budget Cuts" (for law enforcement agencies™

9/3/86 - she holds a press conference and the Quayle people have a summary.

Their summary says: "Did not want to attack Quayle because she does nt feel that it is fair without him being able to stand up for himself." But she wants the debates to focus on issues and on Quayle's voting record. - issue--eco., foreign policy. Manion.

9/24/86 "Long Calls Repeal of Investment Tax Credit a Mistake."

10/1/86 "Long Challenges Opponent to Series of Debates" Took her long enough to come to that play. She wants "five debates between now and election day."

10/31/86 "Long Challenges Opponent on Issues Concerning Elderly".

This one is the latest one as of my visit. It gets a story in the Star on 10/16. But in the story from her press release saying ^{that} Quayle is "balancing federal budget on the backs of the poor," the next paragraph says that Quayle has gotten the backing of Rev. Leon Sullivan - (of Sullivan principles) who called Quayle "a friend of the poor" and praised his sponsorship of JTPA! The squelch.

The story then goes on to say that Long will air commercials to farmers if she gets money from Labor PACs. She has raised 100,000!!! (total). Mark Cieslak, in the campaign headquarters, says she has \$900 in the bank and that her husband drives her around in a Nova and that's her campaign.

In yesterday's Oct. 14 Ind. Star, the story runs that Dan is not going to raise more money. "Quayle Tells Donors to fill other GOP Pots." Long will report total receipts of \$103,000. "The Long campaign had virtually no cash on hand as of Sept. 30... The campaign is paying its bills; including a 5,000 a month payroll for six campaign staffers--through contributions as they arrive." acc. to campaign manager. Long has 1000 individual contributors; Quayle has 10,000.

Quayle totals = 2.1 million.

The only event of the campaign so far as I can tell was the LWV debate Sept. 7.

It was described by staff and papers as very "gentlemanly". Evansville Press 9/8/86 "a very genteel event." She asked why he took PAC money from defense contractors when he sat on procurement subcommittee. He said PACs are people and that most of his money comes from individual contributors.

Well, that's the kind of question that might hurt in a close race. But in this kind of a race, nothing happens. You need to get close to make it work. There is a saying that close only counts in horseshoes and dancing or something like that. But close does count in campaigns, because once you get within a certain distance, things hurt that wouldn't otherwise. It's the threshold idea sort of. *Closeness is a "contextual" factor. or, perceived closeness.*

It was as important to assure people that debate wouldn't interfere with Colts game as anything else Ind. Star 9/7)

Comment on Debate in Indiana News editorial "High Noon it Wasn't" - it was "an issue oriented debate in an issue oriented campaign." - no winner

John Kruff of Indiana News writes about debate in terms of potential gain and big change for Long, being "Far Far Far behind Quayle" - wonders why Quayle would do it - one reason is the civics reason, but the one he stresses is the challenge, the terrorism, "the narcotic." "Politicians...are addicted to people. They need the thrill of contacting voters and the challenge of trying to win them over...the chances to touch the voters on the other side of the TV screens." Article called "A fix that answers ~~the~~ crave."

Article in Anderson bulletin by Ken de la Bastole re race "When State Sen. Louis Mahern was the heir apparent...political observers across the country dubbed the Indiana race a toss up."

"Quayle's campaign, which is well financed, will continue to stress name recognition and his work on the Jobs Partnership Training Act." Dems think

DQ is vulnerable on for. pol. and agric. issues.

DQ 1985 ADA rating = 0.

End of 1985 press conference Courier Journal 12/24/85 Finds DQ ready to go vs. opponent. "I want an opponent. I'm ready. I'm well organized...we're prepared to do battle with the best person that they can put forward."

"I'm at a very good point in my political career and I think my political career would be enhanced"...by running vs. a strong candidate.

In another article from "Times Washington Bureau" by David Gourevitch. (check copy directory)
"Quayle Hoping for some Competition", the quote is more complete. "I'm at a very good point in my career and an opponent would enhance it over the long run."

Also "I want an opponent. I'm ready. I'm well organized. I've been successful in my fund raising efforts....I've a record I'm ready to run on."

2/18/86 Huntington Press Herald - "We've trained 90,000 people in Indiana these last couple of years."

12/16/84 Courier Journal "Quayle off and Running before Foe can get Set." Tom Loftis (guy DQ says is best reporter)

DQ meets with advisers in early Dec. and he sees that as the kick off.

"In 1980 Q rode the RR tide to upset (BB)...Democrats considered that outcome a fluke and Quayle a lightweight. Yet Quayle has worked to shake that image and to a considerable degree, he has been successful."

He lists all the Dem. possibles along with their drawbacks. Re Mahern "he will need much more than his wit to beat Quayle...(and) "will have to carry the 'big city Democrat' baggage into the race." Mary says Mahern would have been scrappy race but he was known as a deal cutter and carried "heavy baggage."

12/10 NA Tribune another story on DQ meeting with his close advisers.
Re expectations: "During the 1980 campaign and in his first few months in Washington, Quayle was rapped by Democrats who questioned whether he was

intelligent enough to function in the Senate....now (they) grudgingly grant Quayle respect for his legislative accomplishments." Title of article: "Quayle ^{Preparing} Reporting for 1986 Bid on Reelection to the Senate." New Albany Tribune (AP)

Louis ^{11/6} CJ 12/10 - "Indiana's Freshman Wins praise as young and Rising Star" Keith Harriston. "Several people think Quayle is heading toward prominence in Washington especially when talk turned to the 16 first term freshmen." - ^{What comes back from Washington - sends an echo chamber.}

Getting mentioned that way at Dallas Convention.

Kokomo Tribune - 9/10/86 quotes CQ (Ehrenhalt) as among 12 most "effective but underrated" - not a publicity hound also in NA Tribune. "he has gained a reputation for asking troublesome questions in a way that might lead to constructive answers. He is an ^{iconoclast} without being a maverick."

Allan says his criteria for 'the 12 most underrated' were "unpretentious, rarely partisan legislative professions who are candid, well informed and not prone to self promotion."

Story ran in NYT, WP, ^{Lamille} CJ, Ft. Wayne Journal Gazette, Lafayette Journal and Courier, Madison Courier, Chic. Tribune, Ind. Star, Hartford City News Times, New Albany Tribune, Huntington Herald Press, Cincinnati ^{Engineer} Engineer, Goshen News, Dearborn County Journal Press.

^{replies} Indiana Star 9/11 story on Ehrenhalt quotes Ehr. as saying "He carried with him ^{to} the Senate knowledge of congressional procedures and protocols learned during two terms as a member of the H of R."

That judgment may help explain no job training style -- ^{if he did carry such things}

Lou CJ 10/6 says re JTPA - Quayle announced 48m for Indiana in summer - also supplemental grants of 700,000 to retrain laid off steel workers, 1.2m to retrain factory workers laid off in South Bend.

Richmond Times Dispatch - 10/8/85 - Charlies McDowell writes a column about his breakfast group's meeting with DQ. "He turned out to be smart, articulate, thoughtful and able to see three or four sides of an issue." ^{a legislator's skill I think -- if you are going to work Coalitions}

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Bloomington Bedford Herald Times 12/15/85 "Quayle Gears Up for '86 Campaign."

Kurt Van der Dussen. "Asked what he considers the highlight of his first term Quayle cited passage of the JTPA." He says it's much better than CETA

and DQ says "We're trained 75,000 people in Indiana already."

Ind Star 4/17/86
Says JTPA has ~~traveled~~ ^{trained} over 90,000 in Indiana.

3/7/86 "Berne Daily Witness summary of JTPA - Since program began, Indiana has been allocated 223m, 94,000 Indianans have participated in first 24 mos.

Rich Cohen article gets noticed in Laporte Herald Argus 4/26/86 "Quayle a Senate Kingpin?"

He's getting 2nd stage treatment like Pete Domenici. South Bend Tribune 5/2/86 on how little national or statewide attention Senate race was getting.

AP story May 4, 1986 handicapping Senate races for 16 freshmen. Most vulnerable Hawkins, Abdnor, Symms, Denton. Potentially Vulnerable Specter, Mattingly, Nickles, Kasten, Andrews, Gorton.

Steve Hess' book says that DQ looks like Redford - so the tag still lives.

Evansville Courier 5/11/86 "Quayle Thinks Friendships Grow on Golf Fairways"
Bob Sands

"You're constantly building friendships. When you play golf you find you have so much to talk about."

He has a 7 handicap at Congr. CC.

Captain of De ~~Law~~ ^{Law} golf team.

Some competitiveness there?

Author says "Quayle realizes how important the social aspects of golf are. But he knows about the competitive aura of the game. He talked about Jack Nicklaus' victory in the Master's as the essence of golf."

Louisville Courier Journal 6/15/86 - "Democrats Once Bubbly Optimism is going flat." Tom Loftus

Calling Long's campaign "a disaster...so far behind Quayle that it is scary."

Partly problem is "Long's insistence on running a 'positive' campaign."

Party leaders urged her to be more aggressive and she did but "she aimed her attacks at the Reagan White House, however, not Quayle."

Indianapolis News 7/1/86 Long "I am still going to take what I call the high road. I am not going to attack Dan Quayle...I think my job is to point out what is best for the state of Indiana.'

When the two had joint appearance at a synagogue - Dan talked about human rights and Long didn't - reporter saw some signs that she might attack Quayle when she talked about his PAC contributions. But the only quote I could find that sounded the least bit aggressive (and was pallid by comparison with Conrad) was "If you're satisfied with the present farm values ~~and~~ grain prices, send Quayle back. If you're not, send me." Terre Haute Tribune Star 10/4/86.

Now - in Oct. she is pressing for more debates - not much attention getting paid to it. An occasional story only.

South Bend Tribune 10/2/86 lead paragraph "Jill Long, desperately needing TV exposure in her uphill race came to South Bend Wednesday for a news conference and got no TV coverage."

"TV Snubs Long's trip to Arca." Jack Colwell.

He also wrote "Long" however, expressed neither frustration nor irritation."

Indiana News 9/29/86

Poll 40.3-Quayle 35.2-Undecided 17%-Long. Poll Ind. U. - Purdue U at Ind.

She gets her maximum publicity criticizing tax bill and investment tax credit large no. of stories - but no mention of Quayle.

DQ starts TV ads 9/15 - 7 week \$500,000-\$600,000 TV buy.

From Jill Long file - it shows her getting more press for ideas. Evansville CJ 4/8/86 - "It won't be a negative campaign about Senator Quayle. It will be a positive campaign about me." 1st time she spoke to reporter after her endorsement. "Democrat Jill Long Builds Recognition in Senate Race," Doug Richardson.

Long didn't get any head start in the primary--she ran vs. a LaRouche candidate--"In an age of slick, political advertising and high priced campaign consultants, the two Democrats....have waged almost invisible campaigns." Evansville Courier - "Senate Demo Hopefuls run invisible campaigns" David Hulan.

Long didn't want to give her oponent publicity.

This article notes her late and slow start - in 1st 3 months of 1986, she collected 17,000.

When Long won the primary , Dan jumped in and invited her to debate - got the upper hand in that way.

Re her campaign, see "Demos Urge Long to Confront Quayle" Douglas Davidoff Ind. News 1st paragraph. "Top Indiana Democratic party leaders have given (Long) a strong message: get tough with Dan Quayle."

Diff statements of their advice in a meeting "She should force him to confront the issues...she cannot run a moderate campaign because Dan Quayle will run a moderate campaign. She needs to draw him out."

"She's not kicking him in the ass."

Long "I can tell you--I will not run a negative campaign."

"The advice to get tough with Quayle fell hard on Long. She has said many times she did not plan to directly attack Quayle. Instead, she has said she wanted to discuss issues--leaving reporters to draw the differences between herself and the Republican."

Post Tribune(?) 7/3 "She reiterated she will not campaign in a negative fashion...one should not try to equate aggressiveness with a negative campaign."

South Bend Tribune 8/24 "Long to Center on differences: 'I want to avoid criticizing Quayle.' Doug Richardson.

"You're still not going to hear me criticize him, but I will be asking him questions.

*Article re debate "Long, Quayle Both Score in Debate." Gerry LaFollete, Ind. News.

*DQ calls JTPA "the pride of my Seante career. Over 150,000 Hoosiers have been trained for new jobs."

Mary and greg and I went to the Columbia Club for lunch. They talked about their non-campaign. When I first asked Mary, what's cooking?, her answer was, "not much."

I asked her to talk about JTPA and the campaign. "It's the whole camapign. It's everything. It's the first thing he talks about almost everywhere he goes. All our opinion polls tell us that jobs is still the number one issue in this state. He can talk jobs like nobody else can." He did something about it. When he goes someplace, he can tell people how many jobs were created there and exactly how many dollars went into the area. He can name companies that laid off workers and point to companies that hired trainees. So it's pure gold. And it sews everything together. He brings home the bacon; he is a national leader; and the program embodies his philosophy of private public partnership. It becomes a model for other programs. And it is exemplified by the partnership that is rebuilding places like Indianapolis. JTPA is his suit of armor."

I asked her what the campaign would have been like without JTPA. "He stumped me with that one" she told Tom Duesterberg later. "I told him that I'd have to assume if Dan hadn't been working on ^{that, he'd have been working on} something else. Maybe we'd have been like Al D'Amato and claim credit for things all over the state that never happened" (laughter).

Anyway, it was not an easy question to answer.

Walking over to the club, she talked about how mild-mannered and non-political the Long campaign was. "In the debates, she only took 90 seconds of the three minutes each one was allotted for a final statement. The moderator told her she a minute and a half left, and she said she'd give it to Senator Quayle! Can you imagine any politician giving up a minute and a half of free statewide exposure. It was worth about 12,000! When they had their other appearance one after the other, at the Hebrew congregation Dan devoted 20 minutes to matters of concern to the group like human rights. She didn't even mention it. She did mention Dan's one great contribution to the new tax bill, provision protecting foreign golf professionals. Any other candidate would have gone to town on that one and really put him on the defensive. She said "It's legitimate, but he should have been doing other things. Now she's been calling for more debates. But she should have been hitting us on that from day one. And Paul Parkinson--not a word about that. Boy if I was a candidate against Dan I'd dig her up wherever she is, give her 50 bucks and get her to talk about it. But nothing. The first thing she said when she was nominated was that she was not going to attack Dan Quayle or run a negative campaign--just talk about the issues. And that's what she has done."

"It's gotten so that now when she issues a call for debates, the reporters don't even bother to call us. No one pays attention."

"No one from the national press has been here. And in all their stories they skip from Illinois to Iowa. It's been that way for two years."

Gordon Durnil, the party chairman, talked about the Long race with Teeter.

Durnil "The party recruited her and then dumped her."

Teeter "I don't see how Long can get the base Democratic vote. She's as low as anyone in the country this year. Maybe Kindness will go that low.

I think Quayle will get more than 60%." Durnil - The best the Republicans have ever done is 58.5 with Lugar in

I asked Teeter what about Dan's favorable-unfavorable ratio "It's 71-11. What's amazing about that is not the 71% favorable but the 11% unfavorable. No matter how popular a Senator is, the unfavorables are in the 20s. But no one has said anything unfavorable about him during the campaign. Lots of politicians start as low as Quayle, but no one stays that low." *Well, Long is not attacking*

They laughed about the business of setting the rules--re debate.

"We have a tradition in Indiana that no debates take place after the first week in September. The League of Women Voters are trained to accept it as a rule. As soon as Long was nominated, Dan invited her to debate just after Labor Day, and she accepted. After that, no more. We say it's a matter of principle. There was no principle till we took control of the state. We used to play by other rules; now we play by our rules. We set the debate on a Sunday afternoon, with the sun shining brightly and with everyone outdoors--after they've watched the football game--and on PBS, too. Nothing will happen and if it does there's plenty of time to recover."

He went on to talk about how at debate time "You have to dominate the set. Dan came in, started acting like he owned the place, talking to the technicians, directing the camera angles, ordering people around. All she did was ask for a box to stand on. And then she asked "Where's the red light." She started in very *nervously*. You try to intimidate your opponent before it begins--Dominate the set."

Mary told how Birch Bayh always snarled at Dan before debates and how Dan was scared at first and then relaxed more. All this was done with great hilarity.

Teeter says, Repubs will pay 480,000 for a 5 minute spot at halftime on Monday night football, the night before election." That's just the audience we want middleaged White males. And do you know what the best indicator of

Republicans is among those people--whether they go to church."

The worry in Indiana now is turning out the vote. The Repubs in Ind. are proud of their ability to do this. Teeter talked about the importance of getting out vote. If a candid gets close enough, best organized states will pull 'em in. He spoke of Abdnor that way and ^{Bond}~~Bard~~ (not Hawkins).

Re JTPA "Mary said "Dan worked for four years to get it known as the Quayle bill. The Administration tried to steal it once they saw it would pass."

TV ad with Peggy Pate - they call her "the academy award winner". Apparently, she wrote to Dan thanking him for all he did, she was in the hospital; they went down to check her out. What she said on the tape was "stream of consciousness, she meant every word of it."

I watched the tape of the debate, looking for JTPA and optimism and they were certainly both there.

The first questions were about SDI, Soviet treaty violations, contracting out of military projects, defense spending, PACs and then to question about the depressed industries in the state and how can we reverse these trends.

This was first non foreign policy-defense question and he went right into JTPA. He said we have to create "an economic opportunity environment." Then: "One of the real prides of my career thus far has been in the introduction and passage of the Job Training Partnership Act--to get people involved into the system, to give people the opportunity to go to work. Thus far, under JTPA we have trained over 150,000 Hoosiers. JTPA has used economic development, education, community based organizations, business and labor to create an environment of opportunity.'

I took down his closing remarks for their optimism and for JTPA. I have them in printed form from headquarters.

Long was articulate and informed but had no punch or desire to pick a fight. In the 60 seconds chance she hit Dan on PAC contributions, she lost it by spending last half on discussion of weapons systems. Swallowed her tongue on that one.

Media commentary was very mild because the debate was mild. For ex:

Ind. News 9/9 - "The Debate that Wasn't"; LaGrange Standard 9/10 - "A Ho Hum Affair"; Terre Haute Tribune Star "Long Takes Jobs at Quayle During Lackluster Debate."

A nice story on Long was "Good Candidate, bad Politician" Jeff Owen Franklin Daily Journal.

Re Comment at Hebrew Congregation on ^{Dans golfer} ~~Dave Folger~~ tax break (so that foreign golfers wouldn't have to pay tax on the income they earned abroad--so that they wouldn't stay home and affect charity events adversely.) Her comment was: "I don't think Hoosiers want their Senator to worry about foreign professional golfers." Very mild stuff. Muncie Star 9/12/86.

Re her attitude, after the debate, when reporters asked why she didn't go for the jugular, she said she was "not running for Godfather of the Mafia" and that she wanted to run her campaign "in a gentlemanly manner." Jeff Owen "Good Candidate, Bad Politician." (above)

I attended the Indiana Broadcasters Association meeting on Friday morning. Jill Long appeared and Dan spoke over the squack box. He started right in talking about "human resources", saying that infra structure is important "human resources and human infrastructure" as he ended up. "I've focussed on that. More people working in Indiana than ever before. My JTPA has trained 163,000 people, 83% of those trained find jobs and 60% find jobs with skill - JTPA trained them for work - a skilled labor force is very very important. We have 50,000 machinists out of work and over 55 years of age - big job of retraining dislocated adults.

Then to *literacy*

JTPA is first thing he talks about - says people are the top priority with me." Talks about "we've got to continue to focus on human resources, education, train for the development of skills. Our priority now has to be people. That's top priority with me."

"I'm the leader in the Senate on defense procurement reform." talks re strong defense. wants item veto, recession power, procurement conferences.

There are still a lot of *"kid-isms"* in Dan's speaking style.
Oh sure, I know--" "We know darn well."

He takes a couple of soft ball questions.

Long gets up and says right off that she pledges "to run an issue oriented positive campaign (with) and decisions made on the basis of issues, not personality or campaign finance."

She comes across as very decent, not used to combat and no real competitiveness, (she said 'thank you' to the moderator when he ended her allotted time on the debate) almost apologetic...

She takes a lot from all around her. She was asked if it didn't frustrate her to debate a squawk box. She said "No. He was here in voice, so I didn't have to debate a squawk box."

Then they asked her if she didn't feel let down by the Democratic party and, again, she refused to complain at all. "I have been pleasantly surprised at the treatment. The response has been overwhelming... The typical response when I visit a town is for the county chairman to be there with precinct workers. Yes, I have, I have been treated very well. The precinct workers are important to a winning race; and they are working very hard for me. That's what counts in winning elections."

She is, in the end, a teacher. She gives long answers. She conceptualizes, she organizes her ~~answers~~ nicely. You learn more from her than from Dan; but she's ~~not~~ punchy or direct--answers in lectures - nor force, no bite, no anger.

I talked to Mary about this. She says she's the kind of person who can't get mad at anyone, doesn't want anyone to think ill of her, "has a heart of mush", wants this to be known above all as "acivilized campaign."

She says the right things, but as a teacher, sees Indiana not in good shape - doesn't share Dan's optimism - 46th in ratio of dollars sent to DC to dollars gotten back, depressed industries, farm trouble, lost 140,000 jobs, trade deficit, etc.

"We need someone in the Senate who recognizes these problems. If we keep hearing how wonderful things are, we aren't going to make any progress in attacking these problems."

I talked with Mary after the Broadcasters about Dan and his early career.

"When I first met him, I thought he was good looking, incredibly charismatic, personable, great with people. He covered his district well because he liked being with people. His record in the House was undistinguished to say the least. People called him "wet head" because he was always coming from the gym. His attendance record was lousy. He had absolutely no focus. He'd come into the campaign office in 1980 and he'd be all over the map, bouncing off the wall. But he was unhappy in the House because he wanted to make a mark. You can't do a damn thing in the House he said, unless you waited for ten or twenty years. He didn't want to wait. He wanted to go to the Senate or get out of Congress. He's the kind of person who is always climbing a mountain and always looking ahead at the next mountain. He's very very ambitious. But he wasn't disciplined. In the 1980 campaign he was never on time, he

wouldn't show up, he'd kick dirt in people's faces. When he was in the House, his staff didn't know where he was a lot of the time. He'd be in the gym or he'd sneak off to play golf and they'd have to call all around to find him. They were very nervous that he'd do that, in the Senate, too. But he didn't. In 1981, he changed completely. His attendance record went way up. In the campaign this year, he's on time. All that past behavior has been forgotten. The thing I've noticed most is that sometime in his first couple of years, he developed a focus. JTPS fell in his lap; there was a lot of luck there. But since then he began to devote a lot of time thinking about where there was a void and where he could make a mark--in arms control where he thought Republicans were too dependent on Democrats, defense procurement, where he learned from talking to Indiana businesses in 1982 procurement conference. He's gotten better with each achievement. When he's thought about something, he's always willing to step out front and say what he thinks straight out. Sometimes he's the first to say it. We on the staff are always saying to each other "I hope he's right." The press likes him for his straight talk."

I asked her if he was a risk taker. "To someone on the outside he may seem like a risk taker. But he doesn't do anything unless he thinks he can win. Other people may think he can't win; but he does. And then he goes as hard as he can. He's a calculating risk taker."

I asked her why, in the light of his undistinguished congressional record, he had good instincts when it came to JTPA--bipartisanship, for example.

"He always had a lot of friends in the other party. He developed them in the gym or on the golf course. Some of that was calculated, too, I think. He could always get guys like Danny Rostenkowski on the phone when he wanted to. He's such a back slapper. The fraternity aspect of politics suits him perfectly."

He spoke over satellite to the Hudson Institute Symposium On the Future---a gathering of "the best and the brightest" from Indiana high schools.

Re nuclear arms control - "I'm optimistic."

Generally at the end "I'm very optimistic about the future. I'm one of those people who is going forward. I'm not afraid of the future."

Also, "My job training partnership^{act} which the governor has implemented in Indiana may soon be retraining people 65-70 or over. We need to start thinking about education, training, jobs for the elderly."

Afterward Tom Bell, Director of Hudson Institute (and Governor Bob Orr) had press conference. Bell said "There are two kinds of people in the world--Type A and Type B. Type A people welcome change and ~~see~~^{see} it as an opportunity when it comes. Type B people resist change and ignore it when it comes... You have to have guts to do what Senator Quayle did with his JTPA, to challenge the conventional wisdom and challenge the views of the administration. ^{He's a} leader ~~in how~~^{whom} you might have thought would be Type B, ^{that} proved to be Type A."

Bell and I talked briefly afterward and he went through the litany on Dan. "Everyone thought he would be very conservative and not very bright. It's just the opposite. He's bright and he's not conservative in the sense that he likes to examine new ideas and he's open to change. He's the arch type A."

Mary talked about Jill Long. When Mahern had heart attack, the Dems held auditions and anyone who wanted could come be interviewed. Long was running in primary in 5th district - way behind. She applied and got it, out of 3 candidates. She had been elected to city council by going door to door in a congressional district.

She has the intelligence, but not the training or the personality--not looking for advantage and not competitive.