

NEWARK  
M.H. CHY  
JG back to PA  
DC - with PA  
A second generation  
JG Regan is camp. manager  
earlier  
machine  
45 Kibitz  
Baton (H.C.C.) - one of 12  
of which  
Lee 11/2 summary

Jim Greenwood (R/PA) October 11-13, 1996

Book #1

I left Washington (ASPA Award) at 8:30 p.m. and took the train to Philadelphia--a two hour ride. Spent night at Holiday Inn, rented a car and drove to Doylestown the next morning. Went to Greenwood headquarters, met Mike Walsh--a 25 y/o enthusiastic talkative, very accommodating campaign manager. (He had a note waiting for me at the Inn.) We talked about the campaign and went to lunch. He was alone with me in the office on the telephone a lot. But this was not a busy campaign. It was a two room office above the party headquarters in a home-building, owned by the Republican party of Bucks County. There were only three desks in the place. There was a phone bank in the basement which they had had going for a couple of months. But Mike doesnot think he'll put money into TV effort. We went over to Jim's parents house and spent a lot of the late afternoons there--coins galore from her hermit brother! Father a pistol; mother warm and quiet. We went from there to dinner across the Delaware River in New Jersey where we were met by Sean Slack, whom I met last time. He had helped him in the model Congress. Back to office, more talk, Mike fiddled with a letter that hadn't been printed just right.

- "This is not a conventional campaign. A moderate gets it from both sides." (Mike)
- The consultant, says Mike, puts the problem the campaign faces as one of moving right-ward to ward off the attack from the right or sticking to his guns to keep the moderate Republicans.
- Different context from 1994. Mike sees less need to campaign in lower Bucks and more need to campaign in upper Bucks.
- Jim comes to the model congress and says he changed position on MFN in China--anti in wake of Tienamen Square and pro later. Better to get over there with our business and our culture. And he changed or else thought hard about English as a national language. Worried about being intolerant, ethno-centric, anti-multicultural. But Jim says everyone should learn English so we can communicate with one another. People came here to succeed in old days, now, they may come here to get benefits, he suggests.
- Jim is very good in dialogue. He seems to enjoy it.
- Kid gets up says I was always a Democrat "till today." Jim says, "Hallelujah, Come to Jesus!" Everyone laughs, very nice. She ends up saying she's now undecided.
- JG: "Republicans fear tyranny of masses will take away their

JIM GREENWOOD (R/PA) OCTBER 11-13, 1996-1

individual freedom. Democrats want to protect people from overbearing power of capitalists and people of great wealth."

- Same sex marriages--he's for the bill, but he missed the vote.
- Strong believer in individual liberty and individual responsibility. He follows Ben Franklin in his conservatism, "penny saved is penny earned," "neither a borrower or a lender be," also followed William Penn who "came to achieve liberty of conscience." Religious tolerance, abortion, homosexuality are private, shouldn't be imposed by government.
- Dole? "Doable." Talks about his polls re Kostmeyer 49-19 in first poll. Pollster says "he's below 49 and can't go up." "I was 19 and nobody knows me. I could only go up since to know me is to love me." (laughter) He dropped to 48 and I came up to 52."
- Xian Coalition? "I'm glad they participate in political process." Agrees with a lot of their fiscal ideas, welfare. Doesn't like idea of imposing religious views on others through the power of the state.
- He wrote to Colin Powell offering to manage campaign in PA. Wanted Powell as "balance" for race relations. Republican party "needs to reach out."
- Hrs  
new  
per 8th Greenwood and FDA--"I was given a gargantuan assignment to reform FDA." Make ~~be~~ sure drugs are safe and get them through, "how to streamline agency to maintain the gold standard on efficiency and safety and yet recognize that it does matter if people die while the FDA does its work... (He worked with every one) "We got to the 99 yard line and didn't get it done. We'll get it done next time!"
- Uniforms? Not a federal government problem--farthest from a governmental responsibility.
- "I was the guy who broke the blue jean rule at Council Rock--I wore them everyday for a week until they changed the rule." (applause)
- If you could choose two women to be President--who would you chose and what would be the difference from male counterpart--Whitman and Nancy Johnson. "I'm trying to think of a Democratic woman who is not a Diane Feinstein or a Barbara Boxer--too liberal. (He couldn't come up with one or decided it wouldnot make a great headline. I asked Mike later and he said he didn't think Jim could think of one. He couldn't!
- Perot people: "Rip Van Winkles' who hadn'tbeen involved much."

JIM GREENWOOD (R/PA) OCTBER 11-13, 1996-2

- "Of all things I'm upset with Clinton about, the greatest is the games he played with senior citizens--unconscionable, scandalous."
- Molinari: Got married here, JG helped. "She called me the coolest guy in Congress!"
- Jim (to me) afterward: "I'd a lot rather talk to these kids than I would to their parents, there's a lot less tension."
- Mike said, "Pete said our campaign plan should be just the same as we had in 1994. I said no, no. And we didn't." (From the Campaign Plan.)
- David Welch (consultant) two options, "emphasize right of center themes so as to calm down those in our party upset with your liberal record--mostly abortion. (Or) Go with a more traditional Greenwood campaign, however, has a better chance of maintaining your moderate GOP base and holding Greenwood Democrats."
- "Although it sounds good to assume that because you have the moderates locked up, you can now move rightward, I believe this is risky business. Social conservatives don't care for you and nothing short of becoming "pro-life" will prevent them from messing with you in a primary. You cannot abandon the moderate Republicans who have come to rely on you... the same moderates who despise Newt Gingrich and will be voting for Bill Clinton this fall."
- As to what they did, Mike says, "There was a difference of opinion within the group. Jim and I finally decided to stay with our base. There was something to be said for the other side, but I think a lot of it was reaction to the shock of the primary. They thought that Jim ought to move to the right in anticipation of a primary in 1998. [How would you move him to the right?] Have him vote against partial birth abortion. That's the big thing. He cast his first vote against the bill just nine days before our primary. And he cast a second vote in support of the President's veto, shortly before Congress ended. But Jim can't be against the bill in June and for the bill in September."
- There's a campaign letter that Mike is working on to send to past donors and it starts, "It ain't 1994." This idea that the political environment has changed is the basic tenet of this campaign.
- When we got into the car on Saturday, the first thing Jim said to me (really his first comment of the trip) was "The most interesting thing about the election is the 10% drop off in the generic Republican vote." I asked him if it was

JIM GREENWOOD (R/PA) OCTBER 11-13, 1996-3

concentrated any where or was across the board and he said across the board, the implication being that it would hurt him all over the district.

- He talked a lot about his relationship with the senior citizens. "Our polls tell us (the ones Mike showed me) that our message has gotten through to our seniors. Last week, I went to four seniors centers. I took my chart showing the Medicare increases over the seven years of our budget. I gave every person a copy and we walked through each increase together--40% over seven years. And then I asked them, 'What would you call a President who said the Republicans wanted to cut your Medicare?' And they said 'liar!'"
- "The only problem I have comes from the ads the unions are using to attack Jon Fox in the next district."
- "I would not want to be quoted on this, but Jon Fox is a weak-kneed legislator. He wants to have it both ways on all the tough issues. And he promises both sides that he will be for them. Then in conference, he argues against having a vote. He uses all sorts of schemes so he won't have to vote. I argued with him over the assault weapons ban. I told him that if he voted for the repeal, the Democrats would hang that vote around his neck for the rest of his life. And I begged him not to vote for the ban on late birth abortions." When I said it hurt him (Jim) when he and Fox voted differently, he said, "Yes it hurts. When the papers report the votes of the House members in the area, they always compare my with his." He's upset with Fox, but he helps him with fund-raising--goes to his fund-raisers.
- We did shopping plazas in Quakertown and Perkasie on Saturday. He described them similarly--old housing stock, lower prices for housing, elderly, German background, not too prosperous. In Perkasie, there were mostly brick houses. "Somebody sold a lot of brick in this area. These brick houses are like the Germans here, strong and solid. I call this the town (Perkasie) the big bad wolf couldn't blow down."
- I asked Jim if he had been able to put his stamp on the district, that last time Kostmayer had been a main topic of conversation. "That's a good question. And the answer is no, not enough. The people who read the papers know me and know that I am a fiscally conservative, moderate Republican. But those who do not pay much attention may know my name, but they do not know who I am or what I stand for. I've worried a lot about that. And I can't decide whether the problem is that it just takes more than four years or whether we aren't doing something we should be doing. If people read the papers, I'm in them 2 or 3 times every week. But if people don't read papers, there's not much you can do."

JIM GREENWOOD (R/PA) OCTBER 11-13, 1996-4



- Then I asked whether Kostmayer still comes up. "In 1994, he still cast a shadow over the election. But now he's pretty much history. I don't hear talk about him any more."
- "We have a reverse gender gap. I do better among women than men. Our problem is with the 18-25 year olds. There seems to be a phenomenon of young people liking the party of the sitting President. They did that with Reagan and became Republicans. Now they're following the party of Clinton."
- He used the term "backlash."
- Confrontation--or conversation--with woman at Clemens Super Market in Perkasio.
- "I'm Congressman Jim Greenwood." (Handing her brochure.)  
 "I know. You lost my vote. (Rejecting the brochure.)"  
 "I'll bet I know why--partial birth abortion."  
 "Yes. I believe that life begins at conception. You lost my vote."  
 "Do you know that ....." (tries to narrow the difference between them). Then says, "Will you take this brochure and read what I have to say on abortion."  
 "No. (Leaving and calling back.) They did things like that during the Holocaust."
- "I'll survive."  
 "I hope not."
- Then Bill, the local politician who is helping to hand out brochures, says to Jim: "That vote is hurting you real bad in this district. It's made my job much more difficult. It would have been much better if you hadn't voted at all. I wish you had stayed home that day." "But that's not what I'm elected for. I'm elected to vote the way I think best. The day I walk away from a vote is the last day I'll be in Congress." Then Bill and Jean, another woman who's helped at both places, go at it with Jean telling him that the best thing about a politician is that he keeps his word and goes down there and votes for what he believes in, "no matter what."
- \* It strikes me that the number of fund-raisers must be greater than in 1970's. I think of Mike standing behind his work calendar, ticking off the fund-raisers as building blocks for the schedule. And he pointed out that he had the fund-raisers

JIM GREENWOOD (R/PA) OCTBER 11-13, 1996-5

*Miss &  
gun  
confront  
guy  
a new  
package  
10. his  
approach*

planned by mid August. The next day, Jim said he spent "a lot more time fund-raising than he would if he had PAC money."

- He thinks his opponent is doing something wrong by going on sabbatical to run. That's what makes him better this time, says Jim. But in the debate, he seemed not to have grown much.
- When we got to the LWV debate (cable TV) there were 6 or 8 union guys with hard hats and white suits holding signs, "Greenwood Stinks," Save OHSA or Save Davis-Bacon and other slogans. When we got out of the car, they yelled their slogans and waved their fists at him. He shook his fist back. "When the debate was over, I said to Murray, 'I'll pay you to send those union guys of yours over to your next debate!' Seemed like intimidation.
- "In our September poll, we were ahead 55-20. That's just where we were last time at this point and we got 60%. It won't be that good." (Well, he got 59% in 1996.)
- They worry about the vote of the pro-life candidate--Booth. He seems sensible, but has little money. "There are two Republicans in the race," is the way Mike put it. And he thinks that's a vulnerability of Jims.
- Shopping center campaign helps with candidate's perspective. After 90 minutes in front of ACME supermarket in Quakertown, he said, "The nice thing about getting out and actually meeting voters is that--unlike what you see in the media, on TV, and in letters to the editor, every voter in Bucks County is not consumed with abortion." Said he had one person mention it, but was undecided how to vote.
- His approach in shopping centers: "Hi, I'm Jim Greenwood, your congressman. I'd appreciate it if you would read this when you get home. And if you agree with me, I hope (or I'd appreciate it if) you'll vote for me."
- "In my four years in Congress, I've cast thousands of votes. But the partial birth abortion vote was the toughest vote I've ever cast--horrible, horrible." (Then he shrugged his shoulders as if to say, "That's what I had to do and that's that.")
- Re the competence of reporters, a <sup>Courier</sup> Carrier Times reporter came in, sat down and opened her notebook to watch the debate in the next screening room. "They just told me, at 2:00, to 'go over here and cover this debate.' I'm pretty grumpy about it now." She was not prepared for a 4:00 debate. But the same paper probably had one person on hand. Not well prepared. (see her article.)

JIM GREENWOOD (R/PA) OCTBER 11-13, 1996-6

- Mike: "Jim can be beaten. I'm the only one who knows how. I know certain things; and I spent yesterday figuring out how it could be done. That's my job. But it kept me awake all last night."
- After the debate, Mike and Jim spoke of Booth, the pro-life candidate, as a possible "spoiler." Jim: "One problem we have is that there are two Republicans in the race. Booth could be a spoiler." Jim actually likes Booth--an ex-Marine and now a priest. Jim thinks he's smart and a nice guy. They agree on a lot, except abortion.
- Jim railed at the LWV woman moderator. "After two of them had beaten me around the head and bloodied me with false accusations, and I said I ought to be able to respond, she shut me up and wouldn't let me speak." We don't want to get into 'who did what,' she said. (I have the exact words on tape.)
- Sunday, we drove to the dedication of the Moland(?) House--where George Washington first met and talked with Lafayette--ceremony with colonial militia, gun salutes, picnic afterwards, French officials, very nice mood. Jim lived in that house for a while when single. Now will be restored and made into an historic site for PA. A walk down memory lane.
- Then to a Montgomery County area Republican luncheon in restaurant where I talked with a somewhat slow young woman who teaches religion to handicapped.
- On the way to it, Jim says, "I have only one ward in the whole area, but I'll go to show the flag." On the way out, he says, "There was only one person in that restaurant who can vote for me. But its the kind of thing that will help if you run for the Senate."
- In the evening, I drove myself to a lower Makefield Republican Club meeting--talks in living room and I have the tape in good shape. It catches a lot of his themes and should be typed up. (ok post!)
- Re the Senate, he is thinking about it. "In Pennsylvania, a Republican can put together a winning campaign either from right of center or left of center. If Arlen Specter runs, he will have a primary opponent from the right. I will not challenge him because we would split the moderate vote and the right-to-life candidate would win. If he doesn't run, someone will take that seat and hold it for a long time. I do not want to run for the Senate in 1998. My girls will be going through adolescence and they need me at home. In 2004, my girls will be grown, I'll be 53 y/o and I will have served the 12 years I set for myself. Then I'll have to sit down and decide whether or not to roll the dice for the Senate."

JIM GREENWOOD (R/PA) OCTBER 11-13, 1996-7

- On the way out of the Montgomery meeting (a typically old guard, seedy restaurant meeting) he said he had learned that Rick Santorum's baby had died and called Mike to ask him to get a note ready for him to add a personal comment. But he could not remember Rick's wife's name! Told Mike to look it up. He did not seem familiar with her the way he said it. He didn't chide himself or say "I blocked." What's interesting is that he told me before (and Mike said it again this time) that Rick was Jim's "best friend" in Congress. It doesn't say a lot about friendship in politics--or about Jim himself.

## Book #2

- Who are your strongest supporters. "That's the greatest single difficulty of being a rational, sensible, moderate centrist. There are no groups like the pro-lifers or the NRA who will take the bullet for you. The pro-choice people, for whom I fight so hard, just aren't as passionate or as committed as the other side. They aren't as likely to get involved in politics. For them it's not the only issue. The people who call themselves Rockefeller Republicans are fiscally conservative and socially against government intrusion--they love me. But I have to get support by appealing to various groups on their issues. For instance, the Sierra Club is coming next week to endorse me and that will help. Environmentalism is strong in this area." Then to discussion of how LCV gave him 70% first year and 38% this year and "backed out." They manipulated scores.
- Do you spend more time money fund-raising than you would if you took PAC money? "Yes, very much more. We've had about 30 fund-raisers and you have to spend the summer time lining them all up. I wouldn't have little meetings like the one we had last night (which netted \$700... "a very disappointing evening") if I took PAC money. And we have to do mailings, too." (The got \$3,000 this weekend. I talked to volunteer stuffing envelopes.)
- He gets a certain base of his money in \$1000 chunks. "I have what I call a Freedom Group--a play on words since they free me from PAC money--of \$1000 givers. I get on the phone and ask them for a check. I raise a lot of money this way and I'm very good at it. Some candidates have to ask for money. I don't. I say to them: My campaign manager has chained me to my desk here until I raise \$10,000. But my children are home and they need me to be there for their activities. So I need to get home for them. So I'm not asking for myself, it's for my children. And I get it."
- I asked him about the Contract--but I made a mistake I don't usually make. I mentioned David McIntosh and how much the Contract meant to him. He was more favorably inclined toward

JIM GREENWOOD (R/PA) OCTBER 11-13, 1996-8

it than I had thought. And he mentioned it again at the talk I taped. I asked was it helpful to you and then embroidered it with David McIntosh.

- "I remember walking over to the Capitol to sign it and being suspicious of what was in it--wondering whether it had anti-abortion language in it." But he did sign it. "It was not in my literature, but I did talk about it. I knew a lot of it was very popular. I think 1994 went 25% the Contract, 50% Clinton and 25% the fact that people were shopping for something that would work."
- "It was helpful to have a blueprint when we got there. The first hundred days was our honeymoon. It was the time we were at the top of our game." (He was as innocent as the freshmen.)
- Re the budget battle and the shutdown, he grew pretty upset. Called it "a disaster." "Newt thought he could ram the budget down the President's throat. I pleaded and pleaded with Newt. I wrote him memo after memo telling him that we were getting killed in the public relations war. I came home every weekend and people were coming up to me saying 'what do you guys think you're doing?' I kept telling him that we should do a poll and focus groups every week and then meet at the beginning of each week to see what elements of the 1994 group were weakening and do what we had to do to keep them with us. But he was convinced we didn't need to do that. Some say he wanted to hide the truth from us because it looked so bad we would lose our nerve. Gov. Engler of Michigan came into the picture somewhere with the crazy idea that his experience proved that public support could go down and then come back up again and we would triumph. Gingrich bought into that and it was a disaster. I was terribly frustrated. I wrote another memo with the idea that we should find the half way point on Pennsylvania Avenue between the White House and the Capitol and draw a line there. Then we should cut in half the difference between his budget and ours and take our budget down the avenue to the line and hand him our budget--then give him a little more, step over the line and say, 'We've gone half-way and a little more with you. It's your turn.'" I guess it got nowhere. A stunt will not take the place of an understanding of the legislative process.
- What accomplishment are you most proud of? "I saved the family planning program--and I prevented more abortions by doing so than the pro-life people have ever saved." He tells a fairly long story about how he stopped them from zeroing the program out in 1995 and put it back in in 1996. Says it ended up the Obey-Greenwood amendment (I think it involved parental consent item and should urge in there rather than require it). Newt supported it. Jim takes the amendment over to Gingrich--

JIM GREENWOOD (R/PA) OCTBER 11-13, 1996-9



who is sitting on his balcony with Kasich and Weber. "Because you came over here and talked me into it, I'm going to go down and cross the aisle and vote for an Obey amendment. And I hope you don't forget this for the rest of your life." And Gingrich did. Jim says Newt said to one of the supporters of the strong language, "Don't be a fool. Half of these young women don't even have parents."

- *involved in work* "The best thing that happened to me was being selected for the 8-person task force committee to reform Medicare." The idea was 4 from Ways and Means and 4 from Commerce. (He went back and retold the story of how he got on Commerce and noted that he picked Health subcommittee.) The interesting thing was that the staff suggested him because of his work on subcommittee. "In my first term, when we held hearings on the President's health bill, I sat all the way through every one. Many times, the only people there at the end were Waxman (Chmn) and myself. The staff had piles of questions they had to have asked in order that they could do their job. I studied House documents hard and I learned a huge amount about the health care system. When it came to naming a member of the revision committee, the staff recommended me. They said I was a nerdy guy that would actually read the material. I was the most junior member of that committee. We sat for days, in Newt's office, slugging through that bill. And we changed Medicare. It was my most historic accomplishment."
- Re the decision to go on cable and 3 network status<sup>um</sup> with a "soft" ad: "I thought that with the attack ads the unions are putting on and the negative ads in the New Jersey Senate race that people are tuning out most TV campaigns and that a low key ad might get some attention. I guess I'm convinced that we are in a television society. Did you read the story of our debate in the paper this morning. How many people do you think actually read that article? Not many. My tv ad has been running on cable for two days in that meeting (Montgomery) one woman said, 'I liked your ad.' It will cost \$17,000 for cable and \$104,000 for three networks 450 or GRP's."
- "I should go in and work on our reply to the 15,000 postcards we got (from the district) on partial birth abortion. The Catholic Church just opened the gates. And I should work on a letter my mother in going to write to seniors. But I think I'll go out and work the crowd at the Arts Festival."
- Talked about Arlen--JG thinks he's too transparently calculating the way he gives one for you and one for you--abortion and NRA, Bork and Thomas. He supports him and stood beside him when he announced for President.
- Mike: "He hates town meetings. He used to do them, but all

JIM GREENWOOD (R/PA) OCTBER 11-13, 1996-10

he heard was 'guns.' We send 15,000 invitations, about 20 come--and they are all oponents. We aren't doing them anymore--not now anyway."

- Mike: "He keeps asking me 'why do I have to keep going back to the Republican clubs?' I tell him it's important to maintain your base. The quickest way to lose is not to maintain your base. And I want to win." Jim has expansionist urges. But I never got to ask him about that in a direct way. I actually saw more expansionism in 1994--Bristol, Bensalem. But I have no sample. Mike said they don't fund-raise in Bristol. But they do in Bensalem; because of the size of the Republican presence there. (Biggest in county for Republicans. But, second biggest for Democrats.)
- He talked at great length about his early races--triggered by my question, "What are your relations with the party?" (We were on our way to a party function) "My relations are good. They were not good in the beginning and I spent years fighting my way into the party."
- 1st race: the Vice Chair of the party--McElhenny(?) had a hand-picked candidate when vacancy in Assembly occurred. JG wants to run and goes about it in normal way. "I went and talked personally to every committee member in the district, asking for their support. The candidate of the party leaders was a guidance counselor who had no political experience and no political talent. I had already managed a congressional campaign and I knew what it was all about. When the committee met to vote and make its endorsement, I won. The leaders shook hands with me and grudgingly congratulated me. I went home, opened a bottle of champagne, celebrated and went to bed. The next morning, I opened the paper and the headline said, "GOP Challenges Endorsement." I was very angry. I went down to headquarters and I said to Harry Fox, the county leader, 'If you try to take this away from me, we will be at war as long as I'm around.' The upshot was that they dropped the idea, but I never got any active support."
- In the Assembly, "I got very involved in a major controversy that split the county right down the middle involving the Point Pleasant Pumping Project. The idea was to pump water from the Delaware River across a big part of the county into the Schuylkill River to cool the nuclear plant at Limerick(?). The developers loved the idea because they could tap into the pipeline along the way. I read and studied everything I could find about the environmental aspects of taking water from one river basin to another. I knew a lot about the subject. I ~~approved~~ <sup>opposed</sup> it. A lot of my supporters came from the pro-environment, former hippie types. They brought in Abby Hoffman for some great street theater. We would go down to Apple Jacks bar and sit and plot strategy. It was all very

JIM GREENWOOD (R/PA) OCTBER 11-13, 1996-11

exciting. But my relations with the party were so bad that people got up in committee meetings and offered resolutions. 'Tell JG to back down.' I told them 'you can pass all the resolutions you want. I will not back down.'"

- "When the state senator retired, I decided to run for his seat. Again, the party refused to endorse me. It was the nature of my relations with the party. The party's candidate was--Warren, a strong backer of the Point Pleasant Project. I won the election, and the upshot of the controversy was that we lost, and the project went through."
- Why did the party endorse you in 1992? "I think Harry Fox had tried every which way to take that seat from Kostmayer and he reluctantly concluded that may be I had a chance to win it."
- The guy who had run twice before wants to run (Christian). "We had a power lunch. He told me he was going to run again. I told him that whatever he did, I was going to run for Congress. He eventually backed down." He had token opposition.
- "After I won the primary, I had a long talk with Harry Fox. He said, 'if you win the election, you will be the titular head of the Republican party in Bucks County and we had better understand what that means.' Since then, our relations have been good."
- \* But he began as a maverick--as so many of my subjects have. And I might make as an overall theme, the large number of mavericks who fight the party and what that means for their careers. Fattah fought the party. Poshard fought the party. It's one thing to note that party has declined and that candidates are self-starters. It's a little different thing to say that some of the self-starters actually battled the party. The party is strong enough to be a foil in some cases.
- As Jim Greenwood sees his district. The dominant Republican registration is central. Then he looks at divisions among Republicans and worries about the very conservative (i.e., pro-life, pro-gun) elements in the party. He thinks of politics very much in terms of issue groups like that and in terms of right, left, center. He's a Republican, a centrist, issue-oriented and group-oriented. His talk re Specter is like that. His PAC stand highlights, in reverse, his "group" outlook.
- One hallmark of JG's approach to his job is: preparation. He is well-prepared when he ventures into a project or a fight--talking to every committee member in first race, studying Point Pleasant environmental consequences, sitting in health hearings and winning over the staff. All the peoploe at Lower

JIM GREENWOOD (R/PA) OCTBER 11-13, 1996-12

Makefield--Jack the host, Dave Steil, Bob Smith (watching football) say, "He knows the issues."

- late B2  
rest →
- He's also very tenacious. He holds to his pro-choice position with great tenacity. (He faults Arlen for voting to override Clinton's veto of the partial birth abortion bill). JG is adamant on that subject--will not give an inch on it. And he's a little obsessed by it, too, since that, more than anything, defines him and his opposition. The supporters I talk to (Jean of the shopping center, Jack Stainthorpe of the Lower Makefield living room, Dave Steil the state re) like Jim because "he believes in something." And the refusal to take PAC money supports that picture of him. It leaves him free to make up his own mind--which he does.
  - JG is also persuasive in a low key way. Dave Steil the state Rep tells me, "I have patterned myself after Jim. He's my mentor. I figure if I can persuade people in the quiet, soft, gentle way that Jim does when he talks to you, I'll be just fine." Jim's presentation of self is quiet.
  - My critique of his TV debate was "speak up a little louder." He came back to that the next day when he saw his TV commercial. "As you said yesterday, my voice is very soft." And he whispered, "I don't take PAC money," and laughed as if to say he ought to be stronger.
  - Another thing about Jim. He is political from top to bottom. I now see more clearly why he grilled me so when we first met. I think he likes the idea of talking to me, but he also has ambitions, and doesn't want to get too open.
  - When we left he said, "I suppose if I lose, I'll never see you again." I had told him that I probably would come to Washington to pick up that side of it.

JIM GREENWOOD (R/PA) OCTBER 11-13, 1996-13