

Lou Gallegos - February 4, 1981

I went to PD's office, asked to see Helen Cameron. She kept me waiting for half an hour before I happened to see Lou through the door. He came out, was cordial and asked me to come in. (Angela helped by reminding Lou who I was.)

Lou came on to replace Lee Rawls as AA and arrived on October 20. He laughed and said that the switch from the local to national site was bad enough, but that to find Pete in the majority all of a sudden was an immense change for him. Lee Rawls went with Pennzoil.

"We're adjusting to Pete's new status as a national Senator. We still don't know how to play it. We knew what we could do as part of the minority, but now we ~~find~~ <sup>are</sup> ourselves in the upper atmosphere. ~~Now~~ <sup>We</sup> have many more demands made on us to deliver, but we have no more resources to work with. With his new prestige and the power he has as chairman he can ask for more things than he could before. And he'll get some of them; but it won't be enough to meet the expectations that have been built up. So we have to balance the prestige as national Senator with the expectations of the people of New Mexico. We have to keep up his visibility at home without at the same time producing greater expectations. His relations at home are the floor, but it's filled with trap doors. You can play it either of two ways. You can tone down people's expectations about what you can deliver, or you can promise to deliver. Because of national politics, we can't make these promises. We are going to temper people's expectations. Pete is going to make a speech to the New Mexico legislature Monday. It has been carefully worked on and it will be carefully read. It's a pivotal speech, setting forth his posture. It will be a speech, legislator to legislator--without the old emphasis on going through the governor. He will say that more resources will be left at home in the states and localities and that the decisions and responsibilities will rest there. The approach will be that the federal government has some responsibilities

and he will lay out those responsibilities. But the states will be left free to do more." I shook hands with Pete. "Hello, <sup>Doc</sup>~~Doc~~, by God, we made it," he said.