

HERB HEDDEN

June 29, 1982

"We came out of nowhere in Philadelphia and settled comfortably in third place. We're ahead of the pack. I hope we can stay in third place for a long time while we do work behind the scenes and do what has to be done. We aren't prepared for second place yet. This is no time for ^{an} ~~a~~ program for the '80s." He agreed with me that expectations about John should be kept low. He also said "A lot of people are rushing to sign up."

"What happened in Philadelphia was that what Bill and I told Glenn would happen did happen. We told him that the support was out there and now he knows it's there. He didn't believe us before. The other thing it did was to prove to him that the staff could perform well. He was very skeptical about that before. He was absolutely thrilled by the staff performance. (A sign in the office says "You did a superb job in Philadelphia" signed John and Annie). He now knows that Bill White is capable of going on to bigger and better things. A lot of people saw Philadelphia as the time when the Glenn staff emerged--pop! One Ohio paper called it the unveiling of the Glenn organization. And it was put together in a week and a half"

He sees the race as Kennedy 45, Mondale 19, and Glenn 16. Hart 6. Kennedy has 30% and the rest are people who are using Kennedy to send Reagan a message. Lots of room for growth when he fills out his political persona.

I sat in while they discussed which people would get which follow-up letters. The only thing that came out, and Dale talked about it too, is that they see the ^{Dale} OWC as stacked against them and stacked for Kennedy.

The task of deciding who to write follow-up letters to and writing them seems, itself, a big job to pile onto the normal Senate office work. Kathy

Belle, incidentally, controlled the meeting, even though Herb did most of the talking and kept the list of suggestions. Kathy decided when they were finished and suggested the next tasks.