

*Arrived  
Ft. Wayne  
10:30  
Eding*

REMARKS PREPARED FOR DELIVERY BY  
SECRETARY OF TRANSPORTATION ELIZABETH HANFORD DOLE  
FOR CONGRESSMAN DAN COATS' FUNDRAISING DINNER  
OCTOBER 15, 1985  
FT. WAYNE, INDIANA

WHAT A JOY IT IS TO BE WITH YOU HERE IN FT. WAYNE! ~~TO HELP~~  
~~SALUTE AN OUTSTANDING U.S. CONGRESSMAN, DAN COATS.~~

BD & BED:

TESTIMONY: ALL 3 HOUSES

ONE THING WE MOST CERTAINLY AGREE ON: *is our great admiration  
and respect for Dan Coats. We are privileged to call him*

IN FACT, THIS GREAT STATE IS BLESSED NOT ONLY BY ABUNDANT BEAUTY  
AND FARM LANDS, BUT YOU ARE BLESSED WITH OUTSTANDING ELECTED OFFICIALS  
-- TWO FINE SENATORS IN DICK LUGAR AND DAN QUAYLE, GOVERNOR BOB ORR  
WHO SERVES WITH ME ON THE AMTRACK BOARD. AND AN OUTSTANDING  
CONGRESSMAN *here in the 4th District,* DAN COATS. THIS CONGRESSIONAL DISTRICT HAS BEEN WELL

*Have  
our  
friend  
they're  
great  
Heard*

REPRESENTED SINCE 1976 WHEN SENATOR QUAYLE WAS FIRST ELECTED YOUR CONGRESSMAN, AND THEN IN 1980 WHEN HE WAS ELECTED TO THE SENATE AND DAN COATS BECAME YOUR REPRESENTATIVE. YOU ARE ~~VERY~~ <sup>indeed</sup> FORTUNATE AND I'M SURE YOU ARE AWARE OF THE VERY HIGH QUALITY OF YOUR DELEGATION. IT'S A STELLAR TEAM.

THE FACT THAT WE NOW HAVE SUCH FINE LEADERS IN GOVERNMENT IS DUE IN NO SMALL PART TO THOSE WHO GIVE TO THE POLITICAL PROCESS THEIR HEART, AS WELL AS THEIR MATERIAL RESOURCES -- WHO SHARE THEIR TIME, THEIR ENERGY, THEIR COMMITMENT.

43

I'M LOOKING AT JUST SUCH A GATHERING TONIGHT, AND IF I IMPART NOTHING ELSE, I WANT TO EXPRESS THE PERSONAL GRATITUDE I FEEL, ALONG WITH SO MANY OTHERS IN THE REAGAN ADMINISTRATION, FOR ALL YOU DO TO MAKE WHAT WE DO POSSIBLE.

MOUNTAINEER STORY -- "PRAISE THE LORD, HE'S DONE IT AGAIN."

AMERICA IN 1985 IS EXPERIENCING ANOTHER KIND OF MIRACLE -- THE REBIRTH OF OUR ECONOMY AND OUR NATIONAL SPIRIT. FIVE YEARS AGO, ~~When Dan Coats was elected to Congress~~ WHEN RONALD REAGAN BECAME PRESIDENT, OUR COUNTRY WAS IN BOTH ECONOMIC SHAMBLES AND PSYCHOLOGICAL DOLDRUMS. DOUBLE DIGIT INFLATION, INTEREST RATES THE HIGHEST SINCE THE CIVIL WAR, AND THE ENTIRE ECONOMY WAS SPUTTERING OR, AS DAN COATS WOULD SAY, THE LEADERSHIP IN WASHINGTON "SPENT TAXPAYERS' MONEY LIKE WATER." WE



4 5 in productivity  
HAD THE LOWEST ANNUAL RATE OF GROWTH OF ANY MAJOR INDUSTRIAL POWER.  
ALL THAT ~~has~~ <sup>we</sup> ~~CHANGED.~~ *praise the Lord, has changed.*

SINCE RONALD REAGAN AND DAN COATS WERE FIRST ELECTED IN 1980,  
~~REPUBLICANS~~ <sup>we</sup> HAVE CUT INFLATION BY TWO-THIRDS. WE HAVE HELD THE  
INFLATION RATE AT OR BELOW FOUR PERCENT FOR THREE CONSECUTIVE YEARS.  
WE HAVE CUT INTEREST RATES BY MORE THAN HALF, AND OVER 7 MILLION  
MORE PEOPLE ARE WORKING. WE MUST KEEP GOING, <sup>a we will keep going,</sup> UNTIL EVERYONE WHO  
WANTS A JOB HAS A JOB -- UNTIL ALL SECTORS OF THE ECONOMY, INCLUDING  
OUR HARD HIT FARMERS, EXPERIENCE ECONOMIC RECOVERY AND ENJOY  
EXPANSION OF OUR ECONOMY. *economic expansion* Realize we have some Democrats used to be

THANKS TO THE POLICIES OF <sup>our</sup> PRESIDENT REAGAN, DAN COATS AND ~~other~~  
*and* REPUBLICAN LEADERS, THE ~~REPUBLICAN~~ PARTY IS ENJOYING A NEW WAVE OF  
POPULAR SUPPORT ALL ACROSS THIS COUNTRY. WE'VE RESTORED THE WORD

65  
HOPE TO THE VOCABULARY OF AMERICAN LIFE. EVENTS ARE NOT BEYOND OUR  
CONTROL. OUR ENERGY SUPPLIES ARE NOT DOOMED TO WITHER AWAY. OUR  
PEOPLE ARE NOT WITHOUT A FUTURE. FOR WE WERE NOT MEANT TO BE  
VICTIMS OF FATE, BUT MASTERS OF DESTINY.

*- Now we are still the minority party, but*  
THE REPUBLICAN PARTY IS A GROWING PARTY ALL ACROSS AMERICA  
BECAUSE IT FAVORS GROWTH AND OPPORTUNITY FOR ALL AMERICANS. AND  
AMERICANS OF ALL WALKS OF LIFE ARE FINDING A NEW HOME IN THE  
REPUBLICAN PARTY.

ALMOST ONE YEAR AGO, THE AMERICAN PEOPLE SET THE COURSE FOR  
THIS COUNTRY BY OVERWHELMINGLY ENDORSING OUR PARTY'S MESSAGE OF HOPE  
AND OPPORTUNITY. THAT MESSAGE WAS BOLD ENOUGH, BELIEVABLE ENOUGH TO  
ATTRACT A SOLID MAJORITY OF WOMEN, A SIGNIFICANT NUMBER OF MINORITY  
VOTERS AND OVER 60 PERCENT OF THE YOUNG.



IN THE 1984 ELECTION, THE AMERICAN PEOPLE AFFIRMED THE DIRECTION IN WHICH THIS COUNTRY IS HEADED, AND ~~THEY~~ SIGNALLED A FUNDAMENTAL REALIGNMENT OF POLITICAL LOYALTIES WHICH HAS BROUGHT US CLOSER THAN AT ANY TIME IN THE LAST HALF CENTURY TO TRUE MAJORITY PARTY STATUS. THE TIDE OF AFFAIRS IS INDEED AT FLOOD STAGE. BUT LET'S NOT DECEIVE OURSELVES. IN POLITICS AS ELSEWHERE, THOSE WHO REST ON THEIR LAURELS SOON FIND THEMSELVES PRETTY UNCOMFORTABLE. RONALD REAGAN OPENED A LOT OF DOORS LAST NOVEMBER. NOW IT'S UP TO US TO WALK THROUGH THEM.

THE DOOR HAS OPENED ESPECIALLY WIDE FOR WOMEN. A "QUIET REVOLUTION" HAS OCCURRED OVER RECENT YEARS IN THIS COUNTRY, WITH A TIDAL WAVE OF QUALIFIED WOMEN ENTERING THE WORK FORCE. (HARVARD LAW SCHOOL-4% -- 40%). LAST YEAR, THE DEMOCRATS TOOK THE WOMEN'S VOTE

FOR GRANTED, BELIEVE<sup>ing</sup> THAT THE SO-CALLED "GENDER GAP" AND A WOMAN ON THE TICKET WOULD CAUSE WOMEN IN DROVES TO PULL THE DEMOCRATIC LEVER. AT OUR NATIONAL CONVENTION, I PREDICTED THAT A MAJORITY OF WOMEN WOULD VOTE FOR RONALD REAGAN. I HAD NO CRYSTAL BALL IN DALLAS, JUST FAITH THAT AMERICAN WOMEN ARE THINKING WOMEN.

THE STATURE OF WOMEN EVERYWHERE WOULD HAVE BEEN DIMINISHED IF A CANDIDATE FOR NATIONAL OFFICE WERE SUPPORTED SIMPLY BECAUSE SHE'S A WOMAN. THOSE WHO THOUGHT THAT THE WOMEN OF AMERICA WOULD VOTE FOR GENDER UNDERESTIMATED THE INTELLIGENCE AND INSIGHT OF WOMEN VOTERS ALL ACROSS OUR NATION. WHEN THE POLLS CLOSED, A SOLID MAJORITY OF WOMEN HAD VOTED REPUBLICAN. I MUST ADMIT, THE DEMOCRATS WERE RIGHT -- THERE WAS A GENDER GAP -- AND THEY HAD IT!



WHICH BRINGS ME TO THE 1986 ELECTIONS. FOR THE REPUBLICAN RESURGENCE TO CONTINUE, FOR ECONOMIC EXPANSION AND DEFICIT REDUCTION TO CONTINUE, IT IS ABSOLUTELY CRUCIAL THAT Republicans maintain control of the Senate + increase our numbers in the House of Representatives.

Dan Quayle is an outstanding young Senator with a great political future ahead of him. He's also one of 22 Rep. Senators up for re-election. Please continue ~~to support~~ your support of Dan - Don't want to lose his talent - for the Republican Senate.

~~And what a star you have in the House of Rep. with~~  
~~REPUBLICANS MAINTAIN CONTROL OF THE SENATE AND INCREASE OUR NUMBERS~~  
~~IN THE HOUSE OF REPRESENTATIVES TO KEEP THE REAGAN REVOLUTION ALIVE.~~  
 DAN COATS: MAN OF INTEGRITY AND A MAN OF HIS WORD. DAN HAS A RARE COMBINATION OF STRONG CONVICTION AND A THOUGHTFUL, OPEN MIND. WHILE HE SPEAKS FOR HIS DISTRICT, DAN CARES ABOUT EVERY AMERICAN.

DAN COAT'S VOICE IS HEARD IN WASHINGTON -- ESPECIALLY WHEN IT COMES TO PROTECTING YOUR AGRICULTURE AND TRANSPORTATION INTERESTS. AS SECRETARY OF TRANSPORTATION, I HAVE THE PRIVILEGE OF WORKING WITH DAN ON A HOST OF TRANSPORTATION ISSUES THAT AFFECT INDIANA. HE IS ON THE TRANSPORTATION SUBCOMMITTEE OF THE ENERGY AND COMMERCE COMMITTEE. ~~Don is a very thoughtful, very articulate spokesman~~  
~~for your interests~~  
~~BECAUSE OF YOUR LOCATION -- WHERE THE SAINT MARY'S AND SAINT JOSEPH RIVERS MEET FORMING THE MAUMEE (PRONOUNCED MAW' MEE) RIVER,~~



*Because of your location, where the St. Mary's and St. Joseph Rivers meet forming the Maumee River,*  
FORT WAYNE HAS BEEN A MAJOR TRANSPORTATION CENTER SINCE JOHNNY

APPLESEED LIVED HERE DURING THE FIRST HALF OF THE 19TH CENTURY.

*Coats*  
AND DAN KNOWS YOUR LOCAL COMMERCE AND COMMUNITY WELL-BEING RELIES ON TRANSPORTATION MUCH MORE THAN MOST DISTRICTS. THE HEALTH OF YOUR TRANSPORTATION SERVICES DETERMINE THE HEALTH OF YOUR ECONOMY. AND TRANSPORTATION ~~SYSTEMS~~ *has* HAVE NO BETTER FRIEND THAN DAN COATS.

*D.O.T.*  
DAN SOUGHT ASSISTANCE FROM THE ~~FEDERAL HIGHWAY ADMINISTRATION~~ TO FUND TWO ACCESS INTERCHANGES OFF ~~INTERSTATE~~ INTERSTATE 69 IN FORT WAYNE. BOTH ACCESS POINTS HAVE BEEN APPROVED. *Council*

*Coats*  
~~BUT DAN ALSO KNOWS WHEN TO HOLD THE LINE ON SPENDING. HE KNOWS HOW TO SEPARATE THE FAT AND THE PORK FROM THE MEAT AND THE BONES.~~

*(insertion) And Dan 10A know, has been working on issues of interest to Ft. Wayne as we move forward to return to the private sector.*  
~~NATIONALLY MANY TRANSPORTATION INDUSTRIES HAVE BENEFITTED FROM DEREGULATION. PERHAPS NONE MORE SO THAN THE RAILROAD INDUSTRY WHICH, SINCE THE STAGGERS ACT, HAS BEEN ABLE TO EARN THE NEEDED REVENUES TO MAINTAIN THEIR TRACK AND EQUIPMENT.~~

~~THE REVITALIZATION OF THE RAIL INDUSTRY HAS CERTAINLY AFFECTED CONRAIL. CONRAIL, AS YOU KNOW, CAME INTO BEING AS A PROPERTY OF THE U.S. GOVERNMENT IN 1976, AFTER CONGRESS HAD COME TO THE RESCUE OF SEVEN BANKRUPT OR FAILING RAIL COMPANIES IN THE NORTHEAST AND MIDWEST. THE TAXPAYERS HAVE SPENT SEVERAL BILLION DOLLARS KEEPING IT IN OPERATION, AND OVER THE PAST FOUR YEARS, IT HAS TURNED A PROFIT. FOUR YEARS AGO, CONGRESS DIRECTED THE SECRETARY OF TRANSPORTATION TO DEVELOP A PLAN TO RETURN CONRAIL TO THE PRIVATE SECTOR. THE PLAN I HAVE SUBMITTED TO CONGRESS FOR PURCHASE BY THE~~



10-B

NORFOLK SOUTHERN CORPORATION WAS REACHED AFTER MANY MONTHS OF CAREFUL DELIBERATION <sup>and negotiations.</sup> NORFOLK SOUTHERN HAS THE HIGHEST OPERATING AND MAINTENANCE STANDARDS IN THE INDUSTRY. IT'S EXCELLENT MANAGEMENT IS DEDICATED TO RUNNING A STRONG RAILROAD. NORFOLK SOUTHERN HAS TOLD US THAT ONLY 1200 JOBS WOULD BE IMPACTED. (87,000-37,000) *6 yrs - fuel salary - By action to greatest extent possible*

~~NORFOLK SOUTHERN WILL PAY TO THE GOVERNMENT ON THE DAY OF CLOSING \$1.2B CASH ON THE BARREL HEAD, AS WELL AS ANY EXCESS CASH IN THE COMPANY. THEY WILL RELINQUISH THEIR NET OPERATING LOSSES (AND) AND INVESTMENT TAX CREDITS AND COMMIT TO A STRONG SET OF COVENANTS TO PROTECT THE FUTURE VIABILITY AND THE FINANCIAL STRENGTH OF THE RAILROAD.~~

~~THEY WILL NOT UTILIZE PREFERRED STOCK AND WILL IN NO WAY LOOK TO THE ASSETS OF CONRAIL IN MAKING THEIR PAYMENTS TO THE GOVERNMENT.~~

10-C

ALSO BEFORE THE CONGRESS IS A PROPOSAL FOR PURCHASE BY 32 INVESTORS LED BY MORGAN STANLEY AND COMPANY -- A NEW YORK INVESTMENT FIRM. THE MORGAN STANLEY PLAN WILL UTILIZE \$230M OF CONRAIL'S CASH TO PAY LABOR WHILE NORFOLK SOUTHERN WILL PAY LABOR FROM ITS OWN FUNDS. MORGAN STANLEY PROJECTS A NEGATIVE CASH FLOW FOR THE NEXT 4 OUT OF 5 YEARS. IN THE 5TH YEAR, *the* MORGAN STANLEY <sup>plan</sup> SHOWS A MIGHTY \$2 MILLION! THAT CASH FLOW WOULD BE EVEN MORE NEGATIVE BUT FOR THE \$40M IN CONRAIL PROPERTY WHICH WILL BE SOLD EACH YEAR, AND \$30M A YEAR TO BE ACHIEVED THROUGH TAX-ORIENTED LEASES WHICH PLACE DEBT ON THE COMPANY IN THE LONG TERM. THERE IS NO BAN ON THE ISSUANCE OF PREFERRED STOCK IN THE MORGAN STANLEY DEAL AND NO BAN ON *how* <sup>much</sup> EXTENSIVE SALES OF CONRAIL PROPERTIES *can be sold off.*



*in the Northeast.*

CONRAIL CARRIES RECESSION SENSITIVE TRAFFIC. IT IS A marginally PROFITABLE RAILROAD WITH A SHORT PROFITABILITY HISTORY. IT IS VULNERABLE TO TRUCK COMPETITION AND HAS NO COAL RESERVES. IN THE LAST QUARTER OF '84, CONRAIL'S NET INCOME FELL 18% UNDER BUDGET. IN THE FIRST SIX MONTHS OF THIS YEAR, CONRAIL IS 12% UNDER BUDGET AND 22% BEHIND LAST YEAR'S RESULTS.

*certainly impact my view of*  
~~WHEN I CONSIDER THESE NEGATIVE FACTORS I FIND THAT I MUST LOOK BEYOND~~  
~~a stand-alone CR or a M-Stanley purchase~~  
~~BUDGETS AND PROJECTED CLAIMS THAT CONRAIL WILL BE VIABLE~~ AS SECRETARY OF TRANSPORTATION I AM TRUSTEE FOR THE PUBLIC'S INVESTMENT IN CONRAIL AND FOR THE PUBLIC'S RELIANCE ON THE SERVICE PROVIDED BY CONRAIL. THIS SALE IS NO ORDINARY BUSINESS DEAL.

~~MAKING CONRAIL ABSORB A NEGATIVE CASH FLOW IN ORDER TO MEET THE DEMANDS OF MORGAN STANLEY MAY BE AN ACCEPTABLE TRADEOFF FOR A NEW YORK INVESTMENT BANK, BUT I CANNOT RECONCILE IT WITH MY FIDUCIARY OBLIGATIONS.~~

~~I KNOW HOW IMPORTANT CONRAIL IS TO INDIANA. IN INDIANA, CONRAIL OPERATES 1,859 MILES OF TRACK AND EMPLOYS 3,857 PEOPLE. AND INDIANA IS IMPORTANT TO CONRAIL. DURING 1983, CONRAIL BEGAN SERVING 21 NEW FIRMS IN INDIANA. IN 1983, THESE FIRMS GENERATED OVER 12,800 CARLOADS WITH AN ANNUAL REVENUE TO CONRAIL OF SLIGHTLY LESS THAN \$13 MILLION.~~

- \* A SALE TO NS WILL NOT ONLY GIVE FT. WAYNE A STRONGER, MORE EFFICIENT CONRAIL, IT WILL BRING A NEW COMPETITOR, GUILFORD, INTO THE FT. WAYNE MARKET.
- \* WITH THE CHANGES MADE IN THE DIVESTITURE AGREEMENT LAST WEEK, GUILFORD WILL NOW BE OPERATING ON THE BEST TRACKAGE. SHIPPERS



CAN BE CERTAIN GUILFORD WILL BE TIME AND SERVICE-COMPETITIVE WITH NS.

- \* NS AND GUILFORD HAVE ALSO AGREED TO LOWER RECIPROCAL SWITCHING CHARGES ACROSS THE CONRAIL SYSTEM, SOMETHING THAT WILL BE A DIRECT BENEFIT TO SHIPPERS *in lower rates.*
- \* THE NS SALE WILL BRING FT. WAYNE SHIPPERS HEAD-TO-HEAD SINGLE LINE COMPETITION INTO THE NORTHEAST FOR THE FIRST TIME SINCE THE PENNSYLVANIA MERGED WITH THE NEW YORK CENTRAL IN THE LATE 1960s.
- \* THE BOTTOM LINE *?* ~~IS THAT~~ BY GIVING FT. WAYNE SHIPPERS A STRONGER CONRAIL, IT GIVES YOU THE BEST POSSIBLE PROTECTION FOR YOUR FUTURE SHIPPING NEEDS.

*And as we work on these important transp. & economic issues, we will continually strive to*

11

~~HE KNOWS THAT~~ REDUCING THE DEFICIT, ~~IS~~ ONE OF THE BEST THINGS CONGRESS CAN DO TO HELP STRUGGLING FARMERS.

REDUCTION OF THE DEFICIT WOULD FORCE INTEREST RATES TO DECREASE EVEN FURTHER AND HELP OUR FARM EXPORTS BECOME MORE COMPETITIVE. ~~BY ACCOMPLISHING THOSE GOALS, FARMERS AND RANCHERS COULD PARTAKE IN THE ECONOMIC RECOVERY THAT THEY HAVE, THUS FAR, NOT BEEN ABLE TO ENJOY.~~

~~ONE CONCERN WE ALL SHARE IN OUR ECONOMY TODAY DEALS WITH THE BALANCE OF TRADE AND I AM WORKING TO ENSURE THAT TRADE DISCRIMINATION ENDS AGAINST OUR SHIPS AND PLANES, AND TO UNCOVER UNFAIR TRADING PRACTICES USED AGAINST THE U.S.~~ *The Pres.* I RECENTLY WAS APPOINTED *as a member* OF THE PRESIDENT'S TRADE STRIKE FORCE, *on Trade* CREATED TWO WEEKS AGO AND DESIGNED *we're going* TO UNCOVER UNFAIR TRADING PRACTICES USED AGAINST THE UNITED STATES; *we're going* AND TO DEVELOP STRATEGIES TO COUNTER AND



12

ELIMINATE THEM. *We're going to* ~~IT WILL~~ IDENTIFY BARRIERS TO AMERICAN EXPORTS, AS WELL AS UNFAIR EXPORT SUBSIDIES.

AS THE PRESIDENT SAID, "WE WILL NOT STAND BY AND WATCH AMERICAN BUSINESSES FAIL BECAUSE OF UNFAIR TRADING PRACTICES ABROAD. WE WILL NOT STAND BY AND WATCH AMERICAN WORKERS LOSE THEIR JOBS BECAUSE OTHER NATIONS DO NOT PLAY BY THE RULES. ~~AND IN ORDER TO ACCOMPLISH THE WORK THAT LIES AHEAD, WE NEED YOUR HELP.~~

~~AND IN ORDER TO ACCOMPLISH OUR GOALS, LADIES AND GENTLEMEN, NOT ONLY IS IT IMPORTANT TO RETAIN OUR REPUBLICAN MAJORITY IN THE SENATE, IT IS IN OUR POWER TO GAIN A REPUBLICAN MAJORITY IN BOTH HOUSES OF CONGRESS IN THE NOT TOO DISTANT FUTURE. IT'S INCREDIBLE THAT OF ALL THE VOTES CAST LAST FALL IN CONGRESSIONAL RACES, REPUBLICAN HOUSE CANDIDATES CAME WITHIN 70,000 VOTES OF A NATIONAL~~

13

SO WE'RE EMBARKED ON A LONG-RANGE EFFORT TO INCREASE OUR STRENGTH IN STATE LEGISLATURES AND GOVERNORS' MANSIONS IN 1986, 1988, 1990 AND BEYOND. LAST YEAR, IN STATES LIKE TEXAS AND NORTH CAROLINA, WE SHOWED HOW MUCH COULD BE ACHIEVED WHEN A LOT OF PEOPLE, OF ALL AGES AND BACKGROUNDS, POOLED THEIR IDEALISM AND SACRIFICED

*their shoe leather to persuade their friends & neighbors that Republican ideas should not be restricted to the White House. Indeed, there isn't a single state in the union that we can't win & nor a single state the Democrats can take for granted. A Republican House of Rep. may ~~be~~ not be very far away — and 1986 is an important election.*



THEIR SHOE LEATHER TO PERSUADE THEIR FRIENDS AND NEIGHBORS THAT REPUBLICAN IDEAS SHOULD NOT BE RESTRICTED TO THE WHITE HOUSE. [WHERE IN THE LAST FIVE PRESIDENTIAL ELECTIONS, REPUBLICANS WON 80 PERCENT OF THE ELECTORAL VOTES.] INDEED, THERE ISN'T A SINGLE STATE IN THE UNION THAT WE CAN'T WIN -- NOR A SINGLE STATE THE DEMOCRATS CAN TAKE FOR GRANTED.

*Safety is my highest priority - On highways, rehab. & repair, behavior of driver & design of vehicle.*  
*Congrat -* BY CONTINUING TO PRESS FOR GOVERNMENT IN WASHINGTON THAT IS LESS INTRUSIVE AND MORE IMAGINATIVE, BY SUSTAINING AND BROADENING THE STRONGEST ECONOMIC RECOVERY IN OVER 30 YEARS SO THAT ALL AMERICANS BENEFIT, BY REACHING OUT TO THOSE WHO IN THE PAST HAVE BEEN SHUNTED ASIDE, REPUBLICANS ALL ACROSS THE NATION CAN FORGE A RECORD WORTH RUNNING ON. BUT IN THE END, OUR SUCCESS DEPENDS ALMOST ENTIRELY ON PEOPLE WHO CAN TAKE THAT RECORD AND MAKE IT COME ALIVE  
*Air Safety - 99.999% One accident is too many - Aberration*

AT THE GRASS ROOTS. AND BY THE WAY, OUR NATIONAL POLICY IS THE ABSOLUTE OPPOSITE OF TRICKLE-DOWN ANYTHING: FOR IT WAS FROM THE LIVING ROOMS AND CHURCH PEWS IN THIS COUNTRY THAT THERE FIRST AROSE A DEMAND FOR CHANGE. *How fortunate we are that we*

BUT CHANGE IS THE ONE THING THAT NEVER CHANGES. IT IS THE ONLY CONSTANT. TIMES OF CHANGE ARE TIMES OF UNCERTAINTY, BUT ABOVE ALL, THEY ARE TIMES OF OPPORTUNITY. FROM THIS POINT ON, WHICH WILL IT BE FOR US? A TIME OF UNCERTAINTY -- OR A TIME TO SEIZE OUR WINDOW OF OPPORTUNITY -- TO SOLIDIFY OUR GAINS OF 1984 AND MOVE INTO THE FUTURE WITH A SOLID MAJORITY.

*live in this great land, where we can speak out for change and vote freely for men and women who will stand up to the challenges of change - and make the tough decisions.*



ONE OF THE GREATEST AMERICANS WAS A WOMAN WHO KNEW <sup>real</sup> ~~GREAT~~ ~~adversity~~ ~~ADVERSITY~~, YET ~~ONE~~ WHOSE SPIRIT AND EXAMPLE INSPIRED MILLIONS. HER NAME WAS HELEN KELLER -- AND SHE SUMMED UP HER PHILOSOPHY IN A SINGLE SENTENCE. "ONE CAN NEVER CONSENT TO CREEP," SHE SAID, "WHEN ONE FEELS AN IMPULSE TO SOAR."

WE HAVE AN IMPULSE IN AMERICA TO SOAR -- TO ACHIEVE NEW HEIGHTS AND TO GO AS FAR AND RISE AS HIGH AS OUR NATIONAL WILL AND COMPETITIVE SKILLS WILL TAKE US. ~~THE BEST IS YET AHEAD FOR AMERICA -- AND I LOOK FORWARD TO SHARING THAT FUTURE WITH YOU.~~

~~THANK YOU AND GOD BLESS YOU ALL.~~ <sup>are</sup>  
And as a party, we ~~most~~ certainly ~~are~~ already soaring! You have shown your support for ~~your~~ your Congressman by joining us here tonight. Now please -- Roll out all

It's incredible that of all the votes cast last fall in Congressional races, Rep. House candidates came w/in 70,000 MAJORITY. IN OTHER WORDS, THE POPULAR SUPPORT FOR REPUBLICANS IN THE HOUSE OF REPRESENTATIVES, AS EXPRESSED BY THE PEOPLE WHO VOTE, NEARLY EQUALS THAT OF THE DEMOCRATS. YET WE DIDN'T DO NEARLY SO WELL IN INDIVIDUAL RACES. WHY? BECAUSE MANY DISTRICTS WERE PURPOSEFULLY DRAWN BY DEMOCRATIC LEGISLATORS, OR APPROVED BY DEMOCRATIC GOVERNORS, IN THE HOPE OF DILUTING ~~OR DENYING~~ SUCH POPULAR REPUBLICAN SUPPORT.

IN THE 1990 CENSUS, OFFICIALS PREDICT AS MANY AS 19 HOUSE SEATS WILL BE ADDED IN THE SOUTH AND WEST, WHICH WILL INCREASE OUR OPPORTUNITIES TO BECOME THE MAJORITY PARTY IN THE HOUSE OF REPRESENTATIVES.



-19-

the stops to re-elect a <sup>man - a great</sup> great Congressman.  
Dan Coats deserves it. History demands  
it. And your children will reward it.