

TALKING POINTS PREPARED FOR SECRETARY DOLE
ED ZSCHAU RECEPTION
LOS ANGELES, CALIFORNIA
OCTOBER 14, 1986

- ENTREPRENEUR WHO KNOWS WHAT IT TAKES TO KEEP AM. # 1 IN TECHNOLOGY & #1 IN SPACE.
- AFTER TEACHING AT HARVARD, ED STARTED W. A \$2,500 INVESTMENT & CREATED CO. WH. NOW IS ONE OF LARGEST MANUF. OF MINI COMPUTER DISC SYSTEMS IN WORLD.
- UNDERSTANDING THAT ROAD TO ECON. GROWTH IS NOT HIGHER TAXES & MORE REG.
- CHAMBER OF COMMERCE: 100% RECORD FROM CHAMBER.
- NAT'L TAXPAYERS UNION NAMED ED "TAXPAYERS BEST FRIEND"
- KEY MEMBER -- HOUSE FOR. AFFAIRS COMM.
- FAITH IN PEO. OF AM, MET GOVT PROMISES.
- NORMAN AND ERLENE
- WASH, POST; SOMETIMES THINK HE'S JEALOUS.
- WHAT'S HAPPENING IN WASH,
 - CR - OUT OF RUNNING RR -- AND AIRPORTS
- OIL SPILL LIAB - PUERTO RICAN OFF SAN FRANCISCO
- SPACE TRANSP.
- ED Z'S EFFECTIVENESS ON SPACE
- ED Z'S COMMITMENT TO DRUG FREE SOCIETY.
- APPRECIATE ED'S LEADERSHIP ON ISSUE OF TERRORISM.
- BUS EXPERTISE -- RR NEEDS -- "BEEN IN FOREFRONT OF BATTLE TO KEEP OUR ECONOMY GROWING"

- BRING SOME BUS SENSE TO POLITICS.
- REMINDED OF A CABINET MEET: WHAT'S THE RT THING TO DO? WASN'T EASY
- TO PUT STAMP ON HISTORY, PERM. SOLUT. THAT HAVE PLAGUED US FOR DECADES... MUST RETAIN SENATE.
- HERE BECAUSE YOU CARE.
- 2 YRS AGO ED Z & I STOOD TOGETHER AT WH: RR SPACE IS OPEN FOR BUS
 - GEN. DYNAMICS, AM. ROCKET CO.
 - AS CO-CHR. OF CONG. T.F. ON HIGH TECH. INITIATIVES...
- ED Z IS ENTREPRENEUR WHO KNOWS WHAT IT TAKES TO KEEP AM. # 1 IN TECHNOLOGY, NO 1 IN SPACE
- AFTER TEACHING AT HARVARD, STANFORD,
- \$2,500 INVESTMENT IN MANUF. MI-COMPUTER DISC SYSTEMS -- 800 PEOPLE
- BRINGS BUS. SENSE TO POLITICS
- KNOWS IT ISN'T HIGHER TAXES & MORE REG. THAT LEADS TO ECON. GROWTH.
- CHAMBER OF C: 100%.
- NAT'L TAXPAYERS UNION: T'S BEST FRIEND.
- CABINET MEET: WHAT'S RT THING TO DO?
- PERM. SOLUT....MUST RETAIN SENATE
- DRUGS
- TERRORISM
- KEY MEMBER, HOUSE FOR. AFFAIRS
- GEORGE DUKNEJIAN, MIKE CURB -- MIKE'S OPPONENT WAS JERRY BROWN'S CAMPAIGN MAMAGER.

-- BD & BED -- WASH POST

-- JENNIFER HILLINGS

-- SENT YOU A LIFE BOAT AND HELICOPTER"

-- PRES'S LETTER -- CRANSTON COMPARISON --75% OF THE ALA C OF 5% AG,
THE PRES'S ADMINISTRATION.