

October 9, 1992

MEMORANDUM TO THE LEADER

FROM: JOHN DIAMANTAKIOU

SUBJECT: POLITICAL BRIEFINGS

Below is an outline of your briefing materials for your appearances in New England and New York.

Enclosed for your perusal are:

1. Campaign briefing:
 - overview of race
 - biographical materials
 - Bills introduced in 102nd Congress
2. National Republican Senatorial Briefing
3. City Stop/District race overview
4. Governor's race brief (NH, VT)
5. Redistricting map/Congressional representation
6. NAFTA Brief
7. Republican National Committee Briefing
8. State Statistical Summary
9. State Committee/DFP supporter contact list
10. Clips (courtesy of the campaigns)
11. Political Media Recommendations (Clarkson also has a copy)

Thank you.

OVERVIEW OF NEW HAMPSHIRE U. S. SENATE RACE

Defense Cuts

Governor Gregg maintains that defense cuts are necessary but at a careful and cautious rate. The cuts he supports are at a level slightly higher than those proposed by the President, but lower than Bill Clinton's defense cut proposal.

The Governor's Democratic opponent, John Rauh, wants a 50% defense cut over five years. None of the savings would be applied to the budget deficit but would instead go wholly to retraining programs. Governor Gregg believes that this drastic cut is irresponsible, would wreak economic havoc on New Hampshire's defense dependent industry, would force the closing of the Portsmouth Naval Shipyard, and would cripple the nation's ability to respond to military threats.

Taxes

Governor Gregg has proposed several tax policy reforms. Specifically he favors a capital gains tax cut, tax credits for research and development activity, accelerated depreciation on capital equipment purchases, and a return to full deductability for contributions to IRAs.

His opponent favors a graduated capital gains tax cut (long-term gains only), but more importantly favors imposing a tax on pension funds engaging in short term investment transactions. Additionally, John Rauh favors an income tax for New Hampshire, something Governor Gregg has successfully fought against during his two terms as Governor. He also favors imposing a payroll tax to pay for national health care.

Balanced Budget

Judd Gregg favors passage of a balanced budget amendment and has signed the Rudman/Tsongas Lead...or Leave pledge to halve the deficit by 1996 or not seek re-election. He also supports a line item veto with majority override.

The opponent refuses to take the Lead...or Leave pledge and says it will take at least eight to twelve years to cut the deficit. He says he favors a balanced budget amendment, but only when the entire

federal budget process is restructured and that Congress must retain "flexibility." John Rauh also says we must "invest" in additional funding for over two dozen federal programs.

Health Care

Governor Gregg supports universal access, but believes reform of the health care system should not include nationalized health care. It would not make sense to force the 200 million americans who already have health insurance to join a national system to cover the 37 million who are not. Governor Gregg has proposed cost control measures to make the system more efficient including increasing state's flexibility, tort reform, and emphasis on preventive medicine.

John Rauh supports the concept of a "play-or-pay" system of health care to be paid for through a 7% payroll tax on those employers not providing health care, as well as a 1.75% income tax on employees of those businesses. The Governor's position is that "play-or-pay" would drive small companies out of business costing hundreds of thousands of jobs, and would lower the wages of employees.

Summary of Governor Gregg's handling of the state budget

When Governor Gregg took office in January of 1989, he faced a state budget deficit of \$30 million (total state budget approximately \$650 million). He served as Governor during 3 1/2 years of very tough economic times and managed to make the tough calls on the spending side of the ledger to get the budget balanced. When he leaves office, the state will not only be left with a balanced budget, but will also be left with a surplus for Fiscal Years '92 and '93 of approximately 46 million dollars.

BIOGRAPHY

GOVERNOR JUDD GREGG

On January 5, 1989, Judd Gregg became New Hampshire's 94th Governor, following convincing primary and general election wins with a vote margin of nearly two to one. He repeated these convincing victories in the 1990 elections, defeating his opponent by a margin of 76,000 votes. He was sworn into office for a second term on Thursday, January 3, 1991.

Throughout his two terms in office, Judd Gregg has demonstrated his commitment to environmental protection, economic development and a conservative approach to spending and taxes, while making state government more responsive to the needs of New Hampshire's communities and citizens.

As Governor, Judd Gregg has consistently rejected attempts to raise taxes. In fact, New Hampshire remains the state with the lowest taxes, both state and local, in the nation. Low taxes result in a smaller state government, yet New Hampshire continues to deliver high quality services to its citizens. New Hampshire is rated #1 in mental health care, #2 in its care to the developmentally disabled, #2 in SAT scores, #2 in caring for its children, and #3 in the country for health care for New Hampshire citizens generally. The Governor's commitment to fiscal conservatism has also been noted by the Wall Street Journal, which ranked Judd Gregg ninth in the nation in its Good Governor Guide, a report card on taxes and spending.

A regional economic slowdown began just prior to Judd Gregg's taking office. As a result, much of his attention was focused on the need to revitalize New Hampshire's economy. Governor Gregg approached revitalization in a targeted way, concentrating on those areas that could exhibit results in the form of job creation/maintenance. He guided New Hampshire to a new cooperative approach with the private sector to create jobs and economic opportunity. The success of this approach is evident with events such as: The expansion of the Manchester Airport with State guaranteed bonding; Governor Gregg's negotiations with Delta Connection-Business Express, resulting in their becoming a major anchor client at the Pease International Trade Port; State backed-bonding for James River Corporation ensuring the company's continued operation in the state.

Governor Gregg is also committed to environmental protection, and has demonstrated this commitment by initiating such actions as the shoreland protection bill, the protection of the Great Bay Estuary, the statewide recycling program, impact fees, continuation of the Land Conservation Investment Program, the creation of the 21st Century Commission, the banning of jet skis, and general legislation protecting groundwater.

A native of New Hampshire, Gregg was born in Nashua on February 14, 1947 and educated in the Nashua public schools, Phillips Exeter Academy, (1965) and Columbia University (A.B., 1969). He received his J.D. degree in 1972 from Boston University Law School and his L.L.M. in tax law in 1975. Upon graduating from law school, Mr. Gregg returned to Nashua and became a partner in the law firm of Sullivan, Gregg and Horton.

BIOGRAPHY OF GOVERNOR JUDD GREGG

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Judd Gregg is presently Vice President of the Crotched Mountain Rehabilitation Foundation, a center for the multiply handicapped located in Greenfield, New Hampshire, which has been the focus of much of his attention for many years. Mr. Gregg's experience in state government dates back to 1978, when he was elected to the five-member New Hampshire Executive Council, an institution which predates the American Revolution and which must approve all state expenditures and appointments made by the Governor.

On November 4, 1980, the people of the Second Congressional District elected Judd Gregg to succeed retiring nine-term Congressman James C. Cleveland. His success in representing the values and interests of New Hampshire citizens was reflected in his sizable re-election margins in 1982, 1984 and 1986. While in Congress he served in leadership positions on the House Committee on Government Operations and the Committee on Science and Technology. In 1986 Mr. Gregg became the First Republican representative from New Hampshire in 125 years to serve on the influential House Committee on Ways and Means.

On December 6, 1990, Governor Gregg was elected Chairman of the New England Governors' Conference. He received a unanimous vote for the post from his fellow New England Governors. As Chairman, his primary goal was to bring the New England states together to form a working coalition to promote economic development as a region and to work as a team to represent the region's economic interest before Congress and the Federal government.

Governor Gregg is married to the former Kathleen MacLellan and they have two daughters, Molly and Sarah and a son, Joshua. Judd and Kathy are residents of Greenfield where they attend the local Congregational Church.

MEMORANDUM

TO: SENATOR DOLE

FROM: David Wardrop

DATE: October 3, 1992

RE: New Hampshire Update

A. POLITICAL UPDATE

With New Hampshire's economy going essentially from first to worst in the last four years, Judd Gregg will have a more daunting task than the GOP candidate normally faces in New Hampshire.

The Gregg machine has been in place since Judd's father Hugh was first elected Governor. The Gregg organization has proven that it can regularly get the voters to the polls. This was proven in the primary, when challenger Hal Eckman spent over \$1 million and couldn't overtake the Gregg organization.

The Democrat, John Rauh, is back after placing third in the 1990 Democrat primary. Gregg is holding press conferences at businesses around the state with the management to discuss all the things Gregg has done as Governor to keeping the business climate attractive. At the same time, he is attacking Rauh as a Teddy Kennedy tax and spend liberal. Rauh is attempting to refute the charges by citing his tenure as the head of Clopay in Cincinnati. He claims he knows how to create jobs, and that Gregg's record proves he can't create jobs.

Both Gregg and Rauh have taken the pledge not to spend more than \$500,000 in the general election which should negate one of the independently wealthy Rauh's advantages. One disadvantage will be Larry Brady's appearance on the ballot as an independent. Brady lost a Republican primary to Cong. Bill Zeliff two years ago by only a few hundred votes. Virtually all the votes Brady pulls will come from Gregg. He's expected to garner up to 10% of the vote.

GOVERNOR JUDD GREGG

As governor, Judd Gregg beat Democrat Paul McEachern by a comfortable 61%-39% margin in 1988. Gregg's father Hugh served as governor from 1953-55 and has been a major player in presidential politics since.

Judd Gregg was elected to Congress in 1980, where he was not entirely conciliatory, but was rather vocal in his criticisms of the majority Democrats. He had no trouble taking the "pledge" (i.e., no new taxes), though he does favor more

spending on education and environment, but with local towns making most of the decisions.

Gregg's first political victory was in 1978, when he secured a spot on the Executive Council, beating five-term incumbent Bernard Streeter. Gregg has easily defeated subsequent challengers.

JOHN RAUH

John Rauh is a former chief executive officer at the Ohio-based Clipay Corporation. Rauh lost a three-way race for the 1990 Democrat Senate nomination. In that race, and again in this years primary, he was accused of moving to New Hampshire to "buy" a Senate seat. He is considered a classic liberal by the Republicans.

Rauh's economic development plan calls for emphasizing long-term growth. The government would encourage businesses to invest for the future by levying a higher capital gains tax for brief investments, offering investment tax credits to encourage research and investment in capital equipment and rewarding pension funds that invested in long-term investment.

B. SURVEY DATA

	9/22-27 UNH	9/9-13 UNH	8/31-9/3 PMR
GREGG JOB			
Approve		39	
Disapprove		49	
BALLOT			
Gregg	36	41	44
Rauh	37	33	38

C. FINANCIAL UPDATE

Republican:	Judd Gregg	Gross (Cycle): \$164,756 (9/9)	On Hand: \$150,000
Democrat:	John Rauh	\$76,749 (6/30)	\$3,029

D. ORGANIZATION

Campaign Manager:	Joel Mailoa
Media:	O'Neill

E. STATE INFORMATION

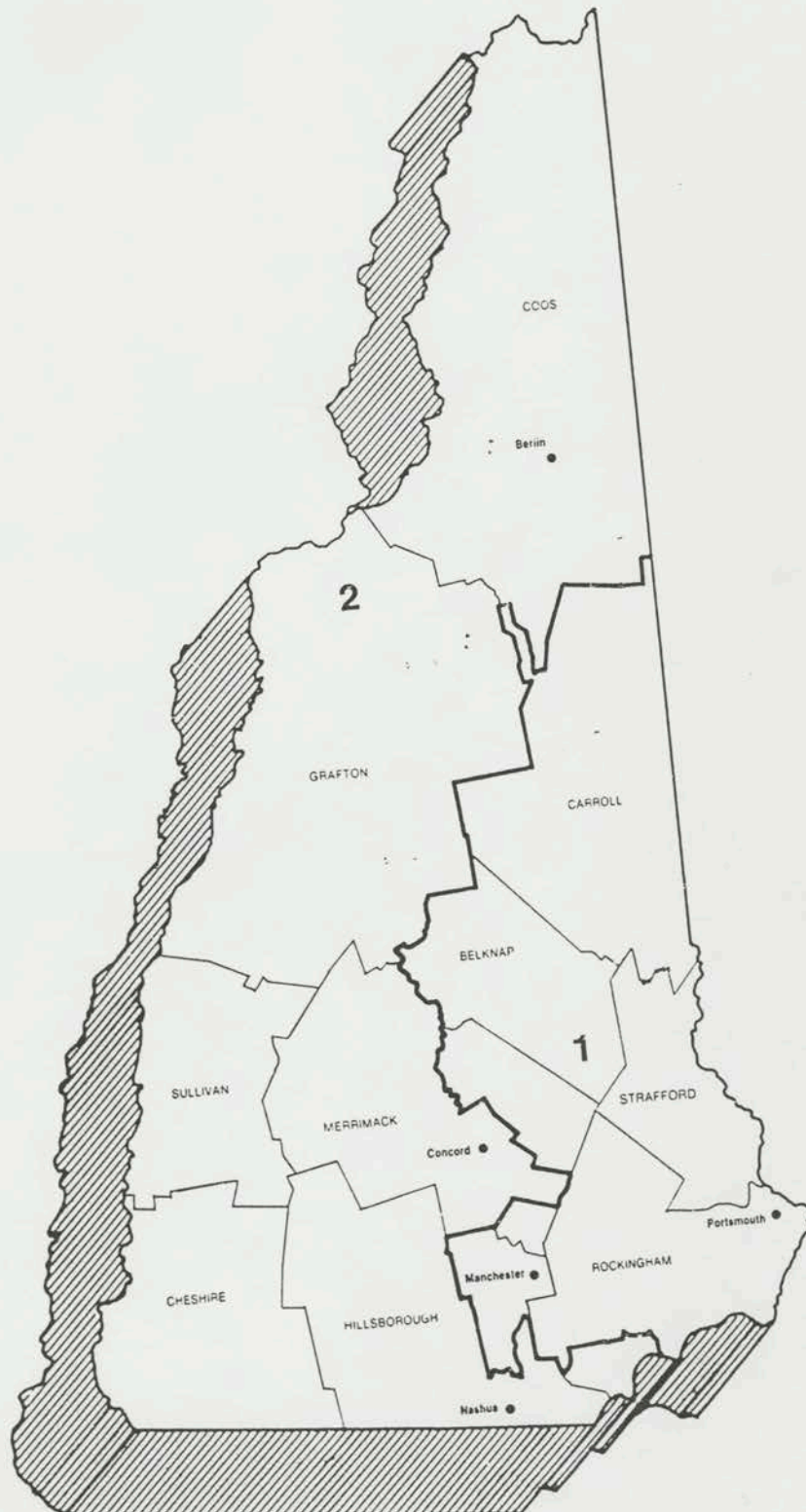
1. Population: 1,109,252
2. Voter Identification: 39% Republican
29% Democrat
31% Unaffiliated
3. U.S. Congress: Senate 2 R and 0 D/ House 1 D and 1 R
4. Legislature: Senate 13 R and 11 D/ House 265 R and 135 D
5. Elections:

1988 Presidential	Bush	63%	Dukakis	36%
1984 Presidential	Reagan	69%	Mondale	31%
6. Major Media Markets:

Portland/Poland Spring	85%
Boston	7%
Burlington/Plattsburg	8%
7. Political Leadership:

Governor:	Judd Gregg (R)
U.S. Senator	Bob Smith (R)
U.S. Senator	Warren Rudman (R)
	defeated Endicott Peabody 1986; 63% to 32%
	Rudman \$831, 098; Peabody \$307,760

NEW HAMPSHIRE



NEW HAMPSHIRE

Primary Date: September 8, 1992

Filing Date: June 12, 1992

Status of Incumbent: OPEN SEAT

Candidates:

Republican

Steve Merrill, former Attorney General

Democrat

Deborah Arnesen, St. Rep.

Primary Results:

Steve Merrill (R)	60,809	54%
Ed DuPont (R)	25,530	23%
Elizabeth Hager (R)	24,433	22%
2 others	2,591	2%
Deborah Arnesen (D)	41,770	49%
Norm D'Amours (D)	23,919	28%
Ned Helms (D)	19,792	23%

Race Summary:

Results of the September 8th primary elections leave the state's voters with nominees from each end of the political spectrum. Predictably, Republicans chose conservative Steve Merrill over the more moderate Elizabeth Hager and Ed DuPont. Merrill, an attorney from Manchester and a former chief of staff to Governor Sununu, opposes abortion and the institution of a state sales tax. In contrast, Republican Elizabeth Hager supported both abortion rights and a state sales tax. Merrill's performance in the primary was a resounding endorsement of his conservative principles. He garnered better than twice the vote of his two major opponents in what some thought might be a much closer contest. Merrill enjoys favorable press in the state's leading newspaper, the Manchester Union Leader.

The Democrats provided some surprises of their own. Liberal state representative Deborah Arnesen easily outdistanced former Congressman Norm D'Amours whom pundits thought might be the primary winner. Democrats, in providing Arnesen with a substantial margin of victory, repudiated D'Amours more conservative tone. Arnesen's liberal views will provide voters with a rather clear contrast and choice in November. The two candidates are miles apart on the two major issues in this campaign. Merrill opposes a state income tax while Arnesen favors a state income tax. Merrill clearly opposes abortions while Arnesen favors abortion rights.

New Hampshire, page two

Republicans have good reasons for expecting to retain control of the governorship: voters in the state are generally conservative; Republicans have won the past five gubernatorial elections; Republicans outnumber Democrats in terms of voter registration by a 40% to 30% margin; and Arnesen may be considered too liberal for the state.

Polling Data:

No recent polling data.

Candidate Address:

Mr. Steve Merrill
Steve Merrill for Governor
50 Phillippe Cote Street
Manchester, NH 03101
(603) 627-9292
fax # 641-9408
Media: Stuart Stevens
Co-Managers: John Alvis, Paul Collins
Press Secretary: Lorine Card

HEADLINE: NEW HAMPSHIRE: POLL SHOWS GOV RACE TIGHT

UNH poll surveyed 645 registered voters 9/22-27; margin of error +/- 4% (UNH release, 9/29). Tested: State Rep Deborah "Arnie" Arnesen (D) and ex-AG Steve Merrill (R)

	RVs	W/LNRS
Arnesen	37%	39%
Merrill	38	40

Merrill "quickly corrected any 'misimpression' he made" at a news conference 9/28 at which he said "he would consider raising some taxes if a boost in state revenues was needed." Merrill: "I will strongly oppose added spending, but if in fact we need to meet the basic requirements of state government to provide services and to provide a lending hand where necessary, I will support those (tax increases)." Meanwhile, Arnesen said "some citizens will pay higher taxes under her proposed tax reform proposal" (Tibbits, Manchester UNION LEADER, 9/30). Arnesen told reporters "families making less than \$50,000 per year will pay less than in overall taxes, while taxes those earning more will pay more under" her plan (Landrigan, Nashua TELEGRAPH, 9/30).

NEW HAMPSHIRE STOP

Concord

Located in the 2nd District, Concord is the state's capital city. Although state government workers dominate the city, New Hampshire does not have a large or politically influential bureaucracy, and Concord has not grown very rapidly in the past 20 years.

Concord's electorate is generally liberal, but independent. It opposed Meldrim Thomson Jr., the state's belligerently conservative three-term governor in the 1970s, but the city supported President Reagan and narrowly went for President Bush in 1988. You may recall that you took 33% in Concord to President Bush's 35% in the GOP primary.

Representative Dick Swett (D) will meet ex-state Representative Bill Hatch (R) in the 2nd CD matchup.

Latest Poll

University of New Hampshire poll conducted 9/22-27
of 235 likely voters. $\pm 5.6\%$

Dick Swett (D-Incumbent)	47%
Bill Hatch (R-ex-state Rep.	22%
Undecided	28%

1st District - 235 likely voters

Bill Zeff (R-Incumbent)	39%
Bob Preston (D-ex-state Senator)	32%
Undecided	22%

NEW HAMPSHIRE

REPUBLICAN ELECTED OFFICIALS

Constitutional Offices:

Governor **JUDD GREGG**
State Treasurer **GEORGIE THOMAS**

Congressional Delegation:

U.S. Senate

2 R, 0 D

Senator **BOB SMITH**, next election 1996

Senator **WARREN RUDMAN**, not seeking re-election in 1992

U.S. House of Representatives

1 R, 1 D

BILL ZELIFF (CD 1)

State Legislature:

State Senate 13 R
 11 D

The Senate Republican Leader is **EDWARD DuPONT**. The Majority Leader is **JOHN DORSEY**.

State House 268 R
 125 D
 2 I

The House Republican Leader is **HAROLD BURNS**. The Majority Leader is **CAROLINE GROSS**.

NEW HAMPSHIRE

1992 PARTY STRUCTURE

Committee Members:

Chairman **RHONA CHARBONNEAU**

Elected: January 1991

Term expires: March 1993

CHARBONNEAU, owner of a real estate business, served on the Committee on the Call for the 1992 Republican National Convention.

National Committeeman **HUGH GREGG**

Elected: August 1988

Term Expires: January 1996

GREGG, former Governor of New Hampshire, is an attorney and Public Relations consultant. He organized the New Hampshire delegation to the National Convention. He was re-elected at the State Convention in May 1992.

National Committeewoman **RUTH GRIFFIN**

Elected: May 1992

Term expires: 1996

GRIFFIN was elected to the post of National Committeewoman at a meeting of the State Delegation in May. She is a former State Representative and a retired nurse, and currently holds the position of Executive Councilor to the Governor.

Party Leaders:

GOP Party Vice Chairman **KENDALL LANE**

Senate President **ED DUPONT**

Speaker of the House **HAROLD BURNS**

U.S. Senator **WARREN RUDMAN**

U.S. Senator **BOB SMITH**

U.S. Rep. **BILL ZELIFF**

Manchester Mayor **RAY WIECZOREK**

Governor **JUDD GREGG**

Former Governor and former White House Chief of Staff **JOHN SUNUNU**

Bush-Quayle '92 Leadership:

Chairman, Governor **JUDD GREGG**

JOHN STABILE, Finance Chairman

Victory '92 Leadership:

BILL CAHILL, Chairman, and former Councilor to the Governor

State Party Overview:

Secretary of Transportation Andy Card has agreed to be the keynote speaker at the State Party's Norris Cotton Dinner on October 21.

Financial Status:

The party is currently on sound financial ground.

The state party and the major federal and gubernatorial campaigns met recently after the September primary to discuss Victory '92 efforts. All of the campaigns will participate.

NEW HAMPSHIRE

POLITICAL LANDSCAPE

1992 Ballot:

President/Vice President
U.S. Senate (Open Republican)
U.S. Representatives - 2 seats
Governor
State Senate - all 24 seats.
State House - all 398 seats.

1992 Electoral College Votes: 4

1992 Presidential Primary: February 18, 1992

1992 General Primary: September 8, 1992

1992 Convention: September 27, 1992

Political Environment/Overview:

The Political environment was turned upside down with Senator Rudman's announcement that he would not seek re-election. Governor Judd Gregg entered the Senate race along with a host of others. Gregg's entrance into the U.S. Senate race opened up the Gubernatorial race. Both Congressional races had combative primaries.

President:

1992 Republican Preference Primary Results:

	Vote	Percent
Bush	92,233	52 %
Buchanan	65,087	37
Others	20,650	11

1992 Democrat Preference Primary Results:

	Vote	Percent
Tsongas	55,638	33 %
Clinton	41,522	24
Kerrey	18,575	11
Harkin	17,057	10
Brown	13,654	8
Others	23,887	14

The University of New Hampshire conducted a poll September 22-27, of 645 registered voters, with a margin of error of +/-4.5%.

3-WAY

Bush	28%
Clinton	46
Perot	10

1992 U.S. Senate:

WARREN RUDMAN surprised many people in the state by announcing he would not seek re-election. His departure opened the flood gates of those wishing to keep his seat in Republican hands. Among the most noteworthy candidates were: current Governor **JUDD GREGG**; building contractor **HAL ECKMAN**; former state senator and representative **JEAN WHITE**, as well as Republican **MARK FARNHAM**. **LARRY BRADY**, Former Department of Commerce official in the Reagan Administration, and State Representative **WARREN ROSS** entered the race as independents.

The Republican Primary was held on September 8, 1992. Governor Gregg received 51%, and will face Businessman **JOHN RAUH** in the November election.

Republican Primary Results:

Governor Judd Gregg	51%
Hal Eckman	37
Jean White	10
Mark Farnham	2

Governor Gregg is in a different race, yet he is being blamed for the states' poor economy while Governor. Democrat candidate John Rauh has been running a steady campaign, and has avoided the claim of being a carpetbagger. He moved to New Hampshire from Ohio six years ago. Rauh supports defense cuts and the line-item veto. His efforts are being well-received by the Granite Staters.

If Rauh wins in November, it will be because Governor Gregg got caught in the anti-incumbency fever, and was unable to get beyond his high unfavorable ratings.

Democrat Primary Results :

John Rauh	52%
Mayor Brenda Elias	20
Dr. Terry Bennett	14

Governor Gregg released Selective Service records on September 22 indicating he was actually not drafted during the Vietnam war. This issue was brought up several times during the Gubernatorial race in 1988. Gregg explained the reason he was not selected was due to a college deferment and a physical ailment.

1992 Governor:

GOVERNOR GREGG'S decision to run for the Senate opened up the Republican primary, making it a five-way race. The announced candidates included former State Attorney General STEVE MERRILL, State Representative LIZ HAGER, State Senate President ED DUPONT, accountant MERV NEWTON, and LIVIUS FISTEAG.

Steve Merrill defeated all four primary challengers in the September 8 primary. He will face Democrat DEBORAH ARNESEN and Libertarian MIRIAM LUCE in the November election.

Republican Primary Results:

Merrill	54%
Dupont	23
Hager	21
Newton	1

Democrat Primary Results:

Arnesen	49%
D'Amours	29
Helms	23

The University of New Hampshire conducted a poll of 645 registered voters from September 22-27 with a margin of error of +/-4%.

Arnesen	37%
Merrill	38%

1992 Key Congressional Races:

CD 1

Republican Congressman BILL ZELIFF defeated primary opponents attorney OVIDE LAMONTAGNE and County Commissioner MAUREEN BARROWS. Ovide Lamontagne pledged not to accept any PAC contributions during his campaign.

Zeliff will face State Senator BOB PRESTON in the November election.

CD-1

Republican Primary Results:

Zeliff	50%
Lamontagne	38
Barrows	12

Democrat Primary Results:

Preston	64%
Verge	36

Preston's radio advertisements in late September attacked Congressman Zeliff for voting in favor of several authorization bills, while voting against appropriations bills for the same program.

A University of New Hampshire poll conducted September 22-27 surveyed 258 likely voters in the 1st CD with a margin of error of $\pm 5.6\%$.

Zeliff	39%
Preston	32
Undec.	22

CD 2

Freshman Democrat **DICK SWETT** defeated primary opponent **EMILY NORTHROP**. He will face Former State Representative **BILL HATCH** in November.

Hatch has attacked Congressman Swett's integrity by bringing up his failure to pass a lie detector test while being investigated for perjury two years ago.

Republican Primary Results:

Hatch	35%
DuPrey	31
Spaulding	24
DeWinter	6
Godjikian	4

Democrat Primary Results:

Swett	65
Northrop	35

The University of New Hampshire conducted a poll of 235 likely voters in the 2nd CD with a margin of error of $\pm 5.6\%$.

Swett	47%
Hatch	22
Undec.	28

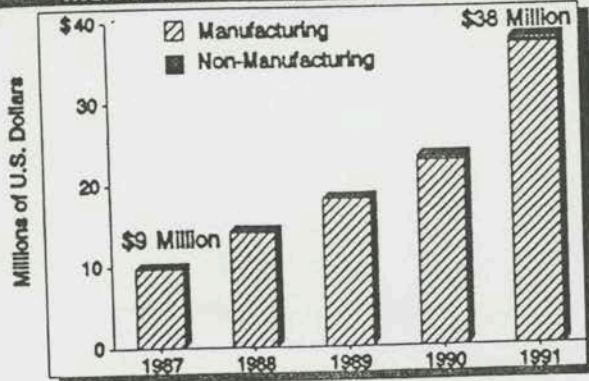
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NEW HAMPSHIRE EXPORTS & JOBS

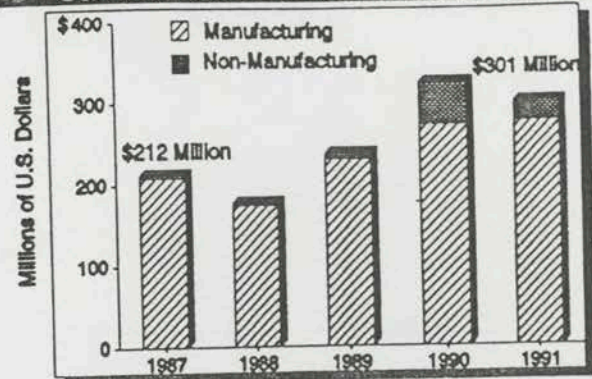


THE NORTH AMERICAN FREE TRADE AGREEMENT

New Hampshire's Merchandise Exports to Mexico Totalled \$38 Million in 1991



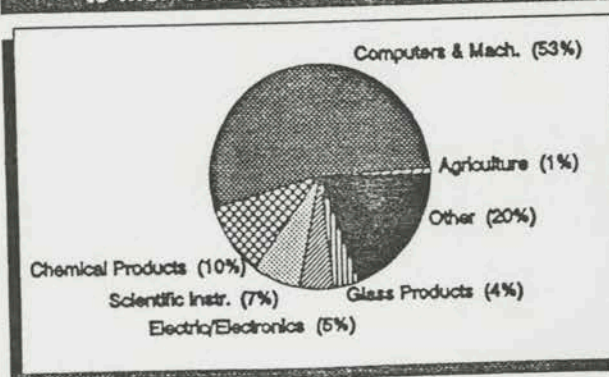
New Hampshire's Merchandise Exports to Canada Totalled \$301 Million in 1991



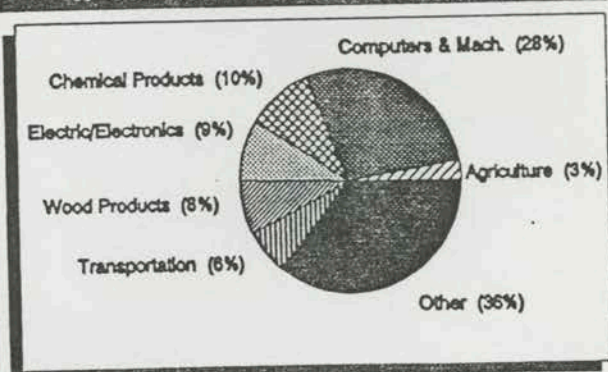
Manufactured exports accounted for 93 percent of New Hampshire's \$339 million in exports to Canada and Mexico in 1991, and supported an estimated 13,600 jobs.

- New Hampshire's sales to Mexico and Canada accounted for 30 percent of the state's total exports.
- Since 1987, New Hampshire's exports to Mexico have quadrupled, while exports to Canada have grown by more than 40 percent.
- Canada and Mexico are now New Hampshire's first- and eighth-largest export markets.
- An estimated 4,500 new jobs have been created by growth in New Hampshire's manufactured exports to our North American trade partners since 1987.

Composition of New Hampshire's Exports to Mexico 1991: Total \$38 Million



Composition of New Hampshire's Exports to Canada 1991: Total \$301 Million



NEW HAMPSHIRE STATE STATISTICS

POPULATION: 1,109,252
Largest City: Manchester (99,567)
Second Largest: Nashua (79,662)
Third Largest: Concord (36,006)

GOVERNOR: Judd Gregg seeking Senate seat. Next election - 1992. Candidates: Deborah Arneson (D) and Steve Merrill (R)

SENATORS: Rudman (Hollis) and Smith (Tuftonboro)

DEMOGRAPHICS: 98% White, 52% Urban, & 48% Rural

MEDIAN FAMILY INCOME: \$19,723 (25th)

VIOLENT CRIME RATE: 169 per 100,000 (44th)

NEW HAMPSHIRE

NEW HAMPSHIRE REPUBLICAN STATE COMMITTEE

134 North Main Street, Concord, NH 03301

Executive Director: VACANT

(603) 225-9341
(603) 225-7498 FAX

Chairman:

Hon. Rhona Charbonneau
102 Old Derry Road
Hudson, NH 03051
(603) 883-9252 (h)

National Committeeman:

Hugh Gregg
RFD #5 Gregg Road
Nashua, NH 03062
(603) 886-1743 (o)
(603) 595-9010 FAX #
(603) 882-4763 (h)

National Committeewoman:

Elsie Vartanian
44 Brady Avenue
Salem, NH 03079
(202) 523-6611 (o)
(603) 898-7189 (h)

1988 DOLE FOR PRESIDENT, POLITICAL SUPPORTERS

Honorary Chairman:

Senator Warren Rudman

Judge Norm Stahl
55 Pleasant Street
P.O. Box 1224
Concord, 03302-1224
(603) 225-1525 (o)

Tom Rath
Rath & Young
Two Capital Plaza
P.O. Box 854
Concord, 03301
(603) 226-2600 (o)

Carroll Jones
8 Centre Street
Concord, 03301
(813) 475-6557 (h)

(additional supporters attached)

9/24/92

DOLE FOR PRESIDENT, POLITICAL SUPPORTERS

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LAST NAME	FIRST NAME	TITLE	ADDRESS 1	CITY	STATE	ZIP CODE	PHONE (O)	PHONE (H)	CODE
Allen	John	Mr.	22 Barrington Drive	Bedford	NH	03102			*NH
Arnold	Bill	Mr. & Mrs.	374 Pickering Street	Manchester	NH	03104			*NH
Bass	Charlie	Mr.	P.O. Box 210	Peterborough	NH	03458	603-524-3303	603-924-6781	*NH
Bass	Perkins	Mr.	P.O. Box 210	Peterborough	NH	03458			*NH
Brady	Caroline	Ms.	263 North Bay Street	Manchester	NH	03104			*NH
Buchanan	Creeley "Buck"	Mr.	P.O. Box 447	Amherst	NH	03031		603-673-3428	*NH
Burger	Dan	Mr.	58 Harvard Street, Ext.	Natick	MA	01760			*NH
Bushnell	William	Mr.	P.O. Box 483	Epsom	NH	03234			*NH
Campbell	John	Mr.	9300D Old Keene Mill Road	Burke	VA	22015	703-455-8885	703-440-9588	*NH
Caplin	Anne	Ms.	P.O. Box 1075	Portsmouth	NH	03801			*NH
Carroll	James	Mr. & Mrs.	2824 Greenway Boulevard	Falls Church	VA	22042	202-863-6697	703-237-6923	*NH
Cashdollar	Winthrop	Mr.	311 4th Street, S.E. #1	Washington	DC	20003			*NH
Chretien	Marc	Mr. & Mrs.	871 Little Hill Road	Warner	NH	03278			*NH
Chung	James	Mr.	45 Fayette Street, #1	Cambridge	MA	02139		617-786-7808	*NH
Ciccone	Christine	Ms.	3927 Massachusetts Avenue, N.W.	Washington	DC	20016	202-224-1618	202-364-0459	*NH
Courtovich	Jim	Mr.	United States Senate - SH-825A	Washington	DC	20510	202-224-2841	703-685-3656	*NH
Devitte	Jesse	Mr.	P.O. Box 955	Henniker	NH	03242	603-428-3199	603-428-3954	*NH
Durkin	John A.	Honorable	60 Lenz Street	Manchester	NH	03102			*NH
Eldredge	Newc	Mr.	P.O. Box 539	Newport	NH	03773	603-863-3636	603-863-1381	*NH
George	Russell	Mr.	5445 N. Morgan Street, #102	Alexandria	VA	22312			*NH
Gowen	Kathy	Ms.	144 12th Street, S.E.	Washington	DC	20003	202-224-1610	202-543-6834	*NH
House	Jeffery D.	Mr.	460 W. Washington Boulevard #3N	Oak Park	IL	60302	708-954-5930	708-848-7661	*NH
Jacobson	Paul	Mr.	913 North Wayne Street, #101	Arlington	VA	22201	202-224-3324	703-527-6022	*NH
Jones	Carroll	Mr. & Mrs.	4 Bridge Street	Englewood	FL	34223			*NH
Kane	Leslie	Ms.	124 Third Street, N.E.	Washington	DC	20002			*NH
Kunze	Lisa	Ms.	6007 Williamsburg Road	Alexandria	VA	22303	202-205-7719	703-276-7430	*NH
Laird	J. Stewart	Mr.	632 Oak Street	Manchester	NH	03104	800-543-3500	603-623-8187	*NH
Lancaster	Leigh	Mr.	32 Chestnut Street	Nashua	NH	03060	594-3354	880-0193	*NH
Lane	Scott	Mr.	412 First Street, S.E., Suite 200	Washington	DC	20003	202-547-5500	703-683-2672	*NH
Lord	Jeanne	Ms.	157 Main Street	Somersworth	NH	03878			*NH

9/24/92

DOLE FOR PRESIDENT, POLITICAL SUPPORTERS

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LAST NAME	FIRST NAME	TITLE	ADDRESS 1	CITY	STATE	ZIP CODE	PHONE (O)	PHONE (H)	CODE
Marden	Lee	Mr. & Mrs.	P.O. Box 1212	Concord	NH	03301	603-271-3661	603-746-5188	*NH
McHugh	Kevin	Mr.	135 Shaw Street	Manchester	NH	03104			*NH
Niemela	Suzanne	Ms.	4701 Connecticut Avenue, N.W. #308	Washington	DC	20008	202-260-2928		*NH
Pappas	Toni & Billy	Mr. & Mrs.	432 Hanover Street	Manchester	NH	03104	603-627-9435	603-625-9036	*NH
Peterson	Walter	Governor	Old Mountain Road	Peterborough	NH	03458			*NH
Petrone	Joe & Augusta	Colonel	Knollwood	Dublin	NH	03444			*NH
Phelan	Marion	Ms.	5910 Chesterbrook Road	McLean	VA	22101			*NH
Price	Steve	Mr.	2373 Broadway #810	New York	NY	10024			*NH
Rath	Thomas	Mr.	2 Capitol Plaza, P.O. Box 854	Concord	NH	03301	603-226-2600		*NH
Rudman	Warren	Senator	530 Hart Office Building	Washington	DC	20510	202-224-3324		*NH
Rupli	Tim	Mr.	5718 N. 25th Street	Arlington	VA	22207		703-533-2874	*NH
Sadler	Thomas	Mr. & Mrs.	3521 Valley Drive	Alexandria	VA	22302		703-820-4587	*NH
Scamman	Douglas	Mr.	Bittersweet Farm	Stratham	NH	03884			*NH
Sherburne	Jack	Mr.	190 Nottingham Road, RR 1	Deerfield	NH	03073		603-463-8382	*NH
Smith	Bob	Honorable	825A Hart Office Building	Washington	DC	20510			*NH
Solomon	Melissa	Ms.	530 Hart Office Building	Washington	DC	20510	202-224-3324		*NH
Spaulding	Peter	Honorable	The State House - Room 207	Concord	NH	03301	603-271-3632	603-224-5613	*NH
Stahl	Honorable	& Mrs.	55 Pleasant Street - P.O. Box 1224	Concord	NH	03302			*NH
Treat	William	Mr.	P.O. Box 4000	Hampton	NH	03842	603-926-6311		*NH
Walker	Allan	Mr.	530 Hart Building	Washington	DC	20510			*NH
Walker, Jr.	G. Allan	Mr.	6308 Golf Course Square	Alexandria	VA	22307			*NH

Portsmouth Herald (N.H.) Friday, September 11, 1992—A3

Gregg, Rauh trade barbs on defense

By Lance Helms
Herald Staff Writer

PORTSMOUTH — Gov. Judd Gregg, not 48 hours out of the primary gate, threw a Bush-style gauntlet at his Senate opponent Thursday, labeling him a "classic liberal."

Democratic candidate John Rauh, who supports standard Republican planks such as a balanced budget amendment, line-item veto and no new taxes, defended his proposals and countercharged that Gregg is running a negative campaign because he can't run on his record as governor.

Rauh and Republican Gregg are candidates for the seat vacated by retiring Republican U.S. Sen. Warren Rudman.

At a press conference yesterday, Gregg assailed Rauh for proposing to cut the defense budget by 50 percent over the next five years.

Gregg said Rauh's proposed cuts would certainly close the Portsmouth Naval Shipyard, which many believe could wind up on the 1993 base closure list.

"Anyone who votes for John Rauh and works at the Navy Yard is essentially signing their own pink slip," Gregg said. Such cuts would result in "a nation which no longer has a national defense capable of protecting our interests around the globe," he said.

In a telephone interview, Rauh said 50 percent defense cuts wouldn't close the shipyard because the submarines they overhaul are vital to national defense. He cast his defense budget-cutting in the light of his overall fiscal conservatism, and said Gregg's brand of negative campaigning is "immature."

"It's interesting how in just the first few days of the campaign, he's misrepresenting who John Rauh is because he's embarrassed by his performance as governor," Rauh said.

That performance includes a \$200 million "structural" deficit, meaning the state will continue to run up deficits if it doesn't reform the way it taxes and spends, Rauh said. The state survived this year thanks to a one-time injection of federal Medicare money.

"It's a shame," Rauh said. "It's the politics of the past. At \$150 billion, we have the kind of defense we need to defend ourselves."

Rauh accused the governor of being insensitive to the plight of the state's "underemployed," who hold jobs they're overqualified for because they can't find the jobs they want. Rauh estimates underemployment at 20 percent.

Rauh and Gregg agree on two reductions in defense spending, cutting the B-2 bomber program and bringing home troops in Europe and Asia.

THE UNION LEADER, Manchester, N.H. — Tuesday, September 15, 1992

7

Senate Candidates Differ on Deficit Reduction

CONCORD (AP) — Democratic Senate candidate John Rauh said yesterday that fixing the economy and healing the federal deficit is a difficult job that cannot be done in haste.

Rauh and his Republican opponent, Gov. Judd Gregg, released their plans on spurring the economy and cutting the federal deficit.

The two plans have many similarities, but differ sharply on how soon to solve the problem.

Calling himself a fiscal conservative, Rauh said he needs eight to 12 years to balance the federal budget. Gregg used that statement as ammunition, saying the country can't wait that long.

"This country has fallen in love with the short-term. It won't

work," in this case, Rauh said. "Let's not kid ourselves. We have put ourselves in a serious hole. Eight to 12 years is realistic."

Gregg was not specific on when he would cut the deficit, but he said he, unlike Rauh, plans to take the "Lead or Leave" pledge, endorsed by retiring U.S. Sen. Warren Rudman and former Sen. Paul Tsongas, D-Mass.

The pledge would call for candidates to forfeit their political careers if the deficit is not halved by 1996.

Rauh said he won't commit to the pledge because making such a commitment without knowing who the President will be doesn't make sense because the President has veto power to knock down any efforts Congress may

make to balance the budget.

Rauh and Gregg support a balanced budget amendment and a line-item veto for the President.

Their plans also call for tax credits to businesses that engage in research and development and retraining workers who are displaced by defense cutbacks.

Gregg wants to cut the capital gains tax rate to encourage business investment and allow businesses to write off major equipment purchases more quickly.

His plan includes business tax breaks and a return to allowing middle income families to deduct Individual Retirement Accounts from their federal tax returns.

Gregg said he also will work to make sure the Small Business Administration gets enough money to help small businesses

and fight things like the Family Leave bill, which he said would hike small business costs.

He also would promote international trade and a free trade zone that he said would bring more jobs to the region.

Rauh's plan calls for a revenue-neutral graduated capital gains tax in which investors would pay higher taxes on brief investments and lower taxes on long-term investments that create jobs and allow companies to invest in the fu-

ture.

He also would give tax credits to companies that invest in capital equipment and create good jobs for Americans.

Rauh added that the country needs to reform its health care system to provide affordable medical care to everyone. Reforms would save the country \$200 billion a year at the same time, he said.

Rauh also called for a 50 percent cut in defense spending dur-

ing the next five years and make sure to avoid the problems that led to the savings and loan bailout.

Rauh attacked Gregg for denying the problems in New Hampshire, and said that is not the kind of leadership the state needs in Washington.

"Judd Gregg denies the people of New Hampshire are in pain," Rauh said. "Rather than face reality he wants to go to Washington."

2050

THE UNION LEADER, Manchester, N.H. — Friday, September 18, 1992

Gregg: Rauh Health Plan Calls For 7% Employer Payroll Tax

By DONN TIBBETTS
State House Bureau Chief

CONCORD — Republican Gov. Judd Gregg said yesterday that Democrat John Rauh would impose a 7 percent payroll tax on employers and a 1.75 percent tax on workers' paychecks to pay for "the Ted Kennedy-George Mitchell supported play-or-pay health care plan."

Bidding for the U.S. Senate, Gregg said that Rauh's plan "would result in the loss of 700,000 jobs, with 9 million more jobs put at risk, and the average workers' wages would fall by \$1,700 a year while many small businesses would be forced to close their doors."

"The whole concept of pay-or-play represents an explosion in the size of federal health care activity and placing on the back of small business," Gregg said at a Concord news conference.

Rauh, of Sunapee, contends the pay-or-play plan would emphasize preventive care and "could result in savings as high as 25 percent and as much as \$200 billion a year." Earlier, Rauh charged Gregg with approving 163 tax and fee increases as governor.

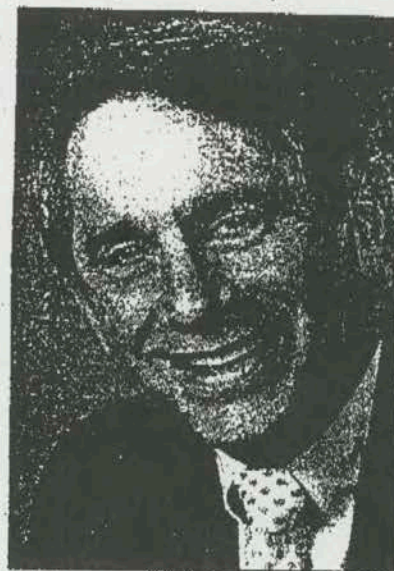
Rauh said, "I have never raised a tax in my life, but this shows that Judd Gregg is a taxer and the people of New Hampshire are paying for it."

Gregg said, "Mr. Rauh has been campaigning in a sort of stealth liberal position, claiming that he's not a liberal, but in fact on a key issue of public policy, he is putting forth a proposal which is the centerpiece of the Ted Kennedy health care plan and the core of it is 7 percent payroll tax."

Gregg said the Rauh-backed plan developed by the National Leadership Coalition for Health Care reform requires a 7 percent



Gov. JUDD GREGG
Opponent favors tax



JOHN RAUH
Would save money

payroll tax on those employers who don't offer insurance to employees plus 1.75 percent payment from workers for those firms.

"Any American who has ever tried to deal with the Internal Revenue Service should know that we cannot afford to turn over our health care system to a giant new Washington bureaucracy," Gregg said.

Instead, Gregg called for a 12-point health care reform focused on managed care with a voucher-type program financed by savings in Medicaid and Medicare costs to afford health care insurance access to the millions of uninsured.

"Yes, taxes were increased the first two years I was here," said Gregg, "but the difference between the way I did it and the way John Rauh is doing it, I did it while reducing spending at the same time to balance the bud-

get."

"John Rauh's only proposed spending cut is 50 percent in the defense budget and he intends to spend all the money on social programs," Gregg said. "He wanted to stick New Hampshire with an income tax. It's his party that has been attacking me for the last four years for being too frugal."

Gregg dismissed a University of New Hampshire poll showing Gregg leading Rauh 41 to 33 percent with 20 percent undecided. "I don't do polls and certainly not UNH polls."

Gregg said there is a "possibility" of Democrat Bill Clinton carrying New Hampshire over President George Bush "but I expect the President to carry New Hampshire because I think the people of the state are rational enough to recognize that Bush leadership far exceeds that of Clinton."

2250

Valley News

Friday, September 18, 1992

Page 4

Candidates' Forum Lively

Federal Deficit, Income Taxes Spark Debate

NASHUA (AP) — Sparks flew at a candidates' forum yesterday between the two major U.S. Senate candidates over who was most qualified to balance the federal budget.

Republican Judd Gregg boasted he was able to balance the state budget as governor without imposing an income tax, and he said he would attack the federal deficit with the same conservative approach.

Gregg said unlike his Democratic opponent, John Rauh, he signed the Lead or Leave pledge endorsed by retiring Sen. Warren Rudman and former Massachusetts Sen. Paul Tsongas. The pledge requires candidates to leave office if the budget deficit isn't cut in half in four years.

"We need to get the budget under control," Gregg said. "My opponent wants to do it in eight to 12 years. I don't believe we have that much time."

Rauh accused Gregg of leaving the next governor to deal with a projected deficit of more than \$200 million.

"On the subject of 'Lead or Leave,'... Judd Gregg, you should leave politics altogether or before you do (step down as governor), stay here and balance the state budget," Rauh said.

The forum, sponsored by the New Hampshire Motor Transport Association, was attended by nearly all candidates for all the major state offices, including candidates in the Libertarian party.

Republican U.S. Rep. Bill Zeff and Democratic U.S. Rep. Dick Swett didn't attend because they were in Washington. Libertarian Senate candidate Kate Alexander didn't attend. Independent Senate candidate Larry Brady was not invited to the forum because association president said there wasn't enough time.

"This makes the point that the two-party system has one thing it's concerned about — primarily, its own preservation in keeping it closed," Brady said afterward. "It does not want dissent, does not want outsiders involved. It simply wants



Republican U.S. Senate candidate Gov. Judd Gregg debates Democratic rival John Rauh in their first post-primary meeting. AP

preservation of the status quo."

In the gubernatorial race, candidates clashed over taxes. Republican Steve Merrill said rather than an income tax, favored by his opponent, Democrat Arnie Arnesen, the state should increase revenue. He cited the tourism industry and combining the Port of Portsmouth with Pease International Tradeport to increase trade.

"I believe New Hampshire can have a brighter future," Merrill said. "My opponent wants to abandon the state's uniqueness — what has made New Hampshire worth living in is those differences."

Arnesen countered that the state needs an income tax for property tax relief. She said the state was bailed out by "Mediscam" funds in order to balance its budget last year, and it can't rely on those funds for the next two-year budget.

The state used \$355 million in Medicaid money acquired through a federal loophole to resolve the budget shortfall.

"I'm not a revenue junky who just wants to tax you some more," Arnesen said. "Unless we address some of our structural failures, New Hampshire will be in the back of the pack."

Libertarian candidate Miriam Luce said she wants to cut spending in government which sets her apart from her two opponents.

In the race for the 1st Congressional District, Democrat Bob Preston said he is discouraged with what is happening in Congress.

Preston said the federal government played a role "to devastate the New Hampshire economy" when the Federal Deposit Insurance Corp. took over five of the state's major banks last year.

He said now small businesses have trouble getting loans with low interest. Preston said, if elected, he would fight to get small business loans and he would also fight to keep the Portsmouth Naval Shipyard open.

"Portsmouth Naval Shipyard is critical," Preston said. "That should be the highest priority."

Zeff's campaign manager, Marshall Cobleigh, spoke for Zeff and said Zeff has three goals for his work in Washington.

Cobleigh said Zeff wants to stop the political infighting in Congress, cut spending to reduce the federal deficit and continue to promote economic growth.

Cobleigh said Zeff is the most fiscally conservative congressman in New England and consistently sponsors bills that cut spending.

Libertarian candidate Knox Bickford said his party is for lower taxes and reduced intervention in private lives.

2260 UL Sept. 19, 1992

Rauh, Gregg Spar Over State's Fiscal Shape

CONCORD (AP) — U.S. Senate candidates John Rauh and Judd Gregg took turns yesterday claiming the other is lying about New Hampshire's fiscal state.

Rauh, a Democrat, said estimates he subscribes to put the state's deficit between \$100 million and \$200 million in the next budget cycle that begins in mid 1993. Rauh said the two-term governor should come clean with voters and admit there will be a shortfall.

"How big is the deficit, Judd?" Rauh asked. "He's leaving the governor's office without leading. The next governor will face a huge deficit. How can we expect Judd to lead in the Senate?"

Gregg, a Republican, called Rauh's statement "ridiculous" and said it "reflects his lack of knowledge of New Hampshire." He said the budget has been in balance for his entire time in office and "absolutely" will be balanced when the fiscal year ends June 30.

"This is a philosophical difference," Gregg said. "I've balanced the budget without an income tax. If I hadn't been governor, the John Rauhs of this world would have... stuck New Hampshire with an income tax."

Rauh also accused Gregg of grandstanding by signing the Lead or Leave pledge endorsed by retiring Sen. Warren Rudman of New Hampshire and former Massachusetts Sen. Paul Tsongas. The pledge stipulates signers leave office if the federal deficit isn't cut in half in four years.

"Judd Gregg has signed the Lead or Leave pledge to cut the federal deficit in half, but he has failed to deal with New Hampshire's deficit. He denies it even exists," Rauh said at a news conference. "Judd sold his independence for a photo opportunity."

Gregg countered that signing the pledge proves he's serious about reducing federal spending. He also criticized Rauh for saying the deficit can be eliminated in eight to 12 years.

"You can't claim you're going to balance the budget if it's going to take 12 years. That's nearly another generation" Gregg said. "It's the ultimate in political cynicism to claim you're for a balanced budget but say we have to wait 12 years to do it."

Rauh said halving the deficit in four years and eliminating it in as little as eight is the same thing. He said he knows he'll keep his promise, but that Gregg's is hollow.

"When we're under crisis as leaders, or as humans, we find out more about ourselves," Rauh said. "I think what we're seeing here is what we'll see in Congress. Judd will go and do as he did (as a congressman) in the '80s and as he did as governor. He will do almost nothing."

Rauh also was critical of Gregg's "lack of leadership" in fostering development at Pease International Tradeport. He said allowing German aircraft manufacturing giant Deutsche Airbus a three-year right of first refusal is "utterly ridiculous" and a "desperate political attempt to say he's done something about Pease."

The state has been attempting to lure Deutsche to Pease for more than a year. The right of first refusal, offered to the company within the last month, allows it to match any company's offer to locate in Pease's north ramp area.

Gregg said the offer shows the state is serious about getting Deutsche to move to New Hampshire.

Gregg also continued his criticism of Rauh's plan to cut military spending by 50 percent over four years.

"What is utterly ridiculous is his idea that in addition to Pease, we should close the Portsmouth Naval Shipyard, which is what would happen if we cut defense by 50 percent," he said. "To close the Navy yard would create a disaster."

Gregg said he favors cutting defense by about \$80 billion over four years, or roughly \$100 billion less than Rauh wants.

IN THE STATE

NH Still a Healthy Place To Live

For a second consecutive year, New Hampshire was ranked third-healthiest of the 50 states in a Northwestern National Life Insurance rating, topped only by Minnesota and Hawaii. A total of 17 health indicators are used to determine the ranking, such as infant mortality, access to health care, smoking rates and violent crime.

Connecticut and Vermont were tied for 7th, while Massachusetts was 12th, and Maine and Rhode Island were tied for 14th.

UL Sept. 20, 1992

THE UNION LEADER, Manchester, N.H. — Tuesday, September 22, 1992

Rudman Pans Rauh Economic Plans, Promises To Campaign for Gregg

CONCORD — Democratic U.S. Senate candidate John Rauh's plan to cut defense spending in half would "economically decimate this state," retiring Republican U.S. Sen. Warren Rudman said yesterday.

Rudman said on the State House steps that he will be "campaigning actively" for Gov. Judd Gregg "in the hopes that he will succeed me."

"Although obviously we don't agree on everything, the fundamental issue facing this country today is an economic one, fiscal responsibility to enhance job growth," said Rudman.

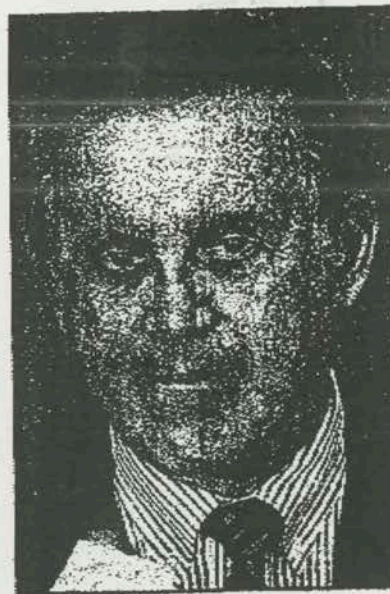
Gregg termed Rudman "the voice of sanity in a sea of chaos and I pledge to continue the efforts of Warren Rudman to get federal spending under control."

Rauh claimed that Rudman's

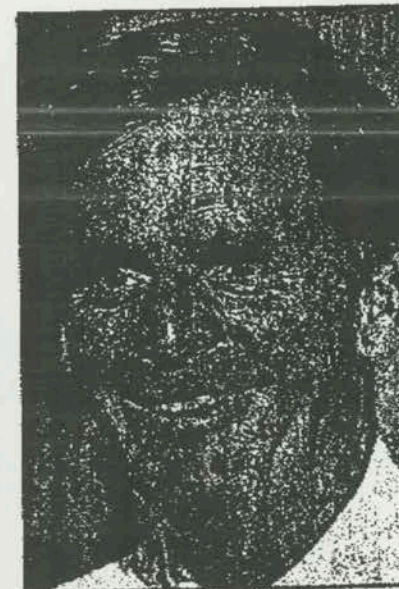
endorsement of Gregg was "based on political considerations" and he charged that Gregg "is on the far right" while Rauh and Rudman agree on "choice for women to political reform."

"My voting record in the area that counts — the economy, foreign policy, defense — is as conservative as it can get," retorted Rudman. "On some of the social issues, I expect I have a moderate position. Frankly, I think that's one that each member of Congress must decide."

"But the important issue facing the country is the issue of jobs, the economy and growth. That requires fiscal conservatism. I don't think even Mr. Rauh would tell the author of Gramm-Rudman-Hollings that he was not a fiscal conservative," said Rudman.



Sen. WARREN RUDMAN
Campaigning for Gregg



Gov. JUDD GREGG
Did tough job

HEADLINE: NEW HAMPSHIRE: CANDIDATE FORUM NOT VERY RAUHSING

Gov. Judd Gregg (R) and businessman John Rauh (D) appeared at a forum 10/1, where the moderator "had a hard time getting (them) to stick to questions from the audience and limit their attacks on each other to their closing statements." In his opening statement, Gregg "recapped the previous day's news of a state budget surplus, crediting his old-fashioned, Yankee-frugality." Rauh claimed Gregg balanced the budget with a "short-term solution. ... Medicaid money from the federal government." Gregg also "criticized Rauh's refusal" to take the "Lead or Leave" pledge (forego running for re-election if the budget deficit isn't halved). Rauh: "It's up to the people of (NH) to throw me out if I don't lead on jobs or the deficit." Gregg also "tried to cast himself as the rightful heir retiring Sen. Warren Rudman (R). He "mentioned Rudman's name at least a half-dozen times" (Burge, CONCORD MONITOR, 10/2). After the debate, Paul Tsongas endorsed Rauh "because he is a pro-business, social progressive like himself" (Nashua TELEGRAPH, 10/1).

MORE ON STATE BUDGET: Gregg "declared" 9/30, the "state ended the fiscal year with a \$21 million surplus, and it could finish the current year with \$25 million more in the black." Dem leaders in the leg. and on the campaign trail "accused Gregg of trying to paint a rosy picture to help himself win." House Min. Leader Rick Trombly (D): "He can't have it both ways. Judd Gregg can't claim to be a fiscal conservative while using federal (Medicaid) dollars to paper over his budget deficit, and at the same time get the federal deficit under control." Some GOP leaders "believe the state faces a \$200 million deficit in the next biennium in part because the state won't receive the \$350 million that has come in the past two years through a federal medicaid windfall."

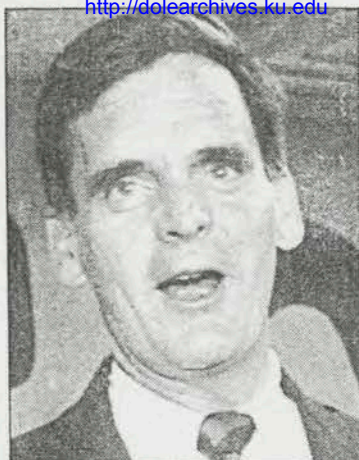
HEADLINE: NEW HAMPSHIRE: POLL HAS RAUH, GREGG IN TIE

UNH poll, conducted 9/22-27, surveyed 645 registered voters; margin of error +/- 4%. Subsample: 499 likely voters; +/- 4% (UNH release, 9/29). Tested to succeed retiring Sen. Warren Rudman (R): Gov. Judd Gregg (R), businessman John Rauh (D). Neither GOP businessman Larry Brady, running as an independent, nor the 3 other names on the ballot were tested.

	RVs	LVs	GREGG JOB	
Rauh	37%	39%	Approve	41%
Gregg	36	36	Disapprove	44
"Somebody else"	7	7		
Undec.	20	18		

Rauh puts the heat on Gregg in Senate bid

By Laura A. Kiernan
GLOBE STAFF



GOV. JUDD GREGG
Hurt by sluggish N.H. economy

NASHUA — Gov. Judd Gregg, his once invincible position in Republican politics weakened by the economic miseries that have dogged his administration, appears to be in the first real fight of his political life in the race for US Senate here.

At a breakfast forum yesterday, Gregg sparred with his Democratic challenger, John Rauh, over the usual campaign fare: the federal budget deficit, defense cuts and health care. But as the political rhetoric intensifies, the polls warn that the years back home have left Gregg vulnerable.

After four terms as a low-visibility member of Congress,

Gregg presented voters with a closer look during his four years in the governor's office, which paralleled the collapse of the state's once robust economy. If the polls are a gauge, Gregg, once presumed to be heir apparent to retiring Republican Sen. Warren Rudman, is heavily tarnished.

Add up recent polls showing the bad mood of state voters and the answer is that Democrats — unaccustomed in this state to the scent of victory — are starting out this campaign season in a competitive position, University of New Hampshire pollster David Moore said yesterday.

A UNH survey taken last week and released Tuesday found that in the Senate race, Gregg was trailing Rauh, a former business executive, by three percentage points. The Democrat, whose political credentials are as solidly liberal as Gregg's are conservative, was the choice of 39 percent of likely voters in the Nov. 3 election, compared with 36 percent for Gregg. Eighteen percent were undecided.

The margin of error was plus or minus 4 percent, making the race a statistical dead heat between the leading candidates.

"I say what I think and I do what I say," Gregg told a Chamber of Commerce forum here yesterday, cloaking himself in the mantle of "Yankee frugality" and aligning his approach with that of Rudman, who has endorsed Gregg's candidacy.

In a well-honed stump speech, Gregg told the audience that he has led the state toward "resolution" of its most dramatic financial crises, including the collapse of five banks, two utilities and the shutdown of a major air force base. At a news conference Wednesday, Gregg included what he clearly means to use as a key piece of campaign ammunition: Revenue projections show he will leave the state with a \$21 million surplus.

But Rauh, who moved to the lakeside town of Sunapee from Ohio six years ago, says Gregg has turned a cold shoulder to the "pain" Rauh says he saw during more than a dozen meetings with voters around the state throughout the summer.

At yesterday's forum, Rauh reminded the audience of what Gregg does not directly address — an unemployment rate that has tripled since he took office in 1988, soaring bankruptcies and 60,000 lost jobs.

"What we are doing in this state is denying, and it will not work," Rauh told the group.

Rauh yesterday also got the endorsement of former presidential candidate Paul Tsongas, who, with Rudman, has launched a nationwide group called the "Concord Coalition" to push candidates to confront the federal budget deficit. Gregg has loudly chided Rauh for refusing to sign a "pledge" to cut the deficit in half in six years, but yesterday Tsong-

gas said he thinks Rauh would aggressively attack the deficit.

Rauh also won Tsongas' support as a Democrat who recognized the importance of the nation's business interests — a theme of Tsongas' losing presidential campaign. And yesterday, in front of the chamber audience, Rauh pushed his broad campaign message of improving the national and state economy, especially providing more jobs.

Rauh lost a bid in the US-Senate primary two years ago after spending close to \$800,000 of his own money. This time around, no longer a political newcomer and with vastly improved statewide name recognition, Rauh says he has also effectively improved his grass-roots field organization. And that, as any veteran of state politics here knows, is crucial to running a competitive campaign against Gregg.

Last week's UNH poll gave Gregg a 41 percent approval rating, the lowest ever recorded by a governor here, according to Moore. It also showed that 63 percent of 645 voters surveyed said they were unhappy with the state of the state.

Yesterday, Gregg hit hard on Rauh's proposal to cut the national defense budget by 50 percent over five years. He warned that such a move would be "irresponsible and disastrous" for defense-related industries in the state's southern region.

He also chided Rauh for wanting to spend defense savings, instead of immediately applying them toward reducing the federal budget deficit. Rauh says he wants some of that money to go to economic development.

Boston GLOBE
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AM-NH--Gregg's Fight,670<

Senate Race Seen As Referendum On Republican Gov. Gregg's Record<

EDS: This story also is moving on national circuits<

By DAVID TIRRELL-WYSOCKI=

Associated Press Writer=

NASHUA, N.H. (AP) The race to replace Sen. Warren Rudman in the year of the angry voter has put Republican Gov. Judd Gregg, a former congressman, in one of the toughest fights of his political career.

A poll this week showed Gregg, who has never lost an election, in a virtual dead heat with Democrat John Rauh, whose only statewide political experience is an unsuccessful run for the Senate nomination two years ago.

Gregg, 45, castigates Rauh as ``a tax-and-spend liberal'' and part of ``Ted Kennedy's army,'' referring to congressional allies of Massachusetts' senior senator.

Rauh, 60, responds that Gregg has failed as governor and the country needs lawmakers with his business experience, not career politicians.

``Judd Gregg denies the people of New Hampshire are in pain,'' said Rauh, who hopes to become the state's first Democratic senator since 1975. ``Rather than face reality, he wants to go to Washington.''

Gregg has been governor during the four years of New Hampshire's worst recession since the Great Depression.

Five of the state's largest banks were closed down and consolidated into two, new owners took over the state's largest electric utility after it went bankrupt, welfare caseloads and unemployment skyrocketed, and real estate prices plummeted. The state has lost more than 60,000 jobs.

Gregg tells audiences he deserves credit for staving off a statewide income tax and balancing state budgets despite the bad times. He promises to continue to be a voice for fiscal conservatism in Washington.

Rauh answers that Gregg's balanced budgets are fake, built on a major infusion of federal Medicaid money that will be gone in the future. Gregg insists there will be sufficient money.

Rudman has endorsed Gregg, who uses the senator's name at almost every opportunity.

``You have a clear opportunity to either continue the path that Warren Rudman has laid out or to go down the path that is the much more traditional liberal approach,'' Gregg said at a forum Thursday.

After the session, Rauh received the endorsement of former Massachusetts senator and presidential contender Paul Tsongas, Rudman's Democratic counterpart in a bipartisan national effort to end the federal deficit.

Rauh rejects the ``tax and spend'' label, noting his support for such traditional Republican proposals as a presidential line-item veto, a balanced-budget amendment and a cut in the capital gains tax on long-term investments.

Rauh moved to New Hampshire six years ago after being forced out as chief executive of an Ohio plastics company whose profits had

dipped after growing significantly under Rauh's leadership. He calls his ouster a classic example of the short-term mentality of U.S. business executives, something he would use government policy to discourage.

Rauh also points to his support for abortion rights and Gregg's staunch opposition.

A wild card in the race is independent Larry Brady, who served as a State Department trade official in the Reagan administration.

Brady has needled Gregg by raising news reports, which Gregg vehemently denies, that he used the influence of his father, a former governor, to avoid military service in the Vietnam War.

Gregg has said he failed his draft physical because of acne, bad knees and sleepwalking.

Gregg, like some of Rauh's vanquished Democratic rivals before him, has kept alive suggestions that Rauh is a carpetbagger who moved to New Hampshire to try to buy a Senate seat.

Though Rauh boasts that his business experience gives him the know-how to create jobs and get the economy moving, Gregg has used the economy, too.

The governor has said Rauh's call for a 50 percent cut in defense spending over five years would be catastrophic for New Hampshire, which already has lost Pease Air Force Base, and could lose thousands of defense-related jobs. Gregg has called for selected defense cuts.

HEADLINE: NEW HAMPSHIRE: GREGG TRIES TO HEAD OFF DRAFT ISSUE

Gov. Judd Gregg (R) released Selective Service records 9/22 "that showed he was not drafted during the Vietnam War because of a college deferment and an unspecified physical ailment" (Milne, BOSTON GLOBE, 9/23). He said he hoped to "set the record straight" rather than "go through this 25 different times" as he did during his '88 gov. bid. Gregg said he expected businessman John Rauh (D) to use the issue against him. Gregg's father, ex-Gov. Hugh Gregg, "termed 'ridiculous' the allegation that he attempted to keep his son Judd out of the military": "I feel very strongly that everybody should serve. I think Judd should have served but the draft board turned him down. But I'd be the last guy in the world to try to get him out of serving" (Manchester UNION LEADER, 9/23). But Hugh Gregg acknowledged "it was possible his son and the family doctor might have 'exaggerated' physical problems to reduce his chances of being drafted" (Milne, BOSTON GLOBE, 9/23). Judd Gregg said his father "was misquoted": "He feels he did not say that" (CONCORD MONITOR, 9/24). Hugh Gregg, to the same reporter: "I never said such a thing. That would have been contrary to the focus of what I was trying to say" (Milne, GLOBE, 9/24).

RAUH SEIZES ISSUE: Rauh released a statement calling on Gregg to "clear this up once and for all." He also used the opportunity to tout his own military experience as a former Army Lt. and announce Medal of Honor winner/Sen. Bob Kerrey (D-NE) will campaign with him 9/28 (release, 9/23). Rauh spokesperson Martin Murray: "We believe a point can be made that John Rauh understands the military much better than Judd Gregg does, one reason being he served in the Army and Judd Gregg has not." Murray said the Kerrey appearance was planned before questions arose over Gregg's deferment (MONITOR, 9/24). Larry Brady (I), who ran for the House in '90 as a GOPer: "How Judd Gregg avoided the draft is an issue because the President of the United States is making the draft an issue" (GLOBE, 9/24).

HEADLINE: NEW HAMPSHIRE: FORUM BECOMES REFERENDUM ON GREGG

Businessman John Rauh (D) and Larry Brady (I) used a Nashua political forum 9/20 to lob "a few zingers" at Gov. Judd Gregg (R), who couldn't attend. Rauh cited the fact that NH was rated 49th nationally in job creation and 3rd in corporate bankruptcies as examples of Gregg's "failure" as governor. "Both took shots at Gregg on the issue of the federal deficit" (Annis, Manchester UNION LEADER, 9/21). Rauh said Gregg's latest TV ad "falsely brands" him as a "liberal spender and should be pulled from the air." Gregg "stood by the ad, which he said lays out their differences accurately": "It's a fairly vanilla description of the two sides -- a fiscal conservative vs. a liberal." The ad "says the candidates differ on the federal deficit: Gregg wants to reduce it now while Rauh wants to wait." Both candidates "have plans to attack the deficit immediately," though Rauh has projected it will take 8-12 years (9/16). KEENE SENTINEL editorial: "It is flat out dishonest to paint (Rauh) as a tax-and-spend liberal. His background is in business, where he ran a multimillion-dollar corporation for a decade" (9/16).

CHAIN REACTION: BOSTON PHOENIX's Sandler writes "as the Bush campaign stokes the fires of doubt about Bill Clinton's Vietnam draft record the national media are using the occasion to check Republican pols who sidestepped the draft. Among them: Judd Gregg." Gregg's medical deferment was questioned in '88, as Quayle came under scrutiny. But Gregg has "vehemently denied" his father, ex-NH Gov. Hugh Gregg, helped secure a deferment. In '88, Judd Gregg told UPI he "had undergone one physical examination" and at the time told the physician he had bad knees. Later, he said "sleepwalking and severe acne contributed to his deferment." Gregg, several years ago: "There was no influence used. It implies I was lying, it implies my father is lying and it implies the Selective Service is corrupt" (9/18).

NEW HAMPSHIRE

No Coasting for Incumbents In Hard-Fought Primaries

*Gregg narrowly nominated, faces tough Senate race;
Arnesen hoping to become first female governor*

Barely six months after President Bush's lackluster victory in the state's presidential primary, New Hampshire voters continue to give incumbent officeholders plenty of trouble.

Gov. Judd Gregg barely drew a majority of the vote Sept. 8 in winning the Republican nomination for the seat of retiring GOP Sen. Warren B. Rudman. New Hampshire's two House freshmen, Republican Bill Zeff and Democrat Dick Swett, each won renomination but lost a substantial share of the vote to primary challengers.

Meanwhile, in the gubernatorial primary, the comeback bid of Democratic former Rep. Norman E. D'Amours was thwarted by state Rep. Deborah Arnesen, who will face GOP former state Attorney General Steve Merrill this fall. If Arnesen wins, she will become the first woman in New Hampshire ever elected to statewide office.

Gregg set the state's active political year in motion by entering the Senate race shortly after Rudman announced his retirement in March. Gregg had served four terms in the House in the 1980s, leaving to run for governor in 1988. At the time he cited his frustration at being unable to get things done in Congress. But after four years as governor of recession-racked New Hampshire, Gregg has pronounced himself ready to return to Washington.

Gregg contends that he knows Congress and could be effective from his first day in the Senate. (*New Hampshire primary outlook, Weekly Report*, p. 2534)

But recession has sapped his popularity somewhat. In the primary he drew a challenge from Harold Eckman, a wealthy construction executive who reportedly pumped close to \$1 million into his campaign, much of it to buy expensive airtime on Boston TV stations that reach the state.

By Rhodes Cook

Eckman pounded away at controversial aspects of Gregg's record. One was Gregg's stewardship of the economy in New Hampshire, where the unemployment rate jumped to more than 7 percent this year. Eckman also criticized Gregg's acceptance of money from political action committees (PACs) and his opposition to abortion rights. Eckman maintained that the Senate had "too many professional politicians," such as Gregg, already.

But Eckman's arguments may have been better suited for a general election audience than a primary electorate composed mainly of conservative Republicans. Eckman carried moderate Republican strongholds such as Concord and Keene; Gregg won virtually everywhere else.

Still, Gregg is clearly in his toughest race since first winning election to the House in 1980. And in his November foe, Democratic John Rauh, Gregg faces a candidate fully capable of sustaining Eckman's line of attack.

Rauh, too, is a wealthy businessman and relative newcomer to politics who supports abortion rights. Rauh drew criticism in the primary as a carpetbagger, having moved to the state barely five years ago after running a home products manufacturing company in Cincinnati. But he fared much better this time than in his first race two years ago, a Democratic Senate primary in which he finished third.

In 1990, he faced a former senator (John A. Durkin) and the mayor of the state's second-largest city (James W. Donchess of Nashua).

This year, his principal rivals were Mayor Brenda J. Elias of Franklin (1990 population: 8,304) and Terry Bennett, a physician who became a Democrat last year.



Gregg

Race of Distinctions

New Hampshire voters should also have a clear-cut choice this fall in the governor's race. Arnesen favors a state income tax to help put the state's financial house in order; Merrill is opposed to the introduction of either an income or sales tax.

Arnesen supports abortion rights. Merrill adamantly opposes abortion and advocates prosecuting doctors who perform abortions (except when the woman's life is threatened or when pregnancy results from rape or incest).

Merrill and Arnesen won their respective primaries easily. Arnesen entered hers first and mounted a better-funded and better-organized effort than her rivals did.

The energetic New York native mobilized liberal activists into "Arnie's Army," helping her break out to nearly half the vote. She drew more than 80 percent in the liberal college towns of Durham (University of New Hampshire) and Hanover (Dartmouth College).

D'Amours courted conservative Democrats with his opposition to "broad based" taxes and with his more restrictive stance on abortion.

But he showed little appeal beyond blue-collar ethnic strongholds, such as his home base of Manchester and the mill towns of Berlin and Rochester.

A third Democrat, Ned Helms, former state health and welfare commissioner, carried his hometown of Concord but little else.

On the GOP side, Merrill had the ardent backing of the Manchester Union Leader newspaper.

Often described as a "Judd Gregg with personality," Merrill might view his primary victory as a validation of Gregg's conservative management style.

But Merrill's career owes more to former Gov. John H. Sununu, who was later White House chief of staff. Sununu named Merrill his chief of staff, then appointed him attorney general.

Merrill's chief rival, state Senate President Edward C. Dupont Jr., tried in vain to portray himself as the true conservative in the race. But his strength was limited to a few towns in his home base, the coastal area of southeastern New Hampshire.

A third GOP contender, state Rep. Elizabeth Hager, argued for both abortion rights and a state income tax. She found little constituency for her views among GOP primary voters. She lost her hometown of Concord, al-

POLITICS

though she carried Hanover.

Stiff Tests

The House member with the stiffest primary challenge was Zeliff, who lost half the GOP vote in the 1st District to a pair of challengers.

Most of the remaining vote went to Manchester lawyer Ovide Lamontagne, who had been campaign treasurer for one of Zeliff's primary opponents in 1990.

Zeliff sought to portray himself as a frugal congressional reformer in frequent contact with his eastern New Hampshire constituents.

"No one works harder for New Hampshire than Bill Zeliff," was his campaign slogan.

But Lamontagne maintained that the incumbent spent lavishly from the federal purse to provide constituent service and that he often voted the

interests of PAC contributors over the interests of his district.

Lamontagne, who is anti-abortion, drew the support of the Union Leader and carried Manchester and several communities nearby.

Zeliff, who is pro-abortion rights, won easily in the politically moderate coastal area as well as in the rural North Country, where he owns a country inn.

In the fall, Zeliff will face former state Senate Minority Leader Bob Preston, who was an easy winner in the Democratic primary.

In the 2nd District, Swett lost 35 percent of the vote in the Democratic primary to Keene State College economics professor Emily Northrop, who decided to run while marching in an abortion rights rally this spring.

Swett, a Mormon with six children, supports legal abortion in the

first trimester of pregnancy but would restrict it to special circumstances after that.

Northrop carried the city of Keene and more than a dozen communities nearby, but Swett won the rest of the western New Hampshire district easily.

This fall he will face former state Rep. Bill Hatch, who, with the support of the Union Leader, established credentials as the most conservative candidate in the Republican race.

The GOP primary, though, was bitter and closely contested. Hatch and his main rival, former state Rep. Stephen M. Duprey, each tried to depict the other as a closet big spender. In the end, Hatch won the five-way primary with barely one-third of the vote.

Nearly complete, unofficial returns:

GOVERNOR

Candidate	Residence	Age	Occupation	Vote	%
* Deborah Arnie Arnesen (D)	Orford	38	State representative	41,770	48.9
Norman E. D'Amours (D)	Manchester	54	Former U.S. representative	23,919	28.0
Ned Helms (D)	Concord	47	Former state official	19,792	23.1
* Steve Merrill (R)	Manchester	46	Former attorney general	60,809	53.6
Edward C. Dupont Jr. (R)	Rochester	42	State senator	25,530	22.5
Elizabeth Hager (R)	Concord	47	State representative	24,433	21.6
Mervin D. Newton (R)	Milford	52	Accountant	1,776	1.6
Livius V. Fisteag (R)	Milford	55	Real estate agent	815	0.7

SENATE

Candidate	Residence	Age	Occupation	Vote	%
* John Rauh (D)	Sunapee	60	Retired manufacturer	41,923	51.6
Brenda J. Elias (D)	Franklin	43	Mayor	15,943	19.7
Terry Bennett (D)	Hampton Falls	54	Physician	11,699	14.4
Jeanne Stapleton (D)	New Boston	43	High school teacher	7,804	9.6
Lynn Rudmin Chong (D)	Rumney	47	Teacher	3,836	4.7
* Judd Gregg (R)	Greenfield	45	Governor	57,141	50.4
Harold Eckman (R)	Bedford	46	Construction executive	43,264	38.2
Jean T. White (R)	Rindge	57	Former state senator	10,642	9.4
Mark W. Farnham (R)	Lebanon	37	Former mayor	2,295	2.0

HOUSE

District	Location	Candidate	Residence	Age	Occupation	Vote	%
1	East — Manchester	* Bob Preston (D)	Hampton	63	Former state senator	24,170	64.0
		Bill Verge (D)	Plaistow	41	Former restaurant owner	13,569	36.0
		* Bill Zeliff (R)	Jackson	56	Incumbent	28,877	50.0
		Ovide Lamontagne (R)	Manchester	34	Lawyer	20,493	35.4
		Maureen E. Barrows (R)	Exeter	56	County commissioner	8,447	14.6
2	West — Concord; Nashua	* Dick Swett (D)	Bow	35	Incumbent	27,552	65.5
		Emily Northrop (D)	Swanzey	36	Professor	14,543	34.5
		* Bill Hatch (R)	Nashua	45	Former state representative	17,173	33.6
		Stephen M. Duprey (R)	Concord	39	Former state representative	15,818	30.9
		Peter J. Spaulding (R)	Hopkinton	48	Executive councilor	13,194	25.8
		Ted de Winter (R)	Greenville	59	Professor	2,909	5.7
		Arthur C. Godjikian Jr. (R)	Mason	36	Helicopter pilot	2,073	4.0

* Nominee

HEADLINE: HOUSE RACE BRIEFINGS: NH 01/02

A UNH poll, conducted 9/22-27, surveyed 258 1st CD LVs, 235 2nd CD LVs; margins +/- 5.6%. 1st: Rep. Bill Zelliff (R-01) and ex-state Sen. Bob Preston (D). 2nd: Rep. Dick Swett (D-02) and ex-state Rep. Bill Hatch (D) (release, 9/30).

1ST		2ND	
Zelliff	39%	Swett	47%
Preston	32	Hatch	22
Undec.	22	Undec.	28

HEADLINE: HOUSE RACE BRIEFINGS: NH 01

Ex-state Sen. Bob Preston's (D) radio spot charges Rep. Bill Zeliff (R-01) with "misrepresentation." Preston contends Zeliff "generally votes in favor of authorization bills and against appropriations bills for the very same programs. This way he can say he favors a program while claiming to be a fiscal conservative" (Manchester UNION LEADER, 9/22).

HEADLINE: HOUSE RACE BRIEFINGS: NH 02

Ex-state Rep. Bill Hatch (R) said Rep. Dick Swett's (D) "failure to pass a lie detector test while being investigated for possible perjury more than two years ago 'raises questions' about his 'integrity.'" A week before Swett's '90 victory over then-Rep. Chuck Douglas (R), the NH AG's office "found insufficient evidence to prosecute" him for allegations he misrepresented himself as a licensed NH architect to a would-be business partner. "Swett failed one lie detector test administered by the Belknap County Sheriff's (dept), but passed another given by someone of his own choosing." Swett called the issue "an old story" which "has been discussed and dealt with" (DiStaso, Manchester UNION LEADER, 9/22).

HEADLINE: HOUSE RACE BRIEFINGS: NH 02

Ex-state Rep. Bill Hatch (R) blasted Rep. Dick Swett (D) for breaking a pledge to end taxpayer-financed mail, saying he spend more than \$90,000 on mail since taking office. Swett's spokesperson noted Swett spent less than 72% of his allotted mail allowance (CONCORD MONITOR, 10/2). Ex-Gov. Walter Peterson (R) endorsed Swett (MONITOR, 10/2).

ADI: BOSTON IN NH

Political Landscape:

ADI splits into three states, Massachusetts, 9.8 of 12 electoral votes, New Hampshire, 3.4 out of 4 votes and only 0.2 of 3 ev's in Vermont..

The Boston ADI performed rather poorly when ranked by 1988 Bush/Quayle Percentage. It ranks 168 out of 210 ADI's.

Past Republican Electoral Performance has been very successful in both Presidential Elections and statewide races.:

1990:	Gregg/Gov.	60.2% of ADI Vote
	Smith/Senate	67.5% of ADI Vote
1988:	BUSH/QUAYLE	62.9% of ADI Vote
1986:	Rudman/Senate	61.8% of ADI Vote
1984	REAGAN/BUSH	51.8% of ADI Vote

As of 1990 Census, Total Population of ADI was 4,686,139 people with Voting Age Population at 3,650,075.

Breakdown of Voting Age Population reveals a younger ADI than the nation. Breakdown is as follows:

30-49 year olds	44%	of Voting Age Population
50-64 yr. olds	16%	" "
65 and above	14%	" "
18-24 yr. olds	14%	" "
25-29 yr. olds	12%	" "

*Average cost for a paid political commercial is \$486 per GRP. By doing a free 5 minute Q/A for a local TV station, the estimated savings from the hit would **\$194,400 dollars**. This is based upon a 400 GRP during the early news. Cost is based upon 4th Quarter Arbitron Cost Information.

Media Recommendation:

The following stations would be ideal to penetrate three key counties in the Boston ADI. The stations are ranked by largest share during the 5:00 - 6:00 p.m. & 6:00 - 7:00 p.m. time slot.

- WCVB for interview purposes has the largest viewership during the evening news hour.
- WHDH is second, with strong penetration in the key counties.
- WBZ would be the third choice with marginal penetration in the selected counties.

The top Radio stations based on morning commute times:

- WZOU - share 19.3
- WRKO - share 17.4

Key Counties

SUFFOLK COUNTY, MA

Represents 14% of ADI VAP.

19% Black VAP.

23% of households with children

14% Retail, 12% Health Services

Commute time: 30 to 44 minutes

Media Share

Station: (5-6:00 p.m.)	Station: (6-7:00 p.m.)
WCVB 39%	WCVB 32%
WBZ 17%	WBZ 19%
WHDH 14%	WHDH 18%

NORFOLK, MA

Represents 13% of ADI VAP.

2.7% Asian VAP

29% households W/children

16% Retail, 11% Finance

Commute time: 30 to 44 minutes

Media Share

Station: (5-6:00 p.m.)	Station: (6-7:00 p.m.)
WCVB 33%	WCVB 17%
WHDH 17%	WBZ 28%
WBZ 16%	WHDH 14%

MIDDLESEX COUNTY, MA

Represents 30% of ADI VAP.

3.3% Asian VAP

29% households W/children

14% Retail, 13% Manufacturing (durable)

Commute time: 30 to 44 minutes

Media Share

Station: (5-6:00 p.m.)	Station: (6-7:00 p.m.)
WCVB 36%	WCVB 31%
WBZ 19%	WBZ 24%
WHDH 14%	WHDH 16%

ADI #3: BOSTON, MA - KEY POINTS:

Significant demographics:

- African-American voting age population is 4%.
- Irish ancestry is 12%.
- High school education levels are higher than the National average.
- Median family income is higher than that of the Nation.
- Predominant industries include retail trade (16%) and durable manufacturing(13%).
- The average commute time is 10-19 minutes with 8% using public transportation.
- Median home value is above \$150,000.