

MEMORANDUM FOR THE BRIEFING BOOK

SUBJECT: PORTSMOUTH NEW HAMPSHIRE SHIPYARD AND NAVAL FACILITY
POC: BILL WISECARVER

I. PORTSMOUTH NAVAL SHIPYARD: The shipyard's mission over the past 50 years has been the design, construction and overhaul of submarines. It is one of three bases in the U.S. that has generations of highly skilled workers and managers in nuclear submarine technology. The shipyard is a leader in construction and overhaul of the Los Angeles Class (SSN 688) nuclear submarines. The shipyard is active in Research and Development in support of the SSN 21 and Centurion follow-on submarines.

Unique capabilities include the Navy's primary certified Depot Overhaul Point for repair of submarine and surface craft transducers and hydrophones. It is the Navy's only designated submarine antenna repair facility. The Portsmouth Shipyard has been recognized by the Secretary of the Navy for its positive environmental programs.

The Shipyard has had over 45 modernization programs since the mid-70's for a total of \$154 million. There are only two other shipyards that have similar capabilities. They are Charleston, South Carolina and Mare Island, California.

In 1990, Portsmouth Naval Shipyard conducted a Reduction-in-Force (RIF) that reduced the employment by 1400 persons.

II. PORTSMOUTH SHIPYARD ECONOMIC IMPACT:

** The average employment in 1991: 7,505 employees with a payroll of \$283 million (including \$18 million in military pay).

** Total employment by State for 1991: Maine- 3,931;
New Hampshire- 3,323; Massachusetts- 182

** The shipyard purchased \$70 million in goods and services (of this amount \$38 million went to small businesses and \$29 million went to local New England States).

** TOTAL ECONOMIC IMPACT ON THE AREA: \$353 MILLION
(using standard effect-multiplier of 3 equates to a \$1.59 billion benefit to local tri-state economy).

III. RECENT POLITICAL ACTION: Communities in the Portsmouth Naval shipyard area are lobbying hard to keep it off the 1993 base closure list. The list will be sent to Secretary of Defense and then to the President on January 25, 1993.

** Important Labor Organizations at Portsmouth: (a) Federal Employees Metal Trades Council; (b) International Federation of Technical Engineers; (c) International Association of Firefighters; (d) American Federation of Government Employees.

MEMORANDUM

TO: SENATOR DOLE
FROM: David Wardrop
DATE: October 26, 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 has 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 he has done as Governor to keep 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 Clipay in Cincinnati. He claims he knows how to create jobs, and that Gregg's record proves he can't create jobs. Recently, however, Rauh's message has been blunted by news that he was fired by Clipay and that under his leadership the company lost 500 jobs and its profits declined. Gregg has been attacking Rauh on the air over the Clipay revelations.

Rauh is on the air attacking Gregg for the loss of 60,000 jobs since Gregg became governor in 1989. His most recent ad features a cartoon format alleging to portray Gregg in Congress in 1988, figuring that since the federal government is in such debt, he'd better run for governor. The ad then switches to the Statehouse this year, with Gregg now saying that since New Hampshire is \$100 million in debt (which is not true), he'd better run for the Senate. The ad ends with, "We can't reward Judd Gregg with a seat in the Senate."

As you know, your presence on Thursday will be crucial in rebutting Rauh's claim that his proposal to cut 50% from the military budget over the next 5 years will not jeopardize the Portsmouth Shipyard. Senator Mitchell will be in New Hampshire

on the same day as you are to argue that Rauh's proposal will indeed not hurt Portsmouth. The Gregg campaign is of course making the opposite argument: that Rauh's proposal is irrational and it calls for cuts deeper than even Clinton, and even Jerry Brown.

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 Zeff two years ago by only a few hundred votes. Virtually all the votes Brady pulls will come from Gregg. In the tracking, Brady consistently garners up to 7% 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 Clopay Corporation. Rauh lost a three-way race for the 1990 Democrat Senate nomination. In that race, and again in this year's 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

10/23-25/92 Market Strategies

Ballot

Gregg	48%
Rauh	35%
Brady	7%

10/22-26/92 Public Opinion Strategies

Ballot

Gregg	41%
Rauh	38%
Brady	4%

C. 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

D. ORGANIZATION

Campaign Manager:	Joel Mailoa
Media:	O'Neill
Fundraising	Shelby & Blaseg

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PM-NH--Senate Forum, Bjt,370<

Gregg, Rauh Resume Defense Debate<

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PORTSMOUTH, N.H. (AP) U.S. Senate candidates Judd Gregg and John Rauh resumed their debate over defense cuts, with Gregg again charging Rauh's plan would mean sure closure for the Portsmouth Naval Shipyard.

Rauh, a Democrat, has proposed cutting the defense budget by half over five years. Gregg, a Republican, claims such a reduction would doom the shipyard, one of the state's largest employers and an economic catalyst for Maine and New Hampshire's seacoasts.

"Common sense tells you that if you reduce the defense budget by 50 percent and the Navy yard is already on the bubble, so to speak, the risk is increased," Gregg said Tuesday at a Greater Portsmouth Chamber of Commerce forum.

The shipyard, one of six facilities nationwide that can service nuclear-powered vessels, is in danger of being closed under the next round of defense cuts. Final word on its fate is expected by February.

At the forum, Rauh said no one will work harder to save the shipyard than he. He said the 50 percent reduction could be achieved simply by removing U.S. troops from Europe.

If Democrat Bill Clinton is elected president and Sen. John Mitchell of Maine remains majority leader, Rauh said he would have the clout to keep the shipyard open.

Rauh said he would use whatever defense budget cuts were made for research and development, job training for displaced defense industry workers and mass transit.

Gregg favors using the savings to reduce the deficit.

The defense cuts issue in the Gregg-Rauh race has drawn in retiring Republican Sen. Warren Rudman, whose seat each hopes to fill. Rudman appears in a Gregg advertisement and says New Hampshire's economy would be gutted and the shipyard closed if a 50 percent defense budget cut becomes reality.

Rauh said he thought Rudman's ad was a political gesture.

The candidates also clashed on free trade, with Rauh opposing the agreement that allows unrestricted trade between the United States, Mexico and Canada. He believes the United States will lose jobs to Mexico, where labor costs are lower.

Gregg supports the North American Free Trade agreement. He said it will help New Hampshire, which has few products to export, but does have ideas and technology that can be sold and developed in other countries.

3500

The Keene Sentinel

Saturday, October 10, 1992

Parties gear up for debate

Campaign rhetoric heats up; Senate candidates differ on impact cuts in defense spending will have on state

By CATHERINE PRITCHARD
Sentinel Staff Writer

The various campaigns' wars of words are proceeding apace via the fax machine.

Here's what the U.S. Senate hopefuls have had to say about each other this week:

■ Democrat John Rauh says this country won't win the global economic battle if it spends \$1,000 of every family's tax dollars on defending Europe.

Nearly 40 percent of the defense budget — more than \$100 billion — goes to that purpose, and it's no longer necessary, he says.

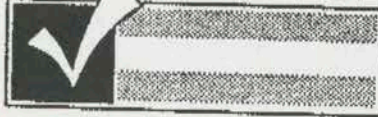
Rauh wants to cut the nation's defense budget by 50 percent over the next five years — a plan that his Republican opponent, Gov. Judd Gregg, says would cost "thousands of New Hampshire jobs."

But Rauh says Gregg "does not want to deal with the reality of the need to cut defense costs. He only wants to reduce them 5 percent."

Rauh said his first priority for the money from the defense cuts would be to help affected families, communities and companies adjust. That would include spending the money on economic development, job training and grants for research and development.

Cutting defense to "appropriate levels" — the nation would still be spending \$150 billion on defense after a 50-percent cut — would help reduce the deficit and make the economy healthier for

ELECTION '92



job-creation, Rauh says.

Gregg quotes U.S. Sen. Warren Rudman, the Republican whose seat he wants, as saying that a 50 percent defense cut would "economically decimate this state."

But that's just one place where Rauh supports "discredited liberal ideas," Gregg says.

He also blasts Rauh's support of a health plan that would include a payroll tax for businesses that don't provide their employees with health care. Gregg describes the businesses as small ones that can't afford health care, and he calls the tax a regressive one.

Gregg says Rauh is also wrong because he doesn't support the North American Free Trade Agreement.

A third U.S. Senate candidate, independent Larry Brady, is trying to raise doubts about Gregg's draft record during the Vietnam war. He wants Gregg to answer all kinds of questions on the issue and, quoting a Republican U.S. senator who was talking about Democrat Bill Clinton, calls on Gregg to "release the information — even if it hurts."

An aside: the Republican Brady quoted is, ironically, U.S. Sen. Bob Dole of Kansas, who just

endorsed Gregg. Meanwhile, the former chairman of Dole's 1988 presidential campaign in Plymouth, Shirley Bennett, just endorsed Rauh.

Busy schedule

Sunday: The Monadnock Greens will hold a general meeting at 6 p.m. in the Science Annex building at Keene State College. On the agenda: sister-city relations, an anti-toxic campaign in the N.H. Legislature and new member recruitment. For more information, call 357-8018 or write the Greens at P.O. Box 58, Keene 03431.

■ Republicans and Democrats will gather in different strongholds to watch the presidential debate Sunday night. Republicans will be in their Keene headquarters in the Keene Mill Outlet, and Democrats will be at The Pub restaurant in Keene. The debate starts at 7 p.m.

Tuesday, Oct. 20: U.S. Rep. Dick Swett, D-N.H., will speak at the Gilsum Congregational Church at 6:30 p.m. Swett's appearance is part of a meet-the-candidates lecture series sponsored by PC Connection Inc. in Marlow.

Saturday, Oct. 24: Democratic gubernatorial candidate Deborah Arnie Amesen and U.S. Senate candidate John Rauh will speak at a rally at Cheshire County Democratic Headquarters in Keene from 5 to 7 p.m. The headquarters are in the Keene Mill Outlet.

Gregg, Rauh spar in debate

Exchanges heated in
one-on-one forum

By KATHLEEN BURGE
Sinnott staff

When Gov. Judd Gregg and John Rauh turned their full attention on each other last night in a televised debate that often turned nasty.

Gregg and Rauh, who are running for Warren Rudman's U.S. Senate seat, have already appeared in debates with Libertarian candidate Kate Alexander of Bow. But last night was the first debate limited to the two of them.

The debate, shown live on New England Cable News from Newton, Mass., began with the same issues that Gregg and Rauh have often sparred over during the campaign: cutting the deficit and reducing defense spending.

Gregg, a Republican, said he would halve the deficit in four years or he would forfeit his seat. He would support 4 percent annual cuts in the defense budget. Rauh, a Democrat, said he would support eliminating the deficit in eight to 12 years and has proposed halving the defense budget in five years.

But as the debate wore on, the exchanges grew heated. "I was speaking this morning with all students at Western High in Massachusetts, Western High in Manchester..." Rauh started to say.

"It's West High, John, West High, not Western High," Gregg said.

Gregg came back to Rauh's mistake, offering it as proof that Rauh doesn't know New Hampshire. Rauh, a businessman, moved to the state in 1986.

The moderator asked the two candidates whether they would have voted to confirm Clarence Thomas to the Supreme Court. "Absolutely not," Rauh said, adding that Anita Hill's testimony about sexual harassment troubled him.

Gregg disagreed. "I would have voted for Clarence Thomas and I think he's going to turn out to be an excellent justice," he said.

Gregg then asked Rauh about another Supreme Court justice — David Souter of Weare. The late Joseph Rauh, a civil rights lawyer and John Rauh's uncle, argued before the Senate Judiciary Committee that Souter shouldn't be confirmed, Gregg said.

Not true, Rauh said. His uncle asked that the committee bring back Souter to question him further, he said.

Personally, Rauh said, he thought Souter was

CONCORD MONITOR Tuesday, October 13, 1992

DEBATE Continued from Page A-1

qualified to serve on the Supreme Court. "I would have wanted to be comfortable that Justice Souter would not only affirm the entire Bill of Rights but the right of privacy to women," he said. "I think that would have been the case."

"You would have made that a litmus test then?" Gregg asked.

"If I feel a nominee for justice of the court is not going to support the right of privacy for women, I will not support them," Rauh said.

Although Rauh believes that life begins at conception, he supports abortion rights. He supports the Freedom of Choice Act, which would codify Roe vs. Wade.

Gregg, who has vetoed three bills to erase New Hampshire's anti-abortion laws from the books, said he would not support the Freedom of Choice Act.

"The candidates also took questions from people who called in. Larry Brady, an independent candidate for the Senate seat, called at the end of the debate."

"I was invited, as you know," Brady said. "I was disinvited, apparently, Judd, because of your refusal to allow me on any platform that you're on."

Mike Nikitas, the debate moderator, said the network decided that a debate with all six Senate candi-

dates would be unwieldy. Instead, he said, the network decided to invite only candidates from the two main parties.

"Our attorneys will take care of that," Brady said. "That's fine."

Brady, who argues that he is unfairly barred from candidate forums, has asked the state chapter of the American Civil Liberties Union to take his case. The New Hampshire ACLU will decide tomorrow.

Brady also questioned campaign contributions that Gregg received in 1988 and 1990 from executives of Northeast Utilities and Public Service Company of New Hampshire.

Although they were legal under state law, they would have been illegal under federal law, he said.

Another caller asked about Rauh's familiarity with New Hampshire. Under the state constitution, the caller said, Rauh couldn't run for the state senate; candidates must have lived in New Hampshire at least seven years.

"I believe that I understand the values and the perspectives of the people of New Hampshire certainly far better than Judd Gregg," Rauh responded. "... When it comes to hard work, I think Judd Gregg has

sat in the governor's office and has failed to deal with the economic crisis of this state."

Gregg spent nearly four minutes answering Rauh. He lowered his voice, looked directly into the camera and spoke slowly.

"I've committed my entire life to trying to make New Hampshire a better place to live," sometimes sacrificing his family life, he said. He balked at the idea that he wasn't responsive to people who have suffered from the economy.

"... I've had to address these people and listen to calls and talk to people late at night and have people call my home — we have a listed phone — and talk to people about their problems," he said.

At the end of the debate, Rauh tried to identify himself with Bill Clinton, the Democratic nominee for president.

"I think the fundamental difference between you and I," he told Gregg, "and the fundamental difference between Bill Clinton and George Bush is, I believe it's time for a change."

"John, your philosophies of government aren't change," Gregg responded. "Your philosophies of government are more of the same old thing that we have in Washington."

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10/22/92

Foster's Daily Democrat, Dover, N.H.
Wednesday Evening, October 21, 1992**Editorial****Gregg for Senate****His experience and commitment stand out**

Combine eight years of service in the U.S. House of Representatives and four years as New Hampshire governor with an unrelenting commitment to bring federal spending under control, and it's easy to understand why Judd Gregg is the candidate best able to succeed Warren Rudman in the U.S. Senate.

Gregg was one of the first to sound the alarm on wasteful spending in the early 1980s when the yearly budget deficit was still hovering below \$200 billion. As a congressman, he warned then the nation's economic future would be imperiled if the Democrats in control of Congress didn't constrain their largess.

To educate the public, Gregg conducted public forums with representatives of the Grace Commission — a group of respected businessmen which studied the federal government and uncovered thousands of ways to save billions of taxpayers' dollars. Gregg consistently voted against pork barrel projects and fought Democrats' tax increases.

Vastly outnumbered in the Democratic House, Gregg's efforts were for naught. Spending increased along with taxes, the budget deficit and the national debt. After four frustrating terms of being beaten down by the opposition party, Gregg came home to run for governor in hopes of winning a job in which he could make a difference.

Little did he know what kind of difference he would make. During his two terms in the corner office, New Hampshire's largest electric utility went bankrupt, its banking system collapsed and its residents endured the worst economic hardship since the Depression. Judd Gregg rose to the occasion, spearheading efforts to get the state back on track.

Today, a new electric utility is holding rate increases within promised limits, banks are beginning to show profits again and the economic free fall is showing signs of leveling off. Judd Gregg didn't cause the recession and he won't claim credit when it's over. He does deserve praise though for his careful management of state finances during the recession.

Compared to any other state ravaged by the economic downturn, New Hampshire has done an excellent job of maintaining services, holding down tax increases and controlling red ink. Yes, the state has benefited from federal help from Medicare funds, but to simply say that is the reason for a balanced budget is a gross simplification of the state's fiscal situation. Other states also taking care of Medicare funding have not done nearly as good a job coping with the recession.

In his Senate campaign, Gregg is once again focusing on the federal budget deficit and the huge national debt. He has signed on to the "lead or leave movement" — pledging to reduce the deficit or quit. That's the kind of commitment more congressmen and senators should be willing to make.

Too many candidates give lip service to the deficit — bemoaning its dangers but unwilling to make the difficult choices that can turn things around. The candidates capable of changing the way Washington does business are the candidates willing to put their political careers on the line. Judd Gregg is that kind of candidate.

There are other reasons to vote for Judd Gregg. One is his realistic approach to defense cuts. Gregg recognizes the country doesn't need to maintain a strategic defense structure designed to combat an enemy that no longer exists. He knows Western Europe should and will take a greater role in paying for its defense. Gregg better understands the nation's security could be threatened if transitions are pursued imprudently. Radical reductions in defense spending are not in the nation's interests, nor in the interests of our allies.

Gregg is also the strongest candidate on the issue of health care. The worst solution to the nation's health-care crisis would be a single-payer, government-administered program — such as the system Canada now uses. Gregg knows the health-care system is in desperate need of reforms, but he also understands if the government takes the system over the result will be worse health care, not better. Gregg supports a series of modest but effective adjustments that can bring down health-care costs, expand access to all Americans and preserve the free market.

Unless there is a dramatic reversal of fortune for President Bush, Arkansas Gov. Bill Clinton will be the next president of the United States. Clinton's promises to raise taxes and increase government spending make it even more important that Warren Rudman's seat remains in control of the Republican Party. The Senate will need every conservative voice to blunt the liberal policies espoused by Clinton and his cronies. The Democrats have not been in control of the executive branch of government since 1980. If Clinton wins, the Democrats will have a field day.

While serving New Hampshire as a congressman and governor since 1981, Judd Gregg has remained true to his word. He can be trusted to hold the line on spending and to fight tax increases.

New Hampshire needs Judd Gregg.
America needs Judd Gregg.

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The Keene Sentinel

Thursday, October 15, 1992 7

N.H. candidates out in force as election day draws near

By Associated Press

CONCORD — With 19 days left before election day, here's a look at what's happening in state campaigns:

■ N.H. Secretary of State William Gardner expects a huge voter turnout in the November election.

Gardner predicts 521,000 people will vote Nov. 3. That would be 79.8 percent of all registered voters, and the first time more than 500,000 residents have voted in an election.

"My forecast is based on the fact that people want to participate this year. We had record turnouts both in the presidential and state primaries," Gardner said.

The state had 567,537 registered voters for the presidential primary, and saw a record turnout, 351,847 voters, or 62 percent of those registered.

Another 27,000 had registered by last month's state primary. The primary saw modern-day highs in ballots cast, 212,395, and turnout, 35.6 percent.

■ Democratic gubernatorial candidate Deborah Arnesen has raised more money than Republican opponent Steve Merrill, and has more than \$100,000 left to spend before the election, records show.

Arnesen has raised \$217,227 since the Sept. 8 primary. Add that to the \$31,508 left from the primary campaign, and she has raised \$248,735. She has spent \$121,173 and has \$127,562 left.

Merrill has raised \$178,611 since the primary, which combined with



what he had left over, \$4,679, gave him \$173,932. He has spent \$148,658, leaving him \$25,274.

Libertarian gubernatorial candidate Miriam Luce has raised \$6,356 and spent \$2,868.

■ Merrill may have lobbied illegally on electricity rates, a state Democratic leader has charged.

State Rep. Ray Buckley of Manchester says the attorney general's office should investigate whether Merrill, a former attorney general, illegally lobbied legislative leaders to oppose a bill capping electricity rates.

Two invoices on Merrill's law firm stationery, obtained by the Portsmouth Herald, show Merrill spent about 51 hours working for the Plymouth-based N.H. Electric Cooperative.

The work included about 18 hours in conference with state officials and legislators regarding the Electric Rate Stabilization Act.

Merrill, who never registered as a lobbyist, denied he was lobbying when he called legislators on behalf of the cooperative early this year. He said as general counsel for the utility, he was expected to be familiar with pending legislative and regulatory matters affecting the cooperative.

■ Senatorial candidates Republican Judd Gregg and Democrat John Rauh have accused each other of misleading voters about the others' health care proposals.

In a news release following a debate Wednesday morning, Gregg said Rauh has proposed a health care plan that calls for a 7 percent payroll tax on employers, but now is trying to deny it.

But Rauh said it's Gregg who is misleading voters.

Gregg said Rauh adopted the health care reform plan of the National Leadership Coalition for Health Care Reform, a Washington-based policy group. The coalition plan calls for the payroll tax, matched by an employee contribution of 1.75 percent, to cover coverage costs.

Gregg also said Rauh denied he supports a play-or-pay plan, but the coalition plan gives employers the option of providing coverage through private insurance or the payroll tax program.

Rauh said he has explained during debates that he supports the structure of the coalition plan, but not its cost-control ideas.

"I believe there are savings within the health care system of \$200 billion," he said. "That's fundamental to my plan. When you do

that, you reduce the cost of health care for everyone."

■ U.S. Rep. Bill Zeliff, R-N.H., says he has a plan to help trim time, money and gridlock on Capitol Hill.

Zeliff said Wednesday he would cut congressional committee staffs in half, eliminate proxy voting and make sure committees don't duplicate work on legislation.

He said he would also limit terms for committee chairmen to six years.

He said he also would push for new floor debate rules and automatic roll calls and require printed copies of all appropriation bills be furnished to members 24 hours before a vote and prohibit additional spending items tacked on to conference reports that weren't in the House or Senate bills.

Zeliff, who is running for re-election, is being challenged by Democrat Bob Preston.

He accused Preston, a former state senator, of having an "18-year record of inactivity on legislative reform."

Preston shot back that Zeliff shouldn't talk about reform and saving money when his congressional franking expenses were higher than any New England congressman. Zeliff has defended the expenses as within his budget and necessary to keep in touch with constituents.

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CONCORD MONITOR Friday, October 16, 1992

Rauh's campaign debt climbs to \$250,000

U.S. Senate candidate John Rauh has just over \$12,000 on hand for his campaign against Gov. Judd Gregg, and he owes more than \$250,000, according to a financial report filed yesterday.

Candidates for federal office were required to have their financial reports postmarked by yesterday. Reports from Gregg and con-

gressional candidates Dick Swett and Bill Hatch had not arrived at the secretary of state's office when it closed yesterday.

In this latest filing period, Rauh raised \$112,981.28. Individual contributions are limited to \$1,000, and Rauh had several donations ranging from \$100 and up. The biggest donation came from the Democrat-

ic Senatorial Committee out of Washington D.C., which gave Rauh \$17,500.

Rauh made donations, as well as loans, to himself totaling \$131,294.41.

His campaign has reported spending \$232,159.25 since the last filing date.

— Annmarie Timmins

Gregg, Rauh spar on trade

CONCORD (AP) — Democratic U.S. Senate candidate John Rauh has some reservations about the North American Free Trade Agreement, but his Republican opponent is an unabashed supporter.

Judd Gregg said Tuesday that New England's high-tech industries will benefit from the breaking down of trade barriers with Canada and Mexico.

"There will be job losses, but they're being lost to low-labor cost areas around the world," he said. "Whether we have a free trade agreement or not, those jobs are under risk."

The agreement ends trade barriers between the United States, Canada and Mexico and creates the world's largest free trade zone.

Gregg said New England has the most educated work force in the country and 27 percent of that force is involved in high-tech industries. He said the region will grow substantially if markets for the goods are opened in neighboring countries.

He said computers and other technical products "are the types of goods that are most often burdened with excessive tariffs and taxes."

Rauh wants to change the agreement so certain steps will kick in gradually, as wages between the United States and Mexico equalize, according to his spokesman, Martin Murray.

"We don't want to just have a wide-open agreement with no safeguards," Murray said.

The current agreement is flawed and "opens the gates for companies to leave New Hampshire," Murray said. He said companies will move to Mexico because workers are paid low wages, often get no health benefits and work long hours.

Rauh is hopeful Bill Clinton will renegotiate the agreement if elected president.



Gregg



Rauh

—Portsmouth Herald (N.H.) Wednesday, October 21, 1992

THE TELEGRAPH Wednesday, October 21, 1992

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► U.S. SENATE

Gregg slams Rauh's business experience

By PENDLETON BEACH
Telegraph Staff

Gov. Judd Gregg is off to an aggressive start in the last two weeks of the U.S. Senate campaign, airing an advertisement questioning Democrat John Rauh's record as head of a Cincinnati company.

"When John Rauh was head of Clopay Corporation, earnings went down, profits went down and hundreds lost their jobs, including John Rauh. John Rauh: Bad for business, Bad for New Hampshire," the advertisement, which began Monday, states.

Rauh touts his success in business at almost every campaign stop. But Gregg said in a telephone interview Tuesday that Rauh did a poor job of running Clopay.

"At Clopay, Rauh's performance was so weak he was relieved by the board (in 1985). That's not, from my perspective, a very successful business career," Gregg said.

Rauh, asked about the advertisement by an audience member at a Rotary West lunch in Nashua on Tuesday, denied his tenure at Clopay was a failure.

"Sales went from \$10 million in 1961 (when Rauh started working for Clopay) to \$150 million in 1985. In the 10 years I was CEO, the stock went up 10 times," Rauh said.

Gregg's campaign released figures showing jobs dropped at Clopay, from 1,600 in 1979 to 1,150 in 1985. Clopay incurred

\$2 million in losses in 1985, Rauh's last year with the company. The company was profitable every other year during Rauh's tenure except 1979.

Gregg questioned why Rauh was fired during the economic boom of the mid-'80s.

Rauh says he was fired because he focused on the long-term while his board of directors was more interested in short-term profits.

Rauh did not remember whether Clopay lost jobs during his tenure. Clopay was best known for making garage doors and plastic sheeting in diapers.

Rauh said most of the 1985 losses occurred after he left the company.

"It just shows Judd Gregg's lack of understanding of business. The new CEO closed a lot of plants and wrote off the losses," Rauh said.

Gregg staffer Martha Austin disagreed, saying by the end of March 1985, Clopay had already lost \$457,000. Rauh did not leave until July, she said.

Rauh, for his part, criticized Gregg's record as governor in his speech to Rotary West.

"In the last four years we've lost 60,000 jobs. The number of food stamps we give out is the highest per capita in the nation. I do not fault Judd Gregg for that. But I fault him for denying it, and I fault him for not doing anything about it," Rauh told Rotarians.

Gregg record faulted

Democrats hit him on environment

By KATHLEEN BURGE
Monitor staff

As Republican Gov. Judd Gregg campaigns for the U.S. Senate, he talks often about his dedication to preserving the state's environment. This week, his campaign started running a television advertisement that credits him for preserving the North Country's Lake Umbagog.

Yesterday, six Democratic legislators disputed those claims, saying Gregg abandoned environmental causes when he thought it would help him politically.

"The governor's been very good at taking credit, but he's very short on taking action," said Rep. Gary Gilmore of Dover.

Gilmore and the other legislators handed out a list of instances where they say Gregg didn't support environmental causes. As an example, the legislators pointed to the Lakeshore Protection Act, which established standards for development around lakes, ponds and the ocean.

The legislators said Gregg allowed the act to be weakened by developers and property rights extremists. Gregg said yesterday that some compromise was necessary to pass the act.

Gregg and the Democrats disagree on the result. Gregg calls it a milestone; the legislators call it "a mere skeleton of a law." The other five legislators were Reps. Dan Burnham of Dublin, Steve Maviglio of Sanbornton, Amanda Merrill of Durham and Sens. Beverly Hollingworth of Hampton and Wayne King of Rumney.

Gregg dismissed the report as a political ploy to discredit him. "I find that press conference to be a new low in political campaigning in this race," Gregg said.

He attributed the report to legislators working at the behest of the John Rauh, Gregg's Democratic rival. Gilmore said the legislators support Rauh but weren't working for him. "Rauh had nothing to do with it," Gilmore said.

Rauh has been endorsed by the state chapter of the Sierra Club and the League of Conservation Voters. Rauh was a founder of the state chapter of the Sierra Club.

Gregg argues that his own environmental record surpasses Rauh's.

CONCORD MONITOR Thursday, October 22, 1992

■ GREGG

Continued from Page B-1

"John Rauh has done nothing," Gregg said. "This is a guy whose only track record in environmentalism is to join the Sierra Club, which anyone can do for 15 bucks."

The group also criticized Gregg for his initial refusal to allow an environmental impact statement to be done on the wetlands affected by rebuilding a section of Route 101. Gregg eventually agreed, after he was threatened with a Sierra Club lawsuit and pressured by federal agencies.

But Gregg said it was his perseverance that saw the project through. "It was my directive to the Department of Transportation that got the project going," Gregg said.

The Gregg campaign has compiled a 7½-page list of the governor's successes in environmental matters. He protected 90,000 acres through the state's Land Conservation Investment Program, he said.

He made the state's parks department financially independent of the state budget, so it isn't subject to the same budget cuts as other departments. One of his first acts as governor was to create a program to help communities pay for recycling programs, he said.

"The list goes on and on," he said.

But Gilmore said Gregg is taking credit for others' work. Gilmore and the other legislators also criticized Gregg's environmental record as a member of Congress.

During his tenure in Congress, the League of Conservation Voters gave Gregg a score of 55 out of 100.

Gregg voted to significantly cut spending for the Department of the Interior, the Fish and Wildlife Service and the National Park Service, the legislators said. "I'm sure I did vote for controlling spending," Gregg said, but pointed to other environmental initiatives he supported, such as acid rain legislation.

5 AP 10-26-92 10:51 EST 86 Lines. Copyright 1992. All rights reserved.

PM-NH--Gregg-Rauh, 1st Ld-Writethru,740<

Rauh's Business Experience, Gregg's Years As Governor Dominate
Debate<

EDs: UPDATES new grafs 14-16 with Gregg admitting mistake. Picks up
15th pvs: ``You haven't,<

nm1patjhmdccfnst<

By NORMA LOVE=

Associated Press Writer=

MANCHESTER, N.H. (AP) Each accused the other of leaving behind
a fiscal mess Republican Judd Gregg as governor and Democrat John
Rauh as head of a multi-million dollar corporation.

Questions at Sunday night's debate on WMUR-TV, Channel 9, ranged
from health care to capital punishment, but the U.S. Senate
nominees repeatedly returned to character issues.

Gregg claimed his frugality and common sense as governor through
four years of recession made him best qualified to succeed retiring
Republican Sen. Warren Rudman.

Rauh argued his experience heading Clopay Corp. in Ohio would
serve New Hampshire better.

Gregg accused Rauh of exaggerating his business successes. Rauh
responded that Gregg is leaving the state in sorry financial shape.

``I haven't seen leadership. What I've seen is denial,' ' Rauh
said. He said Gregg brags about leaving the state with a surplus
when in fact the budget was balanced with federal Medicaid money
that likely won't be there next year.

Rauh said he'd fight to close loopholes to stop states from
adding to the federal deficit by taking excess money from Medicaid.

``We cannot afford it,' ' said Rauh. ``We have an economic crisis
in this country.' '

But Gregg said he'd fight to keep the money coming. He argued
the money is due New Hampshire for programs the federal government
forced onto the state, but provided no money for.

When his turn came, Gregg hammered at Rauh's years at Clopay.
Contrary to Rauh claims, the company lost money and jobs, Gregg
said, repeating a frequent theme of his campaign in recent weeks.

``You were replaced. You were fired by your board of
directors,' ' said Gregg.

Gregg also said he could find no record to substantiate Rauh's
claims to have taught as a fellow at Harvard's Kennedy School.

``I can't believe what I just heard,' ' replied Rauh a few
minutes later. ``You're questioning my integrity and you're
wrong.' ' Rauh then challenged Gregg to call the school.

This morning, Gregg admitted he made a mistake. He said his
aides had found no record in Kennedy School catalogues of Rauh
being a fellow, but today confirmed that he was.

``On checking today, I agree that he was and that we made a
mistake and we admit to it,' ' Gregg said in a telephone interview.

In the debate, Gregg then protested when Rauh attacked him for
not working hard enough to save some of the 60,000 jobs from being
lost during his years as governor.

``You haven't had people standing outside your house concerned
about their livelihood,' ' said Gregg.

Though some jobs were lost, New Hampshire fared better overall

than other New England states, Gregg said. Under his administration, the cost of government was the lowest in the nation and services were maintained without resorting to an income tax, he said.

Rauh, who moved to New Hampshire in 1986, also claimed to be more in touch with New Hampshire citizens than Gregg though he couldn't answer a panelist's question on which county Chester is in. His critics have argued he hasn't lived in the state long enough to represent it in the Senate.

``It's not where you were born. It's how you lived your life,'' he said. Rauh then cited community activities his family has been involved in since moving to New Hampshire, including his helping found a state chapter of the Sierra Club.

``I think I understand the values of the state better than Judd does and he was born here,'' said Rauh.

``Chester is in Rockingham County,'' Gregg answered for Rauh when his turn came.

Both agreed the Social Security program supports itself and its revenues shouldn't be part of the federal budget process and possibly siphoned off to pay for other spending. Gregg, however, acknowledged he voted against cost of living increases for Social Security recipients as a congressman ``in tough economic years.''

The two differed on the death penalty. Gregg supports it; Rauh opposes it.

Both also differed on waiting limits for handgun purchases. Gregg opposes them; Rauh supports them.

``People who don't get guns usually are the responsible people,'' said Gregg.

But Rauh said a waiting period might save someone's life.

Only Gregg and Rauh were invited to participate in the debate. Larry Brady, an independent candidate, filed a petition with the Federal Communications Commission to be included.

HEADLINE: NEW HAMPSHIRE: POLL GIVES GREGG WIDER LEAD

An American Research Group poll surveyed 600 likely voters 10/19-21; margin of error, +/- 4%. Tested: Gov. Judd Gregg (R), businessman John Rauh (D) and '90 House candidate Larry Brady (I) (ARG release, 10/22; Manchester UNION LEADER, 10/23). Bannon Research surveyed 400 likely voters 10/15-16 for the Rauh campaign; margin of error +/- 5%. See HOTLINE 10/22.

	ARG	RAUH
Gregg	44%	36%
Rauh	36	32
Brady	8	
Undec.	13	

ROUGH BUSINESS: Rauh spokesperson Martin Murray 10/21 "derided" a Gregg campaign commercial that says, "When John Rauh was head of Clipay Corp., earnings went down, profits went down and hundreds lost their jobs, including John Rauh. John Rauh: Bad for business, Bad for New Hampshire." Rauh was CEO of the OH-based Clipay between '75 and '85, and "has touted his business experience" in campaign speeches. Gregg "insists Rauh had a poor record" in business: "At Clipay, Rauh's performance was so weak he was relieved by the board. That's not, from my perspective, a very successful business career" (UNION LEADER, 10/22). UNION LEADER header: "Co-Workers Blast Rauh On Business Experience." John Strauss, Clipay's CEO when Rauh was "number two," said he "can't believe" Rauh is running for Senate on his business record: "John Rauh didn't do a very good job at Clipay and he's saying he did." Rauh: "Obviously, John Strauss and I had our differences." Ex-Clipay VP Henry Trownstine charged Rauh's interest "was always in self-glorification." Rauh noted he removed Trownstine when he took over as CEO (10/23).

MORE: Brady is filing suit with the FCC to be included in Sunday night's WMUR-TV debate (CONCORD MONITOR, 10/23). UNION LEADER's Tibbetts reports total spending in the race has hit \$1.2 million -- Gregg \$634,440; Rauh \$526,265 (10/23).

HEADLINE: HOUSE RACE BRIEFINGS: NH 01/02

American Research Group surveyed 300 likely voters in each CD 10/19-21; margin +/- 6% (ARG release, 10/22). 1st CD: Ex-Sen. Min. Leader Robert Preston (D), Rep. Bill Zeliff (R). 2nd CD: Rep. Dick Swett (R), businessman Bill Hatch (D).

1ST CD		2ND CD	
Zeliff	42%	Swett	58%
Preston	40	Hatch	28
Undec.	18	Undec.	14

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AM-NH--Gregg-Rauh, 1st Ld-Writethru,300<

Gregg, Rauh Debate Who's Best Qualified for Senate<

Eds: Adds where debate was held in 5th graf, Corrects dateline<

nmlpatst<

By NORMA LOVE=

Associated Press Writer=

MANCHESTER, N.H. (AP) The questions ranged from defense cuts to health care, but Republican Judd Gregg and Democrat John Rauh focused on each other's character during a debate Sunday night.

Gregg claimed his frugality and common sense as governor through four years of recession made him best qualified to succeed retiring Republican Sen. Warren Rudman.

Rauh said his experience heading a multi-million dollar company would serve New Hampshire best, but Gregg accused him of exaggerating his business successes.

Rauh responded that Gregg refuses to tell the public the sorry fiscal shape the governor is leaving the state in.

"I haven't seen leadership. What I've seen is denial," Rauh said on WMUR-TV, Channel 9. He said Gregg brags about leaving the state with a surplus when the books were balanced with federal Medicaid money that likely won't be there to help his successor balance the next budget.

When his turn came, Gregg hammered at Rauh's years at Clopay Corp. in Ohio. Contrary to Rauh claims, the company lost money and jobs, Gregg said, repeating a frequent theme of his campaign in recent weeks.

"You were replaced. You were fired by your board of directors," said Gregg.

Gregg also said he could find no record to substantiate Rauh's claims to have taught as a fellow at Harvard's Kennedy School.

"I can't believe what I just heard," replied Rauh a few minutes later. "You're questioning my integrity and you're wrong." He then challenged Gregg to call Harvard for confirmation.

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PM-NH--Gregg-Rauh, Bjt,700<

Rauh's Business Experience, Gregg's Years As Governor Dominate
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nmlpatst<

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Television Media Market Demographic - Political Profile

Arbitron ADI 3

BOSTON ADI in NEW HAMPSHIRE

General Population Data

1990 Total Population:	964,085
1980 Total Population:	791,726
Change in Pop. 1980-1990:	21.8%
Total Voting Age Population:	719,560
% Population: Voting Age	74.6%
Median Home Value:	\$119,571
% Households with Children:	37.4%
Persons in College Dorms:	12,140
Military Personnel:	923

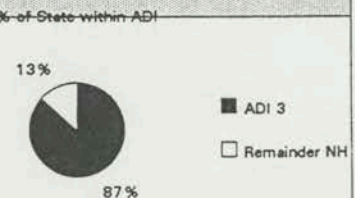


Racial Population Data

Black Voting Age Population:	4,511
% Black Voting Age Population:	0.6%
Hispanic Voting Age Population:	6,802
% Hispanic Voting Age Population:	0.9%
Asian Voting Age Population:	5,759
% Asian Voting Age Population:	0.8%

ADI Cost and Geographic Information: Broadcast and Cable Television

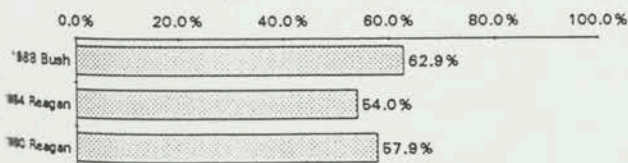
Broadcast TV Cost Data		Cable System	Subscriber x1000	Avg. Cost PrimeTime	% of State within ADI
Cost Per 800 GRP Prime Time	\$388,800	BOSTON	1,094	N/A	13%
Voting Age Pers. Contacted/\$1:	15	CABLEVISION OF BOSTON	195	\$190	87%
Reach Voters Contacted/\$1:	5				



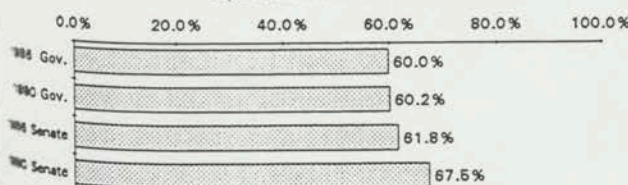
Historical Republican Performance

				GOP Vote	GOP %	Turn-out
1988 Bush Vote	240,758	62.9%	1986 GOP Governor	227,235	60.0%	38.5%
1984 Reagan Vote	178,548	54.0%	1990 GOP Governor	152,169	60.2%	44.6%
1980 Reagan Vote	187,728	57.9%	1986 GOP Senate	129,830	61.8%	37.6%
1990 Registration	566,852	78.8%	1990 GOP Senate	162,871	67.5%	42.6%
1988 Turn-Out	382,336	67.5%				
1984 Turn-Out	330,493	70.0%				

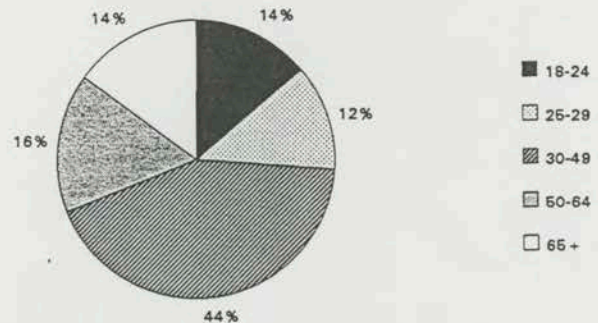
Republican Presidential Performance



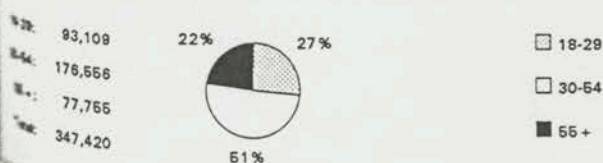
Republican Statewide Performance



Voting Age Population Distribution



Male Voting Age Population Distribution



Female Voting Age Population Distribution

