

# Iowans for Tauke

## Memorandum

To: Senator Dole  
From: Chip Gately  
RE: Campaign update/talking points  
Date: May 30, 1990

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**NUMBER ONE RACE:** Every expert analysis of which we are aware names Tom Tauke's challenger bid as the best chance for a challenger victory in 1990. Jane Norman of the Des Moines Register recently concurred with these analysts, citing success in PAC fundraising that "clearly says that Washington powermongers have bought the argument [that] this will be a close race."

**POLLING:** A poll to be released by major television stations across the state will show that Harkin has fallen to below 50% support (46% to be exact) and we have cut the lead to single digits (9 percentage points). These numbers indicate the strength of our campaign to date and the vulnerability of Senator Harkin. The most recent Des Moines Register poll showed that in barely one year, Tom Tauke has cut Tom Harkin's lead in half and that Harkin has barely 50% support -- critically low for an incumbent at this stage of the campaign. Harkin's recent \$300,000+ early media buy was unsuccessful in stopping his slide. Internal polling indicates the race has narrowed to just a few points.

**HARKIN CAMP ROCKED BY RECENT DISCLOSURES:** The news media in Iowa and nationally have recently begun to look into Senator Harkin's nagging problems with allegations of influence peddling. The Cedar Rapids Gazette wrote, "Harkin can't afford to ignore a magazine article that claimed he introduced the Governor of Puerto Rico and a Washington lobbyist. This situation has a life of its own, as did [Roger] Jepsen's encounter with the massage parlor."

The Waterloo Courier reported that "things sure can fall apart in a big hurry. Something is wrong (with the Harkin campaign). There's the legal defense fund. And his favor for a top party fundraiser/lobbyist. His aide's intervention on behalf of a Council Bluffs bank. And some double talk intended to keep the cash flowing into the campaign coffers. It's just plain weird."

**TAUKE CAMPAIGN GROWS:** The work is getting done at the grassroots level for the Tauke campaign. Over 28,000 volunteers have signed up for specific duties, from organizing their neighborhood to

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putting a Tauke sign in their yard. And the Tauke campaign is in the process of organizing each of the state's 17,000 neighborhoods. This level of organization is unprecedented in a statewide race, and it will pay off with an unexpected high Tauke turnout on election day.

**FUNDRAISING:** Campaign to date, Iowans for Tauke has raised over \$3.1 million, with over two-thirds coming from individual Iowans. In terms of budgeting, the Tauke campaign is right on target with the campaign plan. However, in coming months the challenge will be to maximize our fundraising from major donors. This low cost source of funding will be the key to building a reserve for media in the fall. FEC reports disclosed Monday showed the Tauke campaign outraised Harkin in the most recent period and is gaining in cash in the bank.

**WASHINGTON TRIP ATTENDERS:** The group of individuals you are addressing are among the top supporters of the Tauke campaign. Each has contributed a minimum of \$1,000 so far to the campaign.

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Washington, D.C. Executive Council Trip (as of 7-10-90)

Dr and Mrs. Hoyt Allen  
Edward and Pat Alt  
William and Marcia Arney  
Edward and Shirley Bapka  
Wayne and Nora Lee Balmer  
Darrel Berry  
Eileen and Elizabeth Bruening  
Dr. Gary Castle  
Marvin and Faye Chevalier  
Willard and Coryene Classen  
Michael and Sharon Conlon  
Chris and Margaret Contard  
Bernard and Barbara Cooper  
Reid Crawford  
Jay and Carolyn Eliason  
Alyce Elmitt  
James and Patrice Golinvaux  
Marvin and Verna Hulse  
Max and Liz Isaacson  
Ronald and Rhea McIntyre  
Harold and Marabel Manders  
John Merriman  
Helen Arnold-Olson  
Scott and Carol Olson - Jill Olson  
Thomas Parks and Mary Hindman  
Jack and Cynthia Rehm  
Jennifer Scanlon and Clarke and Patrick  
Donald and Rose Shepard - Andrea Shepard  
Wes and Norma Smith  
Charles Sukup  
Eugene and Mary Sukup  
Robert and Betty Verhille  
Kerry and Jean Weems  
Roger and Ester Wetlauffer  
William and Donna Wilson  
Edward and Eleanor Ochyleki  
Joseph and Augusta Patrone - Former Ambassador

July 17  
12:20

TOM TAUKE  
2ND DISTRICT, IOWA

*Yvonne*

*July 17*

2244 RAYBURN HOUSE OFFICE BUILDING  
WASHINGTON, D.C. 20515

Congress of the United States  
House of Representatives  
Washington, D.C. 20515  
June 26, 1990

*To have*

Accepted

The Honorable Robert Dole  
United States Senate  
SH-141  
Washington, D.C. 20510

Dear Senator Dole:

I have a special favor to ask of you.

From July 15 through July 17, Beverly and I will be hosting a group of my very best supporters from Iowa. These 100 Iowans will be visiting Washington as part of an exclusive trip being arranged by my campaign.

I would be most honored if you would play a distinctive role in this trip by agreeing to speak at a luncheon for the group on Tuesday, July 17. The luncheon is scheduled to held at the ~~Capitol Hill Club~~ at 12 noon. *"America" at Union Station*

President Bush, Vice President Quayle, Secretary Dole, along with various other Administration officials and many others will be meeting with the group during their stay. Bob, I hope you, too, will be able to take part in what I believe will be a most rewarding experience.

I recognize that your schedule is a busy one, but your help with this event would be greatly appreciated.

Thank you for your immediate attention to this request. If I can be of additional assistance, please contact me or my Chief of Staff, Gem Meyer. 52911

Best wishes and warm personal regards.

Sincerely,

*Tom*  
Tom Tauke  
Member of Congress

TT/

10 min w/no Q+A

*They will send talking points + list of attendees.*

*Entire event will go no later than 1 hr. Have B.O. there about 12:20.*