

KERREY

For President

Dear Professor Capps,

Welcome to New Hampshire!

The Kerrey for President Campaign greatly appreciates your willingness to assist Senator Kerrey here in the Granite State. As you know, New Hampshire is the first critical test on the road to the White House. Because of the demands on Senator Kerrey's schedule, you will play a critical role by delivering his message to the voters of New Hampshire. Campaign '92 has been exciting and volatile so far -- the activity will reach a fever pitch in these last days. Our ability to communicate with voters throughout the state will ensure a victory on February 18th.

The Kerrey campaign is always available to assist you in any way. Your role as a surrogate is to communicate Bob's message and vision to various constituencies. This packet will help to prepare you for this important and worthy task. Please let the campaign know if you have any thoughts about your schedule.

Again, thank you for your generous commitment of time and energy. Your contribution is invaluable.

Sincerely,

The Kerrey for President Campaign

788 Elm Street • Manchester, NH 03101 • (603) 644-8822



MEMORANDUM

TO: All Surrogates
FROM: Mike Greiner and Mark Matzen
Kerrey Field Directors
DATE: February 4, 1992
RE: The New Hampshire field operation

Due to the small number of voters who participate in it, the New Hampshire Primary is won one vote at a time. In 1988, only 125,000 votes were cast in the primary, and this year about the same number will be cast. A well organized campaign can personally ask each of these voters for their support enough times to have a real impact. As a result, our campaign has made a real commitment to field operations.

Our field program has been focused on talking directly to the voters. To accomplish this goal, we have established fourteen offices across the state, and each office has several full-time staff. Our efforts have been supplemented by volunteers from both within and outside of New Hampshire -- the largest number of them being students at New England colleges. As a result of their hard work, we have canvassed the entire state door-to-door and we have made a significant number of phone contacts.

In these contacts, we have been delivering Bob's message, thus supplementing our paid media and direct mail. The whole point of our effort is to tell people about Bob Kerrey one-on-one. By sharing our enthusiasm for his candidacy, we can convince people to vote for him. We are currently involved in a very close race. Every voter we convince through our personal efforts to support Bob might make the difference between winning and losing.

TO: Surrogates
FROM: Joe Keohan
DATE: February 5, 1992
RE: Campaigning in New Hampshire

I'm sure you are all familiar with campaigning and the standard rule to expect the unexpected. The final two weeks of the New Hampshire primary are unique in the level of media attention and the potential for casual remarks or actions to have an immediate, inflated, and unintended effect. The most important point to remember is that anything you say to a reporter can be quoted. There is no such thing as off-the-record, and that holds true for the local New Hampshire and national press. The press will be constantly updated on your schedule and will attend some of your events.

It is not unlikely that the press will on occasion ask you about Bob's stand on a certain issue (i.e. health care, economy, environment). Never feel that you must come up with a quick answer for every question you are asked. If you are unsure or uncomfortable with a question you can simply say, "I don't know, but I will find out the answer" or the standard, "no comment".

It is always helpful to have a clear idea of what it is that you want to say about Bob Kerrey and simply state it unambiguously. You all know Bob a lot better than his staff and can talk about his leadership qualities firsthand in a way that none of us can.

Todd Glass, Cathy Chung, and I are available at any time(644-8822) if you have any questions at all about dealing with the press.

KERREY

Arnold Hong
Driver at the Airport w/sign Kerrey

For President

KERREY

FEBRUARY 5, 1992

2/4/92

Bill MALKBY - 612-565-6661

SCHEDULE LEAD: NH Bev Paul (202) 626-1248 (o) (202) 686-1916 (h)
Maura Donlan (603) 644-8822 (o)
NJ Mary Sherman (202) 626-1252 (o)
(703) 538-2150 (h)

STAFFING: Billy Shore, Will Kanteres, Ron Fried,
Jim Monahan (603) 564-0210 (beeper)

DRIVERS: NH Dan Calegari (603) 463-5780 (h) (603) 626-0205 (o)
NY

ADVANCE: Kevin Howard, Earl Wells

PLANE RES: Bev Paul

WEDNESDAY, FEBRUARY 5, 1992

8:15 - 8:30 a.m.

Drive to Peter Coutuer's Office

Driver: Dan Calegari
Ph: (603) 345-6626 car
Passenger: Bob

8:30 - 10:00 a.m.

Meeting with Peter Coutuer

Staff: None

436 South River Road
East Point Complex
Manchester, NH
Ph: (603) 647-0717

10:00 - 10:20 a.m.

Drive to Manchester Memorial
High School

Driver: Dan Calegari
Ph: (603) 345-6626 car
Passengers: Bob,
Billy, Will,
Jim, Andie

1511 "K" Street N.W., #640 • Washington, DC 20005 • (202) 393-4110



KERRY

For President

Wednesday, February 5, 1992, cont.

10:30 - 11:15 a.m.

SEE NOTES FOR INFO.
Staff: Billy, Will, Jim
Advance: Kevin Howard
Activity:
Contact:
OPEN TO MEDIA

**Visit Manchester Memorial
High School**

Manchester Memorial High School
South Porter Street
Manchester, NH
Ph: (603) 624-6378
Fax: None

11:15 - 11:30 a.m.

SEE NOTES FOR INFO.
Staff: Billy, Will
Jim

Media Availability

Manchester Memorial High School
South Porter Street
Manchester, NH
Ph: (603) 624-6378
Fax: None

11:30 - 12:00 p.m.

Driver: Dan Calegari
Ph: (603) 345-6626 car
Passengers: Bob,
Billy, Will,
Jim, Andie, Walter Capps,
Arthur Flint

Drive to Concord

11:30 - 12:00 p.m.

SEE NOTES FOR INFO.
Staff: Billy, Will,
Jim
Topic: Education

**Car Interview with Arthur
Flint, Boston Globe**

1511 "K" Street N.W., #640 • Washington, DC 20005 • (202) 393-4110

12:00 - 12:50 p.m.

SEE NOTES FOR INFO.
Staff: Billy, Will, Jim
Advance: Earl Wells
Activity:
Contact:
OPEN TO MEDIA

New Hampshire Natural Resources
Forum

Concord Conservation Center
54 Portsmouth Street
Concord, NH
Ph: (603) 224-9945
Fax: (603) 228-0423

12:50 - 1:00 p.m.

Driver: Dan Calegari
Ph: (603) 345-6626 car
Passengers: Bob,
Billy, Will, Jim,
Andie, Walter

Drive to Concord Monitor

1:00 - 2:30 p.m.

SEE NOTES FOR INFO.
Staff: Billy, Will, Jim

*Lunch

Concord Monitor E-Board

Concord Monitor
1 Monitor Drive
Concord, NH
Ph: (603) 224-5301
Fax: (603) 224-8120

2:30 - 3:15 p.m.

SEE NOTES FOR INFO.
Staff: Billy, Will, Jim
Advance:
Activity:
OPEN TO MEDIA

Meet & Greet in Concord

Statehouse Walk through?

3:15 - 3:45 p.m.

Drive to Manchester

Driver: Dan Calegari
Ph: (603) 345-6626 car
Passengers: Bob,
Billy, Will,
Jim, Andie, Walter

WALTER WILL GO TO MANCHESTER OFFICE TO PHONE BANK

3:55 - 5:15 p.m.

Commercial Flight to New York

L: MHT 3:55 p.m.

Northwest Fl. #3623

A: EWR 5:15 p.m.

Passengers: Bob, Billy,
Andie

Pick up:

Ph:

Passengers: Bob, Billy,

~~Ron~~ Ron

5:15 - 5:30 p.m.

Drive to

Driver: Carey Car Service

Ph:

Passengers:

5:30 - 6:45 p.m.

Meet with Gov. Florio, et al

SEE NOTES FOR INFO.

Staff: Billy, Ron

CLOSED TO MEDIA

KERRY

For President February 5, 1992, cont.

7:30 - 7:45 p.m.

Drive to Newark Airport

Driver:
Ph:
Passengers:

8:06 - 9:15 p.m.

Commercial Flight to Manchester

L: EWR 8:06 p.m.

Continental Fl. #440

A: MHT 9:15 p.m.

Passengers: Bob, Billy

Pick up: Dan Calegari
Ph: (603) 463-5780 (h)

9:15 - 9:30 p.m.

Drive to Apartment

Driver: Dan Calegari
Ph: (603) 345-6626 car
Passengers: Bob,
Billy

OVERNIGHT IN MANCHESTER

300 N. River Road
Manchester, NH

1511 "K" Street N.W., #640 • Washington, DC 20005 • (202) 393-4110

Brian

B - Try to find time
this morning for WC to call
Manique Pride. She wants to talk
to him. He: what
class is
being

Schedule for Walter Capps, Thursday February 6, 1992

Schedule for Walter Capps
Schedule: Maggie Muir (603) 644-8822
Staff: Maggie Muir in Manchester 644-8822, Brian Mikkelson in
Concord, 228-3600
Driver: Brian Mikkelson

Thursday, February 6, 1992

Originate in Manchester

- 8:00 - 8:30 a.m. **Drive to Concord**
Brian M. Driving
- 8:30 - 9:30 a.m. **Concord Meet & Greet - Breakfast stops**
 1. Capitol City Diner
25 Water Street
Phone: 228-3463
 2. Green Mountain Coffee
Pleasant Street

Barbara Parker & other locals will introduce you around
- 9:30 - 9:45 a.m. **Drive to Concord High School**
- 9:45 - 12:00 a.m. **Concord High School**
Concord High School
Warren Street
Room #306
Concord
Phone: 225-0800
Contact: Tom Herbert
Speak to 2 U.S. History classes, Sophomore/Junior levels
- 12:00 - 12:15 p.m. **Drive to Concord HQ**
Concord HQ
8 N. Main Street
Concord
228-3600
- 12:15 - 1:00 p.m. **Lunch with supporters**

6:45 - 7:00 p.m.

Drive to Pizza Hut
Drive to Pembroke High Street School

1:00 - 1:20 p.m.

7:00 - 8:00 p.m.

Pizza Hut for Dinner/Meeting w/Vets
Pembroke High Street School

1:20 - 2:30 p.m.

148 Loudon Rd.
High Street
Suncook, NH 324-3231
Phone: 485-9539
Contact: Monique Pride

-B. try to find time for we to call her!

Speak to 7th grade class finishing unit on Vietnam

8:00 p.m.
2:30 - 2:50 p.m.

Concord HQ/Meet Rusty

3:00 - 3:45 p.m.

Capitol Dodge

296 S. Main Street
Concord
Phone: 224-7437
Contact: Joe Lyndsey

Joe is a WW II vet and owns the car lot

3:45 - 4:00 p.m.

Drive to Concord Monitor Interview

4:00 - 4:45 p.m.

Concord Monitor Interview

Concord Monitor
1 Monitor Drive
Concord
Phone: 224-5301
Contact: Hans Schulz

5:00 - 6:45 p.m.

Visit American Legion Halls

1. Concord Post #21
7 Pearly Street
Concord
Phone: 228-8931
Contact: Dick Snow
2. Hookset Post #37
6 Main Street
Hookset
Phone: 485-7781
Contact: Jerry Vinn
George Persher

6:45 - 7:00 p.m.

Drive to Pizza Hut

7:00 - 8:00 p.m.

Pizza Hut for Dinner/Meeting w/Vets

148 Loudon Rd.
Concord

Phone: 224-3231

Contact: Rodney Pooler

Rodney Pooler owns this franchise and is a Vietnam vet

8:00 p.m.

RON Manchester
Wayfarer

224 Main Street
Concord
Phone: 224-3231
Driver:

Capitol Dodge

296 S. Main Street
Concord
Phone: 224-7437
Contact: Joe Lindsey

Joe is a WW II vet and owns the car lot

8:00 - 8:30

Drive to Concord Monitor

8:30 - 8:45 p.m.

Concord Monitor Interview

1 Monitor Drive
Concord
Phone: 224-3361
Contact: Hans Stahl

8:00 - 9:00 p.m.

Visit American Legion Hall

1. Concord Post #11
7 Pearly Street
Concord
Phone: 224-4211
Contact: Dick Spivey

Brian

Schedule for Rusty Redding, Thursday, February 6, 1992

Schedule for Rusty Redding

Schedule: Maggie Muir (603) 644-8822

Staff: Maggie Muir Manchester, phone: 644-8822, Brian Mikkelson
in Concord, phone: 228-3600

Driver: Brian Mikkelson

Thursday February 6, 1992

Originate in Manchester

1:35 p.m.

Arrive Manchester Airport

1:45 - 2:15 p.m.

Drive to Concord HQ/Join Walter Capps

Concord HQ
8 N. Main Street
Concord
Phone: 228-3600
Driver:

3:00 - 3:45 p.m.

Capitol Dodge

296 S. Main Street
Concord
Phone: 224-7437
Contact: Joe Lyndsey

Joe is a WW II vet and owns the car lot

3:45 - 4:00

Drive to Concord Monitor

4:00 - 4:45 p.m.

Concord Monitor Interview

1 Monitor Drive
Concord
Phone: 224-5301
Contact: Hans Shulz

5:00 - 7:00 p.m.

Visit American Legion Halls

1. **Concord Post #21**
7 Pearly Street
Concord
Phone: 228-8931
Contact: Dick Snow

2. Hookset Post #37

6 Main Street
Hookset
Phone: 485-7781
Contact: Jerry Vin
George Persher

7:00 - 8:00 p.m.

Pizza Hut Dinner/Meet w/Vets

Pizza Hut
148 Loudon Rd.
Concord
Phone: 224-3231
Contact: Rodney Pooler

Rodney owns this franchise and is a Vietnam vet

8:00 p.m.

RON Manchester
Jannette Ferlo's House
300 N. River Road
Phone: 669-9844

Background notes for Rusty Redding, February 6, 1992

Rusty -- Here are a few notes on the days activities.

- * Concord Headquarters -- Meet up with Walter Capps, a professor from University of California-Santa Barbara, whose expertise is Vietnam. Bob taught a class with him in 1987.
- * Capitol Dodge -- Meet and Greet at this car lot which is owned by Joe Lyndsey, a WW II vet.
- * Concord Monitor -- A short interview with you and Walter and your experiences with Bob Kerrey.
- * American Legion Post visits -- You and Walter will meet up with Bob Murphy, a supporter and vet who serves as a liaison to the posts, who will take you to visit two posts.
- * Pizza Hut -- Dinner and meeting with Rodney Pooler, a Vietnam vet and owner of the restaurant. There should also be others Vietnam vets in attendance.

Return to Manchester for the night.

522-9600

Final Schedule Bill Kerrey and Walter Capps February 7, 1992

SCHEDULE LEAD: Maggie Muir & Mike Casey 644-8822

LACONIA STAFF: Dallas Gilbert 542-9200

DRIVER: Bill Kerrey & Walter Capps

FRIDAY, FEBRUARY 7, 1992

Originate in Manchester

8:45 - 9:45 a.m.

Drive to **LACONIA HQ**
Downtown Mall
East Beacon Street
PH: 524-9200
Staff: Dallas Gilbert

9:45 - 10:00 a.m.

Drive to **WEMJ RADIO TAPING**

10:00 - 10:45 a.m.

WEMJ RADIO INTERVIEW TAPING
1 Gilford Plaza
PH: 527-1490
Contact: Don Pratt

10:45 - 11:00 p.m.

Drive **LACONIA SENIOR CENTER**

11:00 - 12:30 p.m.

Meet & Greet, Lunch
LACONIA SENIOR CENTER
Union Ave
Laconia
PH: 524-7689
Contact: Paul Shank

12:30 - 1:30 p.m.

Drive to **BELMONT**

If time allows, drop-by stops in Belmont area w/ Dallas

1:30 - 3:00 p.m.

Speak to Students & Teachers
BELMONT ELEMENTARY SCHOOL
Rte 140
Belmont
PH: 267-6568
Contact: Dan Makely
Principal: Mike Cozort

3:00 - 3:15 p.m.

Drive WYMAN GORDON PLANT

3:15 - 4:00 p.m.

PLANTGATE - WYMAN GORDON
INVESTMENT CASTINGS

Granite Street

Northfield

PH: 286-4301

Contact: Larry & Sharon Prince

Local supporter: William Franks

4:00 - 6:30 p.m.

Tour TILTON AREA FIREHOUSES

6:00 - 7:00 p.m.

Meet & Greet

BINGO

Hall TBA

7:00 - 8:00 p.m.

Meet & Greet, Bowling

LAKES REGION FAMILY BOWLING CTR

Tin Pin Lane

Gilford

PH: 524-5959

8:00 - 9:00 p.m.

Drive MANCHESTER

9:00 p.m.

RON MANCHESTER