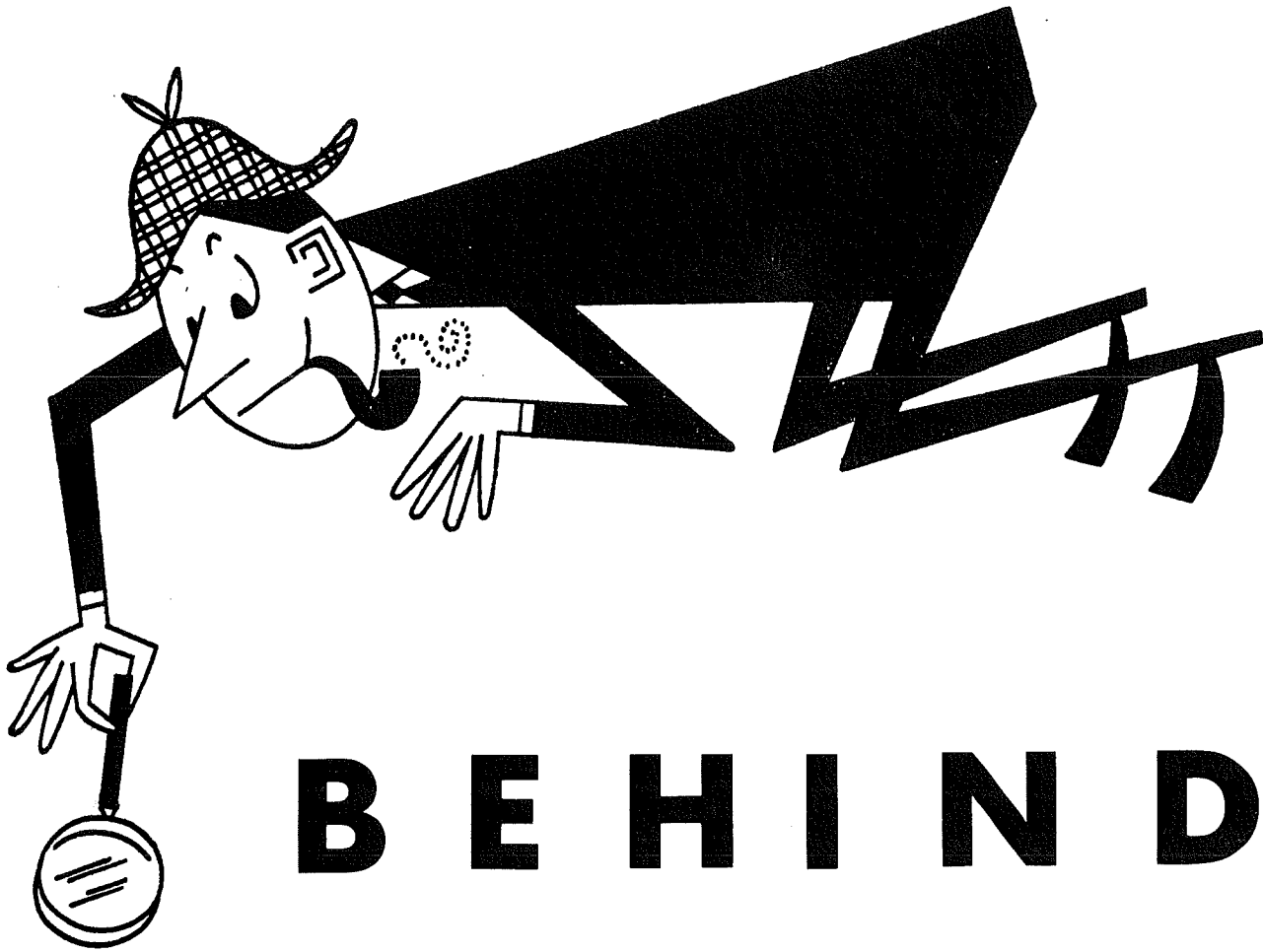


MAINE STATE LEGISLATURE

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**BEHIND
THE
SCENES
DINNER**

SONG OF THE 102nd LEGISLATURE
(Tune - Clemantine)

In the State House -- In the Blaine House

We've been searching for a way

Just to Finance all our programs and ask none in Maine to pay

Oh, the Taxes. Oh, the taxes.

Are already much too high

But we've got to have more money, for the bills are in the sky.

Oh, the problems. Oh, the problems.

That plague all of us today

Making all the people happy would turn a man to gray.

Next Election. Next Election.

Pleasing voters is a skill.

Taxes never win elections but a spending program will.

SKIT 1 "AN INAUGURAL A DAY KEEPS THE DOCTOR AWAY"

Governor John H. Reed - by Rep. John L. Martin
Press Sec. Reginald Bowden - by Rep. Russell Edwards
Adm. Ass't Stephen Shaw - by Rep. Plato Truman

- GOVERNOR: Glad you could make it Reggie and you, Steve. I'm always glad when you can make it to one of our conferences. It would be too bad if you couldn't make it -- in fact, you'd be fired. Now I guess you know what this is all about?
- REGGIE: No, Governor, we don't.
- STEVE: No, Governor, we don't.
- GOVERNOR: Well, in that case I'd better tell you. It's about the Inaugural.
- REGGIE: Inaugural? What Inaugural?
- GOVERNOR: Next week when I get sworn in as Governor. I need an Inaugural message to the Legislature.
- STEVE: But Governor, you don't get sworn in next week. In 1962 you were elected for a four-year term.
- GOVERNOR: Is that right, Reggie?
- REGGIE: That's right, Governor.
- GOVERNOR: How did that happen?
- REGGIE & STEVE TOGETHER: That's a good question.
- GOVERNOR: Well then. Well then. Well, well then. I guess I don't need an Inaugural but I should have some sort of message for the Legislature. How about something that starts out --- "Fellow Republicans ?"
- STEVE: But Governor, most of them are Democrats.
- GOVERNOR: I'd forgotten that. Thank God I wasn't on the ticket last year. Well, how about a simple down-to-earth talk. One that begins --- "Friends"
- REGGIE: You're jumping to conclusions, Governor.
- GOVERNOR: (irate) Reggie. I want you always to keep one thing in mind -- I'm not paying you to be critical. I can get all the critics any time I want for free. But, if you feel that way about it, perhaps we could have a message that starts out some other way. What would you suggest?
- STEVE: How about a friendly, yet dignified beginning. Something like "hello".

REGGIE: Yes, Governor I think Steve's suggestion has real merit. In fact we might even liven it up a little bit and build up your image as a warm friendly person. We could have you sing it. Like this -- "Hello, This is Uncle John. Your Uncle John. Hello my old Friends, hello."

GOVERNOR: I don't know, Reg. It sounds pretty good. You're sure they won't think I'm the man from U. N. C. L. E. ?

REGGIE: Well, we could alter the lyrics a little and still keep that same friendly image. How about "Hello, this is Father John. Your father John. Hello my old Friends, hello."

GOVERNOR: That sounds too much like I'm selling cough medicine.

STEVE: I've got it Governor. I've got it. A beginning to your message that's dignified and yet, because you're right in there singing it to them, it's warm and working all the time to build your image as a great human being. Listen to this, "Hello, this is Governor John. Your Governor John. Hello, Legislators, Hello."

GOVERNOR: Yes, Steve. I think that's it. How about music? Do you think I should have a musical background as I present this opening? I do have a very fine voice. I wouldn't want to be drowned out but on the other hand it might lend a certain richness to the opening of my message. Perhaps I could get the Executive Council in the background harmonizing.

STEVE: I doubt that you and the Council will do much harmonizing.

GOVERNOR: Perhaps you're right, Steve. Just my own deep, powerful and dignified voice would be best to present the opening lines. Now that we have worked out such a fine opening, we come to the second most important part of my message -- The end.

REGGIE: What about the middle?

GOVERNOR: In my years as Governor, Reggie, I have learned that you must have a warm, friendly, dignified greeting and an impressive and inspirational ending. The middle counts little.

REGGIE: Well, if you are going to sing the opening how about singing the closing too? In fact, how about closing your message with words to some tune that they all know well. It would have a great emotional impact. I bet you'd even find many of them, Democrats and Republicans alike, humming along in the background with you. Not loud enough to drown you out, of course, just sort of an emotional groundswell of support for your fine message.

GOVERNOR: Reggie, that's the kind of brilliant thought I am paying you for. That's great! Now all we need is a well-known tune and some inspiring words.

STEVE: What about Good Night Sweethearts?

GOVERNOR: This has got to be dignified, sweeping, important -- in other words, a smash climax to the best presentation a Governor has ever given. I don't think these requirements would be met by Good Night Sweethearts.

REGGIE: I've got it, Governor! I've got it! Listen to this. Glory, Glory, I'm your Governor. Glory, Glory, I'm your Governor and I've got a fine program.

GOVERNOR: Reggie, you're on the ball today. Call in my secretary and we'll get this down on paper.

STEVE: But what about the middle part of your message?

GOVERNOR: I've given that a few second thoughts Steve, while we were talking. You know that finances are our biggest problem. Well, I've decided that since I'm going to sing the opening and closing I might as well sing the middle part too. It will go like this -- "Oh, we don't have a barrel of money. We know that we're ragged and funny. But we'll stay far behind -- if you don't mind -- my program.

STEVE: Governor, I'm sure this message is going to get a reception that has never been accorded to any message of any other Governor at any other time in the history of the State. It will be tremendous. And, it will be tremendous not only because it will be such a fine presentation but also because you are such a great Governor.

GOVERNOR: Steve, I know you say that frankly, sincerely and from the bottom of your heart. I want you to know frankly, sincerely and from the bottom of my heart -- I think you're right. Now, you two get out of here and I'll go over this in detail with my secretary.

(STEVE & REGGIE WALK AWAY)

GOVERNOR: (Singing quietly into mike) "This is Governor John. Your Governor John. Hello, Legislators, Hello."

END

"WRAP UP THE SURPLUS IN AN OLD CLOTH SACK"
(Tune-Pack Up Your Troubles in Your Old Kit Bag)

Wrap up the surplus

In an Old Cloth Sack

And spend, spend, spend

While we've got cash in hand the state won't lack

Spending that's the trend.

What's the use of taxing now

It's much more fun to lend

So wrap up the surplus in an old cloth sack

And spend, spend, spend.

SKIT 2 "IF WE ONLY HAD A PLAN"

House Speaker Dana W. Childs - by Sen. Sec. Edwin H. Pert
Senate President Carlton D. Reed - by Sen. Burton G. Shiro

DANA: This is sure a great office you have here, Bud. The wall-to-wall carpeting looks just great.

BUD: Don't you have carpets in your office?

DANA: Well, it's sort of a cross between a wall-to-wall carpet and a rug. In fact, it's the old carpet that came out of your office. It's not small enough to be a rug and it's not big enough to reach the walls.

BUD: Do you want to put in an order for some new carpeting?

DANA: Certainly not! The present worn out scraps I'm using show the public that I'm more interested in saving the state money than I am in having a fancy impressive office. I always say that it's not what you walk on but who you walk on that counts. And, speaking of that, I think it is about time we issued a blast at the Governor.

BUD: What for?

DANA: Just on general principles. After all, this is the first Democratic Legislature in 50 years. We've been here almost a month and we haven't said anything critical of the Governor.

BUD: What are we going to criticize?

DANA: I've given that considerable thought. At the beginning of the Session the Governor told us what he was for. But it's too early in the Session to say what we are for.

BUD: That is getting to be a touchy question. Almost every day the press comes in here and they ask me "what are you for?" In the beginning I said, "I'm for the State of Maine." But that didn't seem to impress them. A little while later I told them, "I'm for progress in the State of Maine." Do you know what they told me?

DANA: No.

BUD: They said, "Governor Reed is for progress in the State of Maine, too." And then, in a confidential meeting, they told me that it's no longer enough to be for progress if you want to catch a headline that will impress the voters back home. I thought about this for a few days and you know what I did?

DANA: NO.

BUD: I called a press conference and I announced that I was for ACCELERATED progress in this great State of Maine for the benefit of all the people.

DANA: What happened?

BUD: I looked in all the newspapers the next morning. I even sent the Senate courier to Bath for a copy of the Bath Times. You know what I found? Nothing! Absolutely nothing! I didn't expect a big headline but when the Senate President states in bold and forthright terms that he is for accelerated progress in the State of Maine and it doesn't even appear in print -- there is something wrong somewhere.

DANA: You may be right, Bud. I have made a number of outstanding statements myself and I don't feel that they get the publicity that my position merits. Why, only the other day I had all the political writers in my office. They asked me what was the most outstanding thing about this Session and I told them -- in no uncertain terms, "the most outstanding thing is the outstanding leadership being offered by the Majority Party -- particularly in the House." And not one of them has used the story yet.

BUD: Well, I may have solved this problem, Dana. Lately I have been telling the press that everything that happens is all a part of our plan. Of course sometimes I don't know what the plan is until I read about it in the papers.

DANA: Let's get back to the reason why I am here. It's time we united the overwhelming force that we possess and hit the Governor a blow from which he will never recover.

BUD: How can we do that?

DANA: We will accuse him, directly, of having a budget that is off-balance. We will point our fingers at him -- both of us, of course, -- because I want you to share in the fantastic headlines that we will get -- and we will say to him, "Your budget is off-balance."

BUD: THAT will make headlines?

DANA: Certainly! What worse sin could you commit than to have an off-balance budget?

BUD: I don't know. What worse sin could you commit than to have an off-balance budget?

DANA: We'll go into that some other time! Getting back to the Governor. We'll accuse him of getting the supplemental and the current services confused with each other and the general fund mixed into the highway fund to say nothing of dedicated revenues and the fact that he has been spending surplus for recurring. To sum it up, we'll say he doesn't know his Part-two budget from a hole in the ground.

BUD: Is that crooked?

DANA: No, but most people will think so.

BUD: Well, I'll go along with you, Dana. But supposing someone asks us to explain what we are talking about.

DANA: How long have you been in the Legislature, Bud?

BUD: This is my third term.

DANA: Well, I've been here longer than that and you can take my word for it -- no one here ever asks you to explain what you're talking about.

END

"AIN'T GOING TO GRIEVE THOSE MEN NO MORE"
(Tune - Ain't Gonna Grieve My Lord No More)

Oh, the leaders went down (Oh, the leaders went down)

To a Caucus to say (To a caucus to say)

We need your vote (We need your vote)

Please don't go 'way (Please don't go 'way)

Oh, the leaders went down to a caucus to say

We need your vote, please don't go 'way

CHORUS

Ain't going to grieve those men no more

Ain't going to grieve those men no more

Ain't going to grieve those men no more

Ain't going to grieve those men no more.

Then the caucus adjourned (Then the caucus adjourned)

And we marched back in (And we marched back in)

To find our ranks (to find our ranks)

Had grown so thin (Had grown so thin)

Oh, the caucus adjourned and we marched back in

To find our ranks had grown so thin.

CHORUS --

SKIT 3 "IT'S ONLY 'CAUSE WE'RE LONELY"

Sen. Dwight A. Brown - by Rep. George V. Hunter
Rep. David J. Kennedy - by Rep. Richard Roy

- DAVE: Dwight, what a pleasure to have you down here, come right in. I want you feel that this office is just as much your office as it is my office. Now that we're in the minority - (aside - God, how I hate that word) we have to stick together. Instead of sticking it into each other we'll have a try at sticking it into the Majority. I want you to feel right at home. Just because the sign on the door doesn't mention your name I don't want you to feel you're not welcome. Why, you even have a private office. Of course, it doesn't have any windows but than what can you expect -- there are only five of you left in the Senate.
- DWIGHT: I'm sure we'll get along together here just fine, Dave. I've looked at my private office -- it's about the same size as a closet. But it's plenty big enough for a Senate caucus. In fact, that brings to mind a little problem I have. One that I thought you might be able to help out with.
- DAVE: What's that, Dwight? Bring it right out in the open. Speak up! Don't hold back! I want you to feel right at home here even if your name isn't on the door.
- DWIGHT: Well, it's a little bit touchy but I wonder if you -- I mean, I wonder if the Republicans in the House would mind if we Senators sat in on your caucuses. You know -- sort of caucused with you? When we caucus by ourselves we get lonely.
- DAVE: Well, that is a problem. But, I'm glad you brought it up, Dwight. Awfully glad you brought it up. Mainly because I want you to feel right at home here. Even if your name isn't on the door and you don't have any telephone in your office. One of the problems is that now that we don't caucus in the House any more we've been caucusing here and there. You know how it is. One day we're caucusing in the Legal Affairs room. Next day we're caucusing in the cafeteria. But I'm sure we could find space to fit you in one way or another. After all, there's only five of you.
- DWIGHT: I sure appreciate that, Dave. And I'm sure the other Senators will feel the same way. It won't be half so lonely. We will feel as though we are really helping to set party policy when we vote in the caucus.
- DAVE: Vote? Vote? Are you out of your mind? Who ever heard of a Senator voting in a House caucus? That's completely out of the question.
- DWIGHT: Well, maybe you're right, Dave. But when we speak on some issue that's important to the Party, we'll know that our voices are heard where it counts.
- DAVE: Speak? Speak? Are you out of your mind? Who ever heard of a Senator speaking at a House caucus? That's completely out of the question.
- DWIGHT: If we can't vote and we can't speak what are we going to do at the caucus?

DAVE: You're not going to feel lonely -- you're going to feel wanted. And at the same time you may learn a few lessons in smart politics. If I do say so myself, I am a master of smart politics. You're new in this business of leadership, Dwight. You've got to face up to the fact that you have a lot to learn as a Leader.

DWIGHT: My main trouble seems to be that I don't have any followers.

DAVE: That's just the way it seems, Dwight, but with the right technique you'll find you can divide the opposition, give yourself the balance of power and beat them on vote after vote. It's all a matter of smart politics.

DWIGHT: That sure sounds good, Dave. What would you say was your smartest move in politics?

DAVE: I think it was being unopposed in the last election. Now, Dwight, I do have a lot of work to do so I know you won't mind if I get at it. After all, being the leader of seventy (some odd) is a lot bigger job and much more time consuming than working with just five Senators. But, don't get discouraged. Remember, you are the voice of the Party in the Senate.

DWIGHT: That's what I'm afraid of. It's lonely enough with only five of us. But suppose next time I was the only one left?

DAVE: Don't worry, Dwight. Even if you are the only one left we would still let you sit in on our House caucuses -- of course not as a VOTING member.

DWIGHT: And will I still have an office?

DAVE: Dwight, I can guarantee you, if we take back the House in the next election and I am elected Speaker, a post I so richly deserve, then I will personally see to it that you will retain this particular office even if you are surrounded by Democrats.

END

"WHEN THE MAVERICKS ARE GONE FOR THE DAY"
(Tune - Home on the Range)

Oh, give me a vote when the press will all note,
That the mavericks are gone for the day,
And the roll-call bell's sound will find no one around,
But the ones who are voting our way.

CHORUS

Dream, Dream Legislature
Where the mavericks are gone for the day.
Where the roll-call bell's sound will find no one around
But the ones who are voting our way.

Oh, give me a day when the TV men say
That the Party stood fast to a man,
When the issues are clear and all Democrats here
And no one is found out in the can.

CHORUS --

SKIT 4 "THEY'RE SITTING WHEN I'M STANDING"

Majority Senate Floor Leader Floyd L. Harding - by Sen. Carlton L. Faloon
Majority House Floor Leader Emilien A. Levesque - by Rep. Joseph Binnette

FLOYD: (Talking on the telephone, covers it with one hand and says) Emilien, come right in. I'll be through on the 'phone in just a minute. (Returns to talking into the 'phone) No! No! No! No, commissioner how many times do I have to tell you. This isn't a witch hunt. It's an evaluation Well, an evaluation means just what it says. It's to find out if you have anything of value, if you've done anything of value, and what values you have, You say it still sounds like a witch hunt? I'm sorry that you're upset. I'll have to hang up now. The House Floor Leader has just stopped in for a conference. Incidentally, it was good to read in the papers this morning that you welcome the evaluation. Goodbye. Now, Emilien, what can I do to you. I mean what can I do for you.

EMILIEN: What I would like to talk over is this business of leadership.

FLOYD: What about leadership?

EMILIEN: We are both floorleaders. The people in our party are supposed to do as we lead them to do. Right?

FLOYD: That's right. Especially on matters on which we have caucused.

EMILIEN: We've had caucuses. And we've explained over and over. When I stand up they're supposed to stand up. When I sit down they are supposed to sit down. And I still find that some of them are sitting when I'm standing and some of them are standing when I'm sitting. What I want to know is how can I get more of them standing when I'm standing and sitting when I'm sitting?

FLOYD: Are you sure they know who you are?

EMILIEN: They should know. They voted unanimously to elect me floor leader.

FLOYD: That still doesn't mean they know who you are. There's a lot of people in the House. They might have you confused with Dave Kennedy. Did you explain to them clearly that you sit at the right hand side of the House and Dave sits at the left?

EMILIEN: No, but I'll take that up at the next caucus. Perhaps, they'd recognize me more easily if I wore something distinctive like a red vest. Don't you have any troubles in the Senate? Do they all stand up when you stand up?

FLOYD: Well, to be absolutely truthful this doesn't happen 100 per cent of the time. At the beginning of the Session there was some confusion over which bills were Party bills and which were bills in which I had a personal interest. In the confusion I passed five bills in which I had a personal interest. But this wasn't my fault. We soon started work on a signaling system so that all the Democrats could tell when I was standing up on a Party bill and when I was standing up on a personal bill.

EMILIEN: What kind of a system was this?

FLOYD: When it was a Party bill I told them I would pull out my handkerchief and sneeze into it twice as I stood up. But in the third week of the Session I caught a terrible cold.

EMILIEN: What happened?

FLOYD: In the confusion the Senate passed four more bills in which I had a personal interest. But I am sure that we have the whole situation straightened out now.

EMILIEN: You mean so that you won't be able to pass any more bills in which you have a personal interest?

FLOYD: God forbid! I mean so that everyone in the Senate will know when I want them to vote with me on a Party bill. I talked it over at some length with Bud Reed. He was getting a little disturbed about the confusion between my bills and the Party bills so we decided that when the Party's best interest was at stake on any measure the Senate President himself would give the signal. We agreed at a caucus that when Bud winked his left eye just before calling for a vote it was a Party matter. But three days later he got something in his eye.

EMILIEN: What happened?

FLOYD: In the confusion the Senate passed seven more bills in which I had a personal interest.

EMILIEN: How are you handling the problem now?

FLOYD: When it's a Party bill the President of the Senate speaks directly into the microphone in a loud voice and says, "Off the record, the next vote is on a Party bill."

EMILIEN: What happens then?

FLOYD: Some stand up. Some sit down. Some leave entirely. This business of leadership is more complicated than I imagined.

END

"KEEPING AN EYE ON YOU"
(Tune - A Bicycle Built for Two)

A P U P

Political writers too,
We spend our time keeping an eye on you.
We read up on all your writing,
Of legislative fighting.
You should admit,
That quite a bit.
Of the fighting is caused by ou.

T V T V

And Photographers, too.
We want more pictures. You have shot too few.
We try hard to pay attention,
To all the news you mention.
But our smiles bright,
Cast such a light.
That we can't keep our minds on you.

Lorin "Doc" Arnold - by Rep. James A. Bishop
Donald Hansen - by Rep. Gerard P. Conley
Robert Crocker - by Sen. Philip L. Jutras

- DON: Lorin, you and Bob have been here longer than I have but I wonder if you have ever seen so many legislators who were so anxious to have their name in the paper? It seems to me that all they want is publicity, publicity, publicity.
- BOB: Well, I don't know about you political writers. But the Associated Press never puts out stories just to build someone up. Whenever possible, we follow a strict policy of knocking people down. After all, that's what people want to read -- criticism, not praise. No one is interested in how good you are but in what you've done wrong. We have a hard nose for hard news.
- LORIN: But, Bob, you're overlooking the fact that someone has to interpret what is going on down here. This is what Don is trying to do and this is what I have been doing so well for so many years. Why, there are people in the backwoods in Aroostook County who don't read anything else in the entire newspaper except my column.
- DON: Doesn't that give them a distorted view of what's going on?
- LORIN: I wouldn't say that. I'd just say that these alert, intelligent people recognize reporting in depth when they see it. They prefer to know what's going on behind the scenes rather than just the surface news that the Associated Press and the United Press grind out every day. Anyone can tell you what has happened -- but it takes an experienced, mature reporter to let you know what is going to happen and then to explain to you -- when it doesn't happen -- why it happened some other way.
- DON: That's something I've been meaning to talk to you about, Doc. This business of having to make political predictions bothers me no end. Mostly, when I'm wrong.
- LORIN: It's easy to see that you haven't been at this game very long, Don. The very first rule of a political writer is never, never under any circumstances admit you're wrong.
- DON: But how can you avoid admitting you're wrong if the man you pick to win an election loses?
- LORIN: You just have to work more certain circumstances and last minute developments into your predictions. First, you pick the winner in no uncertain terms. You say this man is way ahead. This man is a sure winner by a big margin. The response to his campaign has been overwhelming. Then you toss in a little background and follow it by saying, however, unforeseen circumstances and last minute developments could alter the outcome of this election.
- DON: Then what do you tell him when he loses in a landslide?

LORIN: You point it out right in your column where you predicted exactly what would happen. It says right there in print, ". certain circumstances and last minute developments could alter the outcome of this election." and that's exactly what happened.

DON: Gee, Doc, that's going to help me out a lot in the next election. But I sure don't look forward to it. All those hours of analyzing charts and election figures, projecting total votes, breaking down percentages, traveling with the candidates to judge their strength at the grass roots -- all leading up to that big final prediction.

LORIN: Yes, it is discouraging, Don, to do all that analysis, projections, percentages and traveling and then come up -- as you so often do -- with the wrong prediction.

DON: Tell me, Lorin, how have you managed to achieve your almost perfect record of predicting winners in election after election?

LORIN: It's just a certain feeling you develop, after years and years of experience. It's like picking the winner of a horse race. You just keep your eyes and ears open and then just before the election it's like magic -- you just know instinctively who is going to win.

DON: But what do you do if you don't develop this ability to spot a political winner?

LORIN: You find some other job. That's what happened to Ed Schlick, Pete Damborg and Hank Magnuson. It's only the toughest and most able of us that can stand the pressure year after year, giving all the inside dope on the news, making successful predictions and telling everyone what's going to happen way in advance.

DON: Tell me frankly, Doc. Do you think I have the kind of ability it takes to stick it out year after year and someday be the Dean of the Maine political writers?

LORIN: That's a good question, Don. But I don't like to make predictions about anything that risky.

BOB: Well, I'm proud to say that the Associated Press doesn't deal in predictions. We deal in hard news. When it happens it happens. When it happens we are there. When we're there we report it. If we are not there, it didn't happen.

DON: I've got to go now. I can't hang around here. It takes a lot of work to get the news behind the news.

LORIN: I've got to go, too. It takes even more work to get the news before it becomes news.

BOB: I guess I'll just stay right here and wait for something to happen.

END

"DON'T WASTE YOUR TIME ON ME NO MORE"
(Tune - Aura Lee)

So many faces here were new,
But we'd met a few,
Talking with each one we'd see,
Saying vote with me,
Lobbyist Lobbyist With expense account,
Don't waste your time on me no more,
For I'm the jan - i - tor.

Later on we used more guile,
On each man kept a file,
We took dozens on the town,
Leaders of reknown,
Lobbyist Lobbyist With expense account
Don't waste your time on me no more
I'm just a vis - a - tor.

But at last we showed our skill,
Passing every bill,
Guiding them until we saw,
They became a law,
Lobbyist Lobbyist With expense account,
Our bosses have withheld all fees,
We passed the wrong LD's

SKIT 6 "GETTING TO KNOW YOU"

Peter M. Damborg - by Howard Cunningham
Curtis Payson - Edward C. Schlick
Charles R. Carswell - by Rep. Seth Bradstreet

PETER: Curt, who was that that just went by?

CURT: You got me. Who was it?

PETER: No, I was asking you who he was. He looked like he might be a legislator. I was going to lobby him on the state employees pay increase but it's too late now anyway. There are so many of these Democrats around it's hard to tell who is working in the legislative offices, who is working for the State, who is lobbying and who is in the Legislature.

CHARLIE: There are a few legislators I don't have trouble spotting. To begin with, there's my wife but I'll have to admit I don't know them all. At the start of the Session I spent an hour and a half explaining Savings Bank Life Insurance to a Lewiston Democrat named Joe Palangi only to find out that he is the postmaster.

CURT: I think both of you are taking this problem of identification much too seriously. I don't have that problem at all. I know I don't know the legislators. I know they don't know me. We know we don't know each other. Right off that gives us something in common. But I have a system. To get from the House to the Senate or to get from practically anyplace to anyplace else you have to go through the rotunda. I have estimated that every single legislator, regardless of party, will pass through the rotunda more than 2,000 times during this Session. So I just stand here in the rotunda all the time and smile and wave at everyone that walks by. It's the law of averages. You can't miss.

PETER: I've got just one question.

CURT: What's that?

PETER: How can you sell the advantages of Sunday sales of beer just by waving at them?

CURT: It's mental telepathy. Each time I wave I concentrate real hard. I think --- Sunday sales, Sunday sales, Sunday sales.

CHARLIE: My God! You may have something there! I've read about this extra-sensory perception. Think how great it would be. I could stand right here in the rotunda and wave to everyone and think Savings Bank Life Insurance, Savings Bank Life Insurance. What results have you had so far, Curt?

CURT: Well, they killed one o'clock closing. But I think that was because a lot of them were confused. They were getting my messages on Sunday sales but they got mixed up between standard time and daylight time. I thought of sending out thought messages like Sunday sales - A.M. and P.M. Sunday sales - A.M. and P.M. But I decided against it. To get your message across I think you have to keep it simple.

PETER: Don't you think you should introduce yourself and shake hands with some of the legislators?

CURT: I don't like to shake hands with people I don't know.

CHARLIE: I know just how you feel, Curt. There was a time when a 'phone call to the right person could work wonders but now when you call a strange voice answers and asks you who you are. Did you ever try explaining who you are to a complete stranger?

CURT: No. Mostly I spend my time explaining who I am to my friends.

PETER: I hate to throw cold water on the approach you have to lobbying but I just don't believe in the soft sell. Look at the successful commercials on television. When they go out to sell you something they go all out. If it's a deodorant they show you a woman with arms using the deodorant. If it's beer they show you someone drinking beer and loving every swallow.

CURT: You think it would help Sunday sales if I stood here in the rotunda drinking beer?

PETER: That's not the point, Curt. You've got to be aggressive. You've got to go right up to these legislators and explain why your cause is just -- why it's of importance to the State. You've got to persuade, conjoin and flatter them.

CURT: You may be right. And I'd do it too, Pete. If I could only tell which ones are legislators. But when the Session adjourns and the doors of the House open and they all stream out it frightens me. It's like being caught in the subway during rush hour with complete strangers.

CHARLIE: I'll admit that the job of a lobbyist isn't easy. But there is one sure way to know who you are talking to.

PETER: What's that?

CHARLIE: Marry a legislator. Don't you think it's time we went to lunch?

PETER: Should we ask some legislators to go along? We might pick up a few votes.

CURT: No. No, I wouldn't bother.

PETER: Why not?

CURT: I don't think they would fit in with our group.

END

"WE 'VE GOT PROBLEMS IN THE PARTY"
(Tune-I've Been Working on the Railroad)

We've got problems in the Party,
That just won't go away,
We've got problems in the Party,
That we hope aren't here to stay,
Can't you see the battle growing,
Between the left wing and the right,
While both sides keep right on showing,
They know how to fight.
Both sides won't you show,
Both sides won't you show,
How to bleed the other white.
Some are on the outside with Erwin,
Some are on the inside with John,
Some are in the middle with Rodney,
While the Party just hangs on.

SKIT 7 "LET ME BE THE FIRST TO TELL YOU"

Rep. James S. Erwin - by Rep. Richard J. Dumont
Rep. Rodney Ross, Jr. - by Sen. Glenn Manuel
Robert Marden - by Rep. Malcolm Fortier

ROSS: Well, Jim come out with it. Why did you ask us to meet you here after everyone had gone?

ERWIN: This is very confidential, very secret. I know you both are interested and I want you to be the first to know. But, first, I want your pledge that you won't say a word.

MARDEN: Won't say a word about what?

ERWIN: Won't say a word about what I'm going to tell you.

MARDEN: What are you going to tell us?

ERWIN: Frankly speaking, Bob, that's one of your basic troubles. You're always trying to find things out in advance. I'll tell you what I'm going to tell you when I'm damn good and ready to tell you. But first, I want your word that you won't tell anyone.

ROSS: I don't like to be picky, Jim, but I do agree with Bob. I would like to have some idea of what you are going to tell us before I tell you I'm not going to tell someone else.

ERWIN: What are you trying to do -- gang up on me? You can go ahead and tell if you really want to. I guess you know that a survey has been made? This unbiased, unprejudiced and completely impartial survey, made by professionals, clearly indicates who the next candidate for Governor should be.

ROSS: Which Democrat did it suggest?

ERWIN: This wasn't a survey of Democrats it was a survey of Republicans to find out who would draw the most support as a candidate for Governor. You might be interested to know that this completely impartial, unprejudiced and professional survey included all of our names. Of course, my name came first on the questionnaire -- but only because it comes first alphabetically.

MARDEN: Who got the questionnaires?

ERWIN: All the leading Republicans.

MARDEN: I didn't get one.

ERWIN: You wouldn't want to try and evaluate yourself against Rodney and me would you? That would hardly be impartial.

ROSS: What were the questions about?

ERWIN: I must say they were well thought up, completely impartial and designed to probe at the real strength and weakness of potential candidates.

ROSS: How did you see the questions?

ERWIN: I told you the only ones who received the questionnaire were leading Republicans. There were well thought out questions like "Isn't it time we had a Governor from York County?" and, "If you had your choice between the present incompetence in office and the proven ability of a fine young legislator from the southern part of the State -- which would you choose?"

MARDEN: I can hardly wait to hear the results of the survey.

ERWIN: Well, it was quite surprising to me. Actually it was. I have had in the back of my mind now for some time the notion that someday I might run for the office of Governor. Of course this is not an ambition on my part and I certainly don't want to run anyone down. But it's high time we put forward a completely capable conservative candidate. I must confess that there were some misgivings on my part. Not as to being completely capable, completely conservative or a candidate. But as to whether or not my ability, the soundness of my philosophy and the immediacy of my candidacy was recognized within our own Party. And, now, like a bolt out of the blue, comes this unbiased, impartial and completely professional survey.

MARDEN: We don't want to cut you off Jim, but what did the survey show?

ERWIN: I don't want to disappoint you boys but it showed that no matter whether you are talking about leadership, legislative background, experience, image, grass-roots support, or any one of a dozen qualities all the leading Republicans believe overwhelmingly that the best candidate that the Party could put up for Governor would be me.

ROSS: This is quite a blow to anyone who was thinking of running next time, Jim.

(Long silence)

MARDEN: Was there anything else the survey showed?

ERWIN: Yes. In the fall election I'd lose.

END