

a question of involvement in war but the frustrations we find in fighting it and the futility we foresee in resolving it.

Our allies will be people not usually identified with Republicanism — the disenchanting liberal; the near left and even the far out New Left; the masses locked in the ghettos of the inner city and those whose flight to suburbia has terminated in disillusion. I doubt if any of us can imagine a Schlesinger or Galbraith pulling a Republican lever, but if their disenchantment is as sincere and desperate as their writings would indicate, they might well find themselves riding an elephant for lack of any other suitable transportation.

Republicans win by winning the votes of Democrats and that means we must win where most people live — in the cities and metropolitan areas — that one percent of American land where seventy percent of Americans settle. We must win the minds of those seeking a clearer vision of American ideals. We must capitalize upon the malaise of our voting youth by demonstrating the constructive and individualistic philosophy of our party.

But first we must start talking to the voters and stop talking to ourselves. We must recognize that Democratic defeat depends on offering Democratic voters positions that they can accept and value and candidates that they can vote for.

Our enemy is the enemy within. The Republican knack for losing voters is greater than the Democratic talent for winning them. Did Harry Truman win in 1948, or did Tom Dewey lose? Did Kennedy win or did Nixon lose? Gentlemen, we are gaining a reputation for virtually snatching "defeat from the jaws of victory." It's time for a change and the first change must come within our own party. We must permanently put to rest Alf Landon's classical description of the Republican Party as "two undertakers fighting over a corpse."

We must become realistic if we are to elect a Republican to the most important post of power in the world. We must become open-minded and tough-minded — and by tough-minded I mean tough like Vince Lombardi when he sends his Packers forth to discourage, dismember and destroy the opposition. We must face the truth that Republicans have been wrong more times than right in their choice of campaigns, communications and candidates. This is why there are more bull asses than bull elephants in Washington today.

It is time to stop trying to sell the nation merchandise it is uninterested in buying. It is time to stop telling the nation what it ought to want and start supplying the country with what it needs to have.