

May 31, 1960

Mr. Terry Sanford  
Campaign Headquarters  
Carolina Hotel  
Raleigh, North Carolina

Dear Terry:

Your tone of irritation and anger in replying to Lake is precisely the right way to go after him. A page out of Harry Truman's campaign handbook will be good strategy for the remainder of this campaign.

Here in Pitt County we were overwhelmed by a crowd that had been fed on fear, emotion and hysteria--the race issue. Those responsible for this irrationality were, of course, economic reactionaries who skillfully "used" the voters.

We found that only about fifty per cent of the faculty and staff at East Carolina College were registered at the beginning of the campaign. Due largely to the determined efforts of James L. Fleming we got ninety per cent of them registered on time--and checked the lists to make sure of this. Their response was most encouraging at the primary. They were called upon time and again to support you. As a result we carried those precincts where most of the faculty and staff live.

All your workers here realize that complacency must be cast aside if we deliver a respectable vote for you in June.

Yours cordially,

Joseph F. Steelman  
Associate Professor of History

