

# LIBERTARIAN

## The Road To Obscurity

By Lou Stefanelli

**H**eresy Raises It's Ugly Head! Controversy rages once again in the NJLP! This time, fortunately, it is a healthy debate. By way of background, I refer you to the October '93 issue of this newsletter. In it, I distilled what I had learned from the nationally prominent political consultant, S.J. Guzzetta, at the LP National Convention. Those of us who attended this workshop considered its contents to be so critical to the success of the Libertarian agenda, that we managed to convince the Chairs of the State Affiliates in the region to retain Mr. Guzzetta to rerun this course. (See flyer on page 5 in this issue for specifics and make a commitment to attend if you care about seeing us succeed.)

In November, Mike Pierone published a piece on reinventing the NJLP, which echoed much of what I had written the previous month. The difference was that

Mike's revelations were not learned in a classroom, but were baked in the crucible of hard experience. As Campaign Manager for the Sussex County effort, Mike was quick to assess the meanings of the County's gains and losses.

The only area of my original article which is still regarded with suspicion and disbelief is the rule that proposed: "No more paper candidates". This is quite understandable because running paper candidates has been the primary strategy of LP growth for the last 20 years. Suggesting that that is wrong cuts close and deep. In fact, in the same issue as Mike's LP invention article, Dan Karlan (at my urging, I should add) took up the defense of paper candidates.

The essence of my argument was the marketer's analysis that paper candidates create as many, if not more, negative impressions about a party as they do posi-

tive ones. The reason this argument is not compelling, however, is that it lacks proof. Without the studies from a focus group or statistically valid survey, the conclusion that paper candidates are more bad than good is just flapping in the breeze. I accepted it merely on the basis of expert testimony.

Dan's response was that paper candidates should be run when the cost of running them is exceeded by the opportunity costs of not running them. He stated a number of examples in which he believed the tradeoff would weigh in favor of paper candidates. He noted that following my rule to its logical conclusion would mean not fielding candidates for President and Vice-President. Always the diplomat, Dan allowed that the balance may be highly sensitive to size and that at some point in the LP's growth, paper candidates would nearly always tend to be a bad deal. The

critical question for Dan, then, is just where is that point?

### The Heretic Gets A Second Wind

The interesting thing about the discussion that has occurred among the activists since I first postulated this rule, is that, despite the lack of support for my position, a new consensus seems to be developing. That consensus is that we should only run paper candidates if we are going to make an honest effort at mounting credible campaigns. In other words, there is some critical minimum number of motions that candidates and staff should go through, when they are not going to go through them all.

This notion can be viewed as a significant step in the direction of the "no paper candidates" rule and something of a compromise position. However, at the risk of being labeled a "hard-liner", I am going to hold fast to the rule. Before I explain why, I want to thank

*Continued on next page*

### RENEWAL NOTICE!

Do you need to renew your membership in the LP? Please renew through the state party. Renewing through the state party assures you that at least some of the membership money remains in the state where we can put it to good use locally. Renewing through your county organization, which revenue shares with the state, can assure you that your county organization benefits as well!

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# The Road to Obscurity

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Dan and those who have posed the compromise rule, for helping to clarify my thinking, even as they have forced me to abandon my original (or should I say, adopted) rationale.

What I like about Dan's analysis is its universality. It can lead to either conclusion depending on how the costs stack up. So all I really need to do to get Dan on my side is to identify for him those costs which are so significant that they present a barrier to running paper candidates in nearly every case.

What costs could possibly do that? The opportunity costs of not using those resources towards a serious campaign can do that. If you take Mr. Guzzetta's course (again, see flyer on p. 5), you'll learn the host of things that must be done to lay the groundwork for a serious campaign and must begin a year before the candidate even announces. Given our limited resources, it is conceivable that these things could take more than a year.

To give you an idea, here is a sample of things that are critical to a serious race:

- ☛ Preparing a data base of registered voters with voting history, phone numbers and demographic data;
- ☛ Obtaining a demographic survey;
- ☛ Using these tools to do "market" research on issues, incumbents and possible challengers;
- ☛ Learning the essentials of government—its operations, elected and appointed positions, responsibilities of those positions, terms of office, etc;

☛ Identifying the current occupants of these offices and learning something about them;

☛ Identifying the centers of influence—businesses, labor unions, churches, civic groups, etc. and who the players are;

☛ Obtaining maps on which to locate voter residences, gathering places, high density traffic areas, polling places, etc.;

☛ Developing a list of media outlets: newspapers, newsletters, radio, TV, cable TV, poster and billboard outlets, etc. and their advertising rates.

There's more, but you get the picture. **These are all things that should be done before you pick the incumbent you want to defeat and the person who is to challenge that incumbent.** They are needed to do your campaign planning and strategy. They are mundane, time consuming, resource-intensive and absolutely essential if we are ever going to win.

So I put it to you: you command the resources of the Libertarian Party—how will you allocate them? Will you spend your dollars and volunteers running people for office who have no chance of winning? Or will you use them to lay the groundwork for serious winning campaigns?

## Mudwrestling in Strategyland

Like it or not, these are our only choices. No one can spend the same resources twice, and when they are as precious as ours are, we have to use them to best effect or we have wasted them (or,

with volunteers, burned them out).

What about Dan's observation that all a small party can do is run paper candidates, so size is the key factor in the equation? Dan's observation is drawn from history and experience.

With all due respect, I believe just the opposite is true: the smaller the party, the more important it is to get serious. Running paper candidates IS what small parties do, but it isn't what they SHOULD be doing.

Why? Because the small party can pick its battlefield. If you have limited resources, your job is to find a race that fits your pocketbook.

Here's a current example.

This month, Jay Leno had the new mayor from a small town in Montana on the Tonight Show. Jay found it endlessly amusing that the man got elected even though *he didn't want the job*. During the discussion, the Mayor said he had voted for his opponent but won anyway. The town has 200 residents of whom only 30 went to the polls. The Mayor won with 18 votes to his opponent's 12. Clearly, in a town like this, a party of ANY size (like, one person) can mount a serious campaign.

Call it the **Goldilocks Strategy of Party Building**, but if I were starting a party from ground zero, that's exactly what I would do: find a bed that was "just right" and hop in. Paper candidates need not apply.

Now, let's talk about some of the "benefits" of running paper candidates. The first one Dan mentions is the ballot statement—500 words of free advertising that

accompanies every ballot.

Although this is unique to the race for Governor in NJ, it is definitely a benefit to be able to reach every voter in the State. But how much would we be giving up really? Most people don't look at their ballot until they go to the polls and by that time they have usually narrowed the field to the two major candidates. Sure, more and more people are starting to look to anyone but the major candidates, but how much good does that do us now that it is fashionable for everyone and their brother to run for governor?

Yes, we got about 150 calls on the 800 line in the last election, but the names were geographically dispersed (meaning they are harder to organize and indicate no "pockets" of libertarian fervor) and our ability to convert them to members varies widely from county to county.

Now, contrast this "benefit" with a real campaign where every voter in a discreet area is probed to locate the loyalists, the supporters, the fair-weather friends and the opposition, and prodded to become voters, contributors, party members and campaign workers.

**It's the difference between fishing with a line in the ocean or fishing with a net in a pond.**

Another benefit Dan discusses is the favorable ballot location that inures to running a slate of paper candidates when they are all grouped on the same line. This gives us the "look and feel" of a real party that is

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# Victim watch for Brady Bill

The SAF (Second Amendment Foundation) asks for assistance, especially from firearms dealers, in monitoring documented injuries or fatalities to crime victims incurred as a direct result of federal or state handgun waiting period laws.

Send reports to: **Brady Bill Victim Watch Project**, c/o Second Amendment Foundation, 12500 NE Tenth Place, Bellevue, Washington, 98005.



February 1994

Letters to the editor, articles and commentary are welcome; send to: Mike Pierone  
*The New Jersey Libertarian*  
1 Butternut Road  
Vernon, NJ 07462  
phone: 201-827-5840

Permission is hereby granted to reprint any of the material in this issue, except any that is copyrighted, as long as credit is given to the author, *The New Jersey Libertarian*, and the New Jersey Libertarian Party.

Editorial material to appear in the March, 1994 issue, must be received before April Fool's Day.

Subscription and advertising rates are available from the editor.

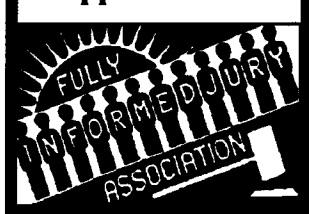
**You may ignore the Government but it never ignores You!**

## Wanted: Libertarian E-Mail Addresses by John Paff:

I'm building a phone book of NJLP e-mail addresses. If you have an e-mail address, please message me through Genie at j.paffl, or the Internet at j.paffl@genie.geis.com.



Support the:



## PRO CHILD--PRO CHOICE

The 1990 National Libertarian Party Platform on Women's Rights states: "Recognizing that each person must be the sole and absolute owner of his or her own body, we support the right of women to make a personal choice regarding the termination of pregnancy."

We, the undersigned women and mothers of the New Jersey LP, support the position of the Libertarian Party.

Ginny Flynn Rita Zeldin Jean Drake  
Helen Radder Dale Harris Diane Adler  
Claudia Montelione Diedre Maiullo Lucille Bender

Ad paid for by Claudia Montelione

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## New Jersey Libertarian Party

P.O. Box 56  
Tennent, New Jersey 07763  
(201) 670-9000

### Steering Committee

**Chair:** Spencer Layman (908) 583-0207  
**Vice Chair:** Len Flynn (908) 591-1328  
**Secretary:** Emerson Ellett (908) 774-3684  
**Treasurer:** Louis Stefanelli (201) 751-8675

**Members at-large:**  
Reinaldo Aviles (908) 826-4731  
Ben Grindlinger (609) 585-0165  
John Paff (908) 873-1251  
Doug Stoxen (609) 678-7018

### State Committee

#### Steering Committee, Plus:

**Gloucester County:** John Hill (609) 468-9571  
**Cumberland County:** Herb Rosselle (609) 825-0510  
**Mercer County:** Carl Peters (609) 737-7667  
**Middlesex County:** Frederic G. Glatter M.D. (908) 819-9696  
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**Somerset County:** Randy Enterline (908) 359-4044  
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**Gloucester County:** John Hill (609) 468-9571  
**Mercer County:** Ben Grindlinger (609) 585-0165  
**Monmouth County:** Claudia Montelione (908) 583-8721  
**Morris/Essex County:** Lou Stefanelli (201) 751-8675  
**Salem County:** Robert Dyson (609) 678-8034  
**Somerset/Middlesex County:** Ray Babecki (908) 878-7998  
**Sussex County:** Mike Pierone (201) 827-5840

### Coordinators

**Cape May Organizer:** Larry Muentz (609) 884-2555  
**Burlington Organizer:** Jim Donnelly (609) 786-1388  
**Ocean Organizer:** Glen Campbell (609) 494-9055  
**Development Coordinator:** Vacant  
**Librarian:** Emerson Ellett (908) 774-3684

## ABORTION: In Harmony or In Conflict With the Rest of the Libertarian Party Platform?

For a copy of this new LFL publication, send SASE. Complete literature packet on abortion, aggression, and parental obligation, \$3.00. Questions welcome.

*Libertarians for Life*

13424 Hathaway Drive  
Wheaton, ME 20906, 301/460-4141  
Doris Gordon, National Coordinator

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# The Road to Obscurity

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supposed to distinguish us from all the other paper candidates. In truth, this fools about as many people as the guy who erects a fortress facade in front of his trailer home. The better way to impress people that your party is for real is with a real candidate and a real campaign.

As to favorable location on the ballot, crafty clerks know how to bury a whole line of candidates. Counting on the gods of ballot position or hoping that the voters *eenie meenie minie moe* their way over to your lever isn't going to advance the cause of liberty. A real campaign educates the voters to overcome any ballot position subterfuge. They know your candidate by name and they will accept no substitutes.

Dan compares having candidates on the ballot year after year to advertising "we're still here", just as Coke and Pepsi saturate the media.

Actually, it is nothing like that. The ballot isn't where "customers" learn about your "product"; it's where they "buy". The ballot is really the supermarket shelves where your cola is displayed. **And we're not Coke or Pepsi. We're C&C.** Not many people are going to care if our cola is "still there" if they are not there to buy it. Few people will try it just because it is there. That's why Coke and Pepsi saturate the media: to get you to buy theirs. And that is what a real campaign would do for C&C: get people to try it. Just "being there" isn't good enough.

## The Big Picture

You may ask, "What are the implications of all this for the National Party and our National Candidates?" I almost hate to say it—it was a shock to my system when this particular flood lamp blazed on—but we probably **shouldn't** be running National Candidates. Think about it...

Remember the highlight of the 1992 Presidential race? Andre Marrou won the primary in Dixville Notch, beating President Bush. But, come November, he lost Dixville Notch to the major party candidates. Why? In the primary, Marrou was a real contender running a real campaign. By November, residents realized he was just a paper candidate—a protest vote. They couldn't afford to waste their votes on a non-candidate even though they preferred him to the other guys!

What it would take to run a real Presidential campaign is: \$100 million and tens of thousands of campaign workers. Every member of the National Party would have to contribute \$10,000 and work full time for the campaign... and even then we could lose.

Reality dictates that if we run a Presidential candidate it will be a paper one. Dan agrees with this but states a couple of benefits to doing so.

Let's examine these. Dan says that achieving 50-state ballot status says something positive about our organizational capabilities and legitimacy as a national party. This is true, but what does it

really buy us? Without the \$100 million and tens of thousands of campaign workers, it's like buying a wedding dress before you have a groom. It is a national version of the "being there" argument and we have already dispensed with that.

Dan also says that being a national party and choosing not to run national candidates would be perceived as forfeiting the forum. This is a "not being there" argument.

Actually, Dan raises important questions, implicit in his earlier arguments, which I haven't addressed fully. **What makes a party a party? What is a national party for but to run national candidates? And what is it if it doesn't?**

A party is a group of people who all adhere to the same principles of governance. It is intuitively obvious that national parties run national candidates; state parties run state candidates, etc. That's how the big leagues operate.

But is that how the LP should operate? Suppose every level of the party—national, state, county—were to concentrate on electing Libertarians to local office. And suppose we manage to

elect Libertarians, using that label, in every state of the Union and every county of the state. Would that not give us a state presence and a national presence? Could anyone deny that we were a party?

To the contrary, it would give us both presence and legitimacy. To put it in perspective, we brag about how we have about a hundred elected and appointed officials nationwide. Our stated goal is to double that number in four years—but what's lacking is a plan to accomplish that. If we took the \$500,000 we were going to spend on 50-state ballot access and put it instead into 200 local SERIOUS campaigns, we could double that number in one year (assuming half of them win). We could do that EVERY year we came up with \$500,000 and 200 serious candidates.

## Choose Your Poison

I used to sit and gripe about excesses of government and the arrogance and stupidity of its politicians and bureaucrats. When I realized that I had a responsi-

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5/94

# NUKE THE INCUMBENTS!!!

**Are You ANGRY  
That the Increase In  
GOVERNMENT  
ENCROACHMENTS  
Seems to Know No  
Bounds?**

Are You FRUSTRATED That  
The Libertarian Party Isn't Taken  
Seriously—Even By The People  
Who Stand To Gain The Most  
By Its Success?



**Are You TIRED  
of Waiting for  
Paradigms to Shift —  
For SOCIALISM, WELFARISM  
and CORPORATE STATISM  
To Pile Onto  
The Junkheap Of History?**

If you are, then you can do something to change all that forever. How? By learning the secrets of the Political Game from America's most preeminent political consultant, **S.J. Guzzetta**. How will that change anything? Keep reading.

This is the Holy Grail, the Jewel of the Nile, the key to the success of the Libertarian agenda. If enough Libertarians take this workshop, it's all over for the Democrats and Republicans. The LP juggernaut will be underway.

How can we say that? Mr. Guzzetta says, "Libertarian candidates CAN win elective office without changing their label or abandoning their principles". He knows because he has spent the last 25 years of his life getting challengers elected. (He was secret advisor to three successful LP candidates.) He wrote what has become the Campaigner's Bible — a three-volume campaign encyclopedia which has been used nationally by over 10,000 people. (These books will be sent to all participants in the workshop — a \$160 value.)

This explosive course will teach Libertarians the one thing everyone—the media, the public and the politicians— respects: **how to win!** This information is exclusive. According to Mr. Guzzetta, over 90% of our likely opponents don't know what he is prepared to teach you. This knowledge is power; you will leave this workshop a **POLITICAL TERMINATOR!**

What is victory worth to you? The Democrats and Republicans have paid Mr. Guzzetta tens of thousands of dollars for his counsel. *Campaigns and Elections Magazine* charges between \$500 and \$1,000 for similar workshops. But because he wants YOU to win, Mr. Guzzetta is letting us practically give this course away for little more than the cost of the three-volume campaign encyclopedia! Victory at a bargain price! You can't afford to pass this up. (Mr. Guzzetta is semi-retired so this offer may never be repeated.) Please send in the coupon below

## I WANT TO BE A CAMPAIGN COMMANDO!

# of Reserv.	Program	Price	Total
_____	2 1/2 Day Program (Fri. aft)	\$225	_____
_____	2 Day Program (Sat & Sun)	\$200	_____

**April 29-May 1**

Name \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_

Make check payable to: Liberty Campaign Workshop.  
Send to: Dan Karlan, 97-A Manhattan Ave., Waldwick, NJ, 07643

Reservations will not be accepted after April 15 and none will be sold at the door. Workshop opens 1 pm on Friday, April 29 and at 8:30 am on Saturday and Sunday. Sessions conclude each day about 5 pm. Location: Best Western in Harrisburg, PA. Call 717-774-1100 for room reservations and ask for special rate for Liberty Campaign Workshop (\$38 /night). Tuition includes Political Publications three-volume campaign encyclopedia (a \$160 value) and a \$150 discount off the retail price of Political Publications Campaign Management Software (regularly \$695).

## Got The Money... But Not The Time?

Consider sponsoring a Libertarian who is willing to contribute "sweat equity" but is short on funds for the Liberty Campaign Workshop. There are three ways to help:

- Here's a contribution earmarked for this program \$ \_\_\_\_\_.
- Please let me know who has requested assistance. I would like to help someone directly.
- I pledge to assist you financially when you have candidates identified and have assessed the needs for this program. Please contact me.

Name: \_\_\_\_\_

Address: \_\_\_\_\_

Phones: \_\_\_\_\_

Make check payable to NJLP and send to NJLP, c/o L.M. Stefanelli, 49 Carmer Ave., Belleville, NJ, 07109. Contributions are not tax deductible.

## NJLP Steering Committee Meeting of January 16, 1994

The chairman called the meeting to order at 1:05 pm at the Flynns' house in Morganville. Present: Layman, Flynn, Ellett, Stefanelli, Grindlinger, Pierone (for Paff) and Stoxen. Absent: Aviles, who has resigned.

### New business:

It was RESOLVED (in a matter in dispute between two members of the Steering Committee), that the Steering Committee believes that it is not generally within the purpose of the NJLP to judge the legal activities of its members or officers, provided that such

activities do not directly affect the Party. PASSED.

After a recess lasting from 2:10 to 2:16 pm it was RESOLVED, that the Steering Committee recommend to the membership a proposed 1994 budget in the same amount as the 1993 budget, \$14,816, but move Newsletter Advertising (\$200) to Convention (Various). PASSED.

### Old business:

Reorganization committee. Stefanelli, the chair, reported that he and the other members, Stoxen, Layman and Macron, have held three meetings that have resulted in extensive proposed by-laws changes, some technical in nature, to bring the by-laws into conformance with law, but most substantive. If adopted, the county organizations will be independent of the NJLP; and the NJLP will become a political organization as defined by the Internal Revenue Code. RESOLVED, that the Steering Committee recommend that the Reorganization Committee's proposals #1-#4 be presented to the membership for consideration at the Convention. PASSED unanimously.

Convention. Irv Homer will be the luncheon speaker. There will be a Runny Egg Panel on government regulation, and speakers from Families Against Mandatory Minimums and Friends of Midwives.

Stationery. Stefanelli distributed tractor-feed letterhead.

The meeting was adjourned at 5:30 pm.

Respectfully submitted,  
Emerson Ellett, Secretary

## Got The Time But Not The Money?

We may be able to assist you in attending the Liberty Campaign Workshop if you ask. Please fill out the coupon below.

Name: \_\_\_\_\_

Address: \_\_\_\_\_

Phones: \_\_\_\_\_

Need assistance:  Tuition  Transportation  Hotel/Meals

Why do you want to attend the workshop?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

What are you willing to do for the Libertarian Party when you return from the workshop?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

How much can you afford to contribute to attend the workshop? \$ \_\_\_\_\_

To be considered for assistance, send coupon to NJLP, c/o L.M. Stefanelli, 49 Carmer Ave., Belleville, NJ, 07109.

# The Road to Obscurity

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bility to do something about what I believed in, I joined the Libertarian Party. In the five years I have been active in the New Jersey party, I have seen steady but slow progress. Imagine my delight when I discovered that there is a way to speed things up.

The good news is we don't have to learn our lessons the hard way as Mike is so ably doing in Sussex County. Somebody, namely Mr. Guzzetta (again, see that flyer in this issue), has already figured that out. What we have to do is learn what he knows (sign up now, hint, hint) and put it into practice.

The bad news is that means changing some cherished beliefs—like “just being there will accomplish

something”—and doing some things differently—like running serious candidates (or at a minimum, preparing to run them).

I believe that this revelation is so important to the success of what we are trying to do, that I am willing to face the ridicule and scorn of my peers to say that what we are doing is counter productive and should be changed as quickly as possible.

I see the State and National Parties evolving into a new role of developing the expertise and support services that are required for success at the local level. I am talking about the inspiration and guidance local Libertarians need to organize, and the legal, technical and financial

support candidates need to run serious campaigns.

If that is to happen, however, State and National leaders need to understand the work of a serious campaign and what kinds of expertise and services lend themselves to economies of scale. That means that every National leader, every State and County chair should be taking Guzzetta's campaign workshop (*flyer time...have you written out your check?*). It means every activist, every Libertarian who wants to see our ideas succeed should be attending the workshop, too. Without a wide appreciation of this knowledge, we will be whistling in the dark.

I've said my piece. Now, it is your turn. What do you

think the LP should do next?

This is your party. What path do you want it to take? Will your party grow, penetrate government, restore our liberties and clean up the mess created by the Democrats and Republicans (the road to success)? Or will it continue to play at politics and find itself an interesting footnote in the annals of electoral history (the road to obscurity)? Or even worse, will it be thrust the reigns power while ill-equipped to handle them, right before the stagecoach plunges off the cliff (the road to scapegoat-dom)? Choose wisely or the choice will be made for you.

*Lou Stefanelli, paper candidate-1990: U.S. Senate; 1992: U.S. House*



**NEW JERSEY  
LIBERTARIAN  
PARTY**

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Telephone \_\_\_\_\_

Occupation & Employer\* \_\_\_\_\_

*\*Optional*

*I want to become a member of the Libertarian Party! I have checked the level at which I want to join and have enclosed the corresponding dues. I certify that I do not believe in or advocate the initiation of force to achieve political or social goals.*

X \_\_\_\_\_  
(Signature required for membership only)

Enclosed is \$40. I will receive a full year's subscription to both the national *LP News* and the state *New Jersey Libertarian*.

Enclosed is \$25. I will receive a full year's subscription to the national *LP News* and 4 issues of the state *New Jersey Libertarian*.

Make check payable to NJLP and mail to  
NJLP, c/o L.M. Stefanelli, Tsr., 49 Carmer Ave., Belleville, NJ 07109

### Donation

Enclosed is my additional contribution of \$\_\_\_\_\_ to help the NJLP in its effort to expand individual liberty.

### Send to a Friend

I have a friend who might be interested in the NJLP. Please send a complimentary copy of *The New Jersey Libertarian* to:

Please remove my name if the NJLP's mailing list is rented.

# Calendar

Members should submit their notices before the 20th each month.

The PA Libertarian Convention is on March 11-13 at the Best Western in Harrisburg, PA. For more info call (215) 264-1921.

The Somerset/Middlesex Area Libertarians (SMAL) invites members of the public to attend its monthly meeting at 7 p.m., on the 4th Monday of every month, at the Holy Trinity Lutheran Church.

The Mercer County Libertarians will meet regularly on the second Sunday of each month, at 2:30 p.m. Location will vary. Call Ben Grindlinger, 609-

585-4128 for info.

The Salem County Libertarian Party will meet regularly on the last Wednesday of each month. For meeting location, phone Doug Stoxen, 609-678-7018.

Morris/Essex County LP members meet on the last Thursday of each month at 7 p.m. at the Morris County library in Whippany. Phone Lou Stefanelli, 201-751-8675 for info.

Monmouth County Libertarians eat a Liberty Brunch on March 13 at Len Flynn's home. Be there at 11 if you want to eat. Meet at 254

Tennant Rd. Phone 908-591-1328 for directions.

Gloucester County Libertarian Party holds its regular meeting the fourth Thursday of each month. Guests are welcome. For more info, phone John Hill, 609-468-9571 or Brian Waters, 609-845-9581.

Burlington County Libertarian Party meets at 7 pm, Thursday, Sept. 30, at the Burlington County Library, on Woodlane Road in Mt. Holly.

## ADVERTISING RATES

Full Page	\$60.00	Quarter Page	\$25.00
Half Page	\$40.00	Eighth Page	\$15.00
Business Card	\$10.00	Inserts	\$25.00 each

### Discounts

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6 issue contracts paid in advance:	4%

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