

makes me believe that Senator Withem is correct? Two things make me believe that when he says votes will come off 1063 if we are any more generous to the agricultural community than this compromise amendment, two things there, one, I assign my negotiation students a little section of the Secret Agent, by Joseph Conrad, one of his lesser known books. In it there is a guy who sells gunpowder and the cops never touch him although they know he is there. He is asked by a fellow criminal how he does it, and he says I always carry some with me. I have a mechanical device. I am never caught without it. The cops know that and they know I will blow myself up and them when they attempt to arrest me. The little section I have them read is the section in which he says, well, how do you make this work. He says, force of personality. I have a means to make myself deadly, but by that you understand that is absolutely nothing in the way of protection. What is effective is the belief those people have in my will to use the means. That is their impression, it is absolute, therefore, I am deadly. They believe I will blow myself up, he says, and I believe it. I have sat in those rooms and listened to them and I believe them. There is a second reason why it would be sensible to believe them to say I will walk away, and it is this list of numbers. If they walk away, they pay \$78 million less in real property taxes. If the farmers walk away, they pay \$39 million more in property taxes. Who is destined to believe in 1063 to the last measure of their blood with those kinds of exchanges? They aren't. You know, there is a notion where Br'er Rabbit says don't throw me in the briar patch, please don't throw me in the briar patch. Well, the briar patch for some people is a 78 million dollar reduction in real estate property taxes, so that if you throw them in that briar patch, that is not the end of the world to them. Perhaps when they look us in the eye and say we are not so well wedded to 1063 that we will continue to support it...

PRESIDENT MOUL PRESIDING

PRESIDENT MOUL: One minute.

SENATOR LANDIS: ...no matter how sweet you make it for the agricultural community, you'd better believe them because the briar patch for them is a reduction of real property taxes for their district. That is believable to me. I believe them and I think this is the last best deal that can be had. Any more generous and there no longer are 25 votes for 1063. This is