with slim pickings after car

CAUCUSES

Continued from Page One

straw poll remained uncounted this morning. But in the game that's more important for the Republican convention in Detroit this summer - the collection of delegates - Bush appeared to be holding a wide lead.

The actual breakdown of loyalties at the upcoming county conventions won't be known for months, because those loyalties change with the political winds.

But a random check of key precincts suggested Bush was drawing about 50 percent, compared to Reagan's 30 percent, 10 percent for Tennessee Senator Howard Baker, 5 percent for Illinois Representative Philip Crane, 3 percent for Illinois Representative John Anderson (who hardly campaigned at all here), and 2 percent for John Connally of Texas.

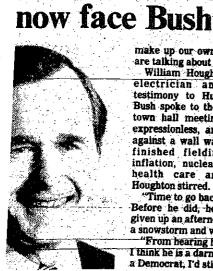
The Iowa news raised serious questions about Reagan's "survivability." Only two months ago, the Californian was backed by half of Iowa Republicans for the nomination, but things unraveled for him quickly after his reluctance to campaign here was highlighted by his absence from the Des Moines debate.

Reagan has been bloodied in Iowa, and New Hampshire's primary Feb. 26 should help determine whether he's a front-runner or a political hemonhiliac.

At a press conference Tuesday in Los Angeles, Reagan brushed Iowa aside and said, "I'm going to go all out for New Hampshire. . . . I'm going to win in New Hampshire." He refused to characterize that contest as crucial, but indicated he "might" now be willing to engage in debate with his Republican presidential rivala

For Bush, who repeatedly had s of President Carter refused to predict publicly that Iowa

Hotel in Des Moines.



make up our own minds.' But people are talking about it."

William Houghton, 46, a Walpole electrician and plumber was testimony to Hubbard's words. As Bush spoke to the 125 people at the town hall meeting, Houghton stood expressionless, arms folded, leaning against a wall watching. When Bush finished fielding questions on inflation, nuclear power, national health care and other topics, Houghton stirred.

"Time to go back to work," he said. Before he did, he told why he had given up an afternoon to walk through a snowstorm and watch Bush.

From hearing him and seeing him, I think he is a darn good man. If I was a Democrat, I'd still think that. It was

Results of Iowa caucuses

Republicans

Results of the straw poll conducted at Republican precinct caucuses Monday based on 92,108 votes from 1,985 precincts out of

George Bush	30,436	33%
Ronald Reagan	24,792	27
Howard Baker	12,908	14
John Connaily	9.024	10
Philip Crane	6.578	7.
John Anderson	3,506	4.
Robert Dole	2,478	3

Democrats

Below are "state delegate equivalents," the hypothetical percentage of delegates each candidate would have at the Democratic state convention based on Monday's precinct caucuses. Results are based on results from 2,442 of 2,531 precincts.

Jimmy Carter	59.1%
Edward Kennedy Jerry Brown	31.2
Uncommitted	9.6

would make him a winner, there was no limit Tuesday on the level of his optimism.

"Impossible Dream"

"It was the impossible dream," he said. "Because of what's happened in Iowa, we're going all the way to the White House. I'm totally convinced of

But he laughingly added a sobering note: "I suppose I am out of the pack, but they will be after me, howling and yowling at my heels."

Tennessee's Baker promises to be one of the more awesome howlers and yowlers. He ran third in the straw poll, with 14 percent of the vote. In Baker's view and almost everyone else's, that's more than enough to Survive

That should prove troubling to Bush, because he and Baker are competing for the hearts of Republican moderates across the nation. A Baker win over Bush in New Hampshire could drag the Yaleeducated candidate back with the rest of the pack.

Nonetheless, Bush proved that he was considerably more appealing than Baker in Iowa, where the Tennessean campaigned almost as much as Bush did - 26 days, to Bush's 27. Even though Bush moved to Texas years ago and went into the oil business, his Connecticut birthright may give him a leg up in all the New England primaries.

For the rest of the Republicans, the caucuses provided fairly slim pickings. Connally finished a disappointing fourth, with 10 percent of the straw vote - but that won't knock him out of the race. He was telling anyone who would listen Tuesday that conservative Republicans will be coming to him if Reagan falters.

The two men from Illinois, Crane and Anderson, finished fifth and sixth, with 7 percent and 4 percent respectively. At the bottom of the heap, and almost certainly at the end of his presidential rope, was Kansas Senator Robert Dole The 1976

believe it. Independents, who were eligible to attend the caucuses, rejected his story by more than a 2-to-1 margin in December.

Beyond that was the wrath Kennedy drew from the anti-abortion activists and, more important, the disappointed condition in which he left many potential Iowa supporters after 6,000 miles of statewide campaigning - much of it lackluster.

For his own part, Kennedy was promising to remain in the race and fight Carter hard in New England and elsewhere. He told a Washington, D.C., news conference that he had to win in New Hampshire to stay in the

Even in doing that, however, he displayed the same stumbling speech pattern that has plagued his campaign from the outset: "It's a long road," he said Tuesday. "It's a 15-inning fight and maybe it's the first round."

But Carter forces were moving to make the New Hampshire primary the knockout round, and the effect of Iowa on that effort will not go unnoticed - psychologically and financially.

Kennedy will campaign in New England Friday, but instead of traveling in his specially designed United 727 jet that brought him to lowa repeatedly, he will fly commercially to the Northeast, then travel by bus in New Hampshire. The jet was canceled in an effort to cut costs.

Also apparently canceled . lowa, at least — was California Gov. Jerry Brown, who told his supporters to join uncommitted forces at the caucuses. That was interpreted as an effort to avoid the embarassment of a virtual shutout that would be witnessed by the national press.

He virtually was shut out anyway. Only 9.6 percent of the delegates failed to choose between Carter and Kennedy.

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'Uncommitteds' a are stirred by big



at a rally at Iowa State University.

favor

nammer Midwestern farmers whose fortunes are tied-closely to-selling corn, wheat and soybeans overseas.

The other proposal was for production controls on agriculture that, if agreed upon by a majority of armers, would be mandatory for all.

However dim the proposals' chances of ever becoming law seemed to be, they gave Gephardt a cothold with organized labor, whose members are suffering from foreign competition, and with the farmers for whom the agricultural crisis continues to be a daily reality.

Gephardt did particularly well in cural areas Monday night, winning about two-thirds of the counties in the state.

Although his themes seemed tailor-made for Iowa, which was battered by a six-year agricultural recession and the loss of thousands of factory jobs, Gephardt said his farm and trade messages will "apply all over the country."

Steve Murphy, who managed Gephardt's campaign in Iowa, said Gephardt succeeded by giving "specific solutions to the shortfalls of the Reagan administration."

Gephardt was still only a hlip on the polls of Iowa Democrats last spring, despite the months he had spent campaigning in the state. Not long ago his campaign was being written off by some as having hit a dead and

The apparent turnaround occurred about three weeks ago, when the Gephardt campaign began running its "\$48,000 Hyundai" advertisement that hammered home clearly his message about unfair trade by other

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eagan administration."
Gephardt was still only a blip on e polls of Iowa Democrats last ring, despite the months he had ent campaigning in the state. Noting ago his campaign was being ritten off by some as having hit a ad end.

The apparent turnaround occurred out three weeks ago, when the Geprdt campaign began running its 48,000 Hyundai" advertisement at hammered home clearly his ssage about unfair trade by other untries.

Jephardt asserted that because of uth Korea's trade practices, a—rysler-made K-car, which is about humble as a Hyundai, would cost—re than \$40,000 in South Korea.

Needless to say," he told audies, "there are not too many K-cars south Korea."

Rephardt said the ads were able to nsform arcane arguments about it as and tariffs to a dramatic, y-to-understand example of why it lifficult for American products to npete overseas.

dephardt also was helped by an inasingly smooth, relaxed manner h lowa voters.

Its stuffy, wooden style of speakgradually evolved into a more sty delivery, sprinkled with freint "by gollies," that played well h the large crowds he began to win the final weeks of the effort. Its speeches also took on an inasingly populist, anti-big corporat, stand-up-for-the-little-guy tone t seemed out of character for the didate who a year earlier hadded himself on his pragmatism ability to shape compromise.

I'm not an idealist," he said last ing. "I really have tried to do ags that are realistic, that work,

t are pragmatic."

bout 80 House Democrats supted Gephardt's campaign for the ty's presidential nomination. ny of them came to lowa to twist is for their candidate, traveling to corners of the state to woo even or two wavering Democrats.

s Gephardt began catching fire, jokes about him as a Howdy dy and clean-cut Dudley Do-Right ed quickly and his campaign proals — particularly those on trade became targets of every other nocratic contender in Iowa

he thrust of his stump speeches i "a change in attitude in the coun"restoring quality workmanship pride, and discouraging profiring from corporate mergers and eraged buyouts.

he blue-eyed Gephardt, who grew in a modest neighborhood on the th side of St. Louis, was an Eagle ut as a teen-ager and a fast-track iever as an adult.

ive years after receiving his law ree from the University of Michi-Gephardt was elected to the St. its Board of Aldermen, where he wed for six years. In 1976 he was ted to the U.S. House, and, by inving himself in few issues that e him problems in his home dist, won re-election every two

lephardt and his wife, Jane, have ee children

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Iowa victory a first step for Gephardt

RACE

Continued from Page One

night. "A win is a win," he said, no matter how narrow.

Strategists have contended there is room for only one Midwesterner coming out of Iowa.

For Dukakis, the third-place finisher, the contest now moves to his regional home court — next-door New-Hampshire. "Any time we stay with the leaders on their home turf, we're happy," said Dukakis' Iowa campaign manager, Teresa Vilmain.

"No Alibi"

Dukakis needed to avoid embarrassment in Iowa, and he did that. But the third-place finish now puts a burden on him to produce a solid victory in New Hampshire.

"I guess I've won the bronze tonight and I'll be going for the gold in New Hampshire next week," he said Monday night.

Said Dukakis spokesman Francis O'Brien, "He's going to win. There's no alibi."

The Rev. Jesse Jackson demonstrated a breadth of appeal he lacked in 1984, and that was what he needed to do. Tennessee Senator Albert Gore Jr. is marking time until the race moves to the "Super Tuesday" regional primary election in the southern states March 8.

If Iowa is a winnowing process, Bruce Babbitt and Gary Hart seemed to be the two candidates most likely to be on their way to the sidelines.

Babbitt walked into a rally for his supporters in Des Moines as his prospects were fading with his fifth-place finish, and he said: "C'mon you guys, this isn't a wake."

But it clearly was not a victory celebration. As recently as a week ago, Babbitt was talking tough and gaining ground on the Democratic leaders, but his momentum dissipations, but his momentum dissipations, but his momentum dissipations, but his momentum dissipations, but his momentum displays a long shot, Babbitt's strategy was based on a surprise showing in Iowa, and that did not happen.

"Disappointed"

Hart was the front-runner in Iowa before disclosure of the weekend he spent with model Donna Rice drove him from the race in May. He enjoyed a brief resurgence when he audaciously re-entered the campaign in December to "let the people decide."

Hart's sixth-place finish showed the people, too, were having trouble accepting his new candidacy. From New Hampshire Monday night, Hart said he was "disappointed but not discouraged" by his showing.

Before he left Des Moines early Monday, he said his campaign was not dead. "This campaign will only get stronger the longer it goes," he said.

For Jackson, the Iowa caucuses were a challenge to prove he could run a well-organized campaign and appeal to voters beyond his natural base of support among blacks and other minorities in the South and the urban North. If his fourth-place finish Monday did not send him out of Iowa on a rocket, it gave him the strength to carry on. No one expected Jackson to win Iowa, and a respectable finish proved he could appeal to more than just black voters.

Some were calling Gore a winner for his strategic move not to compete in Iowa. "Tonight is the start of the Gore campaign," said Arlie Schardt,

Gore's press secretary.

Gore supporters believe he can be competitive in New Hampshire (where he is at 6 percent in the polls) and then catch fire in the South. Gore supporters said the lack of a clear swinner in Iowa will help them in the South.

"The people of Kentucky do not give a twit about what happens in 'I Iowa tonight," said Gov. Wallace Wilkinson, who endorsed Gore Monday.

But that is all political strategy. Gephardt was the story Monday night, and his staff immediately engaged in the lowering of expectations for New Hampshire. Said Murphy, his lowa campaign manager: "Dukakis has to be the big favorite."



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Democratic 1988 Can cusp, 6A

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_1_E	Ringgold	10	19	- 57	_146	8	0	38	55	10

188 Republican Caneus

'arty's precinct caucuses."

f momentum that is needed to im the 1988 Republican presinominee.

cent poll by the Boston Globe Republican voters in New hire shows Bush running well of the pack. Bush was favored ercent of the respondents, 20 tage points ahead of Dole, the

place finisher. The poll Robertson winning the favor cent of the respondents for a ace finish.

recent interview, New Hampov: John Sununu, one of Bush's ckers in that state, said that if president loses by nine points in Iowa, it would be "manageo still produce a victory in ampshire. "Twenty points it hard," he said. Dole's lead at 18 percentage points as il caucus votes were being

Monday night.

It first popular primary, New ire poses another kind of ob-Robertson. To date, his politumphs have been in straw decaucuses—the kinds of po-competition where cohesive ition has its greatest impact.

president

! last days of the race, Bush ! generated plenty of heat in a if exchanges sparked by a lease issued by Bush's Iowan chairman, George Wittee statement from Wittgraf

Dole of "cronyism" and piritedness." Another notatiwas Bush's combative interth CBS anchor Dan Rather. from caucus results, neither ined Bush any friends.

wouldn't admit to having y mistakes in the campaign le wouldn't speculate on the press release contributed ce president's downfall. Votad at which candidate "has age, which one made a difwhich one is closer to the Dole said.

1 From Zero"

Pont backers, the night's ree satisfying. "Bush has been for president for eight years mp for four years. Pete's a for 18 months. To get 7 pergood for a campaign that rom zero," said Fred Stern, campaign manager for

said, "I'm an old quartere won a few and I've lost a gratulations to Bob and Pat, ut on a great race. But we're thing in store for them in toshire."

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leclare winners soon after caucuses start

Democrats enjoy their low-l

Turnout was estimated at 50,000, nearly double that of four years ago. President Clinton won every delegate.

By THOMAS R. O'DONNELL

OF THE REGISTER'S AMES BUREAU

Nobody was paying attention to Craig Kelison and his band of Democrats Monday night.

And that was fine with him.

"Four years ago, we were in the center of attention," said Kelison, Democratic chairman of Des Moines' 71st precinct on the city's west side. "It's kind of nice to get together like

The Democrats held a harmonious meeting in the vocal music room at Merrill Middle School, 5301 Grand Ave. In the larger gymnasium acrossthe hall, more than 200 Republicans were wrestling over delegate counts and resolutions.

Though there was no contest for the presidential nomination at the Democrats' caucuses, dozens showed

up anyway, many of them encouraged by President Clinton's weekend appearance in the state.

Weekend Visit

Clinton "just came off such a tremendously successful weekend here," said Peter Willmert, the Iowa Democratic Party's communications director. "He really excited people."

Ken Mikesell was one of the more than 100 party faithful that came out to Merrill. "I was encouraged by the president's recent appearance

here," he said.
That also seemed to be the case in Des Moines' Precinct 45, at the Polk County Senior Citizens Center at 1914 Carpenter Ave. About 30 Democrats, mostly Drake University students, attended the caucus held five blocks from where Clinton spoke on Sunday.

Donald Caslavka, 58, was decked out in a bright white Clinton-Gore T-shirt for his caucus at West Des Moines Valley High School. He was sure Clinton is a shoo-in for re-elec-

"If things stay as they are today, I

think he'll have an excellent chance," said Caslavka, a dedicated caucus-goer.

First Caucus

Others in West Des Moines were attending their first caucus. LaVon Hameister and Margaret Hanna came early to find their precinct site. Hanna, 67, also was a strong Clinton backer.

"I think he's done 60 years' work in four years and he doesn't get any credit for it," she said.

Lauri Swegle, 43, and her son, Ryan Dowie, were first-timers at the West Des Moines caucuses - and Swegle found herself recording the proceedings as precinct secretary

"I do feel this is a very critical year for Democrats - we have to defeat the Republicans. God forbid we get a Republican Congress-and-presidency," she said. "The Republicans are about making money and the Democrats are about caring for

Only a dozen Democrats gathered at North Polk High School in Alleman to hash out a platform and re-

44 Folks may sit around and drink coffee and eat pumpkin bars for the rest of the night.77

Peter Willmert of the Iowa Democratic Party

affirm their dedication to Clinton, but "that's more than people thought would come," said Aaron Heley Lehman, 27, who lives west of

It was Lehman's first caucus, and he enjoyed the experience - especially meeting with neighbors to discuss the issues.

Clinton's lack of opposition didn't keep Willmert from trying to inject some excitement into the night. "It's no mystery who's going to win." Willmert said, but "it'll be interesting to see by what percentage.'

In the end, the results were no big surprise: Clinton won every delegate in the state. Turnout was projected at 50,000, nearly double that of four

POLL OF CAUCUS-GOERS

Procrasi

About 23 percent of those attending didn't make decisions until the final three days of the campaign.

By THOMAS A. FOGARTY and JONATHAN ROOS

REGISTER STAFF WRITERS

Former Tennessee Gov. Lamar Alexander derived the greatest benefit of any presidential candidate as undecided Iowa Republicans made up their minds during the final days of the campaign, according to a statewide poll of people entering their precinct caucuses.

According to the poll, which was conducted by Voter News Service, 23 percent of caucus-goers made their decisions in the final three days of the campaign. Among that group, Alexander drew support from 31 percent, former commentator Pat Buchanan 24 percent and Sen. Bob Dole 15 percent.

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In the overall caucus results, the order was reversed - Dole, Buchanan and Alexander.

Significant Gain

HOW IOWA'S REPUBLICANS VOTED

Here are the votes the Republican candidates for president received in Iowa's precinct caucuses Monday night. The results were compiled by the Associated Press.

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wide poll of people entering their precinct caucuses.

According to the poll, which was conducted by Voter News Service, 23 percent of caucus-goers made their decisions in the final three days of the campaign. Among that group, Alexander drew support from 31 percent, former commentator Pat Buchanan 24 percent and Sen. Bob Dole 15 percent.

In the overall caucus results, the order was reversed - Dole, Buchanan and Alexander.

Significant Gain

Alexander's gain is significant, given the negative tone of the campaign, particularly in its final days. At every opportunity, Alexander contrasted the positive tone of his message by what he called the mudslinging of opponents by displaying a pair of rubber boots.

Voter News Service, the polling organization, is a cooperative effort of The Associated Press, ABC, CBS, CNN and NBC Poll results are based on 2,053 interviews distributed at the Monday night caucus sites in 70 sample precincts.

Voter News Service selected precincts that, taken as a whole, were intended to reflect the characteristics of Republican caucus-goers generally. VNS officials say the poll has an error margin of about 4 percentage points, plus or minus.

Pre-caucus polls showed that a relatively large number of Republicans were undecided late in the campaign. How the undecided bloc would break became one of the dominant news stories of the final week.

Final Boost

Fully 62 percent of Alexander supporters made up their minds in the final week, the poll found. That figure includes 40 percent of Alexander supporters who made their decisions in the final three days.

Overall, the poll shows that those who attended Republican caucuses Monday were largely motivated by their perceptions of the candidates' conservatism, electability and experience. Less important to caucus-goers as a group, the poll shows, were the candidates' tax plans and positions on abortion.

Among those to whom abortion was paramount, Buchanan was the clear favorite, the poll shows. And for those who cited tax policy as their top concern, publisher Steve Forbes was the favorite.

Overall, 44 percent of caucus-goers say they oppose a call in the party platform for a ban on abortion. Despite his opposition to abortion, Alexander drew 66 percent of his support from those who hold that position.

Among caucus-goers, 16 percent said the ability of a candidate to defeat President Chinton matters the most in determining support.

In the final week of the campaign, Alexander's advertising stressed his electability as a moderate whose experience comes mostly from outside Washington, D.C. The Alexander campaign slogan for the final week

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1996 IOWA CAUCUSES

'Unprecedented' Amount of Ads

GOP hopefuls make TV stations happy

By FRANK SANTIAGO

REGISTER STAFF WRITER

With Steve Forbes leading the pack, the Republican candidates in this year's caucus campaign pumped record amounts of money into television advertising in Iowa.

Station managers say the assault for time on the tube hasn't been seen before in any political contest — or any single event — in the state.

The rush to get on television was so great at times that many stations were forced to bump local and national ads to accommodate the candidates. And to make sure they didn't get left out by other advertising, many candidates paid more than the usual cash rate assigned to political advertising.

"It's unprecedented," said Paul Fredericksen, manager of KCCI-TV, the CBS affiliate in Des Moines, which sold \$800,000 of political advertising, one of many stations in the state to roar into six figures.

Said Russ Hamilton, manager of Cedar Rapid's KGAN-TV, a CBS affiliate, who declined to disclose that station's numbers, "It's been pretty good in Cedar Rapids, and I imagine if you talked to the other stations, you'd get the same response."

KDSM, the Fox affiliate in Des Moines, sold \$100,000 worth of political advertising in the past week, a figure that could have been much higher, Manager Ted Stephens said, if the station had a news department. Usually, he said, candidates like to sprinkle ads in and around

newscasts

WHO-TV, Des Moines' NBC station, which collected more than \$440,000 from the candidates, had some staff members work through the weekend to accept last-minute ad changes and to rearrange scheduling.

The demand, the managers say, was created by Forbes' big spending and the fact that there was a crowd of nine candidates in the field.

Stephens said that the candidates even attempted to squeeze political ads into the sacred ground of the University of Iowa basketball games broadcast on KDSM. But KDSM declined in most cases, said Stephens, determined not to alienate the loyal advertisers.

"We allowed reasonable access, not ridiculous access," he said.

While the spending will fatten bottom lines, it had a gloomy side, too, said KDSM's Stephens.

"It's great to have the money, but it's gone after today. You want to be sure you haven't done something to get the regular advertisers mad," he said.

Said Fredericksen, "Our local and national advertisers are the ones who are going to be here after it's over."

Some stations didn't run any commercials Monday, the day of the caucuses. KCCI, which followed that policy, said scheduling last-minute ads might prove unfair and controversial.

"We just didn't do it," said Fredercksen.

WOI-TV, the central Iowa ABC affiliate, which sold \$200,000 in political ads since January, did run some political ads on Monday.

"The political process didn't start until the evening, so we didn't think it was a big deal," said Manager John Sloan. Light turnout, though some precincts bulge

By IKIMULISA SOCKWELL and DEBORA WILEY

REGISTER STAFF WRITERS

Turnout for the Iowa caucuses was not what the Republican Party had hoped for.

"It was lighter than expected," said David Kochel, executive director for the GOP State Central Committee.

Voter News Service estimated that roughly 18 percent, or 100,000, of all registered Republicans went to precinct caucuses. With 98 percent of the votes counted, the total was 95,791. That is lower than what Republicans had projected and less than the record.

The largest turnout ever for Iowa caucuses was in 1988, when 125,000 Democrats attended. That same year 109,000 Republicans went to their caucuses. In 1980, some 115,000 Republicans and 100,000 Democrats participated in caucuses.

This year GOP officials predicted a record turnout of 135,000 voters—about 20 percent of the state's registered Republicans—for the evening straw poll at 2,142 precinct meetings at churches, schools and community centers.

"The candidates are probably disappointed that people weren't more enthusiastic." Kochel said.

enthusiastic," Kochel said.

In Cedar Rapids, heavy turnout caused confusion early during a caucus meeting, when it appeared two precincts attracting about 400 people were assigned to share a small cafeteria at Grant Wood Elementary School that might hold 100 comfortably.

Precinct 14 took over the gymnasium, displacing a scheduled sixth-grade boys YMCA basketball team practice.

Both precinct meetings started 10 to 30 minutes late, given the last-minute press of people crowding into both areas.

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