

# White House mood somber

**United Press International**  
WASHINGTON — President Carter, soundly defeated in his re-election bid, will focus his attention on negotiating the release of the 52 American hostages in Iran, a White House aide said Wednesday.

Carter also is "determined to leave with grace and class" when he turns over the Oval Office to Ronald Reagan on Jan. 20, the aide said. Carter has passed the word that aides should cooperate with the Reagan team for a smooth transition to the new administration.

As a last word of consolation, former White House chief of staff Hamilton Jordan told despairing campaign supporters Tuesday night at a private gathering, "In years to come, you are going to be proud to say you worked for Jimmy Carter. Carter's immediate attention, an aide said, would be devoted to freeing the hostages, who have been held in Iran for more than a year. As for the future, Carter is expected to write his memoirs, and as the first Southern president

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since 1844, he will also establish a presidential library in Georgia.

A deeply religious born-again Baptist, he has expressed in the past a desire to do some missionary work.

But he has always said that he would return

home to Plains. His wife, Rosalynn, has often expressed the same desire to go home "to my things" and her people.

There was a stillness in the Oval Office Wednesday morning after the Tuesday election debacle. But Carter was at his desk after 8 a.m. and conferred with aides before a planned noon departure for Camp David.

Many of the other offices were empty. It was with some dread that aides and secretaries came to work, knowing it was all over and that working for a "lame duck" president would be less demanding, and in many ways futile.

They had a day to prepare, one aide explained: "We knew it was coming."

As for the so-called "Georgia Mafia," press secretary Jody Powell, who has been closest to the president, is expected to remain in Washington if he gets a good job offer. He also has expressed a desire to teach and indicated that he will write a book.

# GOP election security boss says watchers found fraud

**United Press International**  
AUSTIN — The ballot security chairman for the Republican Party of Texas said Wednesday volunteer poll watchers had uncovered evidence of election fraud in two counties.

"We uncovered evidence that certainly justifies closer investigation," said John Clark, a San Antonio lawyer. Clark was the Republicans' ballot security chairman in Texas during the 1978 state election.

"In Travis County there were a couple of registered voters in Precinct 124 who went to the polling place to vote, but each one was told he couldn't vote because he had voted absentee," Clark said.

He said a trip to the courthouse revealed absentee ballots in the vo-

ters' names, but the signatures on them were not those of the individuals who allegedly voted.

The Republican Party enlisted 6,000 volunteer poll watchers election night and offered a \$1,000 reward for information leading to the conviction of anyone committing election fraud.

Clark said he also had received reports that two Dallas County citizens voted both absentee and in the regular election. One, he said, was even encouraged to vote twice and was told it did not matter.

Clark also said he had received reports of irregularities from other counties.

The irregularity reports, said Clark, fell into four categories: elec-

tion judges attempting to restrict the activities of poll watchers; election judges attempting to influence voters; registration problems and outright evidence of fraud.

Clark said one election judge counseled friends to vote a straight ticket.

"As voters would enter the polling place — particularly voters that he knew — his tactic was to guide the voter over to a booth and say, 'You voted to vote a straight Democratic ticket, didn't you?' and he'd show them how to do it."

Clark said some poll watchers ultimately may collect a handsome bonus.

# Compromise not only solution

**United Press International**  
NEW YORK — Americans often fail at negotiation, whether in international politics or business, because they put too much faith in compromise, says Gerard I. Nierenberg.

Nierenberg is a New York lawyer who has written half a dozen books on the art of negotiating that have been translated into many languages. He founded the Negotiation Institute, which holds frequent seminars for which people pay up to \$500 for a seat. About 70,000 have attended the seminars over the past 20 years.

"Compromise is useful but too often it doesn't solve anything for long. Putting all the emphasis on it prevents the study and practice of negotiating as a real art and science," Nierenberg said.

He said the U.S. State Department, the Labor Department and most other government agencies appear to know nothing about the true art of negotiating. Neither do most labor unions, he added, but some businessmen, lawyers and academic professionals are learning about it.

The true aim should not be victory or even compromise, he said. It should be to find a solution that benefits both sides by fulfilling their needs. To accomplish that the first thing necessary is to establish a climate of mutual trust and confidence.

You don't achieve that, Nierenberg said, by making ridiculous demands and counter-proposals, such as a union coming to the bargaining table and demanding four times what it hopes to get, or management taking a blustering stand and saying it won't give a red penny.

Nierenberg offered some general suggestions for negotiating:

- A successful negotiation must make both parties winners.
- The professional negotiator must learn to recognize person's, institutions' and nations' differing styles of negotiation and how to cope with them.
- Strive first to foster a positive climate. "Egyptian President Anwar Sadat is accomplishing that with Israel by going out on the limb and putting his own career in jeopardy," Nierenberg said.
- A professional negotiator is necessary to solve really tough problems because "usually the two sides are too blinded by the dispute to get to creative solutions."
- Beware of winning a battle and losing the war. Pressing too hard and winning a quick victory can lead to lost customers or some other loss.
- Also beware of bluster such as "That's our best offer, take it or leave it."
- Strive to negotiate problems, not demands.
- Do your homework thoroughly before going to the table.

# Eckhardt exits with no regrets

**United Press International**  
HOUSTON — Bob Eckhardt, a white-suited Democrat who battled timber companies, railroads and big oil for 14 years in Congress, Wednesday conceded his House seat "with no regrets" to Jack Fields, 28, a political novice who said Eckhardt lost touch with his district.

An exhausted Eckhardt, 67, avoided his downtown office, his campaign headquarters and reporters Wednesday. An aide issued his reflective concession statement shortly before noon.

"Mr. Fields ran an effective race and the voters have spoken," the announcement said. "I wish him and the people of the 8th District well in the upcoming Congress."

Eckhardt also thanked his loyal supporters and the people of the 8th District, but added, "I also think, as (Edmund) Burke did, that your representative owes you not his industry but his judgment." He thought, as I do, that a legislator betrays you if he sacrifices this to an existing electoral opinion. Perhaps in the ebb and flow of political opinion one who holds these principles inviolate may not expect to survive in office more than 14 years. I have enjoyed my 14-year stay in office and am satisfied with my service to you and the nation. I have no regrets."

Eckhardt and Fields fought to represent a diverse district of blue-collar petrochemical workers and wealthy suburbanites of north and east downtown Houston. It was almost 2 a.m. before Fields claimed the lead for keeps. By then, Eckhardt's headquarters were deserted and he had gone to bed knowing he needed a swing of more than 1,700 votes from the final precinct and absentee ballots. At 2:20 a.m. Fields learned the last precinct pushed his margin to 2,917 and by 3 a.m. the absentee results gave him a margin of 4,099.

"My wife and I did not necessarily want to go to Washington, but somebody's got to go and we'll go be citizen representatives," Fields said.

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