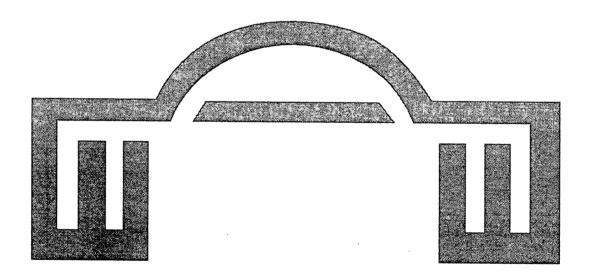
# The 50 Most Influential Lobbyists

Rankings in the 1999 North Carolina General Assembly



a report by the

North Carolina Center for Public Policy Research

## The 50 Most Influential Lobbyists

Rankings in the 1999 North Carolina General Assembly

The North Carolina Center for Public Policy Research conducted its biennial survey during the fall of 1999, after the adjournment of the regular session. All state Senators and Representatives, 328 legislative liaisons and lobbyists based in North Carolina, and 28 capital news correspondents were asked to list the ten most influential lobbyists and/or legislative liaisons during the 1999 session of the North Carolina General Assembly. Respondents received a list of all the lobbyists and legislative liaisons registered with the N.C. Secretary of State.

Eighty-four of the 120 House members (70%) responded to the Center's survey, as did 37 of the 50 Senators (74%), 142 of the 328 legislative liaisons and registered lobbyists based in North Carolina (43%), and 7 of 28 capital news correspondents (25%). The overall rate of response was 51%.

At the end of the 1999 session, 492 lobbyists were registered with the Secretary of State, representing 594 different companies or organizations. The Center's calculations of the number of lobbyists count each lobbyist only once, even if the lobbyist represents more than one client. There were also 338 legislative liaisons representing 31 different state government agencies and licensing boards.

The following pages list the 50 most influential lobbyists during the 1999 session of the North Carolina General Assembly, as ranked by legislators, fellow lobbyists, and the capital news correspondents. Where applicable, rankings from previous legislative sessions are included. If the lobbyist is a former legislator or a lawyer, that also is indicated.

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The Center dedicates this publication to the memory of V.B. "Hawk" Johnson, who passed away in 1999. Hawk was a former Treasurer of the Center's Board of Directors, a long-time Center Board member, and a lobbyist for Philip Morris for much of his career. We thank the Philip Morris Management Corporation for its gift in Hawk's memory to the Sustaining Fund for the Center's Future, which helped support this publication.

### The 50 Most Influential Lobbyists

Rankings in the 1999 North Carolina General Assembly

	<u>1999-</u> <u>2000</u>	<u>1997-98</u>	<u>1995-96</u>	<u>1993-94</u>	<u>1991-92</u>	<u>1989-90</u>	<u>1987-88</u>	<u>1985-86</u>	former <u>legislator</u>	<u>lawyer</u>
<b>ZEBULON D. ALLEY</b> , of the Raleigh lobbying firm Alley Associates, Inc., representing Carolina Power & Light Company, Dimon Incorporated, Duke Energy Corporation, Eastern Band of Cherokee Indians, First Union National Bank, General Motors Corporation, LabCorp., Mid-Atlantic Telecommunications, Microelectronics Center of North Carolina, North Carolina Accountants Coalition, North Carolina Museum of Art Foundation, Inc., North Carolina Pharmaceutical Association, North Carolina Vending Association, PCS Phosphate Company, PeopleSoft, Public Service Company of North Carolina, Standard Commercial Corporation, Sprint, Universal Leaf, US Airways, and Veterans of Foreign Wars.	i	1	1	1	1	1	1	4	yes	yes
ROGER W. BONE, of the Raleigh lobbying firm Bone & Associates, representing Blue Cross and Blue Shield of North Carolina, Brown & Williamson Tobacco Company, Carolina Independent Automobile Dealers Association, Eli Lilly, Enrolled Agents, Lorillard Tobacco Company, North Carolina Firemen's Association, North Carolina Association of Long Term Care Facilities, North Carolina Pork Council, North Carolina Propane Gas Association, North Carolina Sweet Potato Commission, and Sprint.	2	3	2	3	4	10	14	n/a	yes	no
DON BEASON, representing Barr Laboratories, BB&T Bank, BellSouth Telecommunications, Canadair, Carolina Power & Light Company, EDS, Microelectronics Center of North Carolina, North Carolina Amusement Machine Association, North Carolina Motorcycle Dealers Association, North Carolina Propane Gas Association, North Carolina Railroad Company, North Carolina Restaurant Association, Special Olympics World Games, and United States Corrections Corporation.	3	2	3	32	n/a	n/a	n/a	n/a	no	no

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	1999-2000	1997-98	<u>1995-96</u>	1993-94	1991-92	1989-90	1987-88	1985-86	former <u>legislator</u>	lawyer
J. ALLEN ADAMS, of the Raleigh office of the law firm Parker, Poe, Adams & Bernstein, representing Addiction Professionals of North Carolina, Arts North Carolina, Inc., North Carolina Biotechnology Center, Cabletron, Center for Employment Training, Charter Behavioral Health Systems LLC, North Carolina Citizens for Community Action Consulting Engineers Council of North Carolina, GTECH, North Carolina Headstart Association, North Carolina Retired Governmental Employees Association, North Carolina Society for Clinical Social Work, North Carolinians Against Gun Violence, National Computer Systems, The Pines at Davidson, Sun Microsystems, and Triangle Transit Authority.	<b>4</b>	8	5	2	2	3	3	3	yes	yes
JOHN T. BODE, of the Raleigh law firm Bode, Call & Stroupe, LLP, representing BellSouth Telecommunications, Inc., The Biltmore Company, Blue Ridge Wholesale Wine Company, Inc., Carolina Power and Light Company, Fast Fare, General Motors Corporation, Independent Insurance Agents of North Carolina, Johnson Brothers Carolina Distributing, North Carolina Hospital Association, North Carolina Academy of Physician Assistants, the North Carolina Chapter of the American College of Radiology, Wake County, and Wake Forest University School of Medicine.	5	6	4	13	10	. 9	18	n/a	no	yes
<b>J. MICHAEL CARPENTER</b> , representing the North Carolina Home Builders Association.	6	15	11	29	n/a	n/a	n/a	n/a	no	yes
<b>LESLIE H. BEVACQUA</b> , representing North Carolina Citizens for Business and Industry.	7	12	27	31	n/a	n/a	n/a	n/a	no	no
PHILLIP J. KIRK, JR., representing North Carolina Citizens for Business and Industry.	8	5	10	26	n/a	n/a	n/a	n/a	yes	no

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	1999-2000	<u>1997-98</u>	<u>1995-96</u>	<u>1993-94</u>	<u>1991-92</u>	1989-90	<u>1987-88</u>	<u>1985-86</u>	former <u>legislator</u>	lawyer
A	9	16	50 (tie)	n/a	n/a	n/a	n/a	n/a	yes	yes
ALEXANDER P. "SANDY" SANDS, III, of the Raleigh office of the law firm Womble, Carlyle, Sandridge & Rice, representing AT&T, Blue Ridge Electric Membership Cooperative, Coastal Conservation Association of North Carolina, COST, Delta Dental Plan of North Carolina, FDX Corporation, Goodyear Tire and Rubber (Multistate Associates), Health Care Facilities Association, Keane Tracers, JM Family Enterprises, Nation Association of Settlement Purchasers (Multistate Associates), NC Bio-Medical Applications of North Carolina, Inc., NC Bio-Medical Applications of Clinton, Inc., NC Bio-Medical Applications of Fayetteville, Inc., North Carolina Biosciences Organization, North Carolina Financial Services Association, North Carolina Launderers and Cleaners Association, Old Salem, Inc., Philip Morris Management Corporation, PPG Industries, Inc., The Trust for Publ Land, Thomas Built Buses, Inc., Vulcan Construction Materials LP, and Williams Companies.	nal									
SAMUEL H. JOHNSON, of the Raleigh law firm Johnson, Gamble, Mercer, Hearn & Vinegar, representing the American Institute of Architects (North Carolina Chapter), AMP Inc., Carolina/Virginia Dairy Products Association, IBM, North Carolina Associated Industries, North Carolina Association of Certified Public Accountants, North Carolina Association of Premium Services Companies, North Carolina Automobile Dealers Association, North Carolina Retail Pharmacy Association, Soap and Detergent Association, Southeastern Ministers Association, Strates Shows, Theater Owners of North and South Carolina, and the Wine Institute.	<b>10</b>	13	14	4	3	2	2	1	yes	yes
MARVIN D. MUSSELWHITE, JR., of the Raleigh office of the law firm Poyner & Spruill, LLP, representing Affiliated Computer Services, Inc., Amerinet, Inc., Alliance of Automobile Manufacturers, Blue Devil Ventures LLC, ElectriCities of North Carolina, Inc., Johnson Controls, Inc., Martin Marietta Materials, Inc., Merck-Medco Managed Care LLC, MultiState Associates, Inc. on behalf of Check Into Cash, Inc., North Carolina Enterprise Corporation, North Carolina Obstetrical Gynecological Society, North Carolina Orthopaedic Association, North Carolina Association of Textile Services, One Call Center, Inc., SCI North Carolina Funeral Services, SmithKline Beecham PLC, and UST Public Affairs, Inc.		10	8	8	9	30	n/a	n/a	yes	yes

	1999-2000	<u>1997-98</u>	<u>1995-96</u>	1993-94	1991-92	1989-90	<u>1987-88</u>	1985-86	former legislator	lawyer
JOHN B. MCMILLAN, of the Raleigh law firm Manning, Fulton & Skinner, representing Allstate Insurance, Anheuser-Busch Companies, ElectriCities of North Carolina, Food Lion, Friends of the North Carolina Museum of Natural Sciences, Insurance Auto Auctions, Inc., Jordan Lumbe & Supply, Legal Services of North Carolina, North Carolina Association of Mortgage Brokers, North Carolina Chapter of the Nature Conservancy, North Carolina Citizens for Business and Industry, and Pharmaceutical Research and Manufacturers of America.	12	9	9	18	n/a	n/a	n/a	n/a	no	yes
ANN Q. DUNCAN, of the Raleigh office of the law firm Womble, Carlyle, Sandridge & Rice, representing AT&T, AAA of the Carolinas, Blue Ridge Electric Membership Cooperative, Coastal Conservation Association of North Carolina, Committee on State Taxation, Delta Dental Plan o North Carolina, FDX Corporation, Goodyear Tire & Rubber (Multistate Associates), Grandfather Home for Children, Keane Tracers, National Association of Settlement Purchasers (Multistate Associates), North Carolina Association of Health Plans, North Carolina Biosciences Organization, North Carolina Launderers and Cleaners Association, Old Salem, Inc., Philip Morris Management Corporation, PPG Industries, Inc., The Trust for Public Land, Thomas Built Buses, Inc., Vulcan Construction Materials LP, and Williams Companies.	: <b>F</b>	36	n/a	n/a	n/a	n/a	n/a	n/a	yes	no
<b>WILLIAM J. BROOKS, JR.</b> , representing the North Carolina Family Policy Council.	14	50	n/a	n/a	n/a	n/a	n/a	n/a	no	no
WILLIAM E. HOLMAN, then Assistant Secretary of the North Carolina Department of Environment and Natural Resources representing the department as a legislative liaison. Mr. Holman is now serving as the Secretary of the North Carolina Department of Environment and Natural Resources.	15	4	7 .	5	5	5	5	6	no	no

	<u>1999-2000</u>	<u>1997-98</u>	<u>1995-96</u>	<u>1993-94</u>	<u>1991-92</u>	<u>1989-90</u>	<u>1987-88</u>	<u>1985-86</u>	former <u>legislator</u>	<u>lawyer</u>
JOSEPH McCLEES, of the New Bern lobbying firm McClees Consulting, Inc., representing American Farmers of the Sea, American Society of Safety Engineers, Environmental Professional Association, Independent Lenders Group, Infiltrator Systems, Inc., North Carolina Firearms Dealers Group, North Carolina Industrial Hygiene Council, North Carolina Portable Toilet Group, North Carolina Technological Development Authority, NRA-ILA, Smokeless Tobacco Council, Inc., and Zabel Environment Technologies, Inc.	16	25	16	n/a	n/a	n/a	n/a	n/a	no	no
ANDREW L. ROMANET, JR., representing the North Carolina League of Municipalities.	17	28	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
PAULA A. WOLF, representing the Covenant with North Carolina's Children.	18	n/a	no	no						
J. CHRISTOPHER HEAGARTY, then representing the North Carolina Association of Electric Cooperatives, Inc. Mr. Heagarty is now serving as Executive Director of the North Carolina Center for Voter Education.	19	n/a	no	no						
<b>B. DAVIS HORNE, JR.</b> , of the Raleigh law firm Smith, Anderson, Blount, Dorsett, Mitchell & Jernigan, representing Advance America, Carolina Power and Light Company, Committee on State Taxation, DuPont Merck Pharmaceutical Company, EMC Corporation, General Electric Company, General Motors Corporation, National Association of Independent Insurers, North Carolina Association of Independent Schools, North Carolina Medical Society, North Carolina Troopers Association, The Polk Company, Waste Management of North America, Inc., West Group, and Wolfe and Collins PA.		21	22	n/a	33	32	n/a	n/a	no	yes
P. E. "GENE" UPCHURCH, III, representing Carolina Power and Light Company.	21	26	n/a	22	n/a	n/a	n/a	n/a	no	no
<b>DEBORAH K. ROSS</b> , representing the American Civil Liberties Union of North Carolina.	22	37	n/a	n/a	n/a	n/a	n/a	n/a	no	yes

	1999-2000	<u>1997-98</u>	<u>1995-96</u>	<u>1993-94</u>	<u>1991-92</u>	<u>1989-90</u>	<u>1987-88</u>	<u>1985-86</u>	former <u>legislator</u>	lawyer
JENNIE DORSETT, representing ElectriCities, Friends of Workforce Development Board, North Carolina Association of Health Plans, North Carolina Check Cashers Association, North Carolina Outdoor Advertising Association, North Carolina Restaurant Association, North Carolina Telephone Membership Corporation, Omega Protein Corporation, and United States Corrections Corporation.	23	<b>45</b>	50 (tie)	n/a	n/a	n/a	n/a	n/a	no	yes
Jack Cozort, of the Raleigh office of the law firm Parker, Poe, Adams & Bernstein, representing Addiction Professionals of North Carolina, Arts North Carolina, Inc., Cabletron Systems, Inc., Center for Employment Training, Charter Behavioral Health Systems LLC, Competitive Communication Service Providers, Consulting Engineers Council of North Carolina, GTECH, Justice for Animals, The Loewen Group, National Computer Systems, North Carolina Biotechnology Center, North Carolina Citizens for Community Action, North Carolina Headstart Association, North Carolina Retired Governmental Employees Association, North Carolina Society for Clinical Social Work, North Carolinians Against Gun Violence, The Pines at Davidson, Sun Microsystems, Triangle Transit Authority, and West Group.	24	n/a	n/a .	n/a	n/a	n/a	n/a	. n/a	no	yes
JOHN I. WILSON, representing the North Carolina Association of Educators (NCAE).	25	18	32 (tie)	27	n/a	n/a	n/a	n/a	no	no
<b>FRANKLIN FREEMAN</b> , then the Governor's Chief of Staff representing the Office of the Governor as a legislative liaison. Mr. Freeman is now a Justice on the North Carolina Supreme Court.	26	7	48	n/a	n/a	n/a	n/a	n/a	no	yes
RANDOLPH E. CLOUD, of the firm Randolph E. Cloud and Associates, representing the American Cancer Society, American Lung Association of North Carolina, Council of Community Mental Health/Developmental Disabilities/Substance Abuse Programs, Governor's Institute on Alcoholism and Substance Abuse, North Carolina Association for Behavioral Health Care, North Carolina Coalition for Public Transportation, North Carolina High School Athletic Association, and the North Carolina Psychological Association, Inc.	27	n/a	no	no						

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	1999-2000	1997-98	<u>1995-96</u>	<u>1993-94</u>	<u>1991-92</u>	1989-90	<u>1987-88</u>	<u>1985-86</u>	former <u>legislator</u>	<u>lawyer</u>
GRAHAM BOYD, representing the Tobacco Growers Association of North Carolina.	28	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no
LINWOOD MERCER, of the firm Linwood Mercer and Associates, representing Albers ar Company, Committee on State Taxation, North Carolina Associatio of Electric Cooperatives, Inc., North Carolina Association of Health Plans, Inc., North Carolina Economic Development Group, North Carolina Society for Respiratory Care, Glaxo Wellcome, Inc., Shandwick Public Affairs, Standard Commercial Corporation, and Systems Management, Inc.	n	n/a	n/a	n/a	n/a	n/a	n/a	n/a	yes	no
FRAN PRESTON, representing Medical Equipment Services, the North Carolina Retail Merchants Association, and the North Carolina Tire Dealers and Retreaders Association.	30	22	n/a	50	25	19	27	n/a	no	no
WILLIAM A. PULLY, representing the North Carolina Hospital Association.	31	20	12	9	15	15 (tie)	30	n/a	no	yes
JOHN A. BUSSIAN, III, representing the North Carolina Press Association.	32	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
W. EUGENE AINSWORTH, representing R. J. Reynolds Tobacco Company.	33	43	28	n/a	n/a	n/a	n/a	n/a	no	yes
<b>BRADLEY T. ADCOCK</b> , representing Blue Cross and Blue Shield of North Carolina.	. 34	11	34	44	n/a	n/a	n/a	n/a	no	no
HARRISON J. "HARRY" KAPLAN, representing the American Heart Association (North Carolina Affiliate), Doctors Health Plan, Food Bank of North Carolina, Home Creek Farm/North Carolina Living History Farm Committee, Kaiser Foundation Health Plan of North Carolina, MedCost LLC, North Carolina Association of Health Plans, QualChoice of North Carolina, Schering-Plough Corporation, and The Wellness Plan of North Carolina.	35	31	18	21	n/a	n/a	n/a	n/a	no	yes

	1999-2000	1997-98	<u>1995-96</u>	<u>1993-94</u>	<u>1991-92</u>	<u>1989-90</u>	<u>1987-88</u>	<u>1985-86</u>	former <u>legislator</u>	lawyer
LAWRENCE A. BEWLEY, of the Raleigh lobbying firm Lawrence Bewley & Associates, Inc., representing American Express, AT&T, Cash America International, JM Family Enterprises, North Carolina Association of Nurserymen, North Carolina Financial Services Association, North Carolina Landscapers Association, R. J. Reynolds Tobacco Company, Securities Industry Association, and Sikorsky Aircraft.	36 (tie)	32	13	16	30	n/a	n/a	n/a	no	no
GEORGE TEAGUE, of the Raleigh law firm Moore & Van Allen, PLLC, representing Alliance for Managed Care, Alliance of American Insurers, Champion International Corporation, Cornell Corrections, Inc., E.I. DuPont de Nemours and Company, Kimberly Clark Corporation, Mortgage Bankers Association of the Carolinas, North Carolina Distillers League, North Carolina Association of Electric Cooperatives, North Carolina Insurance Guaranty Association, Nucor Corporation, Prudential Insurance Company of America, and Saturn Retail Enterprises.		49	n/a	37	26 (tie)	n/a	n/a	n/a	no	yes
ALICE D. GARLAND, representing ElectriCities of North Carolina.	38	35	41	34	26 (tie)	6	n/a	n/a	no	no
AMY FULLBRIGHT, of the law firm Hunton and Williams, representing Abbott Laboratories, Almont Shipping Company, American Plastics Council, Carolina Builders Corporation, Edwards, Inc., Freightliner Corporation, General Electric Company, North Carolina Healthy Start Foundation, North Carolina Housing Finance Agency, Pierce Insurance Agency, Unimin, Wakefield Developers, and Waste Management.	39	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no
ANN BERLAM, representing the North Carolina Department of Public Instruction/ State Board of Education.	40	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no

	<u>1999-2000</u>	<u>1997-98</u>	<u>1995-96</u>	<u>1993-94</u>	<u>1991-92</u>	<u>1989-90</u>	<u>1987-88</u>	<u>1985-86</u>	former <u>legislator</u>	lawyer
JIM W. PHILLIPS, JR., of the law firm Brooks, Pierce, McLendon, Humphrey, & Leonard, LLP, representing Car and Truck Rental and Leasing Association, Certified Fee Based Pastoral Counselors, City of Greensboro, International Paper Company, Lorillard Tobacco Company, North Carolina Association of Convenience Stores, North Carolina Coalition for Customer Choice in Electricity, North Carolina Restaurant Association, Oakwood Homes, Opticare Health Systems, Inc., Prison Health Services, Inc., and the Wine Institute	<b>41</b>	n/a	n/a	11	n/a	n/a	n/a	n/a	no	yes
SUSAN R. VALAURI, representing Nationwide Insurance Company.	42	23	29	28	14	34	n/a	n/a	no	no
<b>THOMAS J. HARRELSON</b> , representing Enterprise Rent-a-Car, North Carolina Association of Certified Public Accountants, North Carolina Automobile Dealers Association, North Carolina Premium Finance, North Carolina Retail Pharmacy Association, and Wake County.	<b>43</b>	44	n/a	n/a	n/a	n/a	n/a	n/a	yes	no
JOHN W. MCALISTER, representing Duke Energy Corporation.	44	n/a	no	no						
EDMOND W. CALDWELL, JR., of the Raleigh law firm Hafer, Caldwell & Ferrell, representing Education: Everybody's Business Coalition, Independent Garage Owners of North Carolina, Inc., North Carolina Apartment Association, North Carolina Burglar and Fire Alarm Association, North Carolina College of Emergency Physicians, North Carolina Hotel and Motel Association, North Carolina Law Enforcement Officers Association, North Carolina Service Station Association, North Carolina Sheriff's Association, North Carolina Tire Dealers and Retreaders Association, and Towing and Recovery Professionals of North Carolina.	45	n/a ·	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
THOMAS A. MORROW, representing Sprint.	46	41	17	35	23	n/a	n/a	n/a	no	no

	1999-2000	<u>1997-98</u>	<u>1995-96</u>	<u>1993-94</u>	1991-92	1989-90	1987-88	<u>1985-86</u>	former legislator	lawyer
JAMES B. BLACKBURN, III, representing the North Carolina Association of County Commissioners.	47	n/a	n/a	43	n/a	n/a	n/a	n/a	no	yes
ROBERT W. KAYLOR, representing Duke Energy Corporation, GTE Service Corporation, North Carolina Association of Defense Attorneys, North Carolina Association of Self-Insurers, North Carolina Power, and Verizon Wireless.	48	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
RICHARD M. TAYLOR, JR., representing the North Carolina Academy of Trial Lawyers.	49	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	yes
MARION A. SUITT, of the public relations firm Marion A. Suitt and Associates, Inc., representing Glaxo Wellcome, Inc., North Carolina Association of Health Plans, Inc., North Carolina Society of Anesthesiologists, North Carolina Society of Eye Physicians and Surgeons, and the Raleigh School of Nurse Anesthesia.	50	n/a	n/a	n/a	n/a	n/a	n/a	n/a	no	no



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The North Carolina Center for Public Policy Research is an independent, nonprofit organization dedicated to the goals of a better-informed public and more effective, accountable, and responsive government. The Center identifies public policy issues facing North Carolina and enriches the dialogue among citizens, the media, and policymakers. Based on its research, the Center makes recommendations for improving the way government serves the people of this state. In all its efforts, the Center values reliable and objective research as a basis for analyzing public policy, independence from partisan bias and political ideology, the richness of the state's diverse population, and a belief in the importance of citizen involvement in public life.

The Center was formed in 1977 by a diverse group of private citizens "for the purpose of gathering, analyzing, and disseminating information concerning North Carolina's institutions of government." It is a nonpartisan organization guided by a self-electing Board of Directors and has individual and corporate members across the state.

Center projects include the issuance of special reports on major policy questions; the publication of a quarterly magazine called *North Carolina Insight*; joint productions of public affairs programs with WUNC-FM Radio, the N.C. News Network, Time Warner Cable, and WRAL Television; and the regular participation of members of the staff and the Board in public affairs programs around the state. An attempt is made in the various projects undertaken by the Center to synthesize the thoroughness of scholarly research with the readability of good journalism. Each Center publication represents an effort to amplify conflicting ideas on the subject under study and to reach conclusions based on sound rationalization of these competing ideas.

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