

*Jack Kaufman considers how his group protects their reputation and provides “the best information”*

Interviewer: Has there, in that process, do you still have to be just as prepared and do the same kind of very careful factual analysis and presentations that you had to do ten or fifteen years ago?

Jack Kaufman: Sure. If we'd show up at a hearing unprepared and get caught up in some, giving wrong information or out of date information, we could lose our reputation as fast as we built it up. It took a long time to build it up, but you could lose it in a hurry by giving one bad presentation and being caught out by the opposition, so you've got to be on your toes all the time and make sure that the reputation that you've been so careful to build, over the years, is sustained by always giving the truth, at least as far as it's available. I'm not saying we never make mistakes, at least the information that we give is the best information that's available at the time then we give it.