

Glen Biglaiser

Department of Political Science
University of North Texas

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Denton, TX 76203
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Professional Experience

2016-present Professor, Political Science. University of North Texas.
2012-2015 Associate Professor, Political Science. University of North Texas.
2009-2012 Associate Professor, Political Science. Texas Tech University.
2005-2008 Assistant Professor, Political Science. Texas Tech University.
2000-2005 Assistant Professor, Political Science. Bowling Green State University.
2000-2006 Summer Visiting Assistant Professor, Political Science. UCLA.
1999-2000 Visiting Assistant Professor, International Relations. USC.
1998-1999 Visiting Assistant Professor, Political Science. Tulane University.

Education

Ph.D.: University of California, Los Angeles. Political Science. Summer 1996.
M.A.: University of California, Los Angeles. Political Science. March 1990.
B.S.: Arizona State University. Tempe, AZ. Summa Cum Laude Economics. May 1985.

Publications

Books

Jensen, Nathan, Glen Biglaiser, et al. 2012. *Politics and Foreign Direct Investment*. Ann Arbor: University of Michigan Press.

Biglaiser, Glen. 2002. *Guardians of the Nation? Economists, Generals, and Economic Reform in Latin America*. Notre Dame: University of Notre Dame Press.

Peer-Reviewed Journal Articles

Biglaiser, Glen, Lance Hunter, and Ronald McGauvran. "The Double-Edged Sword of Foreign Direct Investment on Domestic Terrorism." Forthcoming at the *Journal of Conflict Resolution*.

Biglaiser, Glen, Hoon Lee, and Kelan (Lilly) Lu. "Domestic Political Unrest and Chinese Overseas Foreign Direct Investment." Forthcoming at *Studies in Comparative International Development*.

Lektzian, David, and Glen Biglaiser. "Sanctions, Aid, and Voting Patterns in the United Nations General Assembly." Forthcoming at *International Interactions*.

Hunter, Lance, and Glen Biglaiser. "The Effects of Social Media, Elites, and Political Polarization on Civil Conflict." Forthcoming at *Studies in Conflict and Terrorism*.

Hunter, Lance, Glen Biglaiser, Ronald McGauvran, and Leann Collins. "The Effects of Social Media on Domestic Terrorism." Forthcoming at *Behavioral Sciences of Terrorism and Political Aggression*.

Lektzian, David, Hoon Lee, and Glen Biglaiser. "The Effects of Economic Sanctions on Foreign Asset Expropriation." Forthcoming at the *Journal of Conflict Resolution*.

Biglaiser, Glen, and Ronald McGauvran. "The Effects of IMF Loan Conditions on Poverty in the Developing World." Forthcoming at the *Journal of International Relations and Development*.

Biglaiser, Glen, Lance Hunter, and Ronald McGauvran. "Domestic Terrorism and Sovereign Bond Ratings in the Developing World." Forthcoming at *Terrorism and Political Violence*.

Biglaiser, Glen, and Kelan (Lilly) Lu. 2022. "Political Risk and Economic Sectors: Chinese Overseas Public and Private Investment in the Developing World" *Foreign Policy Analysis* 18(3): 1-20.

Hunter, Lance, and Glen Biglaiser. 2022. "The Impact of the IMF on Terrorism in the Developing World." *Terrorism and Political Violence* 34(3): 489-513.

Biglaiser, Glen, and Ronald McGauvran. 2021. "The Effect of Debt Restructurings on Social Spending, Tax Rates, and Income Inequality in the Developing World." *European Journal of International Relations* 27(3): 808-829.

Biglaiser, Glen, and Kelan (Lilly) Lu. 2021. "The Politics of Chinese and U.S. Foreign Direct Investment in the Developing World." *Asian Survey* 61(3): 500-531.

Biglaiser, Glen, and Ronald McGauvran. 2021. "The Effects of Bond Ratings on Income Inequality in the Developing World." *Business and Politics* 23(1): 36-66.

Biglaiser, Glen, and David Lektzian. 2020. "The Effects of Economic Sanctions on Targeted Countries' Stock Markets." *International Interactions* 46(4): 526-550.

Lu, Kelan (Lilly), and Glen Biglaiser. 2020. "The Politics of Chinese Foreign Direct Investment in the United States." *Journal of Asian and African Studies* 55(2): 254-272.

Biglaiser, Glen, and Hoon Lee. 2019. "The Effects of Different Entry Modes of Foreign Direct Investment on Labor Rights." *Journal of Human Rights* 18(2): 165-183.

- Biglaiser, Glen, and Ronald McGauvran. 2018. "Political Mandate and Clarity of Responsibility: Explaining Economic Policy Outcomes under Rightist Governments in Latin America." *Latin American Research Review* 53(2): 250–272.
- Biglaiser, Glen, Hoon Lee, and Joseph L. Staats. 2017. "The Effects of Political and Legal Constraints on Expropriation in Natural Resource and Manufacturing Sectors." *International Area Studies Review* 20(4): 311-323.
- Biglaiser, Glen. 2016. "Mandate and the Market: Policy Outcomes under the Left in Latin America." *Comparative Politics* 48(2): 185-204.
- Biglaiser, Glen, Hoon Lee, and Joseph L. Staats. 2016. "The Effects of the IMF on Expropriation of Foreign Firms." *The Review of International Organizations* 11(1): 1-23.
- Lektzian, David, and Glen Biglaiser. 2014. "The Effect of Foreign Direct Investment on the Use and Success of U.S. Sanctions." *Conflict Management and Peace Science* 31(1):70-93.
- Kevlihan, Robert, Karl DeRouen Jr., and Glen Biglaiser. 2014. "Is US Humanitarian Aid Based Primarily on Need or Self-Interest?" *International Studies Quarterly* 58: 839-854.
- Lee, Hoon, Glen Biglaiser, and Joseph L. Staats. 2014. "Legal System Pathways to Foreign Direct Investment in the Developing World." *Foreign Policy Analysis* 10: 393-411.
- Lee, Hoon, Glen Biglaiser, and Joseph L. Staats. 2014. "The Effects of Political Risk on Different Entry Modes of Foreign Direct Investment." *International Interactions* 40: 683-710.
- Lektzian, David, and Glen Biglaiser. 2013. "Investment, Opportunity, and Risk: Do U.S. Sanctions Deter or Encourage Global Investment?" *International Studies Quarterly* 57(1): 65-78.
- Biglaiser, Glen, and Joseph L. Staats. 2012. "Finding the 'Democratic Advantage' in Sovereign Bond Ratings: The Importance of Strong Courts and the Rule of Law." *International Organization* 66(3): 515-535. (Also appears in *The Economics of Sovereign Debt*. Ed. Robert W. Kolb. Cheltenham Glos, UK: Edward Elgar Publishing, 2016).
- Lee, Hoon, Joseph L. Staats, and Glen Biglaiser. 2012. "The Importance of Legal Systems for Portfolio Investment in the Developing World." *International Area Studies Review* 15(4): 339-358.
- Staats, Joseph L., and Glen Biglaiser. 2012. "Foreign Direct Investment in Latin America: The Importance of Judicial Strength and Rule of Law." *International Studies Quarterly* 56(1): 193-202.

- Biglaiser, Glen, and David Lektzian. 2011. "The Effect of Sanctions on United States Foreign Direct Investment." *International Organization* 65(3): 531-551.
- Biglaiser, Glen, and Karl DeRouen. 2011. "How Soon is Now? The Effects of the IMF on Economic Reforms in Latin America." *The Review of International Organizations* 6(2): 189-213.
- Staats, Joseph L., and Glen Biglaiser. 2011. "The Effects of Judicial Strength and Rule of Law on Portfolio Investment in the Developing World." *Social Science Quarterly* 92(3): 609-630.
- Biglaiser, Glen, Karl DeRouen, and Candace Archer. 2011. "Politics, Early Warning Systems, and Credit Rating Agencies." *Foreign Policy Analysis* 7: 67-87.
- Biglaiser, Glen, and Joseph L. Staats. 2010. "Do Political Institutions Affect Foreign Direct Investment? A Survey of U.S. Corporations in Latin America." *Political Research Quarterly* 63(3): 508-522.
- Biglaiser, Glen, and Karl DeRouen. 2010. "The Effects of IMF Programs on U.S. Foreign Direct Investment in the Developing World." *The Review of International Organizations* 5(1): 73-95.
- Biglaiser, Glen, and Karl DeRouen. 2009. "The Interdependence of U.S. Troop Deployments and Trade in the Developing World." *Foreign Policy Analysis* 5: 247-263.
- Garland, Marshall, and Glen Biglaiser. 2009. "Do Electoral Rules Matter? Political Institutions and Foreign Direct Investment in Latin America." *Comparative Political Studies* 42(2): 224-251.
- Biglaiser, Glen, Brian Hicks, and Caitlin Huggins. 2008. "Sovereign Bond Ratings and the 'Democratic Advantage': Portfolio Investment in the Developing World." *Comparative Political Studies* 41(8): 1092-1116.
- Biglaiser, Glen, and Karl DeRouen. 2007. "Following the Flag: Troop Deployment and U.S. Foreign Direct Investment." *International Studies Quarterly* 51 (4): 835-854.
- Archer, Candace, Glen Biglaiser, and Karl DeRouen. 2007. "Sovereign Bonds and the 'Democratic Advantage': Does Regime Type Affect Credit Rating Agency Ratings in the Developing World." *International Organization* 61(1): 341-365.
- Biglaiser, Glen, and Karl DeRouen. 2007. "Sovereign Bond Ratings and Neoliberalism in Latin America." *International Studies Quarterly* 51(1): 121-138.
- Peake, Jeffrey, David J. Jackson, and Glen Biglaiser. 2007. "Don't Go Changing to Try to Please Me: A Preference-Consistency Analysis on Trade Policy in the U.S. House." *Congress and the Presidency* 34(1): 79-99.

Biglaiser, Glen, and Karl DeRouen. 2006. "Economic Reforms and Inflows of Foreign Direct Investment in Latin America." *Latin American Research Review* 41(1): 51-75.

Biglaiser, Glen, and David Brown. 2005. "The Determinants of Economic Liberalization in Latin America." *Political Research Quarterly* 58(4): 565-574.

Biglaiser, Glen, and Karl DeRouen. 2004. "The Expansion of Neoliberal Economic Reforms in Latin America." *International Studies Quarterly* 48(3): 561-578.

Biglaiser, Glen, David Jackson, and Jeffrey Peake. 2004. "Back on Track: Support for Presidential Trade Authority in the House of Representatives." *American Politics Research* 32(6): 679-697.

Biglaiser, Glen. 2003. "Military Rule, State Autonomy, and Privatization in the Southern Cone." *Armed Forces and Society* 29(4): 591-615.

Biglaiser, Glen, and David Brown. 2003. "The Determinants of Privatization in Latin America." *Political Research Quarterly* 56(1): 73-85.

Biglaiser, Glen. 2003. "The Liberalization of Argentina's Economics Profession." *Journal of Public Policy* (Korean Association of Public Policy) 14(December): 91-118.

Biglaiser, Glen, and Michelle Danis. 2002. "Privatization and Democracy: The Effects of Regime Type in the Developing World." *Comparative Political Studies* 35(1): 83-102.

Biglaiser, Glen. 2002. "The Internationalization of Chicago's Economics in Latin America." *Economic Development and Cultural Change* 50(2): 269-286.

Biglaiser, Glen. 1999. "Military Regimes, Neoliberal Restructuring, and Economic Development: Reassessing the Chilean Case." *Studies in Comparative International Development* 34(1): 1-24.

Book Chapter/Magazine or Newspaper Articles

Reprint: Biglaiser, Glen, and Joseph L. Staats. 2016. Finding the "Democratic Advantage" in Sovereign Bond Ratings: The Importance of Strong Courts, Property Rights Protection, and the Rule of Law. In *The Economics of Sovereign Debt*. Ed. Robert W. Kolb. Cheltenham Glos, UK: Edward Elgar Publishing.

Reprint: Candace C. Archer, Glen Biglaiser and Karl DeRouen Jr. 2016. Sovereign Bonds and the "Democratic Advantage": Does Regime Type Affect Credit Rating Agency Ratings in the Developing World? In *The Economics of Sovereign Debt*. Ed. Robert W. Kolb. Cheltenham Glos, UK: Edward Elgar Publishing.

Biglaiser, Glen. 2010. Interviewed and cited in the Polish Newspaper *Dziennik Gazeta Prawna*. March 18. A10.

Biglaiser, Glen. 2009. "The Internationalization of Ideas in Argentina's Economics Profession." In Veronica Montecinos and John Markoff (eds.), *Economists in the Americas* (pp. 63-99). Northampton (MA): Edward Elgar.

Biglaiser, Glen. 2004. "Los Efectos de las Reformas Económicas sobre la Inversión de los Estados Unidos en América Latina, 1990-1999." *Punto de Equilibrio* 13 (86): 30-31.

Book Reviews

Biglaiser, Glen. 2010. Roy C. Nelson. "Harnessing Globalization: The Promotion of Nontraditional Foreign Direct Investment in Latin America." *International Studies Review* 12: 715-718.

Biglaiser, Glen. 2004. Mark Blyth, "Great Transformations: Economic Ideas and Institutional Change in the Twentieth Century." *Comparative Political Studies* 37 (3): 363-366.

Biglaiser, Glen. 2002. Henry Veltmeyer and Anthony O'Malley, "Transcending Neoliberalism: Community-Based Development in Latin America." *Political Science Quarterly* 117 (1): 169-170.

Biglaiser, Glen. 1999. Gerardo Munck, "Authoritarianism and Democratization." *Comparative Political Studies* 32 (4): 519-522.

Works in Progress

Biglaiser, Glen, Ronald McGauvran, and Lance Hunter. "The Effect of Domestic Terrorism on Income Inequality in Developing Countries." Revise and resubmit at *International Studies Quarterly*.

Biglaiser, Glen, David Lektzian, and Kelan (Lilly) Lu. "The Effects of Economic Sanctions on Chinese Overseas Foreign Direct Investment." Revise and resubmit at the *Journal of Politics*.

Biglaiser, Glen, Hoon Lee, and Ronald McGauvran. "Domestic Political Unrest and Sovereign Bond Ratings in the Developing World." Under review.

Biglaiser, Glen, and Hoon Lee. "Foreign Asset Expropriation and Sovereign Bond Ratings in the Developing World." Under review.

Saiegh, Sebastian, and Glen Biglaiser. "The Value of Legal Recourse in Sovereign Bond Markets: Evidence from Argentina." Under review.

Biglaiser, Glen, and David Lektzian. "The Impact of Sanctions on Debt Accumulation and Debt Restructuring in Targeted Countries." Preparing for submission.

Biglaiser, Glen, Ibrahim Kocaman, and Ronald McGauvran. "The Effects of

Tax Havens on Sovereign Bond Ratings in the Developing World.”
Preparing for submission.

Kocaman, Ibrahim and Glen Biglaiser. “The Effects of Tax Havens on Foreign Direct Investment in Latin America.” Preparing for submission.

Conference Papers (most recent)

Biglaiser, Glen, David Lektzian, and Kelan (Lilly) Lu. “The Effects of Economic Sanctions on Chinese Overseas Foreign Direct Investment.” Presented at the International Studies Association Annual Convention (March 2022).

Biglaiser, Glen, Ibrahim Kocaman, and Ronald McGauvran. “Tax Havens and Income Inequality in Host States in the Developing World.” Presented at the International Studies Association Annual Convention (March 2022).

Biglaiser, Glen, David Lektzian, and Hoon Lee. “The Effects of Sanctions on the Expropriation of Foreign Assets.” Prepared to present at the International Studies Association Annual Convention (March 2020).

Biglaiser, Glen, and David Lektzian. “The Impact of U.S. Economic Sanctions on Voting Patterns in the United Nations.” Prepared to present at the International Studies Association Annual Convention (March 2020).

Lektzian, David, and Glen Biglaiser. “The Impact of Sanctions on Debt Accumulation and Debt Restructuring in Targeted Countries.” Presented at the Southern Political Science Association Annual Convention (January 2020).

McGauvran, Ronald, and Glen Biglaiser. “The Legacy of the Two Lefts in Latin America: Dependency and Modernization Revisited.” Presented at the Southern Political Science Association Annual Convention (January 2020).

Bak, Daehee, Hoon Lee, and Glen Biglaiser. “The Role of Foreign Direct Investment in Post-Conflict Economic Recovery and Peace-Building.” Presented at the Midwest Political Science Association Annual Convention (April 2019).

Biglaiser, Glen, and David Lektzian. “The Effects of Sanctions on Stock Markets.” Presented at the International Studies Association Annual Convention (March 2019).

Biglaiser, Glen, and Lance Hunter. “The Effects of Voting Alignment with G7 Nations on Home Country Terrorism.” Presented at the Southern Political Science Association Annual Convention (January 2019).

Biglaiser, Glen, and David Lektzian. “The Effect of Economic Sanctions on Foreign Policy Similarity.” Presented at the International Studies Association Annual Convention (April 2018).

Biglaiser, Glen, and Ronald McGauvran. "The Effect of Debt Restructurings on Social Spending, Tax Rates, and Income Inequality in the Developing World." Presented at the American Political Science Association Annual Convention (September 2017).

Biglaiser, Glen. "The Political Economy of South Korea: Lessons for Latin America." Presented on South Korea's Rise conference in Milwaukee, WI (April 2017).

Biglaiser, Glen, and Ronald McGauvran. "The Effects of International Monetary Fund (IMF) Programs on Income Inequality in the Developing World." Presented at the Midwest Political Science Association Annual Convention (April 2017).

Biglaiser, Glen, and David Lektzian. "The Effects of Sanctions on Debt Restructuring." Presented at the International Studies Association Annual Convention (February 2017).

Biglaiser, Glen, and David Lektzian. "The Effects of Sanctions, Conflict, and Risk on Stock Markets." Presented at the American Political Science Association Annual Convention (September 2016).

Staats, Joseph L., and Glen Biglaiser. "Continuing the 'Democratic Advantage' Debate: The Intersection of Democracy and Judicial Power for Attracting Foreign Direct Investment." Presented at the American Political Science Association Annual Convention (September 2016).

Biglaiser, Glen, and David Lektzian. "The Effects of Sanctions, Conflict, and Risk on Portfolio Investment." Presented at the Midwest Political Science Association Annual Convention (April 2015).

Staats, Joseph L., Glen Biglaiser, and Karl DeRouen. "Revisiting the Democratic Advantage for the Sovereign Bond Ratings Debate." Presented at the Midwest Political Science Association Annual Convention (April 2015).

Biglaiser, Glen, and Joseph L. Staats. "The Effects of Credit Ratings Agencies on Governance in the Developing World." Presented at American Political Science Association Annual Convention (September 2013).

Invited Presentations

Universidad de Católica de Chile; Universidad de la República de Uruguay; University of Southern California; University of Miami; Texas Tech University; Tulane University; University of Houston; University of Florida; University of North Florida; University of Wisconsin, Milwaukee; California State University Northridge.

Other Professional Activities

Editorial Board: International Studies Quarterly (2015-present); Comparative Political Studies (2009-2014).

Article/Manuscript/Grant Referee: American Journal of Political Science; American Political Science Review; Armed Forces and Society; Comparative Political Studies; Comparative Politics; Foreign Policy Analysis; History of Political Economy; International Organization; International Political Science Review; International Studies Perspectives; International Studies Quarterly; International Studies Review; Journal of Politics; National Science Foundation; Oxford University Press; Political Research Quarterly; Political Science Quarterly; Palgrave; Review of International Organizations; Westview Press, and many others.

Program Committee: 2010-2012: SWPSA – Executive Council; 2009-2010: SWPSA – Comparative Politics Section.

Chair/Discussant: American Political Science Association, International Studies Association, Midwest Political Science Association, and Western Political Science Association Meetings.

Member: American Political Science Association, International Studies Association, Latin American Studies Association, and Western Political Science Association.

Departmental/University-Wide Activities

Member of College of Liberal Arts and Social Sciences PAC, UNT (2021-2023).

Chair of the Graduate Studies Committee, UNT (2022-2023).

Member of the Faculty Senate Library Committee, UNT (2021-2023).

Member of the Faculty Senate, UNT (Spring 2014-2017; 2018-2021).

Director of Graduate Studies, UNT (2015-2017).

Member of the University Undergraduate Curriculum Committee (2016-2021).

Member of the Executive Committee, UNT (2014-2016; 2020-2021).

Member of the Faculty Senate Subcommittee on Faculty Participation in Governance, UNT (2014-2017)

Convenor of the Ad Hoc Spring Banquet Committee (2014-2015).

Chair of the Faculty Awards Committee, UNT (2014-2015).

Member of the Space Committee, UNT (2013-2014).

Member of the Department Martin Colloquium, UNT (2012-2014).

Member of the Department Professionalization Seminar, UNT (2013-2014).

Member of the Chair Search Committee, UNT (2013).

Member of the University-Wide Faculty Senate, TTU (2010-2012).

Member of the University-Wide Fulbright Committee, TTU (2011-2012).

Member of the University-Wide Tenure Hearing Committee, TTU (2009-2012).

Member of the Graduate Committee, TTU (2009-2012).

Member of the External Chair Advisory Committee, TTU (2009).

Director of Undergraduate Studies, TTU (2007-2009).

Member of Two International Relations Search Committees, TTU (2008-2009).

Chair of the International Relations Search Committee, BGSU (2000-01; 2002-03).

Member of the Charles Barrell Scholarship Committee, BGSU (2000-2002).

Member of the Fulbright Committee, Tulane University (1998-1999).

Grants and Research Funding

AidData Expression of Interest (PI, with Karl DeRouen and Rob Kevlihan): 11/2014: approved; 4/2015: \$196,000 (rejected).

Department for International Development (DFID) – UK Aid – with Karl DeRouen, et al., 6/2014: \$5 mil. (rejected).

UNT Faculty Abroad Seminar to Mexico: 5/16-25/2014.

Fulbright Fellowship: 2/2013-7/2013; Research and Teaching Award in Chile.

Big XII Fellowship Grant: 1/2006; \$2,500.

APSA Research Grants (with Candace Archer): 1/2005; \$1,207.

BGSU, Faculty Research Committee Travel Grant: Spring 2001; \$500.

UCLA International Studies and Overseas Programs Grant, 1993-1994; \$2,000.

UCLA Latin American Center Grant (Tinker Foundation), 1993-1994; \$2,500.

UCLA Latin American Center Grant (Tinker Foundation), 1992-1993; \$2,500.

UCLA Center for Business Education and Research, 1992-1993; \$2,500.

UCLA Center for Business Education and Research, 1991-1992; \$2,500.

Honors

Recipient of the UNT President's Council Teaching Award, 2021.

UNT Department of Political Science Award for Research Excellence, 2020.

UNT College of Liberal Arts and Social Sciences Award for Research Excellence Finalist, 2019.

UNT Department of Political Science Award for Research Excellence, 2018.

Recipient of multiple commendations from students for the Thank a Teacher program.

Recognized as Having a Significant Influence on the Lives, Characters, and Intellectual Development of Phi Beta Kappa Inductees. April 2012.

Nominee (and awarded) "Raiders Who Rock." April 2009.

Nominee for Best Book in Comparative Politics at APSA, September 2003.

UCLA Graduate Fellowship, 1987-1988.

ASU Outstanding Senior in Economics, 1985.

ASU Regents Fellow, 1983-1985.

Travel

UNT Faculty Abroad Seminar to Mexico: 5/16-25/2014. Met with colleagues to discuss setting up study abroad programs and research opportunities.

Argentina, Chile, and Uruguay. Spring and Summer 2013. Taught at the Universidad Católica in Santiago, Chile, in Spring 2013 – carried out interviews in Chile, Argentina, and Uruguay. (Funded by Fulbright).

Nicaragua. July 2007. Conducted research for a pilot project on United States foreign direct investment in Latin America. (Funded by Center for Public Service, Texas Tech University).

Argentina and Uruguay. Spring 1994. Research affiliation with Centro de Estudios Macroeconómicos de Argentina (CEMA - Buenos Aires).

Chile, Colombia, and Mexico. Summer 1993. Research affiliations with Centro de Estudios Públicos (CEP - Santiago), Universidad de Los Andes (Bogotá), and Instituto Tecnológico Autónomo de México (ITAM - Mexico City).

Argentina, Chile, and Uruguay. Summer and Fall 1992. Research affiliations with Centro de Estudios Macroeconómicos de Argentina (Buenos Aires), Centro de Estudios Públicos (Santiago), and Sociedad de Análisis Político (Montevideo).

Languages

Spanish. Proficient speaking; fluent reading and writing.

Professional References

Prof. Karl DeRouen, University of Alabama; kderouen@bama.ua.edu; (337) 580-9333.

Prof. Barbara Geddes, UCLA; geddes@ucla.edu; (310) 794-5484.

Prof. Jeffrey Frieden, Harvard University; jfrieden@harvard.edu; (617) 496-2386.