Evolving Trailer Technology

Volume • 11 / Issue • 3

Innovation that Proves its Worth

ThermoGuard Testing Yields Favorable Results

Shedding Pounds Can Add Value

Weight-Saving Reefer Alternatives Explored

Keeping Cargo Under Lock and Key

Use of Enhanced Security Protection a Must

Great Dane Trailers

CALENDAR

November

November 11
Georgia Motor Trucking Association
Fleet Expo
Georgia International Convention
Center
Atlanta, GA

Innovation Leading the Way at Great Dane

Dear Customer,

Providing you with the most innovative solutions for today's trucking needs is just one way Great Dane Trailers can help you keep your business moving forward. While our industry faces many challenges, Great Dane products are engineered to help you face them head on.

One of the wise investments you will read about in this issue of Evolving Trailer Technology is Great Dane's exclusive reefer interior lining, ThermoGuard, and the favorable results of its latest testing. Additional topics covered include asset tracking, trailer security and weight-saving options for refrigerated trailers.

Great Dane's steel-aluminum combination flatbeds and The Composite dry freight vans are also featured in this month's edition of Evolving Trailer Technology. Putting Great Dane's unparalleled expertise in engineering and R&D to develop products such as these provides the benefits to our customers that are no longer a luxury but are required to be successful in today's trucking environment.

No matter what your company's trailer needs or the challenges it faces, Great Dane has the innovation to help you win the race. With our sales, parts and service support, we stand behind you every step of the way.

Regards,

Jim Pines
Executive Vice President
Great Dane Trailers

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Feeling the Impact

Industry Voices Concerns Over Potential Cap and Trade Effects on Trucking

Designed to set an aggressive maximum limit on harmful emissions, cap and trade regulations are becoming an increasingly key part of the U.S. Environmental Protection Agency's climate-change legislative programs.

Cap and trade is a policy tool that covers sources of carbon emissions and enables producers to design compliance strategies to meet overall reduction requirements. Included, among other options, are the sale or purchase of allowances, installation of pollution controls, and implementation of efficiency measures.

While cap and trade regulation provides for flexibility in compliance and rewards innovation, there remain unanswered questions about its impact on trucking, and ultimately, the U.S. economy. In recent testimony before Congress on behalf of the American Trucking Associations (ATA), Ray Kuntz, Chairman & CEO of Watkins and Shepard Trucking, who serves as chairman of ATA's executive committee and the group's immediate past chairman, spelled out those concerns.

"Any substantial cost increases imposed directly or indirectly on trucks by climate change legislation will curtail the delivery of vital consumer goods across the nation such as food, medicine and clothing, " Kuntz told the Senate Committee on Environment and Public Works. "Constraining the country's freight delivery system would change our way of life for the worse by significantly increasing the cost of everything we buy."

A primary concern of the trucking industry is that climate change legislation will significantly increase the price of fuel. Offering a solution, Kuntz recommended that oil refiners receive appropriate free carbon allowances for fuel production to help offset significant price increases for refined products.

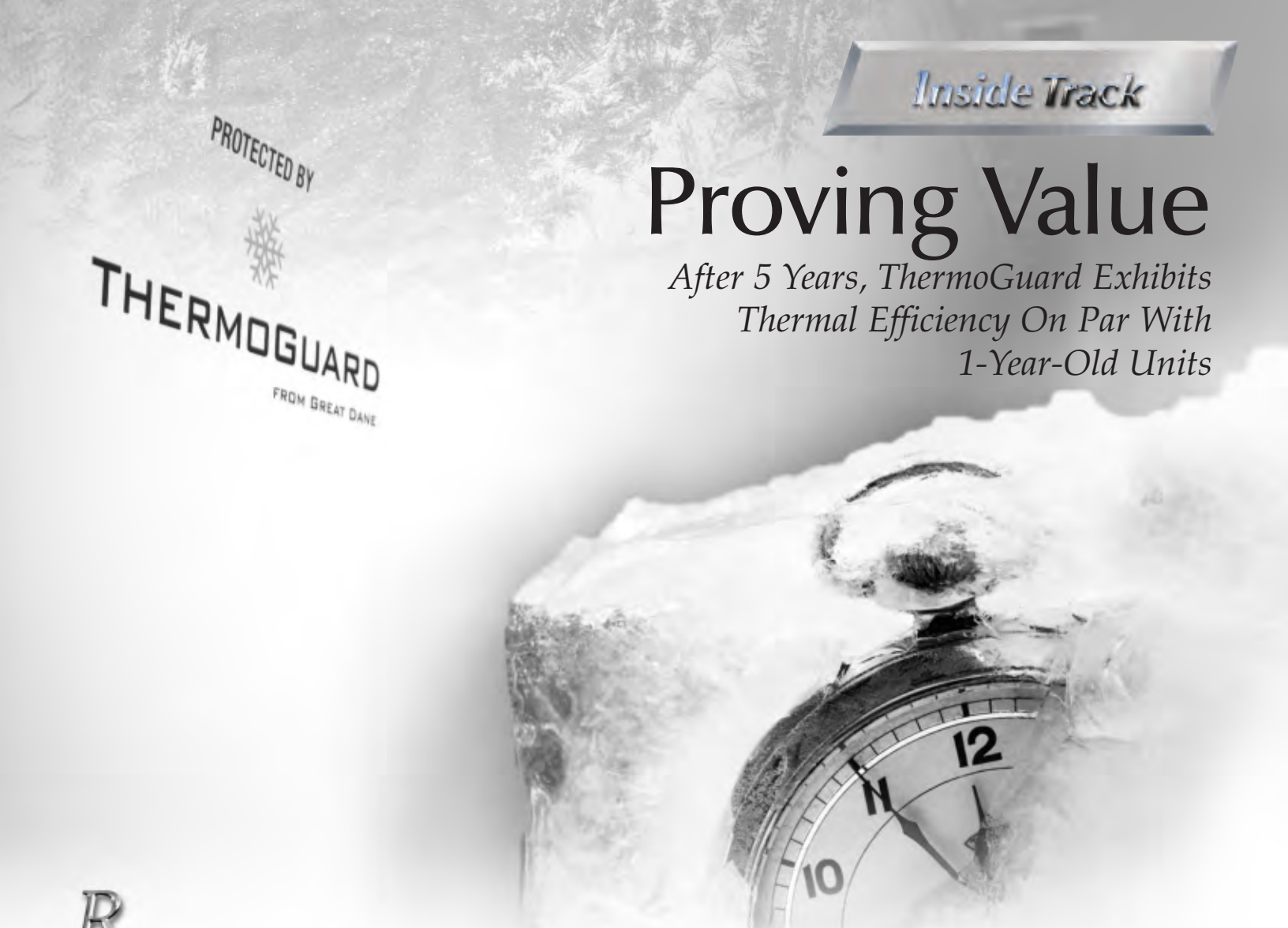
Other items on the ATA agenda, Kuntz remarked, include that any legislation should foster improvements in the highway infrastructure to reduce carbon output as well as provide for oversight of carbon markets to prevent excessive speculation. In addition, he raised concerns that state transportation emissions reduction plans might impede the delivery of goods and noted the importance of having federal regulations pre-empt regional, state and local carbon laws to prevent a legal patchwork that would impede transportation efficiency.

Noting better, cost-effective measures to use to reduce carbon emissions from the trucking industry, Kuntz, who serves on ATA's Sustainability Task Force, described the group's Strategies for Reducing the Trucking Industry's Carbon Footprint. Those items, he said, will reduce fuel consumption by 86 billion gallons and carbon dioxide emissions by 900 million tons for all vehicles over the next 10 years, including trucking's annual carbon emissions by more than 20 percent.

The ATA agenda, in part, calls for enacting a national 65 MPH speed limit and governing speeds at 65 MPH for trucks manufactured after 1992, increasing fuel efficiency by decreasing idling and through EPA's SmartWay Program, as well as supporting national fuel economy standards for medium- and heavy-duty trucks. Reducing highway congestion through infrastructure improvements and promoting the use of more productive truck combinations are also mentioned.

Proponents of cap and trade regulation cite the benefits of the environmental policy. A well-designed program, EPA notes, delivers greater environmental protection at lower cost, facilitates state efforts to address local impacts, and results in lower administrative costs to government and industry.

"Trucking needs to be addressed differently than passenger vehicles under any proposed climate change legislation because trucks are not discretionary users of fuel," Kuntz stated. "Reasonable measures will bring real results for reducing trucking's carbon footprint, while at the same time reducing other regulated emissions, enhancing safety, helping achieve energy independence, and keeping the nation's economic engine churning."



Proving Value

After 5 Years, ThermoGuard Exhibits Thermal Efficiency On Par With 1-Year-Old Units

Recent testing of some of the first production line ThermoGuard-equipped trailers has revealed very favorable results. Evaluations of two Classic reefers equipped with Great Dane's exclusive glass-reinforced thermoplastic interior liner indicate–after more than four and a half years of service–a loss of thermal efficiency comparable to what many trailers experience in just one year.

Manufactured in 2004 for Comcar Industries, the trailers have been in regular service hauling frozen and refrigerated food products at its subsidiary, irregular route truckload carrier Willis Shaw Express, Inc. Initially, the company purchased 25 ThermoGuard-equipped units, as a part of an order of 125 trailers, and agreed to work with Great Dane to test the revolutionary liner.

Evaluations of the ThermoGuard-equipped trailers after six, eight and 20 months of service indicated an almost insignificant loss of thermal efficiency. More recently, in March and June of this year, testing revealed just 12 to 14 percent reductions in thermal efficiency, well below the expected norm for trailers that have been in service for almost five years. The results are even more favorable when compared to identically specified units without ThermoGuard, which exhibited a 21 percent loss of thermal efficiency in the same operation over the same time period. Great Dane's thermal efficiency testing follows TTMA's Recommended Practice 38. The test procedure involves heating the inside of the trailer while maintaining a test room temperature at least 50 degrees F cooler. Thermal efficiency is measured using thermometers and power meters, and is reported in BTU's per hour per degree Fahrenheit.

The key component to ThermoGuard technology is an innovative composite layer that seals the trailer's insulation, significantly reducing "out gassing" and the insulation degradation caused by normal aging in trailers with traditional interior linings. With ThermoGuard, cooling units do not have to work as hard to make up for degrading insulation performance, reducing cooling unit run-time hours and saving fuel, as well as lowering cooling unit maintenance requirements and costs.

Perhaps most importantly, as recent test results clearly indicate, ThermoGuard extends a refrigerated trailer's useful life. By helping maintain thermal efficiency and performing extraordinarily well for Great Dane customers over longer periods of time, the revolutionary liner contributes significantly to superior trailer thermal performance, even after five or more years of service.

Lightening the Load

Weight-Saving Alternatives on Reefers Offer Higher Payload Capacity, Boost Efficiency and Productivity

What's a pound of vehicle weight worth in terms of payload capacity, productivity and efficiency? The answer to that basic equation for any refrigerated carrier will vary widely, but whatever the number it is a question worth asking.

Over the years, Great Dane has made great strides in designing lighter refrigerated trailers—without sacrificing durability—and in developing and offering a growing range of lightweight options. Reductions have come in a variety of components and systems, from sub frames and crossmember spacing options, and from the use of aluminum, lighter gauge higher-strength steels, new polymers, adhesives and bonding techniques and composites.

The availability of a number of lighter weight components has also allowed fleets to shed trailer weight. Lighter suspensions as well as axles and wheel ends are major contributors. Also available on today's refrigerated trailers and benefitting customers are lighter weight aluminum and steel wheels and wide-base single tires.

Recent advances at Great Dane in particular have led to liner materials that are thinner and lighter, while also stronger and more durable. For example, the PunctureGuard and ThermoGuard linings are able to address the weight saving challenge. Their construction and composition allows the liners to be thinner and much lighter than in the past, yet also more capable of protecting insulating foam from moisture intrusion and the liner itself from abrasion, cuts and punctures.

Equally important, refrigeration units on today's trailers are lighter than in the past. Standard models from major suppliers, at roughly 1,640 to 1,650 lbs dry, are about 6 percent lighter than comparable models 10 years ago. These reductions have been realized by using composites wherever possible, by integrating components and by using lighter electronic devices. Looking ahead, advanced hybrid technology that would draw its power from a truck's driveline and eliminate the engine and compressor, could save between 300 and 400 more lbs.

Conservatively, a typical single temperature refrigerated trailer today is about 800 to 1,000 lbs lighter than those made 25 years ago, not to mention being significantly more efficient and durable.

Today, there is already no shortage of options for customers that desire to cut weight from refrigerated trailers without sacrificing durability, longevity or efficiency.

Through advanced designs and new options, it is also quite conceivable that an equally impressive savings could be realized in the next few years. Great Dane and its suppliers are continually striving to develop products that offer greater productivity and efficiency at less weight. Always a balancing act, especially when meeting the more complex needs of refrigerated carriers, they intend to keep solving the pounds-to-value equation.

Safekeeping

Enhancing Security Increasingly Justified to Prevent Loss of Stolen Trailer

The statistics are staggering. According to industry and FBI estimates, cargo valued between $10 billion and $15 billion annually is stolen from trucks, loading docks and warehouses in the U.S. every year. According to the International Cargo Security Council, U.S. businesses lose $10 billion per year in merchandise theft. Other estimates range even higher, placing losses to cargo theft as high as $25 billion annually. Furthermore, those direct costs are only the tip of the iceberg. Law enforcement officials, for example, estimate that cargo theft could add as much as 20 percent to the cost of electronic goods and 5 percent to consumer items.

The average value of a cargo theft is $500,000, a number that has grown fivefold in the past 25 years. For freight transportation companies, cargo theft adds up in other ways as well. The cost of stolen cargo, for example, can lead to a loss of profitability from higher insurance premiums, staff time to investigate incidents and file claims, and the need to recover and repair or replace damaged or lost vehicles. In addition, the loss of confidence by shippers and receivers can have a detrimental longer-term impact on a carrier's business.

Technologies to enhance trailer security and prevent cargo theft are offered by a number of suppliers. These include everything from padlocks to mechanical seals and locks, to electronic systems that offer physical security and provide a monitoring capability.

Physical locking systems available range from portable, heavy-duty locks designed for weather- and high-impact-resistance. Another solution is a mechanical lock for installation on trailers with swing or roll-up doors with tamper-resistant mounting hardware that prevents the handle from being removed from the outside. Some models come with an interchangeable core that can be removed without taking the lock off the door, and the cores can be keyed alike, randomly or for a master key.

Several sophisticated locking systems have been developed. For example, there is available a range of electronic locks, seals and tags – each using an autonomous energy source – that incorporate embedded sensors to alert of any attempt at moving, opening, bypassing or tampering. The devices can be configured for specific applications and provide full sensing and two-way communications capability. Supporting these are readers, terminals and specialized software that can monitor many devices simultaneously, in real time and while cargo is in transit.

Also available are permanently mounted, electro-mechanical security systems that allow for controlled access by selected users. Access cards, for example, can be programmed to open only specific locks, during specific times, or for a pre-determined period of time. For fleets that want to monitor possible illegal door openings and tampering, reusable security seals produce random-number security codes and provide tamper evidence for all types of trailers. Also offered are reusable barrier seals with unique, random security-number generation and an integrated lock for cargo doors.

Asset tracking systems using a mobile communications connection to relay data on trailers are also improving security. Several companies provide hardware and software for this level of cargo reconnaissance. Included may be a remote monitoring device, satellite-based telecommunications and a series of sensors to gather and provide information on the location of trailers and the status of cargo. Using a Web interface, fleets can access reports on a trailer's location. Options for some systems include a solar charging capability for untethered use, door and cargo sensors and mounting to fit a variety of trailer types.

By its very nature, the freight transportation industry places goods in a highly vulnerable environment. Unlike a warehouse where a company can build a fence, post security guards, and install lights and cameras, highly valuable freight is moved on highways every day. To help prevent theft in that environment, security devices are becoming more of a necessity for trucking companies.

RG Transport

Great Dane's The Composite Dry Vans Proving to be Right Choice for Heavy, High Cube Loads

"We had made a business decision to change from leased to company-owned trailers," says Hue Andrews, COO at RG Transport. "Then, after reviewing all of the choices industry suppliers had to offer, we chose Great Dane's Composite dry freight van. Quality, price, support and salesmanship all weighed in our decision, and in all cases Great Dane was the best choice for us."

Originally a private fleet for Red Gold Tomatoes, Elwood, Indiana-based RG Transport still serves the tomato products producer, as well as operates as a truckload carrier for food and consumer products companies. Currently taking delivery of the last of its first 100 Great Danes, RG Transport plans to continue replacing older models in its 400-trailer fleet with Composite dry vans.

"We have two scenarios in our operation," Andrews explains. "On 40 to 50 percent of our runs, our trailers are fully loaded with tomato products, with combinations reaching 80,000 lbs GCW. At the same time, 20 to 25 percent of our hauls are for loads of empty cans that require maximum cube."

With Great Dane's Composite dry vans, Andrews notes, RG Transport is able to optimize carrying capacity very effectively for both scenarios. The Composite, Great Dane's newest dry freight van, provides the cubic capacity needed by RG Transport and the strength it requires for heavy hauls.

The Composite's features, for example, include a full 101-inch interior width and a rear frame made of high-strength tubular steel and a reinforced header-to-top-rail connection. Strength in the dry vans also comes from a two-crossmember rear frame connection that distributes the stresses of dock impact, and a full-length, one-piece extruded aluminum bottom rail with integral scuffband design that adds rigidity in the lower sidewall.

For long-term durability, RG Transport's Composite vans are also specified with stainless steel swing door frames and SSL front wall lining. "We have also specified K-bracing to help withstand heavier loads and added an additional bumper guard to reduce damage," Andrews points out.

Reduced maintenance over the projected 10-year service life of the Composite Great Danes was also part of the specification process for RG Transport. Included, for example, are SAF-Holland Mark V Series landing gear and Grote Long Life Light Systems with LED lamps.

Also providing for longer service on RG Transport's Composite trailers is WAXIN, the process employed by Prolam, a provider of laminated trailer floors to Great Dane, designed to help protect floors from deterioration. "With WAXIN we are alleviating floor damage and decay caused by the weather," Andrews states. "That's especially important when our trailers are outside of our control and doors may be left open."

WAXIN makes floors highly water resistant and helps preserve the wood's effectiveness even as the floor surface thins due to normal wear. Incorporating solid paraffin wax into the hardwood, the process creates a virtually waterproof barrier at the rear of the trailer, the area of floor most exposed and vulnerable to inclement weather.

"From start to finish, working with Great Dane has been a very positive experience for us," Andrews says. "The consistent follow up and follow through by everyone at the company has made a world of difference, and has made our decision to use Great Dane trailers the right one."

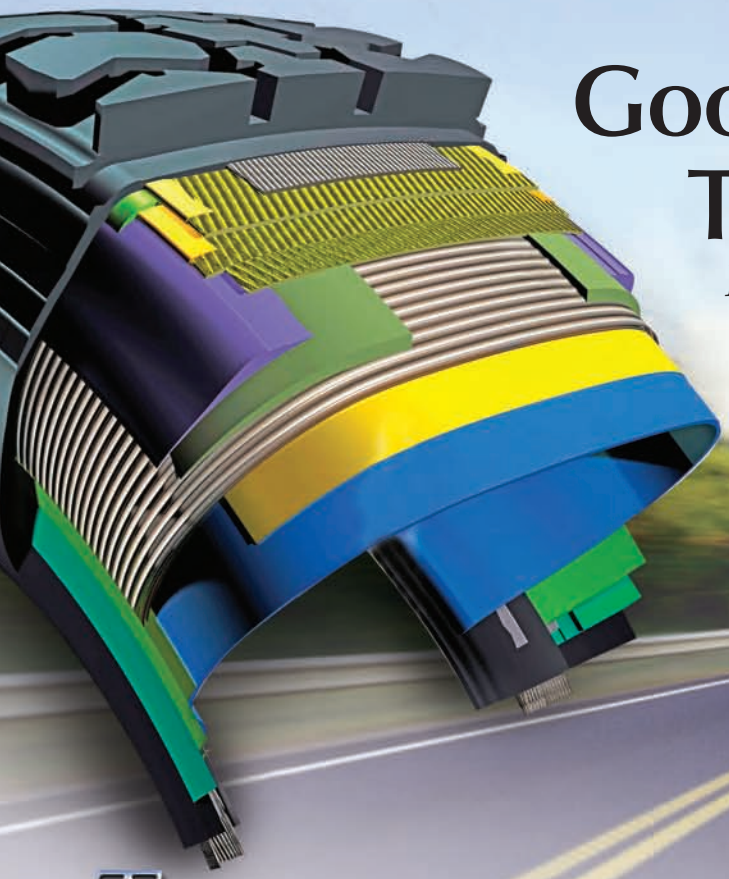
"From start to finish, working with Great Dane has been a very positive experience for us."

Hue Andrews,
COO, RG Transport

Grote Long Life Light System

Grote
The first name in vehicle safety systems®

Guaranteed to last a full 10 years, the maintenance-free Grote Long Life Light System is available only on Great Dane trailers. The exclusive wiring harness and lamp package features return ground wiring, LED (Light Emitting Diode) lamps along the length of the trailer, and "I" and "Y" grooves for grease relief. A special adhesive bonds the connector insulator to the cable jacket to eliminate corrosion. The Long Life Light System was tested by three separate labs, including the Great Dane Engineering Group. Both the lamps and harness of the system were powered and then put through rigorous testing, including submersion in a salt-water bath. The system was also vibrated to simulate actual road conditions. With LED lights, trailer owners can specify lamps that can last the life of the trailer, and Grote Industries, Inc., and Great Dane Trailers have developed a wiring harness package with reliability to match.



Goodyear DuraSeal Technology

Innovative Built-In Sealant Instantly Seals Tire Punctures

The world's first built-in tire sealant that instantly seals punctures, DuraSeal Technology from The Goodyear Tire & Rubber Company, is now in use on the manufacturer's Unisteel G316 LHT linehaul trailer tire.

DuraSeal allows trailers to continue operating after a tire is punctured by road debris up to ¼-inch diameter in the repairable tread area, greatly reducing vehicle downtime and service calls. The gel-like compound built into the inner liner of the tire consistently and instantly seals punctures by flowing into void areas and around objects.

Solvent-free and nonflammable, DuraSeal Technology eliminates the threat of chamber fires during the retreading process. Its easy-to-see yellow color helps to highlight puncture locations, the manufacturer notes, and it doesn't need to be removed when a worn tire needs to be retreaded.

With DuraSeal Technology, Goodyear says, fleets can eliminate costs associated with aftermarket sealants, including those for the initial application, cleaning out old sealant and re-applying new sealant, as well as the cost of disposal.

Tested against aftermarket sealants for puncture-sealing efficiency, tire longevity and fewer repairs, DuraSeal Technology proved superior, Goodyear reports. And tested against tires without any sealant, tires with DuraSeal Technology remained in service much longer because they didn't need to be removed for puncture repairs.

Goodyear is applying its DuraSeal Technology in the G316 LHT trailer tire, which also is available in a fuel-efficient version featuring its Fuel Max Technology. The tires feature an all-steel four-belt package to provide for multiple retreads, and a solid shoulder rib and a pressure distribution groove design to help resist shoulder wear. The G316 LHT and matching retreads also feature a 12/32nd-inch original tread depth for more miles to removal.

GOODYEAR

STEMCO AirBAT RF System

First Tire Pressure Monitoring System for Single Wide Tires Introduced

The first system of its kind designed specifically for single wide-base tires, the STEMCO AirBAT tire pressure monitoring sensor now available on Great Dane models is designed to help fleets improve fuel efficiency, enhance safety and lengthen the life of trailer tires.

STEMCO AirBAT tire pressure monitoring sensors are mounted on wheel ends. Continually monitoring a tire's air pressure, the sensor provides an immediate visual indicator of low pressure. Alerting drivers and maintenance technicians to under-inflated tires, the company says, reduces the likelihood that low inflation pressures will lead to higher fuel usage.

AirBAT pressure monitoring sensors also help improve safety and tire performance, STEMCO notes. In single wide-base tire applications, closer management of tire air pressure is critical, the company adds.

The new AirBAT sensor works in concert with existing STEMCO BAT RF products. The BAT RF system combines sensors, RFID and data management technologies to provide a solution that can reduce vehicle maintenance costs, and increase safety and enhance efficiency.

Included in the BAT RF system are the HandBAT handheld reader, the DAS Driver Alert System, the gate reader and a satellite interface module. Also offered is WebBAT, an Internet-based fleet management software package that can be used to generate reports on inflation trends and exceptions, tires out of tolerance, travel distances, fuel usage and fuel economy, among others.

The BAT RF system can be customized for a fleet's individual needs, providing real-time data on tire inflation, fuel consumption, and mileage and asset identification.

STEMCO®
A Higher Standard of Performance.™

Since 1900 Cohenno Incorporated

Great Dane GPL Aluminum-Steel Combo Flatbeds Perfect Fit for Hauling Building Materials

CASE STUDY

"For our needs, we believe that Great Dane designs and builds the best trailer in the business."

Brad Cohenno
President Cohenno Incorporated

For Cohenno Incorporated, Great Dane platform models have been the trailer of choice for almost 30 years. "No other manufacturer makes a better trailer for what we do," says Brad Cohenno president. "For our needs, we believe that Great Dane designs and builds the best trailer in the business."

A Stoughton, Massachusetts-based motor carrier, private, family-owned Cohenno Incorporated has been hauling loads of lumber and building materials exclusively since the early part of the last century. Established in 1900 by Brad Cohenno's grandfather, it began by taking trucks to railroad sidings and loading lumber for delivery to local customers. Today, Cohenno serves a wide range of shippers from New England to Virginia from its 15-acre yard and 150,000 sq ft indoor storage facility.

The current Cohenno fleet consists of 34 Great Dane GPL aluminum-steel combination platform trailers. Included are 20 48-ft models, one 45-ft unit and one 53-footer. "We use the 53-ft model to haul 60-ft beams," Cohenno says. "It's much more cost effective than an expandable trailer. In addition, one of those units would only serve one purpose while the 53-ft GPL can be used to haul almost any load.

"The GPL," Cohenno continues, "is the right choice for us because we get the strength inherent in its steel frame, front end and bulkhead, and rear impact guard, as well as the design of its heavy-duty outriggers that transfer load weight from the side rails to the lower main beams. At the same time, we have the extra hauling capacity it provides with lighter weight aluminum components, such as side and rub rails, and flooring."

Also part of the Cohenno fleet are 12 GPLs that have been outfitted with Curtainsides systems by Sliding Systems, Inc., a Wisconsin-based company that outfits the Great Danes in its Haslett, Michigan manufacturing facility. Two of the trailers are 48-ft models and the other 10 are 50-footers. "At 50 ft in length we can carry three units of 16-ft lumber," Cohenno explains, "and not have the extra weight of a 53-ft model.

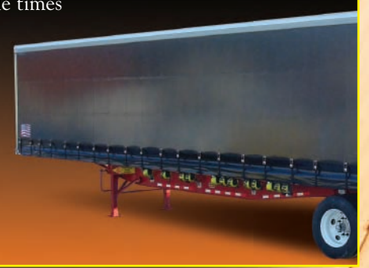
"Great Dane does a great job building trailers that meet our needs and that can be easily equipped with the Curtainsides system," Cohenno states. "We can load high cube products on these units easily, make six to 12 stops per load without having to uncover the freight and put a tarp back on, and protect cargo from the weather and road debris at all times. Our customers like that it can keep their products safe."

Cohenno also praises the durability of the Great Dane platform trailers his company has been buying exclusively since the early 1980s. In particular, he cites the paint process that keeps the red frame colored trailers looking new. Under the Great Dane system, all steel components are shot blasted prior to application of a two-part epoxy primer with a urethane topcoat to ensure superior adhesion, protection and corrosion-resistance.

"Along with meeting our customers' needs effectively and efficiently," Cohenno says, "our Great Dane GPL platform trailers are good advertising for us. These trailers truly stand out and separate us from the competition."

CURTAINSIDERS

In a number of trucking operations, curtain-side systems offer the benefits and advantages of both platform and dry freight trailers. Allowing for full access to a platform trailer's length and width, these systems enable flexibility in the loading and unloading of a variety of freight– from any side or from above a trailer, even simultaneously. Allowing for a wide range of backhaul opportunities, curtain-side systems provide versatility that can boost profitability. Offering complete weather protection, curtain-side systems enhance load integrity. By eliminating the need to carry, remove and replace tarps, often multiple times each day, these systems can also reduce the likelihood of injuries.



Sorting Out CARB's Impact

Great Dane Develops Comprehensive Site on Environmental Regulations

In 2006, California's Global Warming Solutions Act (AB 32) became law, requiring the state to reduce its greenhouse gas emissions to 1990 levels by 2020. Regulations approved in December 2008 by the California Air Resources Board (CARB) as a result of the legislation will soon begin impacting in-state fleets, as well as out-of-state registered vehicles that travel to and from the state.

Under AB 32, the Heavy-Duty Vehicle Greenhouse Gas Emission Reduction (HDVGHG) regulation, also called the Tractor-Trailer Efficiency regulation, goes into effect starting January 1, 2010. This regulation requires dry freight and refrigerated trailers to use aerodynamic components and low-rolling resistance tires to help reduce emissions. Reefer trailers must meet additional standards to help lower emissions from refrigeration units as well.

In February 2004, CARB approved the Airborne Toxic Control Measure for In-Use Diesel-Fueled Transport Refrigeration Units (TRU) and TRU Gen Sets, and Facilities Where TRUs Operate. The TRU ATCM employs a phased approach over about 15 years to reduce diesel particulate matter (PM) emissions from in-use TRU and TRU gen set engines that operate in California.

Owners and operators of in-use diesel-fueled TRUs that operate in California, whether they are registered in or outside of the state, are affected by this regulation. That includes all carriers that transport perishable goods using diesel-powered trailer refrigeration systems.

Also affected are trucking companies with facilities located in California with 20 or more loading dock doors serving refrigerated areas where perishable goods are loaded or unloaded for distribution on trucks, trailers, shipping containers or railcars.

To assist customers in preparing for coming changes in California legislation that will impact their operations, Great Dane has developed detailed web pages with information on trailers affected, exemptions, compliance schedules, enforcement procedures and more.

Covered on the website for the HDVGHG regulation are details on Applicability, Exemptions, New Trailer and Existing Trailer Requirements, Compliance Schedules and Refrigerated Fleet Compliance Provisions.

For the TRU regulation, the Great Dane site covers Facility Reports, Owner/Operator Applicability, Electronic Submittals, Owner/Operator Requirements, In-Use Performance Standards, In-Use Performance Standards and Compliance Schedules, Compliance Options for Meeting In-Use Performance Standards, Verified Diesel Emission Control Strategies (VDECS) for TRUs, Alternative Technologies and Enforcement.

For full details, visit www.greatdanetrailers.com/CARB.

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