Mr. Sprague Sees Continued Growth For Our Industry

On July 10 Robert C. Sprague, Chairman of the Board and Chief Executive Office, spoke to a planning group of the American Management Association in New York City and discussed the future of the electronics industry in view of defense cutbacks. On July 30 on the Sprague LOF of the Air program, Mr. Sprague reviewed his remarks before the AMA and discussed the future of Sprague Electric in particular.

His encouraging forecast sees a sharp growth for the entire industry and for Sprague Electric a growth higher than the industry in general. The principal reason for our accelerated growth is the ambitious research and development program which has enabled us to establish a "broader technical base in new products." The greatest potential for growth Mr. Sprague said, lies in the field of microelectronics.

With current sales running around $186.8 million a year, Mr. Sprague announced that a target of $244 million in sales for 1968 and $261 million by 1975 has been set as a goal. He strongly emphasized that these figures were only his prediction and that the Company's earnings have been running ahead of 1963 in the second half of the year, especially in comparison with the second half of 1963. For the second half of 1963, recent sales and earnings for the six months were below those of 1963, they represented an improvement over the results of the second half of 1963, which fell the full impact of reduced procurement of components for military electronics. Incoming orders for the first six months have run approximately 6 per cent ahead of the like period last year, with good increases being recorded in orders for the industrial and consumer electronics markets. There has also been some recovery in military component purchases, which have been running ahead of 1963 in the last several months.

Based on incoming orders thus far in 1964 it appears that we will experience an increase in sales and profits from operations in the second half of the year, especially in comparison with the second half of 1963. Recent studies of the outlook for the various segments of our business and the new products we are introducing indicate good opportunities for the continued growth of our business in future years.

$1,299 In Dividends Shared By Members Of Credit Union

A dividend of 4.8 per cent representing a distribution of $1,299.80 to shareholders was announced by the Board of Directors at the Fourth Annual Meeting of the Sprague Concord Credit Union held Wednesday, July 29, in the Plant cafeteria. This distribution will be made on all outstanding shares held by shareholders at the end of the fiscal year on June 30, 1964.

The financial report presented to President George Mills revealed that the Concord Credit Union continued on Page 3, Col. 1

A. Schils Named Plant Manager, Grafton; W. Reis Appointed Manager At Nashua

Mr. Dudley Becomes Resistor Division Manager

On August 12 William L. Dudley assumed the responsibilities of Resistor Division Manager at the Nashua Plant.

Mr. Dudley was named Assistant Manager of the Resistor Division earlier this year after having served as Assistant to the President at the home offices in North Adams. He joined Sprague Electric in 1968 at Concord and in 1961 was named Transistor Plant Manager there. He transferred to North Adams in 1962. A native of Sackets, Missouri, Mr. Dudley graduated from Purdue University with a bachelor's degree in electrical engineering in 1962, and Massachusetts Institute of Technology Continued on Page 2, Col. 5

Robert C. Sprague In Recent Visit

Mr. Sprague, Chairman of the Board and Chief Executive officer of the Sprague Electric Company is shown above on a tour of the Concord Production facilities with H. Kenneth Ishler, Vice President, Semiconductor Division.
Armand Nolin, left, is presenting Robert Chase of Department 730 with his $70.00 Suggestion Award Check.

During the first six months of this year, 36 suggestions have been accepted by the Suggestion Committee, representing a monetary distribution of $1,121.65 distributed to Sprague Concord employees.

D. Yeaton Assumes New Responsibilities

David H. Yeaton was named Manager of Transistor Final Test and Finishing, according to a recent announcement in Factory Manager, Thomas Richardson.

Under the new organization, Mr. Yeaton will report directly to Mr. Richardson. Michael B. Smith will be responsible for production in Final Test and Finishing, reporting to Mr. Yeaton. William Russell will report to Mr. Yeaton with responsibility for all Final Test and Finishing Engineering.

Mr. Yeaton joined Sprague Electric in May of 1960 as a Line Engineer, was promoted to Process Engineer, Group Leader of SPAT Engineering, and until his promotion was in charge of Final Test Engineering.

Mr. Yeaton received his Bachelor of Science degree in Electrical Engineering from the University of New Hampshire in 1960. He has previously been employed by Anderson-Nichols and Company as a Draftsman and Designer and the Raytheon Manufacturing Company as a Design and Drafting Supervisor.

Mr. Yeaton resides in Goffstown with his wife, the former Arlene Moore of Charlestown, New Hampshire, and three children, Robin, Patricia Ann, and David.

EDITORIAL STAFF
Manager of Corporate Publications
Marion H. Marion
Local Editor
Stuart A. Sutherland

REPORTERS

SPORTS REPORTERS
Albert Sieradski and Carol Thornton

36 Suggestions Worth $1,121.65
Accepted In First 6 Months Of 1964

Concord Welcomes Anthony Bantly

Anthony Bantly joined Sprague Electric on July 13, 1964, as a Microcircuit Process Engineer reporting to Clifford Kline.

Mr. Bantly is a native of Hartford, Connecticut. He received a Bachelor of Science degree in Chemistry at Worcester Polytechnic Institute, and was previously employed by the U.A.O. Research Laboratory, East Hartford, Connecticut, as a Crystallographer, and Pratt and Whitney Aircraft, East Hartford, Connecticut, as Controls Mechanic.

Mr. Bantly is affiliated with the Phi Gamma Delta Fraternity and includes mineralogy, geology, coins and antique furniture among his hobbies and interests.

He has made his home in Concord with his bride, the former Laura Tomlinson of Glastonbury, Connecticut.

DIP Bo Bouchard has been promoted to Transistor Development Engineer reporting to J. Gerard Bouchard.

He is a native of Puina, India, and received a Bachelor's degree in Electronics and Electrical Communication Engineering at the Indian Institute of Technology, Kharagpur, India, in 1963, and is currently working toward a Master of Science degree in Electrical Engineering at Rensselaer Polytechnic Institute in New York.

Mr. Bo Bouchard will reside in Penacook until he returns to school in the fall.

From Your Industrial Relations Manager's Desk

On the following page of this issue of the CONCORDIAN is an article depicting life at Crotched Mountain and a much abbreviated explanation of the work and accomplishments performed at the famous center for crippled and retarded children.

In the four years that our Employees Benefit Fund has been in operation, Crotched Mountain has been high on our list of charitable organizations receiving a contribution. Our initial contribution in 1961 was $500.00. This figure has increased each year to a 1964 figure of $580.00, bringing our total four year contribution to $2,600.00.

This is just one example of the part members of our Benefit Fund play in helping people and organizations who really need help. Similar examples will appear in future issues all pointing to agencies receiving Fund support.

In the four years of operation, the Administrative Committee of the Fund has voted $71,400.00 to area charitable groups, During 1961, the initial year of operation, $2,600.00 was contributed. This figure has increased annually to $6,000.00 voted by the Committee to date in 1964. An increased possible by continued and increasing support of many member employees. A high note of the year is the Concord United Fund, which this year received $2,800.00 toward its campaign.

The Administrative Committee meets periodically to discuss and vote on contributions. Chairman of the Committee is Stu Sutherland, Assistant Industrial Relations Manager. Other members are Elwin McManus, Secretary; Ken Brosius, Assistant Corporate Director of Industrial Relations in North Adams; Treasurer; Paul Gaillard, Fred Reed, and myself, Administrators.

At the request of many agencies receiving Fund support, I am taking this opportunity to pass along grateful "thanks" to all members. We at Sprague Electric have every reason to be proud of our Benefit Fund and hope that it will receive continued increasing support of all employees.

Sincerely,
(Editor's Note:)

In the course of the present calendar year, the Sprague Con-
cern's Employee Benefit Fund auth-
orized for distribution to local
New Hampshire charities some $6,600. This figure represen-
ted an increase of approximately 15
percent over the previous year. Ad-
ditional income was added to the Benefit
Fund this year from the receipts of the Sprague Electric Nativity Ball and
the Annual Picnic. (The following is the first in a series of articles
examining the various charitable
organizations supported by your
Employee Benefit Fund.)

Can you curl your toes, bend your knees, or bow at the waist?
There are children who can't. They were born that way. They
were born with a communication breakdown in their nervous
system. If you can do all of these things now, the chance of living
might yet deprive you of this true ability. An automobile
accident could do it, a fall in a bathtub, or a medical affliction,
such as a stroke.

Since the Second World War, a new phase of medicine has
developed called rehabilitation that
has as its purpose: to give human beings a chance to live as close
to normal as possible.

New Hampshire, in Crotched Mountain Center, has one of the

A. Schils...

Continued from Page 1, Col. 2

The Grafton Plant is expanding rapidly at the present time and
Mr. Schils' experience will prove a valuable asset.

Mr. Reis joined Sprague Elec-
tric in July 1960 and shortly
thereafter was promoted to his present position. Before coming to
Sprague Electric he was a staff
member of the Industrial Dynam-
ics Research Group at Massachu-
estts Institute of Technology for
two years. Prior to that time he
had been Applied Science Repre-
sentative and Salesman with an
International Business Machine
Corporation.

A native of New York City, Mr. Reis received a B.S. degree from
MIT and has done graduate work
in Management at MIT, Harvard
and Columbia. He served as a cap-
tain in the Army Ordnance Corps
in the Korean War and later was
a staff member of the Ballistics Research Labor-
atory, Aberdeen Proving Grounds, Maryland, and with the 245th Di-
versional Engineer in Japan for the fiscal
year ending June 30, 1964.

Assets
Cash on Hand 7,276.00
Cash on Deposit 25,933.05
Loans 72,388.58
Furniture Fixtures &
Equipment 900.00
Total Assets 100,797.63

Liabilities
Shares $86,000.00
Guaranty Fund 1,818.23
Undivided Profits 6,417.40
Notes Payable
- Norwich-Massaha 5,000.00
Total Liabilities 90,452.63

Net Worth $10,345.00

Net Worth $10,345.00

Statements of Earnings &
Undivided Profits for year ending
June 30, 1964

Interest $7,560.17
Bank Deposits $3,142.75
Bank Deposits &
other income 383.69
Entrance Fees 182.75
Entrance Fines 19.15
CUNA Supply Dividend 2.51
Total Income $8,105.27

Expenses
Membership Dues $184.09
Stationery & Supplies 99.60
Surety Bond &
Insurance Premium 1,106.24
Total Expenses $1,384.94
Net Income $6,720.33

Employes Benefit Fund Supports
Crotched Mountain Foundation

Dr. William G. Hecks, Corporate
Medical Director

(Note: The following article was
prepared by the Greater New
York Foundation and is printed
with their permission. We think it
brings a very timely message.)

Recently a peculiar type of accident struck two housewives
undertaking a household chore in separate locations but under
similar circumstances. Both were using a commercial toilet bowl
cleaner. Dissatisfied with the way stains were being removed, each decided
to add a household bleach and stirred the mixture with a brush.
As a result, one died quickly—the other spent a long, long time in
a hospital.

Another example—according to a governmental medical news-
letter, twenty people are hospitalised a short time ago by toxic gases
released from a di-you-itself cleaner, a witches' brew of a cleaner,
chlorine bleaches and ammonia. What had occurred in each of these cases was the generation of a poisonous gas when the users decided to combine two or more cleaning agents commonly found in almost every household. The addition of the old familiar chlorine bleach (a sodium hypochlorite solution) to an acid or acid-producing substance, such as a toilet bowl cleaner or just plain vinegar, will suddenly release a quantity of chlorine gas. This can have disastrous results. When it is mixed with other alkaline matter—ammonia or the chemical action liberates a highly irritating gas. If inhaled these fumes can cause serious in-
jury and possibly death.

New accidents of this type take place not only in the kitchen
and bathroom, but also in an area of family activity fast gaining in
popularity—during the cleaning of the home swimming pool and
the treatment of the water.

Don't make the mistake of thinking that these accidents are
limited to the bathroom, or that they may be controlled by a few
stick to the safe rule: Read the
label carefully and follow the manufacturer's directions exactly.

Keep in mind that modern scouring powders often contain chlorine
bleach. Economically, it's unsound to use hypochlorite (chlorine)
bleach in toilet bowls, sinks and bathtubs or on electrical appli-
cances. It will in time, dull and roughen the fine smooth porcela-
in surface which is attractive as well as utilitarian.

Never Mix Bleaching Agents
With Any Other Cleaning Components

Under the direction of Dr. McCann, Medical Director of Crotched Mountain Foundation, Michele Thomas takes her first steps with the assistance of a
Physical Therapist.

Learning can be fun! Miss Peterson, a
teacher in the Special Education De-
partment, conducts a class with several of her very willing students.

Crotched Mountain Center's
role has been recognized in the churches of New Hampshire. Each
baptism sets aside one sabbath each
year as an opportunity to com-
mend the work done at Crotched
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**DEPARTMENT NEWS**

**TANTALUM PELLET PREPARATION**

By Virginia Bickford

While many are still looking forward to them, Josie Annis is going to take a trip to Canada and while there, is planning on going boating for a couple of days.

Jane Plumer has given her home a new look on the outside and she has changed the order scheme in her kitchen with a method in her madness (a new kitchen set.) We have a few new girls in our Department - namely, Sharon Bedard, Pat Bobblis, who will be home a new look on the outside and for a couple of days.

**TRANSITOR QAR**

By Barbara Gibbs

Once again comes deadline time and most of us have spent these past few weeks on our Department - namely, Sharon Bedard, Pat Bobblis, who will be home a new look on the outside and for a couple of days.

Frances Kendall has a new campsite in our Department and we wish her the best of luck.

**MACHINE SHOP**

By Fred Clemens

This is the Machine Shop where there are a few extremely happy people - those who just returned from their vacations. Clayton Longver just returned today and all smiles. He has a very busy home there and accomplished a lot around the house... We went to Canada on our vacation and while there, decided to try fishing for a few days. We invited three newcomers to our Department, were married July 4 and we wish them lots of luck. Also, our own Pat Riel was married to Bob Gagne of Department 999 on July 11. We wish them all the best, too. Paul Pifarote surprised everyone by returning early from vacation and quite a wish, guess because of the weather he decided to save some time for later. That's his story anyway.

**TEST EQUIPMENT ENGINEERING**

By Wayne Woolley

Hello there! We'd like to welcome three new members to our Department - Dave Daniel, Bob MeLeod, and Dick Smith. Honorable mention goes to Don Chase and Bernie Smith who were both promoted recently... Bob Guilmmood spent a relaxing vacation working on his house, although he did spend a little fishing. Rumor has it that Henry (hole in one) Smith is the most sought after substitute in the golf league. We had a real redskin in our Department for a few days. Bob Ward doesn't believe in sun bathing any more... Why does Joe Beecke go around humming "There'll be a meeting here tonight?"

**FACTORY ENGINEERING**

By Everett Cutter

The machine design and the development group moved to the airport in May to provide more room for the Transistor expansion.

**TRANSISTOR DEVICE DEVELOPMENT ENGINEERING**

By Blanche Prescott

Here I am back from my vacation and what a short week! Lori Wells and yours truly soaked up some of the sun at Hampton Beach and the water was great... Grace McAulay attended the Post Office Clerks Conference at the beach on day trips. Peggy Peterson spent a few days in Vermont. Albert Siersobski seems to be our Department traveler. He went to Canada on his vacation but only after coming to work for an hour on the first day of vacation.

**SOLID TANTALUM QAR**

By Nancy Verville

B. Paine has left us to devote full time to his stamp business. We gave B a farewell dinner at Angela's before he left... Almost everyone in our Department has gone on vacation now. Alden Taylor and George Shelton spent their vacations on day trips. Peggy Peterson spent a few days in Vermont. Albert Siersobski seems to be our Department traveler. He went to Canada on his vacation but only after coming to work for an hour on the first day of vacation.

**news**

By Ann Towle

...How come we can't get any news out of you?

**DEPARTMENT 432**

These two happy looking children belong to Wayne Wesley of Department 413. Colleen is 3 years old and Sharon is 1.

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**news**

By Ann Towle

...How come we can't get any news out of you?
members in our Development Group family. We welcome them and hope they will enjoy working with us for a long time ... Jan Avery soaked up too much sun and had to spend some time in the hospital. Will you ever learn, Jan? ... Joan Ann Waterfield, niece of Jeannette Pifield, graduated from Bishop Brady High School in June. She was valedictorian of her class. Her mother, Lorraine Waterfield, works on the blue print machine. Doesn't she look like a happy? ... A new sprout was added to the family tree of Mr. and Mrs. George Barnes (Barbara Thayer) weighing 7 pounds 13 ounces, born June 30, named Christian Long Barnes after his great grandfather ... Ray Duquette motored into their new home. Good luck, Mr. and Mrs. Barnes after his great grand- ... thursday. Nancy and Jerry skew, visiting her father and mother in California now. Rita Menard spent a few days in Maine ... I understand Mabel now considers the horse as “Man’s best Friend” ... Our best wishes for a long and happy married life to our newlyweds, Mr. and Mrs. Donald Barker and Mr. and Mrs. Walter Pries ... We will miss Joanne Tetreault who has left our crew to stay at home with her children ... Ashley Fletcher has left to go to school in Santa Cruz, California ... for the best “Nature Guy.” We wish him much success in the future ... Gert Caine has a new matri- Family members in our Development Group family. We welcome them and hope they will enjoy working with us for a long time ... Jan Avery soaked up too much sun and had to spend some time in the hospital. Will you ever learn, Jan? ... Joan Ann Waterfield, niece of Jeannette Pifield, graduated from Bishop Brady High School in June. She was valedictorian of her class. Her mother, Lorraine Waterfield, works on the blue print machine. Doesn't she look like a happy? ... 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Forecast...

Continued from Page 1, Col. 3

pally could fall short - or even exceed - the target, but achieving the goals would, Mr. Sprague said, involve "blood, sweat, and tears" but he pledged that every effort would be made.

For the defense industry as a whole, Mr. Sprague said, it will determine the next several years, but the percentage of total electronics spending will increase. The net effect of lower defense spending with an increased percentage going into electronics buying will be that electronics billings for defense work will remain about the same. Currently about 15.5 cents of each defense dollar goes for electronic equipment and Mr. Sprague said that by 1968 it will be running about 16.5 cents per dollar.

However, Mr. Sprague expects that sales of electronic equipment for industrial, commercial and entertainment use will grow considerably in the next decade, with the net result that the electronics industry as a whole will expand and grow, and that Sprague Electric will be among the leaders in this growth.

Fortunately Sprague Electric's dependence on military orders has decreased over the years since World War II. During the War military billings accounted for 90 per cent of the company's output. In 1961, the figure dropped to 33 per cent, and in 1963, for the first time since the war, defense buyout accounted for less than 25 per cent of Sprague's business. He predicted that the percentage this year will run no higher than 35 per cent.

Referring to his prediction in New York on July 10 that by 1973 an entirely new electronics technology will have evolved, which he has named "Technology X", Mr. Sprague said that this was not just a "blue sky" statement.

"There is already in process," he said, "a sophisticated means of reducing the size, weight, and cost of electronic units which will revolutionize the design of military equipment."

The so-called Technology X electronic units produced by these new processes, Mr. Sprague said, will at first be limited to defense use, as the design of military equipment.

Secondly, Mr. Sprague said, as in second place are Paul Garnish and Roger Nash with 164 points and in third place are John Remick and Gene Lombard with 161.5 points taken.

SOFTBALL

In an all Sprague playoff series between the Mets and Tigers in a best two out of three semi finals, the Tigers defeated the Mets in two straight games.

In the first game, the Tigers blasted the Mets pitcher, Len Burr, and for 11 runs and came out on top 11 to 4. Burr, earlier in the season had humbled the Tigers by shutting them out 5 to 0. The Tigers got their revenge, however, by beating the Mets in the play-offs two straight games, 11 to 4 and 10 to 8. Burr, who had to depend on his curve and slider weren't getting over, soon found the Tigers timing him perfectly.

The winning pitcher for the Tigers was Jack Shelton, who will be Gemini Flag...

Continued from Page 1, Col. 4

Sprague Sports

Gold

For first place, President, Jerry Bouchard and Ric Ricard are in first place with 169.5 points taken, Gill Waite and Mike Smith are in second place with 167.0 points taken and in third place are Ken Isther and Jim Deconcoda.

For second place, Dave Yovon and Don Dion are in first place with 171.5 points. In second place are Paul Garnish and Roger Nash with 164 points and in third place are John Remick and Gene Lombard with 161.5 points taken.

Concord Welcomes...

Continued from Page 2, Col. 3

He is affiliated with the IEEE and his outside activities include mechanics and shop work.

Andrew Durette began employment with the Sprague Electric Company on June 12, 1964, as a Transistor Division Engineer, reporting to J. Gerard Bouchard.

Mr. Durette, a native of Manchester, is a graduate of the Bradford High School and received a Bachelor of Science degree in Electrical Engineering from the University of New Hampshire.

His interests are in music and amateur radio operating, and his affiliations are with the Institute of Electrical and Electronic Engineers and the Sigma Alpha Epsilon fraternity.

Mr. Durette currently resides in Manchester.

BIRTHS

March 30 - Mr. and Mrs. John McGourty - Boy
April 8 - Mr. and Mrs. Donald Sheline - Boy
April 11 - Mr. and Mrs. Walter Fournier - Boy
May 10 - Mr. and Mrs. Benny Donlon - Boy
June 3 - Mr. and Mrs. Robert Bouchard - Boy

Golf

By Ann Towle

Dust off your bowling ball, shine up your shoes, and sign up now for a very exciting, fun-filled, mixed Ten Pin League.

Second Shift very successfully had two years of fun with such a league, now is the time for Sprague to experience the same. Tom Ladd, who is a member of the New Hampshire Bowlers Association, said he would help anyone of the three people mentioned.

LeComte & Smith...

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Engineering Development Laboratory reporting to Frank Hammond.

Mr. LeComte began employment with Sprague Electric in 1961 as a Senior Technician and in 1962 was reclassified to a Master Laboratory Technician.

He formerly attended the Sacramento City College, the Sacramento State College, and was employed as a Laboratory Technician in Sacramento with the Arcojet General Corporation.

For recreation, Mr. LeComte enjoys fishing, hunting, and soft with the Sprague Golf League.

He is currently residing in Manchester with his wife, the former Anna Rose from Pittsburgh, Pennsylvania, and two children, Michelle and Raymond.

Mr. LeComte holds the position of Engineering Assistant for Test Engineering reporting to Joseph Bliere.

Boucheard joined Sprague Electric ir 1958 as a Jr. Test Equipment Technician and was reclassified in 1962 to a Sr. Test Equipment Technician.

Bernie is a native of Everetts, Massachusetts, is a graduate of the New Hampshire School for Boys and received a Bachelor of Science degree in Business Administration from the University of New Hampshire.

Prior to his employment with Sprague Electric, Mr. Gagnon has been employed with North American Aviation, Inc., Columbus, Ohio, as a Production Planner; Rayboune Manufacturing Company, Waltham, Mass., as a Methods Industrial Engineer; the State of New Hampshire Planning and Development Commission, Concord, as an Industrial Agent.

Sylvania Electric Products, as a Sr. Industrial Engineer; and Transition Electronic Corporations, Wakefield, Mass., as a Sr. Industrial Engineer.

He was with the United States Army Air Force for four years and is currently in the United States Air Force Reserves with the rank of Captain.

Mr. Gleason has been very active in community affairs in Hils-

leboro. He was Town Selectman, a Planning Board Member, Assis-
tant Civil Defense Director, and Water Board Commissioner. He is currently living in Derry with his wife, the former Fannie Loca of Lancaster, with their three children, Spencer and Wendy.

Camille Grandmaison began employment with the Concord Plant of the Sprague Electric Company on July 4.

Appucious Engineer reporting to Albert Tall.

Mr. Grandmaison, a native of Manchester, is a graduate of West High School, Manchester, and received a Bachelor of Science degree in Electrical Engineering from the University of New Hampshire.

He has been employed with Pan American as an Electrical Engineer, Melan, Inc., as an Electric Engineer, and Banders Associates as a Sr. Electrical Engineer.

He resides in Nashua with his wife, the former Patrice Bice of Lancaster, and three children, Paul, 10, Nanette, 8, and Deborah, 5.

Weddings

June 6 - Mary Champaey to Richard Smith
June 7 - Edith Stoneberg to George Gauthier
July 4 - Marion Brown to Ralph Marier - Boy
July 5 - Mrs. and Mrs. Albert Marier - Boy
July 6 - Mr. and Mrs. Sherman Bouched - Boy
July 16 - Mr. and Mrs. David Daniels - Boy

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