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### THE OFFICIAL DAILY NEWSPAPER OF IESS VIII 14-16 MARCH, 2019 • CHENNAI TRADE CENTRE, CHENNAI

























DAY 1 14 MARCH 2019 **THURSDAY** 





REACHING OUT

# **IESS VIII: Where Opportunities Abound**

The eighth edition of International Engineering Sourcing Show (IESS VIII), organized by EEPC India under the aegis of the Ministry of Commerce & Industry, Government of India, begins today at the Chennai Trade Centre in Chennai. The three-day exhibition, from March 14 - 16, 2019, serves as an ideal platform for the Indian manufacturers to showcase their engineering prowess and leverage global opportunities.

ince 2012, the IESS exhibition has been growing colossally in its scale and reach, graduating from just being a window to the country's engineering strengths to a place of confluence for entrepreneurs, academicians, bureaucrats and diplomats related to engineering from all over the globe.

This edition of IESS is slated to be India's largest display of engineering products and solutions with a substantial number of overseas buyers and trade buyers. Around 400 exhibitors, 500 overseas buyers and 10,000 trade buyers will conduct business at the venue. The exhibition will also have dedicated B2B sessions with foreign buyers, and vendor development programmes with leading PSUs in defence, space, infrastructure and engineering.

Multinational companies are organizing India sourcing meetings during the exhibition to discuss their requirements and shortlist suppliers for their global supply chain programmes. Technology innovators and startups will also leverage the business platform to showcase their future-ready products to early adopters from all over the world.

### **Smart Engineering is** the focus

Smart Tech for Smart Engineering was introduced for the first time at



A glimpse of the IESS VII Opening Ceremony

IESS VI in 2017 advocating government's digital drive. Building upon that, IESS VIII has 'Smart Engineering' as its theme. The exhibition is expected to act as a platform for manufacturers to showcase their technological and engi-

neering prowess to top international firms with an exceptional number of significant business deals expected culminate during the course of the show. Keeping

'Make in India', 'Brand India Engineering' and 'Technology Drive' of Union Ministry of Commerce and Industry, EEPC India has chosen 'Subcontracting', 'Industrial & Electrical Machinery', 'Future Factory' and 'Innovation

& Technology' as the four broad product groups in

> IESS VIII. Future Factory is the latest addition in this edition where one looks forward to 'Smart Factory Design' and 'Industrial Internet of Things' on display.

### Ideal sourcing platform

IESS is considered to be the largest sourcing show organized within India for the engineering sector, particularly for MSMEs. It recently emerged as the most-favoured global destination for sourcing engineering goods and services from India. 'Future Factory' and 'Innovation and Technology', as major product verticals in IESS, manifest EEPC India's role as the prime advocate of the 4th Industrial Revolution or IoT.

### **IESS VIII Highlights**

Overseas Buyers 500 Trade Buyers 10,000 **Partner Country** Malaysia



SHOWDAI

Continued from 1

Sharing his views on the trade event, Ravi Sehgal, Chairman, EEPC India, commented, "IESS, with its unique concept, aims at strengthening commercial relations and accelerating trade between India and the world. The show has created a platform for exporters of engineering products and services to build business contacts with leading importers, buyers, dealers, distributors and wholesalers of engineering products internationally."

"Another major objective is to highlight India as the technology hub for the manufacturing industry and for outsourcing a wide range of high quality engineering items at highly competitive rates," he further added. Concurring with Sehgal's views, Suranjan Gupta, Executive Director, EEPC India, added, "What makes IESS special is that it helps engineering SMEs who are unable to participate in global sourcing events. IESS brings in buyers who could potentially source products from SMEs. It facilitates SMEs to explore local opportunities in terms of networking, collaboration and sourcing of products and technology. Furthermore, this event helps local companies to establish connections with their foreign counterparts, to generate business and showcase their innovations, products and technologies."

### **Buoyant engineering exports**

IESS 2019 happens at an opportune time when Indian engineering exports have registered a significant growth of 18.19 percent in the first month of the new fiscal. Engineering exports increased to US\$6976.54 million in April 2018 as against US\$5902.89 million in the same month last fiscal. Twenty-five countries accounted for 78.8 percent of India's total engineering exports in April 2018 over April 2017. As per EEPC India, apart from being one of the largest stakeholders contributing more than 25 percent of total merchandise exports, the engineering exporters are the foremost among net foreign exchange earners in the country.

### Strengthening India-**Malaysia bond**

Malaysia is the Partner Country in IESS VIII. The country, with Asia's 8th best and world's 25th best overall infrastructure, South East Asia's 4th



>> IESS, with its unique concept, aims at reducing dependence on traditional markets, developing internal markets within India, forging partnerships and joint ventures, strengthening commercial relations and accelerating trade between India and the world.

> Ravi Sehgal Chairman **EEPC India**



>> What makes IESS special is that it helps engineering SMEs who are unable to participate in global sourcing events. It facilitates them to explore local opportunities in terms of networking, collaboration and sourcing of products and technology.

> Suranjan Gupta **Executive Director EEPC India**



>> I hope this effort will foster and facilitate better understanding of each other's markets, solidify technology and knowledge transfer between businesses, and expand the linkages among the value chain between our two great nations.

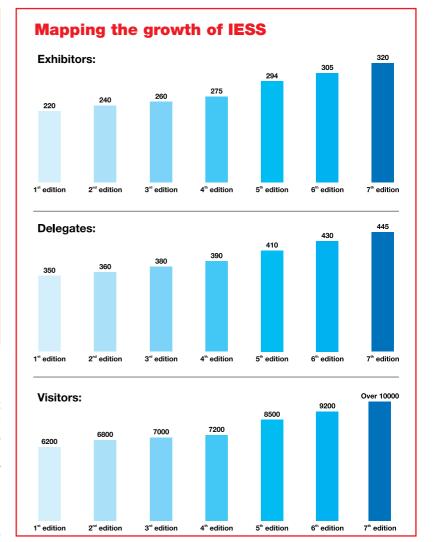
**YB Datuk Darell Leiking Malaysian Minister of International Trade and Industry** 

### **IESS Fact Sheet**

- For the past 7 editions the show has housed 5 Partner Countries from 3 Continents
- IESS has witnessed the presence of more than 10 Indian States
- Around 100 speakers across 15 Thematic Sessions. 500 delegates from 100 Nations and 300 Exhibitors and over 700 B2B Meetings make the show an Engineering Extravaganza to watch and experience

largest and world's 38th largest Economy, has one of the best economic records in Asia since its independence with its GDP growing at an average of 6.5 percent per annum for almost 50 years.

Y.B. Datuk Darell Leiking, Malaysian Minister of International Trade and Industry, said, "Automotive sector is the primary vehicle of Malaysia's industrialization drive. Malaysia's showcase at IESS is a key platform to present the opportunities of further international partnerships and collaboration between Malaysia and India's automotive industries. I hope this effort will foster and facilitate better understanding of each other's markets, solidify technology and knowledge transfer between busi-



nesses, and expand the linkages among the value chain between our two great nations."

### **Conclusion**

IESS, in its endeavour to reduce dependence on traditional markets, develop internal markets within India, forge partnerships and joint

ventures, strengthen commercial relations and provide a platform for foreign companies to showcase their strengths and capabilities in large developing markets, has evolved into the one of the coveted events. The current edition promises to surpass its past success, and in doing so, set a new benchmark.



SNEAK PEEK

# **Opening Up New Avenues**

With IESS heading forward with its 8th edition and its theme resonating with the current manufacturing trends, Ravi Sehgal, Chairman, EEPC India, gives us a head start on the engineering event and the opportunities it is to unfold.

66 The platform of IESS VIII has a plethora of opportunities for the visitors with regard to networking, innovative technologies and the solutions to the problems the industry is currently facing," shares Ravi Sehgal, Chairman, EEPC India.

'Smart Engineering' is the theme of the eighth edition of EEPC India's Annual Show - IESS. Smart Tech for Smart Engineering was introduced first time in IESS VI in 2017 advocating Government's digital drive. In sync with 'Make in India', 'Brand India Engineering' and 'Technology Drive' of Union Ministry of Commerce and Industry, EEPC India has chosen - 'Subcontracting', 'Industrial & Electrical Machinery', 'Future Factory' and 'Innovation & Technology' as the four broad product groups in IESS VIII. "'Future Factory' is the latest addition where we expect 'Smart Factory Design' and 'Industrial Internet of Things (IIoT)' on display," he adds.

IESS VIII has shaped up in a big way with Malaysia as the Partner Country for the first time; Tamil Nadu as the Host State for the third time; Uttar Pradesh as the Partner state; Uttarakhand, Jharkhand and Madhya Pradesh as the Focus States; and Flanders as the Focus Region. "The Department of Scientific & Industrial Research (DSIR), Department of Heavy Industry, Department of MSME, Government of India, Ministry of Science & Technology, Government of India and National Institute of Design (NID) have also lent their support," he further informs.

### Focus on Industry 4.0

IESS is considered to be the largest sourcing show organized in India for the engineering sector, particularly for MSMEs. It recently emerged as the most-favored global destination for sourcing engineering goods and services from India. 'Future Factory' and 'Innovation and Technology' as major product verticals in IESS manifest EEPC India's role as the prime advocate of the Fourth Industrial Revolution or IoT.

India is at the top in Asia, striving to be a \$5 trillion economy by 2027 and predicted by IMF to regain the tag of fastest growing major economies of the world, surpassing China with more than 0.7 percentage point in 2018 and an impressive 1.2 percentage point growth lead in 2019.

"Industry 4.0 is the new word in the World Engineering Industry. India, Malaysia and the world are moving from automation to autonomy - where machines speak with each other. A smart factory, armed with data exchange in manufacturing and the Internet of Things (IoT), is the future and experts are calling it revolution Industry 4.0," notes Sehgal.

Hence, the time is ripe, he stresses. for discussion, deliberation, ideation and exchange of ideas, processes, and knowledge on a world-class interactive platform of this stature that advocates 'Smart Engineering'. "As both Malaysia and India are moving towards a technologydriven Automotive Industry equipped with shared mobility, connectivity, electrification and autonomous driving, this the most appropriate time for Malaysia Automotive, Robotics and IoT Institute (MARii) to play a lead role to participate in a global forum like IESS," he adds.

### **Partnering for growth**

On Malaysia being the Partner Country for the first time, Sehgal comments, "We are glad Malaysia is the Partner Country in IESS VIII. The country has one of the best economic records in Asia since its independence with its GDP growing at an average of 6.5 percent per annum for almost 50 years."

Today, the Malaysian automotive industry has grown multifold. It is an industry that contributes 4 percent to the country's GDP and houses 641 parts and components manufacturers, more than 53,011 after sales businesses and provides jobs to a 7,36,632 strong workforce. "Around 80 percent of the parts and components manufacturers are home grown, which underscores the competence of the sector," he adds.



>> The time is ripe for discussion, deliberation, ideation and exchange of ideas, processes, and knowledge on a world-class interactive platform of this stature that advocates 'Smart Engineering'.«

Ravi Sehgal Chairman **EEPC India** 

"India may leapfrog the western mobility paradigm of privatevehicle ownership and create a shared, electric and connected mobility system. A sharp fall in technology costs, business model increasing innovation and connectivity may make India's ambitious target of achieving 100 percent Electric Vehicles by 2030 achievable," states Sehgal.

Malaysia's participation at IESS 2019 is expected to be a major game changer. The country is looking forward to collaborations between MARii and Indian companies and create a technology ecosystem between the two countries.

"Malaysia is our third largest trading partner in ASEAN other than Indonesia and Singapore and India is the largest trading partner for Malaysia from South Asian countries other than Singapore and China," he notes.

India-Malaysia bilateral trade in 1998 was \$2.255 billion which grew to \$14.713 billion during 2017-18, which is a 552.46 percent rise over a period of 19 years. "Machinery & Transport Equipment exports from Malaysia accounting for 2.09 percent of India's global Imports manifest the importance of this sector in bilateral trade map," sums up Sehgal.





### **Conference Schedule**

Time	Conference Room B, Convention Centre	Conference Room C, Convention Centre	Conference Room D, Convention Centre	Conference Room E, Hall 2 & 3	Conference Room F, Hall 1
14-03-2019: Thursday					
12:00 - 13:00			Preparatory meeting on the 6th Indo-Czech Joint Working Group on Heavy Engineering & Advanced Manufacturing		
14:30 - 17:00	India – Malaysia Business Forum	Global Investment Forum  — A Seminar on Inbound and Outbound investment opportunities from India		Seminar on 5S for Factory Safety and increasing efficiency	Vendor Development Meet with Indian PSUs
14:30 - 16:00			Round Table with Hon'ble Secretary, Department of Heavy Industry, Government of India, with Indian & Global Companies in Engineering & Manufacturing sectors		

### DAY 1

### **India-Malaysia Business Forum**

Forum participants, including representatives of the authorities, chambers of commerce, industrial associations and major companies from both countries, will discuss prospects of cooperation in areas of trade, economy and technology

1430 hrs : Welcome Address by Mahesh K Desai, Sr Vice Chairman, EEPC India

1445 hrs : Address by Dato' Madani Sahari, CEO, Malaysia Automotive, Robotics and IOT Institute

1500 hrs : Introduction to Visiting Delegation

1540 hrs : Address by Malaysian Investment Development Authority (MIDA)

1600 hrs : Address by Malaysia External Trade Development Corporation (MATRADE)

1610 hrs : Address by Nagarajan Rao, Director (Al & IOT), NASSCOM

### **CEO Roundtable: Policy Makers to Nation**

**Innovation Nation: Increasing India's Ease of Doing Business** 

1430 hrs : Welcome Address by Ravi Sehgal, Chairman, EEPC India

1435 hrs : Address by BS Bhalla, Joint Secretary, Department of Commerce, Govt. of India 1440 hrs : Address by Sukriti Likhi, Joint Secretary, Department of Heavy Industry, Govt. of India 1445 hrs : Keynote Address by Dr AR Sihaq, Secretary, Department of Heavy Industry, Govt. of India

1500 hrs : Roundtable discussion with CEOs of Top Indian and Global Companies in engineering and manufacturing sector

1600 hrs : Discussions and Q&A

### Global Investment Forum - A Seminar on Inbound and Outbound Investment **Opportunities from India**

1430 hrs : Welcome address by RP Jhalani, Past Chairman, EEPC India 1435 hrs : Address by Ambrish Bhandari, DGM & Regional Head, EXIM Bank

1450 hrs : Presentation by Focus Region "Invest in Flanders"

: The presenters include Jayant Nadiger – Trade & Investment Commissioner, Flanders Investment & Trade; Filippe De Potter

- Deputy Director Inward Investment; and Babette Desfossez - Customs Attaché, Embassy of the Kingdom of Belgium.

1505 hrs : Presentation by Host State, Government of Tamil Nadu

1520 hrs : Presentation by Ravi Kumar, Secretary, Department of Industries, Government of Jharkhand

1535 hrs : Presentation by Govt. of Karnataka - SR Satheesha, MD, VTPC and Praveen I Ramadurg, Joint Director, VTPC

1550 hrs : Presentation by Jonathon Azzopardi – Chairman, Canadian Association of Mold Makers CAMM & President of Laval Tool

### Seminar on 5S for Factory Safety and Increasing Efficiency

5S Methodology is a system to regulate the work flow by systemizing the workplace, thus supporting the culture of continuous improvement. The Seminar aims to provide exposure to Indian Capital Goods Manufacturers on the 5S philosophy and guide them on how to adopt and implement global best practices.

1430 hrs : Welcome Remarks by Anupam Shah, Chairman, Committee on Trade with North America, EEPC India

1435 hrs : Address by Swarupan Das, Deputy Director, National Productivity Council, Bangalore

1450 hrs : '5S Implementation for Indian SMEs – The key steps' P Ananth, Consultant, Lean Management and Supply Chain Management

V Thiagarajan, Ex General Manager - WABCO INDIA • R Suresh, Senior Manager, Ashok Leyland

1545 hrs : Open-house Q/A session

### **Vendor Development Meet with Indian PSUs**

1430 hrs : Welcome Address by KS Maini, Dy. Regional Chairman (SR), EEPC India

1435 hrs : Vendor Development Presentation by Heavy Vehicle Factory, Avadi • Dr S K Saxena, Addl General Manager • R Sathish Kumar – Joint GM

1450 hrs : Vendor Development Presentation by N Kamaraj, Senior Mechanical Engineer Designs, Integral Coach Factory

1510 hrs : Open House followed by Closing Remarks by Ajay Goswami, Chairman, Committee on Skill Development, EEPC India



## SHOWDAI



### CASE STUDY

# **Achieving Operational Excellence**

Liladhar Pasoo, with its experience and expertise in Freight Forwarding, ensured its client's goods reached back to Brazil in a seemingly impossible timeframe.

iladhar Pasoo Forwarders Pvt Ltd (LP) is a leading logistics solution provider encompassing a wide range of services. The company has a global presence in 170 countries and has successfully executed many prestigious projects and general cargo movements on a door to door basis.

### Stringent timeline

An Indian company had exported 50 containers to Brazil which were rejected by the country's port authorities due to infected packing. The materials had to be imported back to India, destuffed and the infected wooden pallets destroyed, repacked with fumigated pallets and shipped back within 70 days from the date of shipment from Brazil.

### **Holistic approach**

The company approached LP for a way out. "We advised complete shipment to reach our unit at Free Trade and Warehousing Zone (FTWZ), Nhava Sheva, where we planned to execute a complete

### **Challenge**

50 rejected containers had to be brought from Brazil to India and sent back in an ideal condition, all in 70 days.

### **Solution**

LP executed the complete operation that covered not only the aspects of logistics handling and operations, but also the complexities of the procedures laid down by the customs and RBI

operation given in the scope while the others had submitted the conventional import and reexport procedure and cost to them," said a company spokesperson.

LP's proposal to the company holistically covered not only the aspects of logistics handling and operations, but also the complexities of the procedures laid down by the customs and RBI for such operational requirements. "This helped us to complete the shipment process within the allotted 70 days. We had net 21 calendar days to complete the operation after deducing the 39 days transition time from Brazil port to Nhava Sheva port," he added.

A dedicated team was assigned the job of working closely with the shippers, engineers and ensuring safe handling, proper packaging and stuffing of the goods into the containers. The team worked round the clock against all the challenges of port zone to ensure sticking to the committed timelines.

The zone authorities at the FTWZ provided their support and cooperation. They reduced the clearance time and gave LP a dedicated location to complete a task at such a humongous scale of compliances, handling and engineering execution.

**Liladhar Pasoo Forwarders Pvt Ltd** Hall: H1, Stall: J-17 www.liladharpasoo.com



#### LIFTING TECHNOLOGY & POSITIONING SOLUTIONS

# **Knowing Lifting Systems Up Close**

**Gears and Gear Drives (India)'s HiTork Lifting** Systems offer comprehensive lifting and positioning design solutions to a wide variety of industries. Here's to know more about them.

ears and Gear Drives (India) Pvt Ltd is a global engineering company that for over 30 years is innovatively engaged in providing total engineering solutions - from design to manufacturing - in the areas of Power Transmission, Mechatronics, Motion Control and Automation. The company is a market leader in India, manufacturing Screw Jacks, Universal Joints, Solar Actuators, Bevel Gear Boxes and many more.

### **Choosing HiTork Lifting Systems**

The company's Screw Jack Systems offer comprehensive lifting and positioning design solutions to a wide variety of industries. User- and eco-friendly, these jacks incorporate the latest safety technology to help keep your site safe. The systems are also CE certified. The Testing and Inspection Team checks thoroughly through various examinations, focusing on safety components.

### **How Lifting Systems work**

Multi lifting equipment are generally driven by a single motor. This makes the system to lift equally. When driven by two or more motors, sophisticated electrical synchronization and control is required.





» IoT is evolving in a big way and industries are marching towards the level of Industry 4.0. Hence, HiTork Group of companies are constantly updating the designs and customizing the products to suit this changing environment.≪

Seshagiri Ramachandra Gears and Gear Drives (India) Pvt Ltd

### **Lifting System components**

The company's lifting systems with components such as motors, gear reducers, shafting, couplings, and motion control devices create complete multi-jack systems. Mechanical and control electronic parts consist of Jack Actuators, Planetary drives, Bevel Gear Drives, Inline Drives, Couplings, Connecting shafts, Counters, Encoders, Potentio meter, and Hall Sensors. The company supplies to various industries such as railway maintenance, heavy vehicle and off road vehicle maintenance.

Gears and Gear Drives (India) Pvt Ltd Hall: H2, Stall: M-19 www.ggdipl.com



## SHOWDA

INDUSTRIAL HEATERS

# **Exploring Customer Needs**

Attending IESS enables Ambica Enterprises forge business alliances and understand market requirements.

ccording to Ravi Bhavsar, CEO, Ambica Enterprises, IESS facilitates in networking and generating business. "The show gives exhibitors

like us a chance to communicate with the world players about their requirements and help us analyze on where we stand in terms of customer requirements and

satisfaction. It helps us understand whether we need to change our product line and approach," he notes.

The company's products cut across various industries and applications. It has patented products as well as products which can withstand Chinese competition in terms of price.

In this edition of the show, it is showcasing one patented product, and Industrial Heaters and Thermocouples which are mostly used in industries including chemical, oil and gas, textile, plastics, pharmaceuticals, etc.



Heatbird India is recognized as an eminent manufacturer and exporter of industrial electric heaters, heat saving jackets, heating solutions thermocouples and resistance temperature detectors (RTDs). Established in 1986, the company has presence in more

than 14 countries. Around 50 percent of its products are exported to Africa and 25 percent are

exported to the Gulf. It also exports

to Europe, Asia and Australia.

**Ambica Enterprises** Hall: H1, Stall: I-20 www.heatbird.com





and help us analyze on where

we stand in terms of customer

requirements and satisfaction.

**Ravi Bhavsar Ambica Enterprises** 

### CASHEW NUT PROCESSING TECHNOLOGIES

# **Cracking a Hard Nut**

First time participant at IESS, GI Technologies looks out for opportunities to offer its expertise to food processing and engineering industries.

I Technologies offer products and services that cater to the global Cashew Processing Industry. The company has extended its reach in many countries including many African countries, Vietnam, and Indonesia.

"We now want to explore the possibility of offering our expertise of over two decades to other related food processing/engineering industries," says A Barathy, Part-

Technologies. company's products include material conveying systems, vibro feeders / screens and silos.

### Offering its best

"Shows like IESS facilitate reaching out to customers from across the world by bringing them all under one roof. Through the show, we aim to connect with those who need our expertise for their product lines or special purpose machinery for processing food products," he adds.

At the expo, the company is highlighting its cashew nut processing technologies and expertise in designing and manufacturing material handling and storage systems for food grains and food processing industry.

### The company

Founded in 1994 to meet the growing demands for cutting-edge machinery for the cashew industry, Gayathri Industries was later renamed as GI Technologies in 2015. The company offers customized plant machinery, layout and modernization of existing plant, project consultancy, turnkey projects and mechanised material handling systems, and has set up a world-class mechanized cashew



>> Shows like IESS facilitate reaching out to customers from across the world by bringing them all under one roof. Through the show, we aim to connect with those who need our expertise for their product lines or special purpose machinery for processing food products.«

> A Barathy **Partner GI Technologies**

processing plant in West Africa. Around 75 percent of the company's annual turnover comprise exports.

**GI Technologies** Hall: H2, Stall: G-05 www.cashewmachines.com





### SHOWDAI

INDUSTRY 4.0 SOLUTIONS

## **Getting Future-Ready**

IESS 2019 is showcasing technologies related to Industry 4.0 which is touted to be the future of manufacturing. C4i4 Lab, a Government of India initiative, focussed on the fourth industrial revolution, is elated to be part of this journey.

or the Indian manufacturing industry to step up its game, it's highly crucial that it embraces advanced technologies. With the view to steer it in the right direction and offer guidance, the Department of Heavy Industries, Government of India has set up four centres across India under a national program named as SAMARTH Udyog. This brings together the Industry, Institutes, Industry Associations and the Government to invest in the program to enhance our global competitiveness.

The C4i4 Lab Pune is set out to become a first of its kind Innovation Centre in the region focusing on Industry 4.0. "Sustainable growth of the economy will happen when the manufacturing sector contributes significantly. For this, companies need to keep themselves updated with the latest technological developments and it includes Industry 4.0. This is exactly why we are at IESS," said Dattatraya Navalgundkar, Director, C4i4 Lab. "At the show, we are to come across leading practitioners and industry implementers who will deliver their knowledge and case studies. The event will also help us gain an insight into various Industry 4.0 solutions, Industry 4.0 models that could be adopted for our business, experience the live demonstrations and source products which could be useful for our operations," he added.

C4i4 Lab is showcasing its offerings pertaining to Industry 4.0 including Awareness Sessions, Executive Training, Demonstration Lab, Pilot Implementation and Diagnostic Tools. "These are relevant to all the industries but specially manufacturing," noted Navalgundkar.



C4i4 Lab aims at helping manufacturers reduce costs, improve quality, and accelerate customer respon-

>> Sustainable growth of the economy will happen when the manufacturing sector contributes significantly. For this, companies need to keep themselves updated with the latest technological developments including Industry 4.0. This is exactly why we are at IESS.≪

> Dattatraya Navalgundkar Director C4i4 Lab

se. It provides awareness and education on smart manufacturing technologies, implementing ideas at the manufacturing floor and developing capabilities with manufacturers to innovate and compete.

C4i4 Lab Hall: 2 & 3; Stall: H2-K07, J08-D www.c4i4.org





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