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EXPEDITE NOW MAGAZINE

Volume 16
Issue 5

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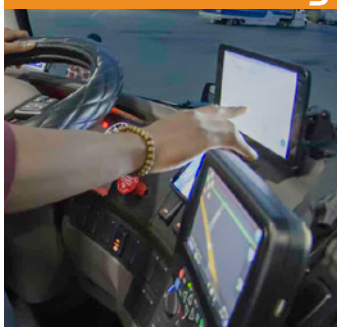
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Industry



**16 Driver Security
Pitfalls - and
How to Steer
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owner operators and drivers working in the
expedited trucking industry.

Our editorial policy encompasses informing
drivers, fleet managers and carriers of the
news and information about the expedited
trucking community.

News and feature articles are compiled to
keep owner operators and drivers apprised of
industry trends and events, and other issues
which impact those who move this industry.



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Show Recap:

NEW VENUE, BIG GROWTH AT EXPEDITE EXPO 2019

By Sean M. Lyden, Staff Writer



"...the move to Fort Wayne appears to have been a big positive for attendees and exhibitors..."

The new venue for the 19th edition of Expedite Expo, which was held July 19 and 20, did not disappoint.

After three years at the Lexington Center in Lexington, Ky., the only trade show geared exclusively to the expedited trucking industry moved to the Allen County War Memorial Coliseum in Ft. Wayne, Indiana,

AND THE RESULTS ARE IN...

According to Kristy Lohre, event manager at On Time Media (the producers of Expedite Expo), the Expo's attendance was up 22% from 2018.

"Every show has growing pains when we move to a new venue. But the move to Fort Wayne appears to have been a big positive for attendees and exhibitors. We're very happy with the turnout," says Lohre.

In case you weren't able to make it, here

are some of the highlights from Expedite Expo 2019.

BUSINESS GROWTH EDUCATION

On both days of the Expo from 8:00 am to 11:00 am, there was dedicated education before the show floor opened so that attendees could focus on taking advantage of the full slate of educational workshops, without being distracted by other events happening at the show.

The sessions, led by successful expeditors and industry experts, fell into one of three categories:

Business Knowledge: Topics covered include: "Expedite Your Financial Well-Being," "Q&A with Successful Expedite Drivers," and "Practical Solutions to Improve Your Business" to offer attendees real-world tips, advice, and best practices



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on how to build a long-term, successful career in expedited trucking.

Truck Knowledge: Topics covered include: "Straight Talk on Buying a Truck," "Fuel Efficiency and Technology Adoption," and "Work with Your Truck and Not Against It" to help attendees get maximum performance, safety, and cost savings from their truck.

Industry Knowledge: Topics covered include: "Women in Trucking," "Stay Metrics Driver Retention: Engage, Reward, and Keep Your Best Drivers," and "Industry Outlook: The State of Expedited Trucking—and What the Future Holds" to give attendees new insights and ideas to help them navigate the upcoming opportunities and challenges that could impact their business.

NETWORKING

The networking lunch roundtable sessions were full for both days. Attendees met with other expeditors to join an hour-long group discussion facilitated by an industry veteran on a specific topic to help attendees be more successful in their business.

This year's roundtable topics included:

- Van drivers knowledge share
- Alternative parking options
- Straight truck drivers knowledge share
- How to work with a fleet owner (from a driver's perspective)
- Driver-to-driver knowledge share
- Percentage vs. flat-rate income.

Industry Outlook: The State of Expedited Trucking—and What the Future Holds

The 10 am special event on Day Two

on "The Future of Expedited Trucking" was moderated by Sean Lyden with Expedite Now magazine and featured industry experts, such as John Elliott with Load One LLC, Ellen Voie with Women in Trucking, and Mike Abood with FedEx Custom Critical.

The panel addressed a packed house of owner-operators, drivers, fleet owners, and folks completely new to the industry to talk about some of the significant trends to watch that could directly impact their business.

Here are some of the highlights:

Near-term industry forecast: Still "partly cloudy." While there's market uncertainty, and freight has been much slower compared to 2018, the business has begun to tick up recently.

Growth of women in the industry: The number is growing, but the biggest obstacle is building awareness that trucking is a viable and attractive career opportunity for women.

The technology most likely to disrupt the industry: 3D printing. If automakers can print their own parts, this would reduce the need for expedited logistics in that market. But the costs associated with 3D printing must drop considerably before the technology would make a significant impact on the industry, which could be several years down the road.

EXHIBITS

Expo attendees got to check out the latest trucks and custom sleepers, with opportunities to get their questions answered by experts from Expediter Services (the Expedite Expo 2019 Title Sponsor), Stoops Freightliner-Quality Trailer, Fyda Freightliner, Premier Truck Group of Knoxville, Buckeye Western Star, Esparparts.com, and Bolt Custom Trucks.

The exhibit hall also enabled prospective

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owner-operators to meet directly with recruiters from a wide range of carriers—including Load One, FedEx Custom Critical, Panther Premium Logistics, Landstar, Premium Transportation Logistics, Tri-State Expedited, TST Expedited Services, V3 Transportation, among several others—to find the best fit for their business and lifestyle goals.

And attendees who weren't ready to buy their own truck but still wanted to learn more about the business were able to meet with fleet owners who were looking to hire good, dependable drivers to operate their vehicles.

TEAM RUN SMART CASINO NIGHT

But the Expo wasn't all business; there were plenty of opportunities to kick back and have fun, as well. For example, on the first night of the Expo, there was Casino Night, sponsored by Freightliner's Team Run Smart, where hundreds of owner-operators, fleet owners, drivers, motor carriers, and vendors tried their hand at Blackjack, Roulette, Craps and Texas Hold'Em—all on the house. This event offered a real casino experience, without the financial risk but with a whole lot of upside.

EXPEDITER OF THE YEAR AWARD

This year's Expo also delivered a new Expediter of the Year award winner: Lisa Morway with V3 Transportation.

Morway was selected among a strong field of finalists that included Vanessa Schroeder with DKP Express and Hyfield Trucking's Frank and Stephanie Rebelo (who you know as "The Trucking Couple" on Youtube).

A driver for V3 Transportation, Morway was nominated by several people including V3's chief operating officer Paul Ratcliff, who wrote: "Lisa is just the type of person who does indeed go the extra mile to help those drivers in need. From giving away shower credits to helping folks wanting to know more about how to best position themselves for freight opportunities, Lisa's generosity crosses all borders, and she sets a bar that everyone at V3 feels is unparalleled in this industry."

Morway joins a club of Expediter of the Year winners that include Tim Paxton with Barrett DirectLine (2018) and Robert Burton with V3 Transportation (2017).

The finalists and winner were chosen by three independent judges from Women in Trucking Association, Load One, and National Truckin' Magazine.

THE BOTTOM LINE

Says Monte Stetler, president at On Time Media, "We'd like to thank our sponsors and exhibitors who make this show possible. It's because of their support that we can offer a valuable—yet free—educational and networking event for drivers, owner-operators, fleet owners, and the local community. It's an honor to host this annual event for our industry, and we're looking forward to Expedite Expo 2020!"

SAVE THE DATE FOR EXPEDITE EXPO 2020!

So, when will Expo be next year? Mark your calendar for July 17 and 18, 2020, at the Allen County War Memorial Coliseum in Ft. Wayne, Indiana. **EN**



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Driver Safety Pitfalls- AND HOW TO STEER CLEAR OF THEM

By Sean M. Lyden, Staff Writer

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INDUSTRY

"I would rather somebody be upset that I was late than that I never made it there and couldn't make it home."



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A few years ago, team owner-operators Scott and Fran Undercoffler were running a load up in Quebec, Canada, when their truck got pummelled by heavy winds on an icy road.

"We were taking our time, going about 40 miles an hour because the roads were slick," Scott Undercoffler recalls. "As we cleared the side of a hill, the wind caught us, and the truck started fishtailing, heading right for a guard rail."

Undercoffler's training kicked in. "You take your foot off the accelerator and don't touch the brakes," he says. "Let the momentum of the truck slow down naturally as much as you can, and try to turn into the skid a little bit."

Once he got the truck to a safe position, the decision was easy for the Undercofflers.

"It takes a lot to scare me, and that scared me. So we just parked the truck and said, 'When they clear the road, [the customer] will get their load.'"

As an expedite driver or owner-operator, you face many decisions that impact your safety on the roads. So, how can you increase the odds that you'll make good decisions, especially when lives are on the line?

The key is to avoid PAIN—Pressure, Aggressiveness, Indecision, Neglect. Here's a breakdown of these four pitfalls to driver safety and how you can steer clear of them.

P-PRESSURE

The nature of expedited trucking is urgency. Your job is to deliver time-sensitive

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freight. And any delays could shut down a production line or cost the customer a lot of money in other ways.

But what about when factors outside your control slow you down, such as dangerous weather, an illness, or a traffic jam?

That's when urgency can turn into pressure to push through or make up for lost time that puts your safety at risk.

How do you diffuse this pressure, whether it's coming from yourself or anyone else? Put your situation into proper perspective.

"I would rather somebody be upset that I was late than that I never made it there and couldn't make it home," says owner-operator Greg Huggins. "I'll pull over for safety before I'd try to barrel through and cause a 100-car pileup because I thought I could make it."

For Huggins, the choice is non-negotiable: "It's either late or never, and I'd rather it be late."

A-AGGRESSIVENESS

Aggressive driving behavior tends to be rooted in overconfidence, with thoughts that often begin with these three words: I can handle.

I can handle...

- Scrolling through my social media feed on my phone while driving
- Reaching over to grab something from the other seat
- Tailgating that truck in heavy traffic
- Driving on too little sleep.

How do you silence the inner gambler? Be vigilant. "You've got to remember that



you're not just driving your truck, you're also driving for everyone else around you," says Bob Caffee, a veteran owner-operator who drives team with his wife Linda. "We typically run 60 to 65 miles per hour, so almost everybody passes us. But, we're always mindful of the vehicles coming up behind us, making sure they're also paying attention before we change lanes. This way, if we do have to pass, we're not pulling out in front of somebody that's going 70 or 80 miles per hour when we're only going 60."

Huggins offers these tips: "When possible, I try not to drive around people. When you have a good long following distance, you can see things coming much easier. And keep an eye on your mirrors. This way, when you get that guy tailgating you, don't hit the brakes hard but slow down a little because they'll get impatient and go around you."

In other words, replace aggressiveness



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with alertness, being continuously aware of all that's going on around you.

I-INDECISION

You're about to hit some nasty weather. At what point should you pull off the road, if at all?

The critical point here: Don't wait until you face a potentially dangerous situation on the road before you try making a decision. That's because, in the pressure of the moment, you'll likely be indecisive. And that hesitation could put you in a perilous position.

Instead, decide what you're going to do before you even start the truck.

For example, as part of his pre-trip preparation, Huggins tracks the weather and makes decisions about when he will do a mid-trip evaluation to determine whether conditions will be safe to continue or if he should stay put and wait it out.

"I look ahead and see that there's going to be a storm by the time I get to a certain city," says Huggins. "So I'll usually plan to stop before that city to double check to see if the storm is still moving along, or if it strengthened or weakened so that I can adjust accordingly."

N-NEGLECT

Pre-trip truck inspections. Truck maintenance and repairs. Getting enough sleep.

These are essential habits and disciplines to help keep you safe on the roads. After all, it only takes one time to short-cut or

neglect any of these to cause a life-altering incident behind the wheel.

So be diligent and thorough with making sure that both the truck and you are road worthy.

"A proper pre-trip inspection is important but so are mid-trips," says Huggins. "When you stop for fuel, walk around the truck. When you stop for a break, always circle the truck and make sure nothing has changed during the trip."

And besides making sure that you're getting enough sleep also be considerate about your partner sleeping. "Don't wake up your partner to see something," says Linda Caffee. "We knew a couple when they first started in expediting, and they would keep waking their partner up saying, 'Oh, you've got to see this! You're just never going to believe this! Come see this!' They ended up failing and getting out of expediting because they were exhausted. So let the other person sleep, even though you just saw the coolest thing ever. You'll get to see it later. And you'll both be much safer on the roads."

THE BOTTOM LINE

If you succumb to any one of these pitfalls, you could cause PAIN to yourself, your partner, the public, and your career. So diffuse pressure with a proper perspective, be vigilant about eliminating aggressive driving behaviors, make important driving decisions before getting on the road, and be diligent with ensuring that both you and your truck are roadworthy. **EN**



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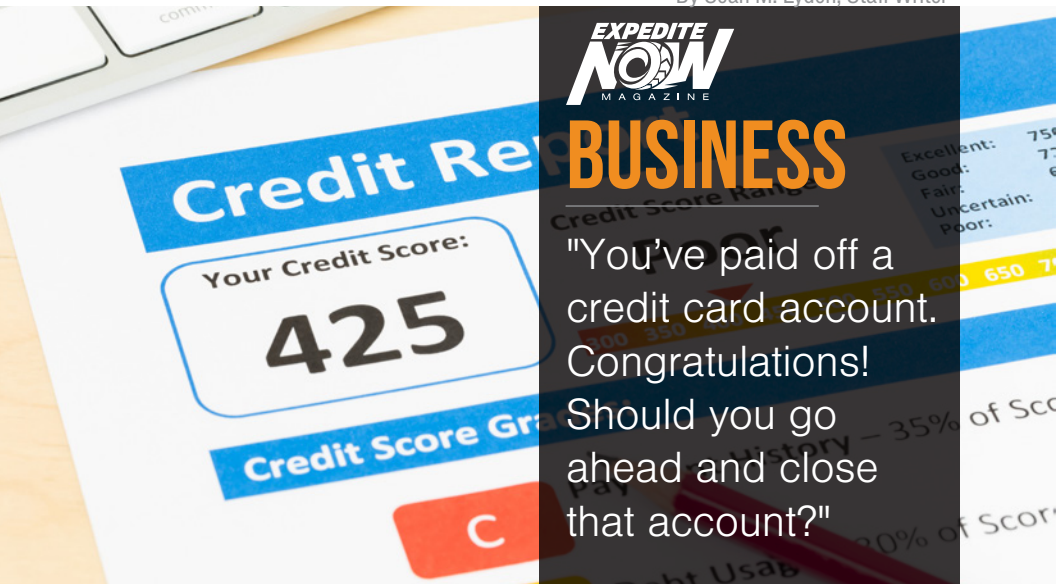
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4 MISTAKES TO AVOID WITH YOUR CREDIT

By Sean M. Lyden, Staff Writer



BUSINESS

"You've paid off a credit card account. Congratulations! Should you go ahead and close that account?"

Knowledge is power. And when it comes to your credit report, knowledge is buying power.

That's because your credit score not only impacts whether or not you get approved for financing to buy a truck or van but also several other factors tied to the cost of vehicle ownership, including the required down payment, interest rate (and, thus, monthly payment), and insurance costs.

Even if you could qualify to buy a truck with a below average credit score, it could still cost you hundreds of dollars (or more) per month, making it much more challenging to make money with that truck and build a sustainable business.

So, what can you do to build a credit

history that strengthens your buying power?

Avoid these four mistakes with your credit.

MISTAKE #1. STICKING YOUR HEAD IN THE SAND.

You might feel stressed out thinking about your credit, but you can't improve what you don't focus on. When you find out exactly where you stand with your credit report, you'll know what you need to work on to raise your score.

How do you get a copy of your credit report without negatively impacting your score?

You can go directly to each of the main credit reporting firms where you're entitled to one free credit report per year:

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Also, most credit card companies give you free access to your credit score—and, in some cases, your full credit report—without lowering your score.

MISTAKE #2. KEEPING HIGH BALANCES.

Credit utilization rate refers to the percentage of your credit card balances relative to your credit limit. The higher that percentage, the lower your credit score. That's because if you've nearly maxed out your credit cards—say, for example, you're at 85-percent of your total credit limit—you're viewed as a much higher credit risk to lenders.

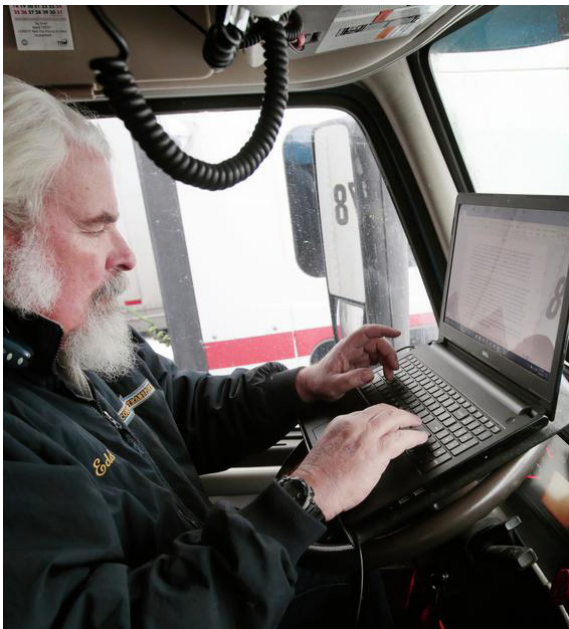
So, focus on paying down your balances to lower your credit utilization rate. Even reducing your ratio to under 50-percent could go a big way to help raise your score.

MISTAKE #3. CLOSING CREDIT CARD ACCOUNTS TOO SOON.

You've paid off a credit card account. Congratulations! Should you go ahead and close that account?

Conventional wisdom would say, "Yes." After all, you've paid off the balance and don't want to be tempted to run up charges on that account again.

But you might want to hold off closing that account—at least for now.



Why?

Refer to the credit utilization rate, which we talked about above with Mistake #2: "Keeping high balances."

Suppose that with all your credit cards, you have a combined credit limit of \$10,000. And you've paid off two cards with a total limit of \$5,000.

Your total credit card balance is \$4,000.

If you keep the paid-off credit cards open for a total credit limit of \$10,000,



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your credit utilization rate would be 40% (\$4,000 out of \$10,000).

But if you close the two cards, your total credit limit drops to \$5,000.

Now, your \$4,000 balance takes your credit utilization rate to 80% (\$4,000 out of \$5,000), which makes you appear to be a higher credit risk.

The ideal situation is to keep paying down your balances. And as those balances get lower, look at which credit card accounts you can close without making your credit utilization rate too high.

But if you keep paid-off accounts open, how can you ensure that you don't run up those balances again?

Put those cards away or cut them up.

MISTAKE #4. LETTING COLLECTIONS ACCOUNTS LINGER.

The sooner you can get a collections account paid off, the sooner it will come off your report. So, do everything you can to keep it from lingering.

How?

Here's your action plan:

Get yourself onto a stronger cash-flow footing where you can start putting money into savings to use to pay off the collections.

Contact the company that now owns the debt. You'll find the creditor's contact information on your credit report.

Pay the balance owed.

If you can't pay the full balance, the company might be willing to work out a

payment plan with you.

Another option is to ask to speak with someone with the creditor who has the authority to negotiate a settlement of the debt at "less than the full balance."

You don't need to be a high-powered lawyer to negotiate this type of deal. That's because the creditor most likely bought your debt for pennies on the dollar. So even collecting 25 or 30 percent of the full amount could be profitable for them, depending on the situation.

The upside to settling your debt for less than the full balance is that it will change the account status on your credit report from "charged off" or "collections" to "settled," which could help improve your score. The downside is that the difference between the amount you owed and the lower amount you actually paid to settle the account could be considered as income for tax purposes. So, consult with a tax professional to assess the potential tax implications of settling the debt.

THE BOTTOM LINE

Even if you've experienced financial challenges that have damaged your credit, it doesn't have to be the end of your dream of becoming a successful owner-operator or fleet owner. You just need more knowledge and visibility into your credit history. That's because when you're aware of the impact of your credit on your business costs, you'll be more likely to develop—and act on—a plan that raises your credit score...and, ultimately, strengthens your buying power. **EN**

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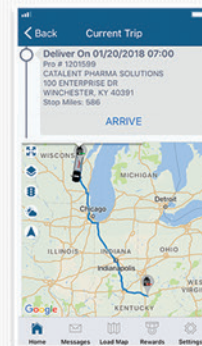
Mapping information



Weather information



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Sprinter OO
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Cargo Van O/O
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Semi Owner Operators
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SPRINTER VAN OO
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TEAMS WANTED

Established Team. Must have Hazmat, Tanker Endorsement, passport plus. Direct Deposit every Friday. Automatic Freightliner Cascadia with loaded Bolt Sleeper
Samuel 631-617-5481

Teams and drivers from the Southeast willing to team wanted to drive a straight truck leased to Panther. All equipment is late model and excellently maintained.
Mark 727-804-0186

SIGN-ON BONUS!
ESTABLISHED TEAM COUPLE for a 2017 Freightliner M2-112 with a gorgeous 100" Bolt custom sleeper, Single large bed and overhead cabinets. George 419-410-2800 \$4000 Sign on Bonus FedEx CC Tractor E Unit Team needed. Great home time
Bj 404-734-6992

We are looking for a good team. 2016 or newer Freightliner M2 112 96" sleepers, APU, Auto-shift, DD13. Leased to Landstar. Pay rates are negotiable with a bonus program and 3% raise after 1 year.
Tony 734-717-0157

HW team needed for 2012 Sprinter. Nice Sleeper setup built in.
Jay 440-339-4444

Looking for a H/W team or established team with 3-6 months experience and stay out 4-6 weeks. No pets or smokers. 2020 Freightliner Cascadia, 96 inch custom sleeper with sink, TV, Fridge/freezer induction stove top, and deluxe bunk.
Krag 985-222-1382

Easy going, flexible Load 1 Fleet Owner is seeking a strong OTR team. Loaded Brand New 2020 Freightliner M2 with 96" Bolt Custom sleeper.
Brannin 941-286-2558

DRIVER WANTED

Sprinters, transits, or promasters Fuel card, weekly direct deposit. Weekly mileage 3k to 4k Lease to own options Take home average \$800 to \$1000 per week
Randy 419-984-7946

I'm looking for a class b cdl driver or team to go in a straight truck at load one
Marsha 724-594-7880

We call it the Big Pig!! Everyone loves bacon! We are looking for a class "A" driver/ team with at least 6 months experience. You would love this truck. Lots of benefits.
Michael 760-716-3476

Overnight contract driver for Amazon dock to dock delivery. Must have at least CDL-B license and current DOT medical card. Routes have an average of 2-3 stops and run out of Brownstown, MI.
April 734-625-4237

Sprinter/van driver wanted - 60/40 split driver pays fuel. Driver receives fuel surcharge. Must be able to pass DOT physical drug test. No accident for the last 3 yrs.
Jamie 330-212-7309

We are looking for Over The Road (OTR) solo or "same household" team drivers to become a part of our team. Our vehicles are leased on with Load One and we currently have a sprinter cube in need of a driver.
American 304-810-5062

SOLO DRIVER Monday thru Friday with weekends off. Some hand unloading required. \$900.00 average weekly pay and good equipment. Must be able to qualify for FedEx Custom Critical. Must live within 100 miles of Calumet City, IL.
Tony 734-717-0157
Looking for a driver to fill Sprinter 60/40 split must be able to stay out 3 weeks at a time.
Sam 586-855-3220

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2015 Freightliner Cascadia - fully integrated aerodynamic Bolt custom sleeper complete with climate controlled living quarters. Fully equipped with a 22' Supreme Reefer Body, Leyman Lift Gate, Thermo King reefer unit, and a Thermo King Tri Pac Evolution APU.
Call Jason at 877-349-9303

2013 Freightliner M2 - 270 hp Cummins, 6 speed eaton fuller, day cab, air ride, roll up door.
Call John at 888-556-4089

2012 Freightliner M 2 112, Detroit DD 13 371 hp, Allison Automatic, Fridge with separate freezer, sink, 466 k miles, 100" Sleeper, APU, 22" Dry Van
Call Brandon at 888-881-1872

2020 Freightliner Cascadia M2-112 96-in. double bunk raised roof sleeper with Detroit DD13 410HP engine and Ultrashift transmission, refrigerator, microwave, sink.
Call Jason at 888-258-7795

2001 Freightliner 22 ft. Box lots of newer parts runs strong 60 series Detroit 1260000 miles auto with clutch tandem axle
Ralph 865-654-0426

2012 Freightliner Cascadia, Cummins ISX-15 450 HP engine, Eaton Fuller 10 speed Smartshift automatic.
Jim 419-367-8297

2014 Cascadia CA113- D unit Tval 450hp 1650tq DD13 w/630435 miles, Jake Brake, CARB Clean Idle Technology, Eaton 10 spd Ultra Shift Plus,
Duane 217-714-7873

ONE OWNER, 2007 Ford E450, 6.0 Diesel, 16Ft cargo Van (11' Cargo w/ 5' Sleeper). Onan Generator, Sleeper: 2 beds, Air Conditioner, Microwave / Coffe Pot. Must Sell. \$13,500.00. Betty 256-504-3137
2011 Hino 338 - Truck is ready to put on the road. Just did the heads. 480k miles, 96" sleeper
Keith 713-859-5872



TRUCKING CAREERS & OPPORTUNITIES

TIP!

Keep track of who you have called and yet to call by checking the box next to the company name.

TT TRACTORS	ST STRAIGHT TRUCKS
RF REEFER	CV CARGO VANS
FB FLATBED	SV SPRINTER VANS
	TS TEAMS

COMPANY	PHONE	HIRING
<input type="checkbox"/> All State Express	888-691-8304	ST TT TS CV SV
<input type="checkbox"/> Bolt Express	888-281-6865	ST TT TS CV SV
<input type="checkbox"/> Expediter Services	888-565-6403	ST TT TS CV SV
<input type="checkbox"/> Expeditus Transport	888-552-2174	ST TT TS FB
<input type="checkbox"/> FedEx Custom Critical	800-398-0466	ST TT TS CV SV
<input type="checkbox"/> Jung Express	888-575-6251	ST TT TS CV SV
<input type="checkbox"/> Landstar	800-622-0658	ST TT TS CV SV
<input type="checkbox"/> Load One	888-824-4954	ST TT TS SV FB
<input type="checkbox"/> Panther Premium	866-344-5898	ST TT TS CV SV FB
<input type="checkbox"/> Premium Transportation Logistics	888-471-7811	ST TT TS CV SV
<input type="checkbox"/> Roadrunner Expedite	888-565-6586	ST TT TS CV SV
<input type="checkbox"/> Tri-State Expedited Service	888-245-4325	ST TT TS CV SV
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