



**INSTITUTE OF INTERNATIONAL BANKING  
LAW & PRACTICE, INC.**

20405 Ryecroft Court, Montgomery Village, MD 20886 USA  
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E-mail: [info@iiblp.org](mailto:info@iiblp.org) Website: [www.iiblp.org](http://www.iiblp.org)

October 2010

Dear LC Professional:

**Your Standby & Guarantee practice changed on 1 July 2010.**

This was the effective date of the new Uniform Rules for Demand Guarantees (URDG 758). While these revised rules improve the global processing of Guarantees, there are critical and major changes on Guarantee practice that began 1 July 2010.

- Are you sufficiently versed in the URDG 758?
- Does your staff have the proper training to support these rules?
- Will they know how to correctly issue an undertaking subject to URDG 758?
- Do they understand the major challenges and risks of URDG 758?
- Will they be trained to reduce your issuance and examination risks?
- Is this a potential opportunity for an enhanced or new product offering?

**We have the answers and the education you need!**

The IIBLP has been at the forefront of Standby & Guarantee practice for the past 20 years. We offer a 7.5 hour seminar comparing URDG 758 to ISP98 and UCP600. In addition, we provide a variety of online training programmes to improve your handling of Standbys and Guarantees. The IIBLP is especially proud of our unique Guarantee & Standby Forums. We gather the world's leading legal and practice experts in every major region of the world to discuss the latest trends and challenges of Standby and Guarantee Practice.

We are also excited to inform you that the IIBLP is your sole source for Standby & Guarantee Certification. Our Certified Standby & Guarantee Professional Certification Programme consisting of four courses and an exam will permit your staff to improve their expertise and finally be recognized for their professional credentials.

We are also pleased to announce that in keeping with our history of significant contributions to the industry, we have released suggested ISP98 Forms & the revision to The Official Commentary on ISP98.

See our website at [www.iiblp.org](http://www.iiblp.org) to learn how you may order these items plus view our extensive list of programmes and publications.

Your partner in improving LC and Guarantee practice,

James E. Byrne  
Director, IIBLP



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As you decide how to spend your 2011 training and marketing budget, the Institute has some important information about cost effective tools which can also earn your employees CDCS and CSGP credits.

1. **Annual LC Survey Conference:** The premier LC event each year, covering all major LC issues, ICC Opinions, and Court Cases. Venues: America, Europe, Dubai, Hong Kong, and Singapore.
2. **Guarantee & Standby Forum:** Venues: Europe, Dubai, Hong Kong, Singapore, and New York.
3. **LC Law Summit:** This one day seminar will update any LC lawyer on the latest legal trends in the field. Held in New York, and we are considering London in May 2011.
4. **IIBLP OnLine Training Archives:** Our affordable 70-90 minute online trainings, including Standbys & Guarantees, Lost Documents and more, will provide you with the necessary understanding of LCs to improve your practice.
5. **Current Books:**
  - *The Comparison of UCP600 & UCP500:* 320 pages detailing the differences between the two rules. Also contains helpful advice on how to navigate UCP600.
  - *LC Rules & Laws: Critical Texts (4<sup>th</sup> Ed.):* All LC texts in one volume including UCP600, ISP98, ISBP, and more. Bulk rates available.
  - *UCP600: An Analytical Commentary:* Now available! This 1,500 page comprehensive analysis.
  - *Intro to Letter of Credit Law & Practice (5<sup>th</sup> Ed.):* This 258-page soft-bound book features practical questions to stimulate understanding of contemporary LC cases
  - *Intro to Commercial Fraud:* This 274-page, soft-bound volume on Commercial Fraud.
  - *URDG 758 Compared to ISP98 & UCP600* book: Available Spring 2011, the companion to our online training programme. Crucial as a standalone text to any professional who regularly needs to reference URDG 758, ISP98, and UCP600.
  - *1996-2010 Annual Review/Survey Compilation Disc:* The disc contains 15 PDFs of each of the years, plus one additional PDF features a Cumulative Index to allow users the chance to search for key words and terms.
6. **URDG 758 Training Packages,** with the introduction of URDG 758 in July, the Institute is offering 2 training programmes.
  - *URDG 758 Compared with ISP98 & UCP600 (7.5 hour):* This comprehensive 7.5 hour programme features presentation slides and an objective audio analysis.
  - *Introduction to URDG 758 (1.5 hour):* Covers the essentials of the URDG 758 rules, including potential problem areas to look out for and the major pros and cons of the new rules.
7. **Documentary Credit World,** the industry's leading monthly journal publication keeps readers abreast of trends influencing the LC industry. Affordable single and group subscriptions available.
8. **Certified Standby & Guarantee Professional (CSGP):** In 2010, IIBLP introduced the CSGP for Standby LC and Guarantee professionals to exhibit expertise through coursework, examinations, and continuing education requirement.

To assist you in planning, we have included 2011 pricing information for your region. Pricing on last four pages.

**Sponsorship and hosting** opportunities are also available for our programs or special events. The Institute can also conduct special training programs tailored to your needs and presented to your in-house staff via the internet.

**Special Training:** Based on your budget requirements, we can assist you in structuring the programs to tap training or marketing funds. Do not hesitate to contact us with questions regarding any of our offerings.



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## **ABOUT THE 2011 ANNUAL SURVEY OF LC LAW & PRACTICE CONFERENCE**

**2011 Annual LC Survey:** The **premier documentary credit event of the year**, this conference continues to draw together the world's leading LC figures with regional leaders and includes bankers, lawyers, corporates, and other LC specialists. It features at least 8 panel discussions on trends and developments impacting today's LC practitioner.

With strategic breaks, lunches, and question-and-answer sessions, it provides not only superb content but ample opportunity for networking with correspondents and customers and access to world-class LC experts. A must-attend for all professionals in the LC field. The Annual Survey offers significant credit units through the Certified Documentary Credit Specialist program (e.g., 13 Professional Development Units for two day seminars in 2010) and CLE credits for attorneys (e.g., 13 in 2010) as well as Continuing Education Units through the Certified Standby and Guarantee Professional Programme.

### **2011 DATES & VENUES**

<b>17-18 March 2011</b>	<b>Americas Annual LC Survey</b>	<b>Tampa, FL</b>
<b>17-18 May 2011</b>	<b>Europe Annual LC Survey</b>	<b>La Hulpe, Belgium</b>
<b>23-24 May 2011</b>	<b>Middle East Annual LC Survey</b>	<b>Dubai, UAE</b>
<b>12 July 2011</b>	<b>Hong Kong Annual LC Survey (1 Day)</b>	<b>Hong Kong</b>
<b>14-15 July 2011</b>	<b>Southeast Asia Annual LC Survey</b>	<b>Singapore</b>

### ***2011 Annual Review of International Banking Law & Practice Edition***

Essential for updating one's collection of LC resources, this Electronic yearbook contains all the major articles, statutes, governmental actions, and practices from the previous year, as well as case summaries of every reported letter of credit court decision from around the world for both commercial LCs and Guarantees. Available March 2011. **Free to 2011 Conference Delegates**

### **2011 SPONSORSHIP PACKAGES**

**Event Sponsorship:** Various packages are available for banks, firms, and companies to sponsor the Annual Survey conference. Each sponsorship opportunity is unique and specifically designed to meet your needs and expectations. Sponsorship of an IIBLP program provides the best means for your institution to maximize its participation and visibility in a cost-effective manner.

**Host Sponsorship:** A limited number of host sponsorship opportunities are available to institutions wishing to bring the Annual Survey to a suitable venue within their facility or to a hotel within a region where the conference is held.

Sponsor benefits may include, but are not limited to: complimentary registrations for key customers, clients, or staff members needing CDCS and CEU credits; opportunity to nominate panelists and/or a luncheon speaker; private two-hour session for your customers and/or staff on an LC topic of your choice; and increased market visibility by having your institution's name linked to an internationally-recognized event for LC professionals. For more information or to request a sponsorship proposal customized to your needs and expectations, contact [csbyrnes@iiblp.org](mailto:csbyrnes@iiblp.org).



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## **GUARANTEE & STANDBY FORUM**

As worldwide usage of standby LCs and guarantees continues to grow at an unprecedented rate, the need for heightened proficiency on matters impacting this industry is clear. As the global authority for standbys and guarantees, the Institute offers this new event to provide senior standby and guarantee specialists an unparalleled opportunity for interactive discussion with leading world experts on pertinent topics and problematic areas.

This one day program is appropriate for bankers, lawyers, and corporate LC users. This event will particularly focus on Corporate users, and bankers are encouraged to bring their top customers.

### **2011 Dates & Venues**

20 May 2011 — London

22 May 2011 — Dubai, UAE

11 July 2011 — Hong Kong

18 July 2011 — Singapore

October 2011 — New York

## **LC LAW SUMMIT**

Held in New York City, this update on the latest developments in LC law is an ideal program for counsel and clients. It includes detailed discussion of the impact of recent judicial decisions on banking operations and LC litigation. The full-day seminar also provides CLE credit (the PA CLE Board approved the 2009 program for 7.5 general credit hours).

### **2011 Dates & Venues**

(Decision Pending) May 2011 -- London

October 2011 — New York

## **2011 SPONSORSHIP PACKAGES**

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Sponsor benefits may include, but are not limited to: complimentary registrations for key customers, clients, or staff members needing CDCS and CEU credits; opportunity to nominate panelists and/or a luncheon speaker; private two-hour session for your customers and/or staff on an LC topic of your choice; and increased market visibility by having your institution's name linked to an internationally-recognized event for LC professionals. For more information or to request a sponsorship proposal customized to your needs and expectations, contact [csbyrnes@iiblp.org](mailto:csbyrnes@iiblp.org)



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## **DOCUMENTARY CREDIT WORLD**

**DOCUMENTARY CREDIT WORLD:** Published by the Institute in partnership with the BAFT-IFSA ten times a year with two special double issues, *Documentary Credit World (DCW)* is the industry's leading monthly journal. Each issue constitutes a course in LC practice and law with extensive coverage of operational issues, risk areas, legal developments, and compliance matters.

**Distribution:** Distributed electronically each month as a PDF, each edition of *DCW* reaches your in-box minutes after publication. *DCW* subscription options include: Single-User License (for one individual); Site License (for one branch or office location); or Global License (for all branches and office locations around the world).

### **2011 DCW PRICING:**

- |                                      |                |
|--------------------------------------|----------------|
| 1. <i>eDCW</i> - Single User License | US\$ 595       |
| 2. <i>DCW</i> Print Issue            |                |
| * Domestic                           | US\$ 645       |
| * International                      | US\$ 675       |
| 3. <i>eDCW</i> Site License          | US\$695        |
| 4. <i>eDCW</i> Global License        | From US\$1,299 |

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## **UCP600 BOOKS & PUBLICATIONS**

### **UCP600: An Analytical Commentary**

**Now available!** This 1,500 page publication includes an in-depth discussion of each UCP600 article. The approach of this treatise is to review each UCP600 article from a historical perspective covering the issues raised, historical development, related legal cases and ICC opinions, and each article's relationship to other laws, rules, and practices. *The Commentary* will be periodically updated as new cases, opinions, and areas of UCP600 requiring clarification arise. Because the book will be able to be updated annually through Pocket Parts, you can always be certain you will have the most recent and up to date information available to you.

### **UCP600: An Analytical Commentary Pocket Parts**

New ICC opinions and court cases appear regularly. To guarantee that UCP600: An Analytical Commentary will remain current without the need to purchase a new edition, the Institute will issue Pocket Parts. The Pocket Parts can be conveniently placed within your copy of the book.

### **The Comparison of UCP600 & UCP500**

Written by UCP600 Consulting Group member Professor James E. Byrne, this 320-page volume examines the changes made in the 2007 revision of UCP600. Released in May 2007, this book is the world's only published comparison of the two sets of rules as the ICC chose not to produce such a volume. It provides an exhaustive article-by-article comparison of UCP600 and UCP500.

For each UCP600 Article, the book includes a summary, context, changes, as well as extensive comments on the implications of each article and expert advice for coping with UCP600. *The Comparison of UCP600 & UCP500* also features the full text of both sets of rules, a UCP600 to UCP500 Quick Reference Chart, and index.

### **Introduction to Letter of Credit Law & Practice**

This 258-page soft-bound book features practical questions to stimulate understanding of contemporary LC cases

### **Introduction to Commercial Fraud**

This 274-page, soft-bound volume explores: the Nature of Commercial Fraud; Criminal Fraud; Fraud in Traditional Commercial Settings, including Letter of Credit Fraud; Methods & Examples of Fraud; Money Laundering; and Investigations & Prevention.

### **LC Rules and Laws: Critical Texts (4<sup>th</sup> Edition)**

The latest edition of this popular volume containing all the key texts needed by today's LC practitioner under one cover. Newly revised in July 2007, this 4<sup>th</sup> Edition includes the full text of UCP600, eUCP 1.1, and China's LC Rules. The 4<sup>th</sup> Edition also features ISBP (2003) updated to show the changes in ISBP (2007). No more flipping between expensive booklets and leaflets; the quick-reference index on the back cover makes it easy to find the rules you need.

In addition to its new material, this edition also features UCP500, ISP98, US UCC Article 5, (including non-conforming amendments), the UN LC Convention, and other important LC texts. This book belongs on the desk of every letter of credit professional.

### **2011 Annual Review of International Banking Law & Practice**

The latest installment of the Institute's long-standing publication series, the 2011 edition is essential for updating your collection of LC resources.

This electronic yearbook contains all the major articles, statutes, governmental actions, and practices from the previous year, as well as case summaries of every reported letter of credit court decision from around the world for both commercial LCs and Guarantees. Available March 2011.

### **1996-2011 Compilation of Annual Review/Survey books (Available Q1 2011)**

With 1,101 summaries of letter of credit and guarantee cases from the past 15 years, this collection of case history alone makes this all-in-one volume a necessary reference for specialists actively working in this field.



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## **ABOUT IIBLP ONLINE TRAINING PROGRAMS**

**IIBLP ONLINE TRAINING PROGRAMS:** Past Webinar sessions are available as Online Replay – accessible over the internet via streaming video – or as a DVD. These two popular and easy-to-use options ensure that you and your staff receive expert training at your convenience on specific aspects of LC practice and law.

### **URDG 758 TRAINING COURSES: *NEW!***

#### **URDG 758 Compared to ISP98 & UCP600 (7.5 hour course)**

The new Uniform Rules for Demand Guarantees (URDG 758) approved by the International Chamber of Commerce (ICC) entered into force on 1 July 2010 ... Are you ready?

Many banks will be requested to take counter guarantees that are subject to URDG758 and to issue local guarantees subject to the rules. To help specialists, the Institute of International Banking Law & Practice has developed "URDG 758 Compared with ISP & UCP Rules for Guarantees & Standbys". This 7.5 hour programme features presentation slides and an objective audio analysis by a lawyer who is intimately familiar with guarantee & standby practice

Introduction to URDG 758 (90 minute course)

### **UCP600 TRAINING COURSES:**

UCP600 Training for Bankers (6-hour course)

UCP600 Training for Lawyers (4-hour course)

UCP600 Training for Corporates (4-hour course)

### **PAST WEBINAR RECORDINGS:**

- **LC Disclaimers for Government Regulations**
- **Exclusions: UCP600 Art. 12(b)**
- **Introduction to Guarantees & Standbys**
- **UCP600 Art. 35: Lost Documents**
- Dealing with China
- Deferred Payment Undertakings
- Drafting Evergreen Clauses
- Drafting Revolving Credits
- Inoperative Conditions
- Negotiation under the UCP
- New PRC Rules: Session 1 (Jurisdiction)
- New PRC Rules: Session 2 (Compliance)
- Non-Bank Issuance
- Notice of Refusal
- Oil Fluctuation Clauses
- Post Financing
- Silent Confirmations
- Update on Recent LC Cases
- Update on Recent LC Legal Issues

To receive email notifications of upcoming LC events from the Institute of International Banking Law & Practice, email your contact information to [info@iiblp.org](mailto:info@iiblp.org). Prices and further details are also available on the Institute website at: [www.iiblp.org](http://www.iiblp.org)



# Certified Standby & Guarantee Professional

WWW.CSGPONLINE.ORG INFO@IIBLP.ORG

## About the CSGP Certificate Programme

How well trained are your Standby and Independent Guarantee document checkers? In this complex age of global finance, does your team have the credentials to be the elite in their field? How do you know?

The Certified Standby & Guarantee Professional (CSGP) is the Professional Standard for Standby LC and Independent Guarantee specialists. The CSGP is a Professional Certificate Program that enables practitioners to demonstrate their specialized knowledge and training, ensuring a standard of excellence in your organisation.

Having worked with the top experts in the field for almost three decades, the Institute has established the International Council on Standbys & Guarantees, a body of leading experts which oversees the Standby and Guarantee Certification Program.

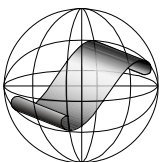
Each candidate for this CSGP designation must complete online coursework, consisting of 19 hours of intense training and an examination. The entire programme is available online - at your convenience - and the examination is available online anytime. Grading is anonymous, and for successful graduates, you will receive a Certificate designating you a Certified Standby & Guarantee Professional as approved by IIBLP and the Council on International Standby Practices (CISP).

### CSGP Certificate Course Requirements

- **Course 1: Intro to Independent Undertakings**
- **Course 2: The Rules for Independent Undertakings**
  - A. UCP600 and Standbys
  - B. ISP98
  - C. URDG
- **Course 3: Comparing UCP600, ISP98 and URDG**
  - A. Introductory Issues
  - B. Obligations
  - C. Examination & Compliance
  - D. Miscellaneous
- **Course 4: Special Issues with Independent Undertakings**
  - A. Automatic Extension
  - B. Cancellation Duration & Return of Original
  - C. Refusal & Waiver
  - D. Issues in Examination for Compliance
  - E. Legal Issues in Standbys & Guarantees
  - F. Special Issues in Transfer, Assignment, and Transfer by Operation in Law
- **Examination**

### Pricing

- **Per User: \$600 + exam fee**
- **Volume Discounts Available**



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## **2011 Pricing - Americas Region**

### **Seminars & Conferences**

#### **2011 Americas Annual Survey Conference**

- |   |   |
|---|---|
| <input type="checkbox"/> Individual                               | US\$ 895 (before 15 Jan 2011); US\$ 995 |
| <input type="checkbox"/> Group (3 or more from same organization) | US\$ 795 per person                     |
| <input type="checkbox"/> Event Sponsorship                        | inquire for your personalized quote     |
| <input type="checkbox"/> <i>2011 Annual Review Volume</i>         | US\$ 129 (FREE with Registration)       |

#### **2011 Americas Standby & Guarantee Forum**

- |  |                                     |
|--|-------------------------------------|
| <input type="checkbox"/> Individual        | US\$ 450                            |
| <input type="checkbox"/> Event Sponsorship | inquire for your personalized quote |

#### **2011 New York LC Law Summit**

- |   |          |
|---|----------|
| <input type="checkbox"/> Individuals                | US\$ 549 |
| <input type="checkbox"/> Bank Employee special rate | US\$ 349 |

### **Publications**

- |   |                                   |
|---|-----------------------------------|
| <input type="checkbox"/> <i>UCP600: Analytical Commentary</i>               | US\$ 279                          |
| <input type="checkbox"/> <i>The Comparison of UCP600 &amp; UCP500</i>       | US\$ 99                           |
| <input type="checkbox"/> <i>LC Rules and Laws: Critical Texts (4th Ed.)</i> | US\$ 59 (5 or more US\$ 45 each)  |
| <input type="checkbox"/> 2011 Annual Review Volume                          | US\$ 129 (FREE with Registration) |

#### ***Documentary Credit World 2011 Subscription***

- |   |                 |
|---|-----------------|
| <input type="checkbox"/> eDCW Single-User License | US\$ 595        |
| <input type="checkbox"/> Site License             | US\$ 695        |
| <input type="checkbox"/> Global License           | From US\$ 1,299 |
- Contact [Editor@doccreditworld.com](mailto:Editor@doccreditworld.com) for quote

### **UCP600 OnLine Training**

- |   |          |
|---|----------|
| <input type="checkbox"/> UCP600 Training for Bankers (6 hours)    | US\$ 999 |
| <input type="checkbox"/> UCP600 Training for Lawyers (4 hours)    | US\$ 329 |
| <input type="checkbox"/> UCP600 Training for Corporates (4 hours) | US\$ 175 |

### **URDG 758 OnLine Training**

- |  |                     |
|--|---------------------|
| <input type="checkbox"/> URDG 758 Compared with ISP98 & UCP600 | US\$ 249/Individual |
| <input type="checkbox"/> URDG 758 Compared with ISP98 & UCP600 | US\$ 499/Bank Use   |



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## **2011 Pricing - Europe Region**

### **Seminars & Conferences**

#### **2011 Europe Annual Survey Conference**

- |   |   |
|---|---|
| <input type="checkbox"/> Individual                               | US\$ 995 (before 31 March 2011); US\$ 1,095 |
| <input type="checkbox"/> Group (3 or more from same organization) | US\$ 895 per person                         |
| <input type="checkbox"/> Event Sponsorship                        | inquire for your personalized quote         |
| <input type="checkbox"/> <i>2011 Annual Review Volume</i>         | US\$ 129 (FREE with Registration)           |

#### **2011 Europe Guarantee & Standby Forum**

- |   |   |
|---|---|
| <input type="checkbox"/> Individual                               | US\$ 495 (before 31 March 2011); US\$ 545 |
| <input type="checkbox"/> Group (3 or more from same organization) | US\$ 445 per person                       |
| <input type="checkbox"/> Event Sponsorship                        | inquire for your personalized quote       |

### **Publications**

- |   |                                   |
|---|-----------------------------------|
| <input type="checkbox"/> <i>UCP600: Analytical Commentary</i>               | US\$ 279                          |
| <input type="checkbox"/> <i>The Comparison of UCP600 &amp; UCP500</i>       | US\$ 99                           |
| <input type="checkbox"/> <i>LC Rules and Laws: Critical Texts (4th Ed.)</i> | US\$ 59 (5 or more US\$ 45 each)  |
| <input type="checkbox"/> 2011 Annual Review Volume                          | US\$ 129 (FREE with Registration) |

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### **UCP600 OnLine Training**

- |   |          |
|---|----------|
| <input type="checkbox"/> UCP600 Training for Bankers (6 hours)    | US\$ 999 |
| <input type="checkbox"/> UCP600 Training for Lawyers (4 hours)    | US\$ 329 |
| <input type="checkbox"/> UCP600 Training for Corporates (4 hours) | US\$ 175 |

### **URDG 758 OnLine Training**

- |  |                     |
|--|---------------------|
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| <input type="checkbox"/> URDG 758 Compared with ISP98 & UCP600 | US\$ 499/Bank Use   |



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## **2011 Pricing - Middle East Region**

### **Seminars & Conferences**

#### **2011 Middle East Annual Survey Conference**

- |   |   |
|---|---|
| <input type="checkbox"/> Individual                               | US\$ 895 (before 31 March 2011); US\$ 995 |
| <input type="checkbox"/> Group (3 or more from same organization) | US\$ 895 per person                       |
| <input type="checkbox"/> Event Sponsorship                        | inquire for your personalized quote       |
| <input type="checkbox"/> <i>2011 Annual Review Volume</i>         | US\$ 129 (FREE with Registration)         |

#### **2011 Middle East Guarantee & Standby Forum**

- |   |   |
|---|---|
| <input type="checkbox"/> Individual                               | US\$ 495 (before 31 March 2011); US\$ 545 |
| <input type="checkbox"/> Group (3 or more from same organization) | US\$ 445 per person                       |
| <input type="checkbox"/> Event Sponsorship                        | inquire for your personalized quote       |

### **Publications**

- |   |                                   |
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