

# CHAMBER CHATTER

The Newsletter of the Waynesburg Area Chamber of Commerce  
 Phone: (724) 627-5926 • Fax: (724) 627-8017  
 E-mail: wbgchamb@greenepa.net  
 www.waynesburgchamber.com

To provide services and programs that will increase the success of member businesses and organizations and enhance the economy and quality of life in the Waynesburg Area. To remain a politically unbiased and enthusiastic resource to our members and the community at large.

## President's Letter

Aloha! For all of you that are interested- Hawaii is wonderful in September! Is it really October? Well I'm back to reality and plans are moving along quite nicely for our annual banquet. As they say- Change is Good!! We have moved our date & location for the banquet. The banquet will be held on November 22, 2003. This year's festivities will be held in the banquet hall at Waynesburg College. They have prepared a scrumptious dinner selection for us. We will also be entertained with a String Jazz Trio. Congratulations to our Distinguished Service Award recipient, Robert W. Fox. We hope to see all of you at the banquet.

Respectfully,  
 Sheila Elliott Barger  
 President

## Mark Your Calendars

The November General Membership Meeting will be held on the third Wednesday instead of the traditional fourth Wednesday due to the Thanksgiving Holiday. Please mark you calendars now for Wednesday, November 19th for the last General Membership Meeting of 2003.

*You're Invited  
to the...*

**October  
Business  
After Hours**

*Thursday, October 15th  
4:30 P.M. – 7:30 P.M.  
hosted by  
Greene County  
United Way Office  
748 East High Street*

*Join fellow Chamber members  
for a delicious Fall Harvest Fest  
with Apple Crisp, Pumpkin  
Cookies and Hot Apple Cider.  
And don't forget your business  
cards for networking opportuni-  
ties and door prize drawings!*

## Director's Note

For the past two years, the Educational Scholarship Committee has organized a Chinese Auction at the Annual Membership Banquet. In 2002, the project netted \$500 for the fund and was met with great enthusiasm from those attending the banquet. Typically the items or cash donations are solicited from Chamber members through a mailing and follow-up phone calls. In 2003, a redesigned mailing went out to all Chamber members. Within a few days, and before the follow-up contact began, calls started coming in to the office from members offering their items for the Chinese Auction. In addition, \$600 in cash donations have been received or promised so far. I am so pleased with the response from the members who took the time to contact the office and support this worthwhile Chamber project. I am sure that once the follow-up contacts begin, we will be organizing the most successful Chinese Auction to date. The big winner will be the high school seniors who will benefit from this scholarship in the future.

Thank you for your generosity.

Respectfully submitted,  
 Melody Longstreth  
 Executive Director

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**GENERAL MEMBERSHIP MEETING**

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**WEDNESDAY, OCTOBER 22, 2003**  
**Noon - 1:00 p.m. • Waynesburg Moose - Upstairs Meeting Room**

**SPEAKER: KIRK KETCHEM, CHAMBERS OF COMMERCE SERVICE CORP.**  
**TOPIC: "NEW CHAMBERCHOICE PRODUCT – AFLAC INSURANCE"**

DOOR PRIZE DRAWING

*Networking Opportunity - Bring Your Business Cards for Door Prize Drawing*

*Your invited to the ....*

**FALL UPDATE**

*Wednesday, October 22, 2003  
4:30-6:30 p.m.*

*at  
Groovy's American Café  
46 South Morris Street, Waynesburg  
Presented by*

**Waynesburg Prosperous and  
Beautiful, Inc.**

Hear a progress report on  
the downtown revitalization program  
and meet the new  
Main Street Manager, Connie Burd.

## Calendar of Upcoming Events

### OCTOBER

- 13 Office Closed for Columbus Day
- 15 October Business After Hours - Greene County United Way - 4:30-6:30pm
- 18-19 Harvest Festival - Greene County Historical Museum
- 22 General Membership Meeting - Noon-Waynesburg Moose
- 22 Waynesburg Prosperous & Beautiful Fall Update - 4:30-6:30pm - Groovy's
- 23 Women of Wisdom Conference - Hilton Garden Inn - Southpointe
- 26 Turn Clocks Back!

### NOVEMBER

- 6 November Business After Hours - Team Penna. CareerLink 4:30-6:30pm
- 11 Office Closed for Veteran's Day
- 12 Board of Directors Meeting - Noon-Groovy's
- 13 Quick Books Seminar - Waynesburg College
- 19 General Membership Meeting - Noon-Groovy's

## Member To Member Discount Program

This program, exclusively for Waynesburg Chamber members, is aimed at creating an awareness of the value of doing business in our community and with other Chamber members. Members are encouraged to offer savings to their fellow Chamber members to encourage business between members. Savings can be added to the program at any time through out the year and can run for a set period of time. Special updates will be published monthly and included in the newsletter reminding members of the special savings being offered. If you are interested in offering a special discount to fellow Chamber members, please contact the office at 724-627-5926. What you decide to offer and the length of time the sale is good is entirely up to you. What have you got to lose? You'll attract fellow members to your business and in turn, you'll be attracted to theirs!

## September Membership Business After Hours

THANKS to member, PEACEFUL SPRINGS for hosting the September B.A.H. at their beautiful farm. Everyone enjoyed a delicious cookout and some of the best-pulled pork sandwiches in Greene County made by hosts Tina and Mark Gaydos. The first door prize for the evening was a round of golf and a cart for two at the Greene County Country Club. The lucky winner was Linda Logue of Pre-Paid Legal Services. Two scarecrows were donated by Peaceful Springs and were won by Bruce Wermlinger of Waynesburg Borough and Frank Pecjack of Pecjak's Sunoco.

We hope to see you all at the next Business After Hours on October 15th at the Greene County United Way!

### November Business After Hours

-----  
**Team Penna. CareerLink**  
-----

**4 West High Street  
Thursday, November 6th**

**4:30-6:30pm**  
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**Mark Your Calendar!**

## Board of Director Nominees

The Nominating committee has presented the following individuals as candidates for the 2004-2006 Board of Director term. Five individuals will be elected from this list and any nominations made from the floor at the October General Membership Meeting on October 22nd at the Waynesburg Moose.

### August Berry-

*Big Brothers Big Sisters*

**Charles Perrine - Waynesburg College**

**Jeff Gernert - Greene County Tourism**

### Nancy Davis -

*Greene County Education Center*

**Ami Cree - Padgett Business Services**

**Barb Cole - Team PA CareerLink**

**Tim Logan - Logan Law Office**

### Carol Howard -

*McDonalds/Mickeys' and Mia's*

**Karen Zalom - RAG American Coal**

### John McCall -

*Community Foundation of Greene County*

## Member Web Address Announced

The following members have announced their new web addresses. Be sure to jot them down in your Chamber directory and visit their sites.

### Bev's Body Works

[www.yourcustomhealth.com](http://www.yourcustomhealth.com)

### Greene County United Way

[www.greencountyunitedway.homestead.com](http://www.greencountyunitedway.homestead.com)  
The website was designed by United Way's new office manager, Jennifer Lippencott.

## Quickbooks Advanced Seminar

Learn how to Broaden your QuickBooks skills, become more efficient in processing your day-to-day work and improve your business management skills. The detailed program will cover the following topics: Working with Inventory - Processing and Accounting of Payroll - Using Estimates and Time Tracking - Analyzing Financial Data - Customizing forms and letters - Tracking asset and Liability accounts - Financial Reports. The event will be held on Thursday, November 13 from 8:00am to 10:00am at Hanna Hall on the Waynesburg College Campus. Pre-registration is required by calling 412-648-1544 and the cost to attend is \$40.00 per person. The event is hosted by the University of Pittsburgh Joseph M. Katz Graduate School of Business, Institute for Entrepreneurial Excellence, Small Business Development Center and their partner organization, Waynesburg College Center for Education and Technology.

## Door Prizes Needed

Do you have an item promoting your business that you would like to donate to be used as a door prize at the monthly General Membership meeting? If so, please contact the office.

## Congratulations

Congratulations to Bruce Wermlinger of Waynesburg Borough for being the lucky winner of the door prize at the September General Membership Meeting! Bruce won a gift bag of goodies from Community Bank.

## MEMBER PROFILES



### The Creative Studio

The Creative Studio, formerly Clips and Tips moved into its new location at 119 Jefferson Road. Many may remember the site as the home of the Country Cottage next door to PennDot on Route 188. The Creative Studio is owned by designer, Tonya Keener-Blasco and is a full service salon. The new location provides a charming and classy atmosphere in this unique structure with on site parking available. Their line of services includes hair styling, cuts, perms, straightening and specialty color techniques. Nail offerings include manicures, pedicures, acrylic nails, airbrushing and hot oil manicures. Specialty pedicures matched to the current

season are also available as well as rhinestone pedicures year round. Other services include waxing, makeovers and prom or special occasion updos. Special Holiday packages are being prepared for gift giving to the girl who has everything or those hard working women in your life. The Creative Studio's two nail technicians and 3 hair designers are available to serve men, women, children and wedding parties. To schedule your appointment, call 724-627-5980.

Would you like to see your business appear in our Member Profiles column? All you have to do is write a paragraph or two about your business, services provided, areas covered, new services, new employees, awards or honors achieved, new locations, etc. and send along with your logo, artwork or photograph to the office. Each month, as space permits, Profiles will be included in the newsletter. We want to hear about what is going on in your business! Be sure to let us know!

## Career Changers Can Earn Masters in Teaching in the Evening

Waynesburg College's Southpointe Center has launched a new mater of arts in teaching program for adult career changers. People with a bachelor's degree in a content area in which the college offers teaching certification can now earn a master's degree and teaching certification through an accelerated 16-month program of evening classes. "More than half of the current teaching forces will be returning within the next seven years, so teaching is an excellent field to go into now." said Diane Woodrum, chair of Waynesburg's Education Department. "It seems to hold particular interest for working adults looking for a new and regarding career. The response to the program has been enormously positive." The 26 credit-hour program is designed for working adults who have an undergraduate degree in a content area in which Waynesburg offers certification - including math, chemistry, biology, English, social studies, or general science. Some classes meet one night a week at Southpointe; others are online. For more information contact Waynesburg College at 724-852-3289.

## Doing Business With the Commonwealth Seminar



The Chamber recently sponsored the "Doing Business with the Commonwealth" seminar at the Waynesburg Moose lodge. Breakfast was provided followed by a presentation on the details of doing business with the state. Cristina Jumba, Senior Business Consultant with the PA Bureau of Minority and Women Business Opportunities and Business Development, and Deborah S. Wojcik, Director of the Government Agency Coordination Office at California University instructed participants. Items such as how the state buys goods and services, how you can find out about state bidding opportunities, what information is available on the internet to help you and how you can receive state certification as a minority or woman owned business were just a few of the topics covered. Twelve attendees representing Greene, Fayette, Westmoreland, Allegheny and Armstrong counties participated.

## Procurement Opportunities Fair Scheduled

California University of Pennsylvania's Government Agency Coordination Office (GACO) and Slippery Rock University of Pennsylvania's Government Contracting Assistance Center (GCAC) will host Procurement Opportunities Fair 2003 at the Holiday Inn Meadowlands, Washington, PA on October 22, 2003.

The fair will feature about 65 booths and tables occupied by federal, state, and local government agencies, corporations, regional service organizations and area businesses. It will provide a tremendous opportunity for companies interested in pursuing new and productive marketing opportunities.

Some of the government participants at this year's fair include NASA, Wright-Patterson AFB, 911th Airlift Wing, Internal Revenue Service, U.S. Postal Service, Department of General Services (DGS), State Correctional Institute, Fayette and the Office of Surface Mining, while some of the major corporations include Mine Safety Appliance, Michael Baker Corporation, Mascaro Construction Company and Bechtel Bettis. Washington County, Allegheny Energy and Allegheny County Department of Public Works are a few of the local agencies who will be participating.

California University's GACO program is funded by grants from the Sarah Scaife Foundation, the Defense Logistics Agency, and Dominion People's.

The fair will run from 9:00 am to 4:00 pm. The cost to attend is \$30, which includes lunch. For further information, contact Tracy Julian at 724-938-5881.

## Chamber Chatter Articles and Inserts

We always welcome your news articles and press releases concerning your business. Photos are also encouraged. There is no charge for articles and photos to be included. Inserts may be placed in the newsletter at a cost of \$65 per issue. 350 inserts must be provided and folded to 4 1/4 x 5 1/2 inches to fit inside the newsletter. There is a \$20 charge for material provided unfolded. A non-profit insert rate is available at \$32.50 per issue. Please submit all material for the Chamber newsletter by the 1st business day of each month for the month in which you would like it published or inserted. Questions may be directed to the office at 724-627-5926.

## Waynesburg College Sets Fall Schedule

Waynesburg College has announced its special events schedule for the fall. The schedule includes art exhibits, performing arts and lecture series, concerts, and Homecoming events. All events are open to the public and free of charge unless otherwise indicated. The Benedum Fine Arts Center Gallery hours are Monday through Friday from 9:00am to 3:00pm. For more information on any of the events, call 724-852-3293.

**October 13** - Waynesburg College Fall visitation day for prospective students.

**October 14** - Guest Lecture Series - Dr. Susan Drake Emmerich, founder & CEO of Emmerich Environmental Consulting and U.S. Representative to Earth Summit. 11:00am Chapel Services and 7:30pm PAC.

**October 19 - November 14** - Benedum Fine Arts Gallery - Native American Art Exhibition. Opening reception is October 19 - 3:00-5:00pm

**October 21** - Pittsburgh Symphony Reed Trio at 7:30pm in the PAC - \$5.

**October 25** - Waynesburg College Fall visitation day for prospective students.

**November 5-8** - The Theater Department will present "A Midsummer Night's Dream" at 7:30pm in the PAC

**November 11** - Waynesburg College Fall visitation day for prospective students.

**November 11** - The Christ & Culture Lecture Series will feature Dr. Quentin Schultze, author and professor of communication at Calvin College, Dr. Schultze will speak at 11am Chapel services and also at 7:30pm in the PAC.

**November 17-December 8** - Fall Semester Student Art Exhibition - Benedum Fine Arts Center Gallery. Opening reception is December 8 from 5:00-7:00pm.

## Upcoming Seminars

**October 15**

Writing An Effective Business Plan

Call the Duquesne University Chrysler Corporation Small Business Development Center at 412-396-6233 or visit [www.duq.edu/sbdc](http://www.duq.edu/sbdc) to enroll.

**The Pittsburgh Conference for Women**  
October 28 Green Tree - \$149

**Excelling as a First-Time Manager or Supervisor** - Pittsburgh - November 4 and December 4. \$199

**Business Writing and Grammar Skills Made Easy and Fun** - Pittsburgh  
November 6-7 \$299

Call 1-800-873-7545 to enroll.  
Presented by SkillPath Seminars

**Finance and Accounting for Non-Financial People** - Pittsburgh November 10, Morgantown - November 12 \$159.  
Call 1-800-556-2998 to enroll. Presented by Fred Pryor Seminars

**Getting the Most from Microsoft Excell**  
Pittsburgh - November 19 - \$99  
Call 1-800-867-4340 to enroll.  
Presented by CompuMaster

**How to Balance Priorities and Manage Multiple Projects**  
Morgantown - December 16 - Pittsburgh -  
December 19 - \$149

Call 1-800-556-2998 to enroll.  
Presented by Fred Pryor Seminars

**Dealing Effectively with Unacceptable Employee Behavior**  
Morgantown - December 1, Pittsburgh,  
December 8 and January 12 - \$149  
Call 1-800-873-7545 to enroll.  
Presented by SkillPath Seminars

## Waynesburg College Fall Visitation

Waynesburg College will host fall visitation days for high school students and their families on Saturday, October 25th and Tuesday, November 11th. The Admissions Office will host campus tours, meetings with faculty, and meetings with representatives of the Financial Aid and Admissions Offices. Refreshments will be served and lunch will be provided. For registration or for more information, call 1-800-225-7393 or email [admissions@waynesburg.edu](mailto:admissions@waynesburg.edu)

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## Welcome

Richard and Lorinda Scott of Scott Enterprises recently welcomed James William Scott into this world on September 27th. James weighed in at 8lbs and was 20 inches long. Mother and baby are doing fine. Congratulations Richard and Lorinda!



## Scholarship Donations

A thank you goes out to the following members who have made donations to the continuation of the Chamber's Educational Scholarship Fund in September.

**Ross Beauty Shop**

## Farewell and Welcome

In last month's newsletter we wished a fond farewell to First Federal's representative, Chuck Trump. Jeff Widdup will now serve as First Federal's chamber representative. In addition, Jeff will continue to represent The Investment Center at First Federal. We are sorry for any confusion this may have caused.

## Flyer Space Available

Insert your promotional material in the Chamber Chatter and at a great rate! Our rates beat the postal service by a mile! Insert 350 pieces at a cost of \$65 (non-profit rate of \$32.50) That's only 19 cents each and you are targeting Waynesburg area Chamber members. Provide the office with 350 identical inserts, folded to 8 1/2 inches by 5 1/2 inches (same size as folded newsletter) no later than the 5th day of the month that you would like the insert included. There is a \$20 charge for material received unfolded. Mailing occurs so that the newsletter arrives the third week of the month. For more information, contact the Chamber office.



**Corporate Weekend  
Promotion**

**50% off**

**Your Current Corporate Rate!**

**Offer available at  
ALL Western Pennsylvania locations!**

Please call the:  
**Waynesburg Office**  
1050 E. Greene Street  
Waynesburg, PA 15370-7502  
**(724) 627-7722**

- Weekend Promotion is based on rentals from Friday through Monday (72 hours).
- Promotion includes the same miles per rental as your corporate account.
- Normal rental requirements must be met. Call your nearest location for details!
- Offer Excludes Specialty Vehicles.

**Offer valid through December 31, 2003**

## Waynesburg Prosperous and Beautiful Fall Update Event Scheduled

On Wednesday, October 22, 2003, Waynesburg Prosperous and Beautiful, Inc. will present a progress report to the community. Downtown merchants, property owners, and all interested parties were invited to learn more about the group's activities. This meeting will also be an opportunity to meet Connie Burd, the new main street manager hired to administer the downtown revitalization program.

**Date:** Wednesday, October 22, 2003

**Place:** Groovy's American Cafe, 46 S. Morris Street.

**Time:** 4:30 to 6:30pm

## Water Resources Planning Act

Pennsylvania businesses will be directly affected by Act 220-the Water Resources Planning Act. The legislation directs the Department of Environmental Protection to update the State Water Plan and conduct a statewide water resources inventory including a water use registration and reporting program. This inventory will allow the Department to determine how much water Pennsylvania has, how much is being used, and how much will be available in the future. Many businesses will be required to register their water use, and many others will be offered the opportunity to do so voluntarily. Business, industrial and agricultural users will receive a fact sheet and a registration form in the mail and asked to fill it out and return it by October 15th. Members are encouraged to take part in this important inventory which will help paint a comprehensive water resources picture of Pennsylvania. For further information, please contact DEP's Bureau of Watershed Management at 717-772-4048 with any questions.

## Newsletter Advertising Spaces Available

The advertising that appears in the newsletter is available to any member at a cost of \$300 annually, or \$30 per issue. Call the office now at 724-627-5926 to sign up. Your ad will reach 335 businesses in the Waynesburg area at a cost to you of only .09 cents per copy. That's a great advertising rate and you are targeting your fellow Chamber members. Be sure to take advantage of this great marketing tool.

## Servsafe Certification Offered

The Greene County Education Center of Westmoreland County Community College has announced an offering of the ServSafe Certification - Food Safety Training Course in Greene County. The program meets the requirements mandated by the Pennsylvania Food Employee Certification Act (3 PA C. S.C. SS6501). Topics include the latest about food borne diseases, how to prevent them and the latest in safe food handling practices including the Hazard Analysis Critical Control Point (HACC) System. Those who pass the examination will receive certification from the Education Foundation of the National Restaurant Association.

**Date:** October 13th, 20th, 27th, November 3rd & 10th - Test Night

**Time:** 6:00-10:00pm

**Instructor:** Dan Wagner

**Place:** Greene County Vocational School

For registration, please call the WCCC Greene County Education Center at 724-627-3464.

## Chinese Auction

Recently you received a flyer asking for a donation of items, services or cash for the 2003, Educational Scholarship Fund Chinese Auction. The auction will be held as part of the evening's activities at the 2003 Annual Membership Banquet. Follow-up calls will be made over the next few weeks encouraging members to donate to this worthwhile cause. The scholarship has been in existence for 14 years and annually helps one high school senior with a \$1,500 cash scholarship. All proceeds from the Chinese Auction will be placed directly into the Scholarship Fund. When a member contacts you, please support this worthy endeavor.

## Order Your Alltel DSL Through The Chamber

If you are ready to increase your office efficiency and sign up for a high speed DSL line, please contact the Chamber for the order form. By signing up through the Chamber you not only help yourself by increasing your efficiency, you help the Chamber out by allowing us to keep our DSL line another month at no cost. The office is open for you to come in and view the speed at which you can surf the net and use the phone at the same time. Call to arrange a time to stop by!

## A Special Thanks

The second annual "50's Fest and Car Cruise" was a huge success with 200 cars, trucks and motorcycles registering. A special thank you to the businesses that were open and to all of those who worked at and attended this great event. Next year's "50's Fest and Car Cruise" will be held on Saturday, September 11, 2004.

Thanks again,

Mike Murray Event Chairperson  
Waynesburg Prosperous &  
Beautiful, Inc.  
suemurraysam@hotmail.com

## PRA Launches CD-ROM

Pittsburgh Regional Alliance (PRA) has launched a new CD-ROM aimed at providing human resources professionals, managers with hiring responsibilities and executive recruiters with a tool to help position the Pittsburgh region to job candidates who are unfamiliar with the region. Entitled "Pittsburgh Perspectives: Find Yourself In Our Region," the CD-ROM features video testimonials, Internet links, resources and facts that revolve around four main categories: Career, Community, Recreation and Self. The value of the CD-ROM for local companies is that job candidates who are not familiar with the Pittsburgh region have outdated or negative perceptions about it, which makes it a less attractive place for them compared to other regions of the country where they might also be considering employment. This CD-ROM is designed to help companies that are recruiting potential employees from other markets. It offers a snapshot of Pittsburgh through the personal stories of people who have recently come to the region from other areas." "The goal is to help companies capture the candidate's attention, and then get them to visit the region. The CD-ROM, which features music by local artists and a companion Web site ([www.pittsburghperspectives.org](http://www.pittsburghperspectives.org) <<http://www.pittsburghperspectives.org>> ), is available by calling the Pittsburgh Regional Alliance Business Resource Center at (877) 392-1300 or emailing [brc@regionalalliance.org](mailto:brc@regionalalliance.org). The Heinz Endowments and the Commonwealth of Pennsylvania's Stay Invented the Future program provided underwriting for the project.

# First Federal Ousts Rotary to Win WANB Radio Day

First Federal Savings and Loan won First Place over defending champion Waynesburg Rotary Greene County United Way's annual WANB Radio Day held Thursday, September 5, at the United Way office in Waynesburg. Radio Day, sponsored by WANB, ran from 9:00am until 5:00pm and featured 12 local businesses and agencies and their D.J.'s. Votes for the favorite DJ were coming in hot and heavy until the end of the day. This year when the dust finally cleared, First Federal claimed the title of "Most Popular DJ" over second-place Waynesburg Rotary. The DJ for First Federal was Don Headlee, while Rotary was represented by Dick Robinson and Nancy Davis. The total amount raised this year was \$7,082; the highest amount ever raised in the event's 15-year history. Other companies participating, in order of how they finished, were: RAG PA Operations (Cumberland and Emerald Mines); Community Bank; Baily Insurance Agency; GreeneSaver; Coldwell Banker; Community Action SW; Waynesburg Lions Club; Greene ARC; Herrington and Long; and Waynesburg College. Amy Widdup, United Way Executive Director, commented, "The real winners were our fourteen agencies who helped over 35% of the people in Greene County in 2002. We're very grateful to WANB and Doug Wilson for their sponsorship of Radio Day, which is the kick-off event for our annual fall campaign." Proceeds from Radio Day will go to the 2003 United Way Campaign.



Winners: First Federal Savings & Loan, DJ: Don Headlee (left), Doug Wilson - WANB (right).

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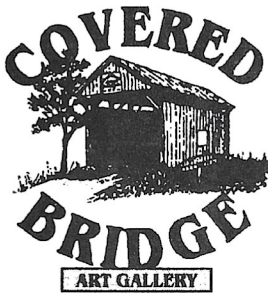
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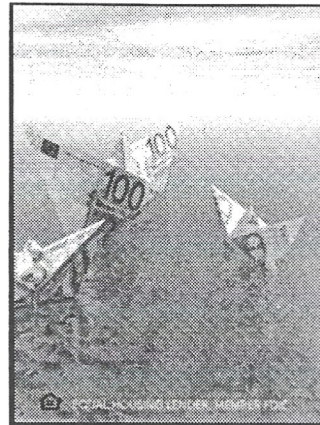
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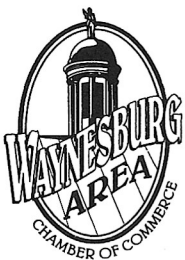
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