

◆ Niehaus News ◆

May 2005

Volume 44, Issue 05

**NIEHAUS
Companies**

Karran
KITCHEN TRENDS

- Vincennes IN

**NIEHAUS
HOME CENTER**
1023 Main St. Vincennes, IN

- Vincennes, IN
- Terre Haute, IN
- Robinson, IL

WBM

- Vincennes, IN
- St. Louis, MO
- Nashville, TN

**Top
Shop**

- Vincennes, IN

Happy Mother's Day



May 8th

WONDERFUL MOTHER

*God made a wonderful mother,
A mother who never grows old;
He made her smile of the sunshine.
And He moulded her heart of pure
gold;
In her eyes He placed bright shining
stars,
In her cheeks fair roses you see;
God made a wonderful mother,
And He gave that dear mother to me.*

- Pat O'Reilly

WBM Hires New Therma Tru Door Service Representative



Scott McCrary, the new Therma Tru Serviceman..

Wholesale Building Materials has added an extra service for the Therma Tru Door Division. WBM will provide its dealer customers with on-site assistance with any problem that might arise with the installation of a ThermaTru Door.

Scott McCrary was hired to fill the position of the "Therma Tru Serviceman." Scott will be based in Vincennes, but will travel throughout the 5 states that WBM sells Therma Tru Doors.

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Splinters by Bernie Niehaus Chairman of the Board



The Masters

Several years ago I became an avid golf fan - that is watching it on T.V. and following my favorite players. I gave up playing the game many years ago. I have attended two of the Majors - the U.S. Open at Pebble Beach and the PGA at Vahalla in Louisville, but my goal was always to be able to attend the Masters. It is known to be the hardest ticket in sports to get.

Last month, Patty and I were invited to attend the Masters by Gary Lautzenhizer, Executive Vice President of Aristocrat Cabinets. Aristocrat rented a house just a short distance from the course and this served as our headquarters. Gary was an excellent host and showed us a great time.

The Masters is held each year at the Augusta National Golf Club in Augusta, Georgia. Bobby Jones, upon his retirement from Championship Golf in 1930, realized his dream of building a golf course. He decided to build it near Augusta, Georgia on a 365 acre former nursery site with a great variety of flowering plants and trees including the famous row of Magnolia trees. The first Masters tournament was held in 1934 and won by Horton Smith.

The course is spectacularly beautiful with its landscaping and manicured greens and fairways. The course is lined in vivid color provided by the thousands of Dogwoods, Red Buds, Azaleas and flowering peach trees. Amen Corner is the most photographed scene at Augusta with its Hogan's Bridge over a natural creek which sets up a water hazard.

To carry on the rich tradition of the Masters, egg salad and pimento cheese sandwiches are served instead of hamburgers and hot dogs. They are wrapped in green paper so in case one would happen to fall to the ground, the TV cameras would only show the rich green colors of the grounds. All T.V. stands and the buildings are also painted green to blend in.

Of course, the Green Jacket is awarded to the winner of the Masters, along with approximately a million dollar purse and much more for endorsements.

This year Tiger Woods won his fourth Green Jacket to tie Arnold Palmer with his four. Jack Nicklaus still holds the record with six Green Jackets. Seeing this tournament was certainly a tremendous opportunity and Patty and I will treasure these memories for many years to come.

Bernie

From The Hoosier Funk and Wagnels

- The world's largest orchid collection is found at Ball State University in Muncie, Indiana.
- The first regulated speed limit on Indiana roads was initiated in 1921/ 20 - 25 mph.
- An average of 400 funnel clouds are sighted each year in Indiana.
- The city of Gary, Indiana, was built on fill brought from the bottom of Lake Michigan through suction pipes.
- There are only two Adam Fireplaces in the United States. One is in the White House and the other in the Diner Home in Indiana.
- Josie Orr, wife of former Indiana Governor Robert Orr, flew bombers and cargo planes during World War II.
- The Indianapolis Methodist Hospital is the largest Hospital in the Midwest
- One of the first complete bathrooms in Indianapolis was in the home of Hoosier poet, James Whitcomb Riley.
- The career of Dorothy Lamour (famous for the Crosby-Hope Road Movies) was launched in Indianapolis.
- Aviatrix Amelia Erhart was once a Professor at Purdue University.
- Crown Hill Cemetery (Indianapolis) is the largest cemetery in the U.S.
- The library in Fort Wayne, Allen County, Indiana houses one of the largest genealogy libraries in America.
- Wabash, Indiana was the site of the first hanging of a white man for killing Indians.
- The courthouse roof in Greensburg, Indiana has a tree growing from it.
- The world's first transistor radio was made in Indianapolis.
- Clark Gable and wife Carole Lombard (a Hoosier, born in Fort Wayne, IN.) honeymooned at Lake Barbee near Warsaw, Indiana.
- The American Beauty Rose was developed at Richmond, Indiana.
- Elkhart, Indiana is the band instrument capitol of the World.
- Johnny Appleseed is buried at Fort Wayne, Indiana.
- St. Meinrad Archabbey is located in Spencer County and is one of only 2 archabbey's in the U.S. and seven in the world. (Abbey Press is an operation of the arch-abbey.)
- Red Skeleton was born in Vincennes, Indiana.
- Oprah Winfrey built her residence in Indiana.
- 90% of the world's popcorn is grown in Indiana.
- The birthplace of the automobile, the pneumatic rubber tire, the aluminum casting process, stainless steel and the first push-button radio was in Kokomo, Indiana.

Birthdays

In May the following employees will be celebrating their birthday!

Mike McIntyre	May 4
Chad Lukens	May 6
Lisa Ridgeway	May 6
Lorie Hansen	May 6
Brook Fuller	May 7
Trina Wulfert	May 12
Mary K. Edgin	May 16
Conni Lockhart	May 16
Josh Litherland	May 18
Roy Roach	May 19
Doug Mikiska	May 24
Danny Harrington	May 27
Judy Detty	May 28
Wayne Tracy	May 28
Don Mendenhall	May 29
Tracy Catt	May 29

Happy Birthday

Anniversaries

May will mark the anniversary date of employment with our company for the following employees.

Eric Feagley	11 Years
Kim Terry	7 Years
Don Kirby	7 Years
Mick Gormley	5 Years
Chris Hamilton	5 Years
Darryl Frame	5 Years
Donna Stephenson	3 Years
Chris Cresgy	1 Year
Stephanie Potts	1 Year
Justin Robinson	1 Year
Kevin Hueby	1 Year

Congratulations!

Bumper Stickers

- Born Free. . . .Taxed to Death
- 99 percent of lawyers give the rest a bad name
- Hang up and drive.

New Employees

We want to welcome the following new employees to our company.

- Denise Butts - Niehaus, Terre Haute
- Charles Fields - WBM, Vincennes
- Jonathan Worland - WBM, Vincennes
- Kyla McKinney - WBM, Vincennes
- Joel Pope - Niehaus, Terre Haute
- Curtis Coopridner - Niehaus, Terre Haute
- Michael Coudry - Niehaus, Terre Haute
- Robert Lawson - Niehaus, Terre Haute
- Robert Shepherd - Niehaus, Terre Haute
- Randal Wissel - Karran USA, Vincennes

Welcome!

WE ARE VALUABLE

We are more valuable than any of the younger generations: We have silver in our hair. We have gold in our teeth. We have stones in our kidneys.

We have lead in our feet, and We are loaded with natural gas.



NOT ON OUR MAILING LIST?

If you (or anyone you know) who is not currently on our mailing list to receive the Niehaus News - but would like to be -just call 812-882-2710 or e-mail summins@wbm-online.com



LIST TO LIVE BY

- The most destructive habit.....Worry
- The greatest joy.....Giving
- The most satisfying work.....Helping others.
- The ugliest personality trait selfishness
- The most endangered species dedicated leaders.
- Our greatest natural resource..... Our youth.
- The greatest “shot in the arm” Encouragement.
- The greatest problem to overcome..... Fear.
- The most effective sleeping pill..... peace of mind.
- The most crippling failure disease..... Excuses.
- The most powerful force in life..... Love.
- The world’s most incredible computer.....The brain.
- The worst thing to be without..... Hope.
- The deadliest weapon.....The tongue.
- The two most power-filled words..... "I Can"
- The greatest asset.....Faith
- The most worthless emotion..... Self-pity.
- The most beautiful attire.....SMILE!
- The most prized possession..... Integrity.
- The most powerful channel of communication.....Prayer
- The most contagious spirit..... Enthusiasm.

New Arrival

Congratulations

to

Shannon & Erik Grantham

on the arrival of their new son

March 3, 2005

Charles Luke

9 lbs 5 oz. and 21-1/2” long

Niehaus News

This newsletter is the official publication of events and activities of Niehaus Companies, Inc. which include Niehaus Home Centers (Vincennes, IN, Terre Haute, IN and Robinson, IL,) Wholesale Building Materials (Vincennes, IN, St. Louis, MO and Nashville, TN), and is published 12 times per year.

**Editor/Photographer/Writer: Sherry Cummins, Advertising Manager
Niehaus Companies, Inc.**

The Obedient Wife

There was a man who had worked all of his life, had saved all of his money, and was a real miser when it came to his money. Just before he died, he said to his wife, "When I die, I want you to take all my money and put it in the casket with me. I want to take my money to the afterlife with me."

And so he got his wife to promise him with all of her heart that when he died, she would put all of the money in the casket with him. Well, he died. He was stretched out in the casket, his wife was sitting there in black, and her friend was sitting next to her. When they finished the ceremony, just before the undertakers got ready to close the casket, the wife said, "Wait just a minute!" She had a box with her; she came over with the box and put it in the casket. Then the undertakers locked the casket down, and they rolled it away.

So her friend said, "Girl, I know you weren't foolish enough to put all that money in there with your husband." The loyal wife replied, "Listen, I'm a Christian; I can't go back on my word. I promised him that I was going to put that money in that casket with him."

"You mean to tell me you put that money in the casket with him!!!!?"

"I sure did," said the wife. "I got it all together, put it into my account and wrote him a check. If he can cash it, he can spend it."

ROSE BUDS & HANGING BASKETS

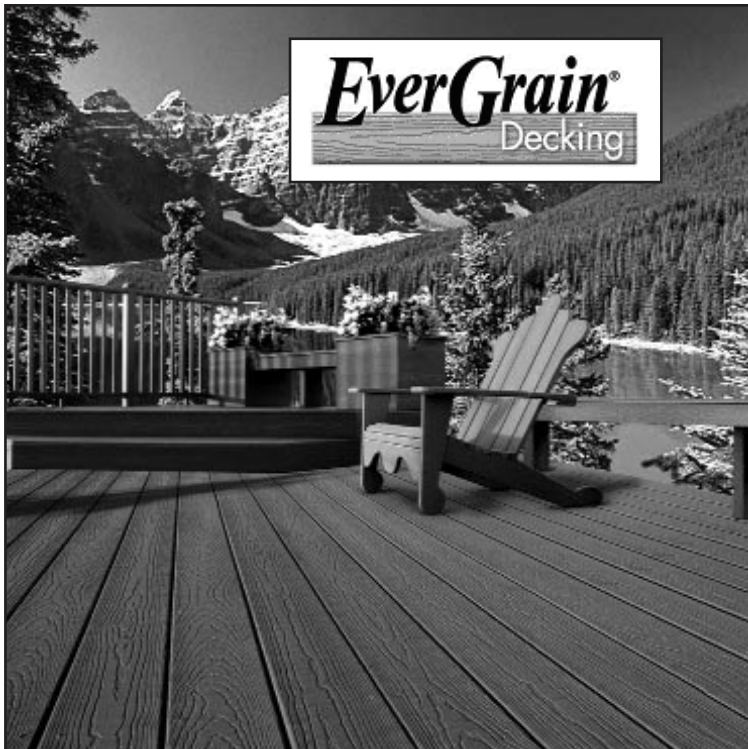
A teenage granddaughter comes downstairs for her date with a very sheer blouse on and no bra. Her grandmother just pitched a fit, telling her not to dare go out like that!

The teenager tells her "Loosen up Grams. These are modern times. You gotta let your rose buds show!" and out she goes.

The next day the teenager comes downstairs, and the grandmother is sitting there with no top on. The teenager wants to die. She explains to her grandmother that she has friends coming over and that it is just not appropriate...

The grandmother says, "Loosen up, Sweetie. If you can show off your rosebuds, then I can display my hanging baskets."

Happy Gardening.



Unlike other "grained" products, EverGrain Decking is compression molded, creating a true-to-life, deep lasting grain. Build a deck with EverGrain in any of our three attractive colors and you'll see that it looks so much like wood, it may even upstage nature.

Wood Composite

Decking

EVERGRAIN is a composite decking product made with recycled material. It has the true look of wood, and it is low maintenance. It does not require painting or weatherproofing.

- Deep wood grain appearance.
- Low maintenance
- Four natural colors
- Slip resistant
- 10 year limited warranty
- No need to paint or stain
- Warranted against splintering, rotting and termite damage



"Old Farmer's Advice"

- Your fences need to be horse-high, pig-tight and bull-strong.
- Life ain't about how fast you run, or how high you climb, but how well you bounce.
- Keep skunks and bankers and lawyers at a distance.
- Life is simpler when you plow around the stump.
- A bumble bee is considerably faster than a John Deere tractor.
- Words that soak into your ears are whisperednot yelled.
- Meanness don't jest happen overnight.
- Forgive your enemies. It messes up their heads.
- Do not corner something that you know is meaner than you.
- It don't take a very big person to carry a grudge.
- You cannot unsay a cruel word.
- Every path has a few puddles.
- When you wallow with pigs, expect to get dirty.
- The best sermons are lived, not preached.

- Live a good, honorable life. Then when you get older and think back, you'll enjoy it a second time.
- Don't interfere with somethin' that ain't botherin' you none.
- If you find yourself in a hole, the first thing to do is stop diggin'.
- It don't take a genius to spot a goat in a flock of sheep.
- Sometimes you get, and sometimes you get got.
- The biggest troublemaker you'll probably ever have to deal with watches you shave his face in the mirror every mornin'.
- Always drink upstream from the herd.
- Good judgment comes from experience, and a lotta that comes from bad judgment
- Lettin' the cat outta the bag is a whole lot easier than puttin' it back in.
- If you get to thinkin' you're a person of some influence, try orderin somebody else's dog around.
- Live simply. Love generously. Care deeply. Speak kindly. Leave the rest to God.

• **Words**

A husband read an article to his wife about how many words women use a day... 30,000 to a man's 15,000. The wife replied, "The reason has to be because we have to repeat everything to men.. The husband then turned to his wife and asked, "What?"

• **Woman's Revenge**

"Cash, check or charge?" I asked, after folding items the woman wished to purchase. As she fumbled for her wallet I noticed a remote control for a television set in her purse. "So, do you always carry your TV remote?" I Asked. "No," she replied, " but my husband refused to come shopping with me, and I figured this was the most evil thing I could do to him legally."

The fight we had last night was my fault, my wife asked me what was on the TV and I said "dust."

Wife: Let's go out and have some fun tonight. Husband: Okay, but if you get home before I do, leave the hallway light on.



PAINT

What do you get when you buy BENJAMIN MOORE PAINT? Outstanding Quality!

- **Interior Wall Paints - latex or oils**
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Flats , Gloss or Semi-Gloss
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 501 Howard St, Robinson, IL
 1110 Ft. Harrison Rd, Terre Haute, IN





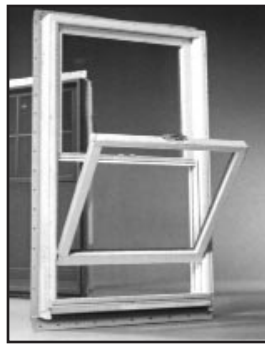
- Casements
- Awning
- Double Hung
- Bays & Bows
- Gliding
- Roof Windows
- Skylights
- Patio Doors



Long Live The Home



When designing a home, use wall plans as well as floor plans. WindowCentric home design principles help you do this by focusing on six standards that maximize the benefits well-placed windows can bring to your home, making a noticeable difference in how your home looks and feels.



Save Energy

Andersen High-Performance Sun windows reduce the sun's heat over 2 times better than single-pane windows.

- Restrict heat gain dramatically
- Turns the hot summer sun into "cool daylight."

Call or visit now. Start enjoying more daylight, less heat.



Three locations To Serve You:

- 1023 Main St., Vincennes, IN
- 501 S. Howard St., Robinson, IL
- 1110 Ft. Harrison Rd., Terre Haute, IN

Meet The Terre Haute Team



Richard Bailey
Materials Handler



Tracey Englum
Assistant Manager



Denise Butts
Kitchen & Bath Specialist



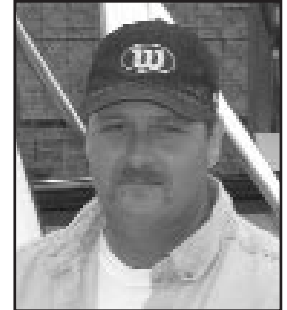
Curtis Coopridner
Inside Sales Representative



Tim Hensley
Delivery Specialist



Tim Malooley, Manager



Robert Lawson
Delivery Specialist



Chad Lukens
Window & Door Specialist



Jack McCullough
Outside Sales Representative.



Mike McIntyre
Operations Manager



Joel Pope
Inside Sales Rep.



Mary B. Robinson
Kitchen & Bath Specialist



Scott Brian
Delivery Specialist



Erin Tuft
Administrative Assistant

Mike Couldry - Outside Sales Representative - not available for photo

The Secret of Life..

A boat docked in a tiny Mexican village. An American tourist complimented the Mexican fisherman on the quality of his fish and asked how long it took him to catch them. "Not very long, señor," answered the Mexican.

"Why then didn't you stay out longer and catch more?" asked the American. The Mexican explained that his small catch was adequate to meet his needs and those of his family. The American asked, "But what do you do with the rest of your time?"

"I sleep late, señor, fish a little, play with my children, and take a siesta with my wife. In the evenings I go into the village to see my friends, have a few drinks, play the guitar, and sing a few songs... I enjoy a full life."

The American interrupted, "I have an MBA from Harvard and I can HELP you! You should start by fishing longer every day. You can then SELL the extra fish you catch.

With the extra money you can buy a bigger boat. With the extra money the larger boat will bring, you can buy a second one and a third one and so on until you have an entire fleet of fishing boats. Instead of selling your fish to a middle man, you can negotiate directly with the processing plants and maybe even open your OWN plant. You can then leave this little village and move to Mexico City, Los Angeles, or even New York City! From there you can direct your HUGE enterprise!"

"How long would that take, señor?" asked the Mexican. Twenty, perhaps twenty-five years," replied the American. "And after that, señor?"

"Afterwards! That's when it gets really interesting," answered the American, laughing. "When your business gets really big, you can start selling stocks and make millions!"

"Millions? Really?! And after that, señor?"

"After that you'll be able to retire, live in a tiny village near the coast, sleep late, play with your children, catch a few fish, take siesta with your wife, and spend your evenings drinking and playing your guitar and enjoying life with your friends."

Creation!

A man said to his wife one day, "I don't know how you can be so stupid and so beautiful all at the same time." The wife responded, "Allow me to explain. God made me beautiful so you would be attracted to me; God made me stupid so I would be attracted to you!"



Education Tax Rules

Paying for college may now be less taxing.

Parents facing college expenses have several provisions in the tax law to consider. The benefits don't apply to all, but there is something of interest for many families.

Tax credits

- The Hope credit is available for certain tuition and fees, and it allows you to reduce taxes annually up to \$1,500 per student for the first two years of college. The credit is equal to 100% of the first \$1,000 of qualified expenses and 50% of the next \$1,000.

- The lifetime learning credit covers any year of post-secondary education, with a maximum credit of \$2,000, no matter how many students in the family are eligible.

Both the Hope and lifetime learning credits start phasing out for taxpayers with higher incomes. For 2005, the phase-out range for joint filers begins at \$87,000 (\$43,000 for singles). Married taxpayers filing separate returns are not eligible for these credits.

Other education tax incentives

- Education savings accounts. You may establish an education savings account (previously called an education IRA) with a nondeductible contribution for any child under 18. The annual contribution limit is \$2,000. Funds can accumulate and be paid out tax-free for qualified college expenses, including tuition, fees, books, supplies, equipment, and certain room and board costs. The funds can also be used to pay for elementary and secondary (K-12) school expenses at public, private, or religious schools. Eligibility for an education IRA starts phasing out at \$95,000 of AGI for single taxpayers and \$190,000 for married taxpayers.

- Individual retirement accounts (IRAs). Existing IRAs can also be a source of college funds. You may make withdrawals before age 59½ without penalty for amounts paid for college or graduate school tuition, fees, books, room and board, supplies, and equipment.

- Education savings bonds. Interest on Series EE and Series I bonds issued after 1989 is nontaxable when used to pay tuition and fees for you or your dependents. This tax break begins to phase out once income reaches certain levels.

- College expense deduction. Through 2005, there is an "above-the-line" deduction for qualified higher education expenses. The allowable deduction is based on the taxpayer's modified AGI. The deduction is \$4,000 for single taxpayers with AGI up to \$65,000 and \$2,000 for single taxpayers with AGI of \$65,001-\$80,000. For married filing joint, the deduction is \$4,000 for taxpayers with AGI up to \$130,000 and \$2,000 for married filing joint with AGI of \$130,001-\$160,000.

When you start examining your situation, remember that many of these provisions are designed so that you can't benefit from more than one in any given year. We can help guide you through the maze and help ensure that you receive the maximum possible benefit.



Karran and Lansen Sinks Make A Big Splash!



Karran and Lansen booth display as seen in the Solid Surface Show in Las Vegas.

Both Karran and Lansen sinks are coming on strong for the import division of our company. Karran the solid surface line of sinks, is gaining popularity in the Midwest as well as the east coast of the US. Karran USA is the sole distributor of Karran, which is manufactured in Africa and imported to our Karran distribution center on Willow Street in Vincennes. The Karran models are all solid surface sinks that can be under-mounted to solid surface, laminate, engineered stone, or granite counter tops, forming a seamless, one piece look.

Lansen stainless steel undermounted sinks are the latest addition to the import line for The new Lansen line of stainless steel sinks are under-mounted and makes a seamless transition from laminate counter top to sink.

Karran Featured in KITCHEN TRENDS magazine.

This month's KITCHEN TRENDS magazine features a two page article of photographs and write-up on Karran sinks. The article goes into depth about the quality of the Karran line - the high density of the material making it stain proof - high temperature resistant - resistance to abrasive cleaners - and carries a 50 year warranty.



The new Karran warehouse on Willow Street in Vincennes receives the huge shipments of Karran and Lansen sinks where they are re-packaged and made ready for shipment..



Brook Fuller poses in front of the many containers of bulk-packed Karran sinks before they are re-packaged for shipment to Karran dealers.





Kitchen & Bath Cabinets

Coming home should be a joy. Especially when you've taken the time to create a home that's a joy to come home to. . . Aristokraft Cabinetry makes it simple to create the home you've always wanted, easily and affordably.



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- Computer Design
- Delivery available
- Affordable prices
- 13 styles in stock - many more by special order
- Financing available at some locations

Aristokraft offers an impressive array of styles in maple, oak, hickory, and laminate. There's a color to please everyone - clean whites, sun-dappled neutrals and rich, deep shades.



When you choose Aristokraft, you're choosing beautiful, quality cabinets that you'll appreciate for years.

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882-2710

Niehaus Home Center
501 S. Howard St., Robinson, IL
618-544-2138

Niehaus Home Center
1110 Ft. Harrison, Terre Haute, IN
812-466-1050

Employees In Profile



Robinson, Illinois

William Wait - Bill as his friends call him, works at the Niehaus Home Center in Robinson. He had been a full-time employee at the former Big Buck Building Center for 15 years - then retired - and now works part-time building custom Andersen windows for the business. Prior to coming to work for Big Buck, Bill had worked at a Western Auto Store for 11 years and then owned his own for the next 11 years.

Bill was born and grew up in Robinson. He and his wife Donna have three grown children and 7 grandchildren.

Bill is a skilled woodworker with a fully equipped workshop. He says his latest projects have been an oak armoire and a shiftrobe for his granddaughters. One has an etched glass door with a design he created just for her. No doubt these pieces are heirlooms that will be passed down through future generations. He says his son is also quite an accomplished woodworker, and turns out some beautiful furniture pieces. Hats off to both!



Vincennes, Indiana

Don Meredith - works in the new Karran facility on Willow Street in Vincennes. He helps in relieving the containers of Karran and Lansen sinks, our companies latest import/export business. Karran is a solid surface line of sinks and Lansen is a line of stainless steel sinks that can be under-mounted - a new concept for stainless steel. Both are received packed in bulk - Don and Brook Fuller fill orders for WBM Dealers by repackaging the sinks in their own cartons and making them ready for shipment to the dealers.

Don has been with our company for almost a year. He was born and grew up in Vincennes. He is a graduate of Lincoln High School and Vincennes University where he earned a degree in Collision Repair. Don is single and says he enjoys riding motorcycles and spending time with his girl friend.



Vincennes, Indiana

Aaron Pearson - joined our company last September and is a part of the installation team. He and the crew work under Wayne Sullivan and their primary job is to install the Guardian Fiberglass blown insulation. When they are not booked on insulation jobs, they may help on a gutter installation or do projects around the store.

Before coming to work for our company, Aaron had worked for Pearson Construction and also the Jay C Food Store. He was born and grew up in Sullivan, Indiana, but now resides in Vincennes. He is a graduate of Sullivan High School and Vincennes University where

he earned a degree in Architectural Drafting.

Aaron is currently single - but not for long. He and his fiancé, Christina Clement, plan to marry on August 13 of this year. His answer to what he likes doing in his leisure time was play softball, shoot pool and play poker.



St. Louis, Missouri

Shannon Fischer - came to work for the St. Louis division of Wholesale Building Materials a little over 3 months ago. She is the Receptionist at that office and also does order entry. Before coming to work for WBM, she had worked for a title company as well as a formal wear store.

Shannon was born and grew up in St. Louis. She graduated from Hazelwood High School. She is married. She and her husband Steve have two small children. Mackenzye is 2 and Camden is 8 months. The family just recently moved into their new home.

Shannon says with two small children, her job, and settling into a new home - there is no time for hobbies - but, she does enjoy spending time with her family and that is the best time spent.

Niehaus News

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work together*



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- A *20-year limited warranty* on Smooth-Star fiberglass door systems.
- A *10-year limited warranty* on Premium Steel door systems.



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