Metal Forming Buyers and Sellers Hold Enter Forming Buyers and Sellers Hold Enter Forming Hold Enter Forming Buyers and Sellers Hold Enter Forming Hold Enter Form

2026

STAMPING • PUNCHING • BENDING • LUBRICATION • COIL HANDLING AUTOMATION • SAFETY • CUTTING • SOFTWARE • TOOL & DIE QUALITY CONTROL • WELDING



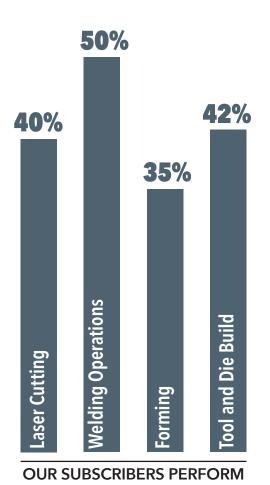


Commitment

Breadth of Audience; Breadth of Coverage

Thumb through our 2026 Media Guide and you can't help but come away feeling great about the audience we've carefully developed, and the breadth of products we've crafted to reach our audience. Whether in print, online or on the air, MetalForming has your marketing needs covered from every angle.

Please take a look and reach out with comments/questions. THANKS for reading! MF





MetalForming magazine is my go-to source for industry news and new technology 'reveals.' Suppliers of metal forming technology know that the publication's readers look to MetalForming for the latest and greatest in manufacturing technology, tips and techniques, as well as case-study articles.

> - Todd Wenzel, President TCR - Integrated Stamping Systems

Audience

MetalForming continues to increase audience in key areas



By the Numbers*

MANUFACTURING

12,126 MANUFACTURING

PRODUCT MANUFACTURING

PRODUCT MANUFACTURING

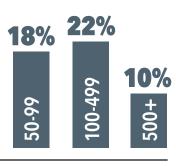
6,747 TRANSPORTATION EQUIPMENT **MANUFACTURING**

MANUFACTURING



50%

*Source: Publisher's Data and Metal Forming Data reported in our June 2025 Publisher's Statement.



*SUBSCRIBERS BY NUMBER OF **EMPLOYEES**

C-Level/Company Management 19% 19% fg. Management

59%

*SUBSCRIBERS **BY JOB TITLE & FUNCTION**

Markets











Top subscribing companies in these key end markets

AUTOMOTIVE & OFF-HIGHWAY

- A.J. Rose Mfg.
- Autokiniton
- Bobcat
- Caterpillar
- Clips & Clamps
- Deere
- General Motors
- Ford
- Honda
- Kubota
- Martinrea
- Tenneco
- Tesla

AEROSPACE

- Bell Helicopter
- Boeing
- Collins Aerospace
- Eaton Aerospace
- Lockheed Martin
- Northrop Grumman
- Space X
- Textron Aviation
- UTC Aerospace Systems
- Blue Origin

HVAC

- A. O. Smith Corp.
- Carrier
- Greenheck Fan
- Hoshizaki America
- Modine
- Morrison Products
- Revcor
- Seasons 4
- Trane

ELECTRONICS

- Apple
- Balluff
- Delta Computer Systems
- Honeywell
- Molex
- Prime Controls
- TE Connectivity
- Tyco

APPLIANCE

- Electrolux
- Focal Point
- GE Appliances
- Sub-Zero
- Whirlpool

Audience

TOTAL MANUFACTURING

AVERAGE MONTHLY PAGEVIEWS

UNIQUE ENEWSLETTER SUBSCRIBERS

STAMPING AUDIENCE

Newsletters



MetalForming

Twice monthly, the MetalForming enewsletter covers news and technology of importance to metal formers and fabricators. The second edition of each month covers metal forming/fabricating technologies and products.



Business Edge

This enewsletter, delivered the first week of each month, provides management-related content, including exclusive articles authored by experts in manufacturing-management issues.



MetalForming Mexico

MetalForming's monthly Spanish-language enewsletter reaches 12,000+ engineers and managers in the metal forming industry throughout Mexico.

Specs and Rates

• 600x190 px (one per issue)

Technology ad

- 300x250 px image
- Headline
- 50 words of text and URL (six per issue)

MetalForming \$2500/Leaderboard \$1500/Technology ad **Business Edge** \$2000/Leaderboard **\$1000**/Technology ad

Leaderboard

MetalForming Mexico \$800/Leaderboard **\$650**/Technology ad

METALFORMING SUBSCRIBERS

OPEN RATE

BUSINESS EDGE SUBSCRIBERS

MEXICO SUBSCRIBERS

MetalForming Delivers eBlast

Inhouse, branded custom email blast program

- Audience size: 5000-25,000+
- 27% open rate
- 5% CTOR
- Full reporting with leads/contact information
- Segment your target audience by geography (United States, Canada and Mexico), job title and vertical industry segment.

MetalForming Delivers en Español

Leverage our enewsletter and print-magazine subscriber database to send your custom eblasts and targeted messaging to decision makers in Mexico.

Consult your sales representative for pricing.

Rates (5000 Minimum)

Quantity (cost per thousands) 5000 to 15,000 **\$450/M** 15,001 to 35,000 **\$375/M** *Prices from September 1 to October 31

*Prices from September 1 to October 3 5000 to 15,000 **\$550/M** 15,001 to 35,000 **\$475/M**







MetalForming Webinar

MetalForming will host your 1-hr. technical webinar, handling all production and promotion duties and registration, and providing a facilitator/moderator for the live event.

Webinar includes

- Email promotion
- Social media promotion (LinkedIn, Facebook, & X)
- Archived on metalformingmagazine.com (with ongoing promotion)
- Full lead generation—custom lead reports with registrant contact information

Webinar Rates

Price **\$6500**

MetalForming LIVE presents ... case studies from the shop floor

These single-sponsored, recorded webcasts feature your company spokesperson and a spokesperson from your customer, to discuss a successful, new technology-implementation project. Anchored by a solid return-on-investment perspective, the conversation, moderated by a MetalForming media editor, will occur via Zoom, and last 30-45 minutes.

We will record the webcast and post it to our website, and promote it via eblast, enewsletters and social media posts.

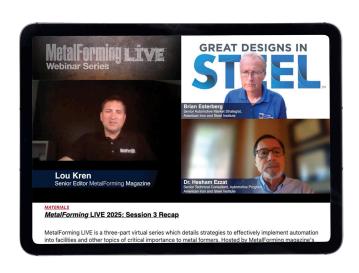
Prior to the webcast recording, we will schedule a rehearsal to review the content.





Sponsorship includes

- Zoom-session recording (30-45 minutes)
- Recording will be posted to the MetalForming website, and shared with the sponsor
- Session will be promoted by MetalForming via one eblast to 10,000 subscribers; ads in three enewsletters; and two LinkedIn posts.



Rates

Digital/Website

MetalForming Digital Package

Package includes

This new offering provides five unique products that will brand your company across the web, while providing leads from a targeted audience within our database. This special offer includes:

Retargeting ad for 3 months

- Get your brand in front of your target audience, while they actively browse hundreds of websites.
- (1) LinkedIn post and *MetalForming* in the Morning LinkedIn Sponsorship
 - We'll deliver your message to our very active LinkedIn audience
- (3) Podcast Sponsorships
 - Your company highlighted in 3 podcasts

Retargeting fyi

What is Retargeting for B2B Website Advertising?

Retargeting is a digital advertising strategy that re-engages website visitors who showed interest but didn't complete a desired action, such as filling out a form or requesting information. When someone visits a B2B publication website, a tracking pixel captures their activity and enables advertisers to serve tailored ads as they browse other websites.

Because B2B sales cycles can be long and involve multiple decision-makers, retargeting ensures consistent visibility, reinforces brand awareness, and keeps advertisers top-ofmind. Retargeting strengthens advertiser ROI and adds value to digital campaigns.



METALFORMING PROFESSIONALS

visits our site ...



your ad appears on other websites and **RECAPTURES THEIR INTEREST** ...



NOW, THEY HAVE SEEN YOUR AD MULTIPLE TIMES

and had more impressions!

Package Rates (3 Months)

Bronze

- 25k impressions by website advertising
- 1 LinkedIn post
- 30k impressions by retargeting ads
- MetalForming in the Morning LinkedIn sponsorship

\$5500 /55k Total Impressions

Gold

- 45k impressions by website advertising
- 1 LinkedIn post
- Podcast sponorship
- 55k impressions by retargeting ads
- MetalForming in the Morning LinkedIn sponsorship

\$8500 /100k Total Impressions

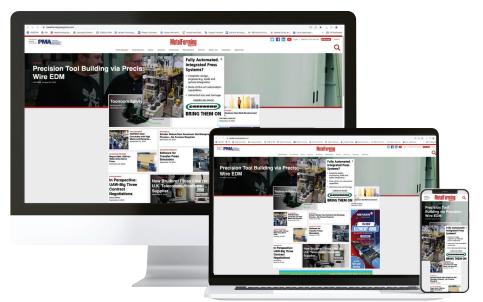
Digital/Website

Web ads

MetalFormingMagazine.com

Increase your brand's awareness through our site, which delivers dynamic content with daily news, blogs, feature articles, videos, searchable supplier and product databases, webinars, podcasts, content-specific Technology Zones, and more.

Reach viewers interested in your company's technologies. Placing your ad on our homepage and in content-specific Technology Zones provides you with targeted marketing opportunities to promote your brand to our audience.



TECHNOLOGY ZONES INCLUDE:

- Stamping Presses
- Tooling
- Cutting
- Bendina
- Welding
- Automation

- CNC Punching
- Coil & Sheet Handling
- Finishing
- Lubrication
- Sensing/Electronics/IoT and more!

END-MARKET ZONES INCLUDE:

- Automotive
- Job Shops
- Medical
- Aerospace
- Agricultural
- Appliance
- Electronics
- Industrial and more!

Takeover 600x450 px

DOWNLOADABLE TEMPLATES

Billboard 970x250 px Mobile 300x 250 px

HALF 300x 600 px

Ad sizes and rates

Takeover

- Appears once daily upon entering site on homepage
- Additional subpage or Technology Zone included
- Maximum of 3 advertisers

\$2000 /mo

Homepage

- Billboard or Half + Mobile
- Maximum of 8 advertisers per size, per month

\$1250 /mo

Network

- Billboard or Half + Mobile
- Maximum of 8 advertisers per size, per month
- 12 advertisers per size, per month

\$750 /mo

MONTHLY AVERAGE PAGE VIEWS: 71,000

Partner Event

FABTECH Marketing

MetalForming magazine, along with the Precision Metal forming Association, is a proud co-sponsor of the annual FABTECH Exposition. We'll be back in Las Vegas in October 2026 and the show is sure to be the industry event of the year.

FABTECH is likely your single largest marketing investment each year and it's important to choose your marketing partners wisely. *MetalForming* magazine has you covered before, during and after the show. We'll help put your brand and technology in front of the right audience and most importantly, we'll provide solid leads and more traffic to your booth.

The September '26 FABTECH show issue of *MetalForming* will provide an extensive show preview and bonus distribution throughout the show floor. This is a can't-miss issue for your print-ad plans.



Stamping & Press Automation @ FABTECH ebook

Stamping & Press Automation @ FABTECH is a one-of-a-kind show directory, focusing on the Stamping and Press Automation area of FABTECH. This guide will be delivered to 10k plus subscribers before the show.

Included with a full-page advertisement in this electronic directory is an enhanced listing that includes:

- 65-word booth description
- Company name, address, phone number, mail and website address
- Booth number
- Company logo

Stamping & Press Automation @ FABTECH Guide Ad sizes and rates

Full Page

• 1080x1920 px

\$2500

Covers

- Inside Front or Inside Back Cover
- Back Cover
 \$2500 Plus 10%



MetalForming Delivers FABTECH

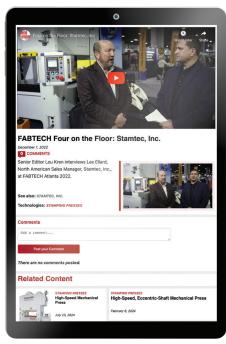
Place your message or video in front of prospective buyers in MetalForming's custom video email campaigns. MetalForming will send two targeted emails to FABTECH pre-registrants, past attendees and current subscribers prior to the show. Leads will be provided from those who click on your message.



Four on the Floor

Video from the show floor! Here's your opportunity to have MetalForming magazine editors interview a representative from your company, in your booth during FABTECH `26. We'll then utilize your 1-2-min. video as post-show marketing through our social channels, email and on our website.





Ad sizes and rates

MetalForming Delivers FABTECH

Product or technology video ad:

- 300×250 px image
 - + 50-character title
- 200-character description
- 1 URL

Two mailings \$1500

Four on the Floor Video

- Link to the video on social media channels including LinkedIn
- Special FABTECH section of our website
- Video will be included in (2) post-show enewsletters with other videos

Video **\$2500**

Pre-show Delivers Combo

Full Page Ad in FABTECH Guide, MetalForming Delivers FABTECH and Four on the Floor \$5200

35,000+

TOTAL CIRCULATION PLUS PAST AND PRESENT ATTENDEES

MetalForming Ebooks

Reach the metal forming community through MetalForming's new ebook. It features bold imagery, video and animations, relevant excerpts of topical articles, and ample links to fuller articles for a deeper dive into specific topics of interest to metal formers and fabricators.

We will promote the ebook quarterly and highlight it continuously on our website.







February Automation

Automation technologies to enhance pressroom and fabrication-shop productivity and reduce secondary processes.

May **ERP**

The importance of ERP and the various technologies available, as well as methods and considerations when implementing.

November **Lubrication Technology**

Lubricants and lubricantdelivery systems, including matching lubricants and delivery methods to applications.

Ad sizes and rates

Ebook Ad

- 792x1224 px or 11x 17 in. full page ad
- Embedded video with the ad
- Banner ad rotating in a Technology Zone on our website
- Company logo on quarterly promotional emails

\$2750 /year

\$2062 /year for PMA member

TOOL AND DIE EBOOK TOTAL VIEWS (JANUARY-AUGUST 2025)



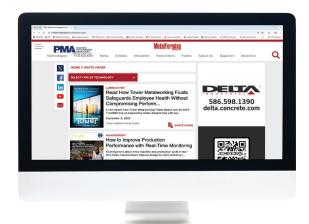
Custom Media

Custom Video

Invite our editors and video production crew into your customer's facility and we'll plan, shoot and produce a one-of-a-kind 4 to 5-min. testimonial video highlighting your customer's business, and the role that your company's technology plays in its success. We'll give you and your customer a copy of the video to share online, and we'll also post the video to our website and social media channels. And, we'll present the case study as an article in a print issue of MetalForming.

- Recorded at your customer's facility
- Hosted by a MetalForming editor
- Promotion via email blasts, enewsletters and social media posts





Custom Partner Ebook Content

- Developed in partnership with MetalForming editorial staff
- Appears on custom landing page on MetalForming website, with links provided throughout the website
- Promotion via email blasts, enewsletters and social media

Partner Content: Article/Webinar, Etc.

Partner/Native Content has proven very valuable to those that have invested. Our content team will collaborate with you to create highly targeted content to display

natively on our website. Options include text, images, video, links to product information, and registration for downloadable assets such as white papers, podcasts and videos.

- Developed in partnership with MetalForming editorial staff
- Appears on custom landing page on MetalForming website and links to it throughout the website
- Promotion via email blasts, enewsletters and social media posts



Ad sizes and rates

Custom Video 4 to 5-min. Video **\$8500** Partner Ebook **\$7500** for 3 months **Partner Content:** Article/Webinar, Etc. **\$2500** for 3 months

Events

Industry 4.0 Forum and ERP Shootout

MetalForming magazine and the Precision Metalforming Association (PMA) host an informative forum on Industry 4.0 applications for metal formers and fabricators, and a tour of some of the industry's leading enterprise-resource-planning (ERP) software systems. The program is designed for executives, engineers and IT professionals working at small to midsized manufacturing companies.



Event Topics

- Selecting the Right ERP Software for Your Manufacturing Organization
- ERP and CRM Data Integration
- Best Practices for Implementing Industry 4.0 Projects
- The Key to a Successful ERP Makeover
- The Must-Haves Before You Start an ERP-Selection Project



Sponsorships

Gold Sponsor (Limit to 5) Silver Sponsor \$7500 \$2500

Hot Stamping Exerience and Tech Tour

MetalForming magazine and the Precision Metalforming Association are proud to deliver this one-of-a-kind event that provides a unique opportunity to dive deeply into the everexpanding world of hot stamping. Gaining popularity among automotive OEMs and Tier suppliers, as well as other industries, hot stamping has become a go-to process for the production of lighter and safer vehicles.



Sponsorships

Gold Sponsor \$6500

Silver Sponsor \$2500



Event Topics

- Pressroom Automation
- Pressroom Maintenance
- Lubrication
- Servo Press Technology
- Tool & Die Maintenance
- Material Engineering
- Press Selection
- Springback Compensation

Webinar Series

The Mexico Stamping Technology Webinar Series, conducted in Spanish, will arm senior Mexico business leaders and their key technical staff in Mexican facilities with the most current information on numerous technology trends in the metal forming industry.



Sponsorships

| Gold |
|----------------|
| Sponsor |
| \$6000 |

Silver Sponsor \$4000

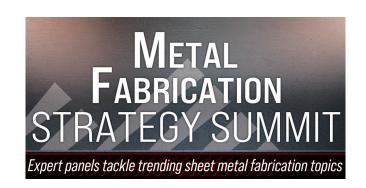
Bronze Sponsor \$2000

Metal Fabrication Strategy Summit

This two-day dynamic, interactive event promises to facilitate in-depth discussions through a series of targeted roundtables. Each facilitated roundtable centers on a unique, timely topic critical to the continued success of sheet metal fabricators.

Event Topics

- Design for Manufacture
- Scalable Process Integration Via Software & Automation
- Smart Manufacturing/Industry 4.0
- Growing Your Customer Base
- DigitalTransformation
- Workforce Training & Retention



Sponsorships

Sponsor (Limit to 1) \$10,000

Premier

Gold **Sponsor** \$6000

Silver Sponsor \$2000

2026 Editorial Calender

JANUARY/FEBRUARY

Ad Close: 12/15

Pressroom & Special Editorial

Industry Outlook
 Mechanical Presses
 Lubrication

Columns

• Science of Forming • Cutting Edge • Tooling by Design

Fabrication

- Cutting: Laser, Plasma, Waterjet
- Bending: Press Brake and Tooling, Folding

Technology Department

Quality/Metrology

METALFORMING EBOOK: AUTOMATION

Ad Close: 1/30

Automation technologies to enhance pressroom and

fabrication-shop productivity, and reduce secondary processes.



MARCH

Ad Close: 2/1

Pressroom & Special Editorial

- Hydraulic Presses
 Tooling for Advanced Steels
- PMA Chair Article

Columns

Ask the Expert • Tooling by Design

Fabrication

Robotics/Cobotics • Fabrication Software

Technology Department

Shop-Floor Robotics/Automation

APRIL

Ad Close: 3/1

Pressroom & Special Editorial

- Special Automotive Section with Enhanced Online Coverage
- PREVIEW: Great Designs in Steel
- PREVIEW: Mexico Stamping Technology Webinar Series

Columns

Science of Forming ● Tooling by Design

Fabrication

• CNC Punching and Tooling • Welding/Joining

Technology Department

Smart Manufacturing

Bonus Distribution:

Great Designs in Steel, May 20, Novi, MI FABTECH Mexico, May 12-14, Mexico City, Mexico

MAY

Ad Close: 4/1

Pressroom & Special Editorial

- Mechanical Presses
- Pressroom Automation: Coil/Blank Handling, Press Controls, Part Handling, Sensoring
- ERP Technology Roundup
- PREVIEW: Automate 2026

Columns

Ask the Expert • Tooling by Design

Fabrication

- Bending/Folding
- Material Handling: Loading/Unloading, AGVs/AMRs, Conveyors

Technology Department

Quality/Metrology

Bonus Distribution:

Automate, June 22-25, Chicago, IL

METALFORMING EBOOK: ENTERPRISE RESOURCE **PLANNING**

Ad Close: 4/24

The importance of ERP and the various technologies available, as well as methods and considerations when implementing.



MetalForming

JUNE/JULY

Ad Close: 6/1

Pressroom & Special Editorial

- Die Design and Simulation
- ERP Case Studies with Enhanced Online Coverage
- PREVIEW: Industry 4.0 Forum and ERP Shootout

Columns

• Cutting Edge • Tooling by Design

• Cutting: Laser, Plasma, Waterjet • Welding/Joining

Technology Department

• Manufacturing Software

2026 Editorial Calender

AUGUST

Ad Close: 7/1

Pressroom & Special Editorial

- Pressroom Automation: Coil/Blank Handling, Press Controls, Part Handling, Sensoring ● Lubrication
- PREVIEW: Automotive Parts Suppliers Conference

Ask the Expert • Tooling by Design

Expanded Fabrication Section

- CNC Punching and Tooling Robotics/Cobotics
- Automate Wrapup

Technology Department

• Shop-Floor Robotics/Automation

Bonus Distribution:

Automotive Parts Suppliers Conference, September, Detroit, MI

SEPTEMBER

Ad Close: 8/1

Pressroom & Special Editorial

- PREVIEW: FABTECH Hydraulic Presses
- Die Design and Simulation Tooling-In-Die Technology

Columns

Science of Forming • Tooling by Design

Fabrication

• Fabrication Software • Cutting: Laser, Plasma, Waterjet

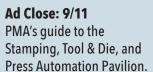
Technology Department

Smart Manufacturing

Bonus Distribution:

FABTECH, October 21-23, Las Vegas, NV

FABTECH QUICK GUIDE EBOOK





FABTECH

OCTOBER

Ad Close: 9/1

Pressroom & Special Editorial

- Servo Technology
- Pressroom Automation: Coil/Blank Handling, Press Controls, Part Handling, Sensoring
- PREVIEW: Hot Stamping Experience and Tech Tour

Columns

Cutting Edge • Tooling by Design

Fabrication

- Welding/Joining
- Bending: Press Brake and Tooling, Folding

Technology Department

Quality/Metrology

Bonus Distribution:

Hot Stamping Experience and Tech Tour, November, Location TBA

METALFORMING EBOOK: LUBRICATION **TECHNOLOGY**

Ad Close: 10/30

Lubricants and lubricant-delivery systems, including matching lubricants and delivery methods to applications.



NOVEMBER/DECEMBER

Ad Close: 11/1

Pressroom & Special Editorial

- Mechanical Presses
- FABTECH Wrapup
- Women of Excellence
- PREVIEW: Metal Stamping and Lubrication Technology Conference

• Ask the Expert • Science of Forming • Tooling by Design

Fabrication

- CNC Punching and Tooling
- Material Handling: Loading/Unloading, AGVs/AMRs, Conveyors

Technology Department

Manufacturing Software

Bonus Distribution:

Metal Stamping Technology Conference, January 26-27, 2027, Nashville, TN

Print Mechanical Requirements

5 Questions with an Expert

Smart content marketers know that their employees—the technology experts—have stories to tell that can position their company as a leader in the metal forming and fabricating market, and sell their brand.

Work with our editorial team on a 5 Questions piece to let your experts become your brand ambassadors, and help them and your company gain influence in the metal forming and fabricating market.

Ad sizes and rates

Print Content 5 Questions

- One-page editorial developed in partnership with MetalForming editorial staff
- Full-page ad on the opposing page

\$7500



Trim Size

| Size | 1x |
|-----------------|--------|
| 2-page spread | \$7500 |
| Full-page | \$5000 |
| 2/3-page | \$4000 |
| 1/2-page Island | \$3500 |
| 1/2-page | \$2750 |
| 1/3-page | \$2000 |
| 1/4-page | \$1500 |

Rate includes 4C and frequency

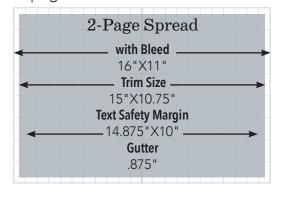
Cover Postions: Add 10% Ad Agency: Add 15%

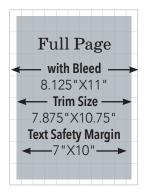
DOWNLOADABLE TEMPLATES

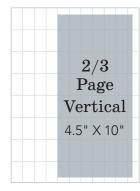
Trim: 7.875" x 10.75" (7-7/8" x 10-3/4")

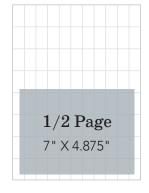
Live area: Keep live matter at least 0.125" (1/4") away from trim dimensions, including gutter. To be safe, keep all text with-in a 7"X10" space for full page ads and 14.875"X10" for 2-page spread ads.

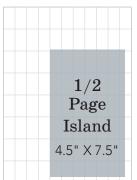
Bleed: Please allow a 0.125" bleed on all sides. Fractional ads do not bleed.

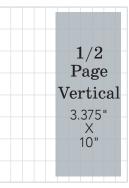


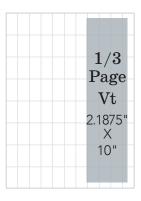


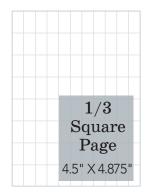


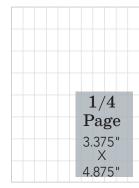












Print Mechanical Requirements

MetalForming Espanol

Four times in 2026, MetalForming will distribute Spanish-language editions to thousands of metal forming engineers, managers and company owners working in Mexico.

The Spanish-language editions deliver a core audience of 25,000+* Mexican contract and end-product manufacturers who perform sheet metal stamping, fabrication, forming and value-added operations.



Advertising Rates

MetalForming Espanol will continue to be a quarterly publication in 2025. However, it will be digital only for Winter, Summer and Fall, while the Spring FABTECH Mexico issue will be printed and mailed.

Print Issue Ad Rates

Page, 4c: \$2,500

Half Page, 4c: \$2,000 Quarter Page, 4c: \$1,500

 Special: Advertiser in ALL four issues and you'll earn ads in 6 eNewsletter of your choice.

Digital Issue Ad Rates

Page, 4c: \$1,500

• All three issues: \$3,800

• All three issues will earn 3 eNewsletter ads

Any other size: \$1,000 • All three issues: \$2,500

• All three issues will earn 2 eNewsletter ads

Mechanical Requirements

Trim: 7.875" x 10.75" (7-7/8" x 10-3/4") Keep all live matter 1/4" (0.25") from page trim

WINTER (FEBRUARY 2026)

Ad Close: 1/27

Pressroom & Special Editorial

- Servo Press Technology
- Linear Servo Press Technology
- Material Properties
- Tool and Die
- Resistance Welding
- Laser Welding

SPRING (APRIL 2026) FABTECH MEXICO ISSUE

Ad Close: 4/1

Pressroom & Special Editorial

- Aluminum Alloys for Automotive
- CNC Punching Technology
- Applications for Cobots
- Material Properties
- Robot Technology
- Press Technology

SUMMER (JULY 2026)

Ad Close: 6/13

Pressroom & Special Editorial

- Material Properties
- Material Handling
- Tool and Die Development
- Lubrication
- Pressroom Automation

FALL (OCTOBER 2026)

Ad Close: 9/13

Pressroom & Special Editorial

- Resistance Welding
- Hydroforming
- Tool and Die
- Quality Management
- Press Technology
- Conveyor Technology

Sales Team

Our experienced and insightful sales staff can help you choose the right size and frequency to suit your advertising needs. Contact your representative to get your message in front of our subscribers today!

Michael Vohland Michigan

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