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The ATRI NEWS

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Articles may be edited for length and format.

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President's Perspective

By Eric Gallay, ATRI President

I hope everyone had a happy New Year and all the ATRI members are planning for a super 2019. Because it's February, I thought I would base my newsletter off the Super Bowl. By the time you read this newsletter we will know the outcome of the Super Bowl and I am rooting for New England, this will be their 11th trip, amazing!

The reason I am talking about the Super Bowl is because it takes the whole team to make it happen, from the coach all the way down to each person that is part of the whole organization. Everyone is part of the machine that makes



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it work. This can apply to our business' just as well! It takes, in my world, the "Big Boss Man" all the way down the totem pole to the new guy. I jokingly call the new person "J.I.T" (junkoligist in training) After the J.I.T graduates from "Junk U" he becomes a team player. I also kid with him and put a J.I.T sticker on him the first week, and he really liked it! I think it broke the tension and he feels like he really wants his diploma from "Junk U" and wants to make the team. I think, there is a fine line when interacting with team members, you can't get to chummy with any certain one or play favorites. I have fumbled the ball myself, but we are all human and have a bad day from time to time. My team here will win some and loose some, but when we win, we all win together. When we lose, we all lose together, but when we all do a great job, we celebrate like maybe we grill out or I buy lunch for my team.

I feel by keeping the employees team members happy we become as unstoppable recycling machine!!! Also, I will say this, when one of the team members struggles a little the others take up the slack.

Again, just like a well-seasoned football team when the defense is down and



the offence is up the balance carries the whole team to victory. Being a big boss man or coach, my team players may not always like the coach, but I make sure I show them respect. As well as everyone shows respect on both sides, we are all winners. As far as building a winning team I have my playbook. I believe in the K.I.S.S rule, "Keep it simple and steady". Being prepared wins the game and will keep your team together.

Speaking of team members, I want to welcome to our 2 newest board members: Brent Mullins from Mullins Auto Parts and Pat Mueller from Grossman Iron and Steel. There are lots of things going on behind the scenes at ATRI. You will notice that as you read this newsletter. We have a great board and look forward to making ATRI the best association we can.

Lastly, I want to thank all of the members who have renewed your dues in a timely manner. Michelle tells me we have almost 100% renewal rate, and it just the end of January. That is great!!!

Happy Recycling, Eric Gallay, Red's Auto Parts ATRI President

Executive's Viewpoint

By Michelle Lechner, Executive Director

As I write to you, we are just coming out of the winter vortex, yikes! It's been cold out there! Today is February 1st and I find it somewhat welcoming, even though it is still winter. Looking on the positive though, ATRI has been pretty busy legislatively. As a result of the issues with LKQ a year ago, ATRI is introducing a bill in regards to the Out of State Buyer. This has been a long process of negotiations, meetings, writing and rewriting. It has been a lot to take on and ATRI is fortunate to have a couple people on the legislative committee who bring a wealth of information to the table. We did need to retain our lobbyist for another year because we also have introduced a bill in regards to the Rebuilt Vehicle Inspection, and the Junking Title Notifications. We are looking out for the best interest of IL Auto Recyclers as continue to move forward updating the IL Vehicle Code. With that said, if you are able to contribute to the ATRI legislative fund, we greatly appreciate any contribution you can make.

ATRI will be having its first ever Lobby Day on March 6th. We do invite each and everyone of you to attend. We will meet at our lobbyist offices to hand out meeting assignments at 9:00AM and then go to the capitol from there. Following the meetings at the capitol we will host a reception and invite the Representatives and Senators to attend. We want ATRI members to see we are moving forward, and we want all of you to be a part of it, so please join us if you can.

The Illinois/Missouri Convention & Trade Show will be held October 25/26 in or around the St. Louis/Alton area. You will see the save the date in this newsletter so mark your calendars. Highlights will include Exhibitor Appreciation Night and a tour of Grossman Iron & Steel. More to come so stay tuned. Other news for ATRI is we welcome two new board members. Brent Mullins, Mullins Auto Parts and Pat Mueller from Grossman Iron and Steel. Both come to us with fabulous ideas to better the association. We are fortunate to have a strong board who wants to see things get done! Jonah Smith's term as Secretary/Treasure has ended and Brent Mullins will be the new ATRI Secretary Treasure. Thank you, Jonah for your time served.

Thank you to those who have renewed your 2019 dues. I have to say, we have had almost a 100% renewal rate this year. It usually takes until March before everyone is current on their dues. Our membership has grown some and really held steady for several years now. There have been so many trial and tribulations we have had to endure, but the good news is we are on top of the game. ATRI has established committee's and if you are interested in being on any of them please contact the ATRI office. We highly encourage our members to get involved. The committees are: Convention Committee, Membership Committee, Compliance Committee, fundraiser Committee and Legislative Committee.

To all of our IL Green Car Members, audits will be coming up soon, just a reminder to get prepared. We encourage our members to become an IL Green Car Member, Sara and her team from VET Environmental are available to take care of all your needs, which brings peace of mind to all I'm sure.

I hope 2019 is a prosperous year for all of you. Please know, we are always here, so feel free to reach out at any time.

Keep Recycling, Michelle Lechner



Storm Water Parameters: The Inside Scoop

By Sara Hamidovic, MS, PE, CHMM – President, VET Environmental Engineering, LLC

We were recently asked about the results of one of our clients' storm water monitoring and what those results mean. It occurred to me that while recyclers are required to monitor storm water there is not much information readily available about what causes storm water contamination, what the data means, and how you can fix a problematic result of a specific contaminant. I have prepared a brief description of each storm water parameter and how it affects the environment. Across the board, the best way to reduce the concentration of contaminants in your storm water outflow is to prevent storm water from contacting the pollutant sources. Store harmful substances indoors on a hard surface and clean up outdoor areas regularly.

Total Suspended Solids (TSS) – The TSS parameter is a way to measure particles that are suspended and transported with storm water. Sediment (particles) includes dust from crushed stone, small debris and eroded soils. TSS in storm water affects its clarity and causes the water to appear cloudy or muddy. When the water reaches a lake or pond the water velocity slows and the sediment is able to settle to the bottom. Sediment deposition on lake bottoms causes degraded water quality by reducing water clarity, blocking sunlight and reducing the volume of the lake or stream – causing the water body to age (fill in) more quickly. The best way to reduce TSS is to reduce dust and areas with bare soil. A stable vegetative cover (grassy areas) not only protect the underlying soil from erosion but also slow storm

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water allowing TSS to settle on the site as opposed to in a lake or pond (receiving water). Keep in mind when you are purchasing crushed stone that some types of crushed stone are very dusty (53s).

Oil and Grease - The Oil and Grease (O&G) parameter is a measure of the amount of oil and grease present in storm water runoff. This contaminant is particularly problematic in salvage yards where there are large numbers of vehicles concentrated in relatively small areas. O&G can be observed as a film or sheen on the surface of water or as general discoloration. O&G float on the surface of water (sheen or film) and a very small quantity of oil can spread over a large amount of water. Many aquatic organisms surface to breathe. If there is a sheen or film on the water surface, some organisms' breathing mechanism may be coated with the oil causing them to suffocate. Large numbers of small aquatic organisms dying from lack of air can greatly impact aquatic food chains causing fish and water fowl to suffer and/or die. Reducing the amount of O&G in storm water is accomplished by preventing storm water from contacting these products. Store fluids containers under roof on an impermeable surface, drain vehicles before storing them on your yard, and if a spill occurs, clean it up immediately using absorbents or other acceptable methods.

pH – pH is measure of the acidity or alkalinity in water. A pH of 7 is neutral. The acceptable pH range in storm water is from 6 to 9. pH values less than 6 indicate that storm water was exposed to an acidic substance such as lead-acid batteries. pH values greater than 9 indicate that storm water was exposed to a basic substance such as cement and some types of cleaning products. Much like the other parameters discussed, the pH of storm water affects the water quality of the body of water that receives the storm water flow. The acceptable range for storm water flow (6 to 9) is the range at which most aquatic organisms can survive. Any values above or below these numbers can cause detrimental

impacts to animals living in the lakes, streams, etc. Good housekeeping is the best way to prevent high or low pH values. Don't let rain contact batteries, cleaners or other potentially harmful materials on your yard.

Carbonaceous Biochemical Oxygen Demand (CBOD) and Chemical Oxygen Demand (COD) – These sample parameters represent the oil, grease and other materials present in the storm water. As the contaminants decompose in water, dissolved oxygen is used in the breakdown process. Neither CBOD or COD points to a specific storm water contaminant, but rather the presence of one or more contaminants that during degradation have the potential to deplete dissolved oxygen. If large quantities of contaminants are present, the available oxygen in surface water bodies (lakes, rivers, streams, etc.) can be depleted to the point that fish and other aquatic life suffocate from lack of oxygen.

Metals (aluminum, copper, iron and lead) – Aluminum, copper, iron and lead are the four "salvage yard metals" that the Illinois Environmental Protection Agency (IEPA) may require in storm water monitoring. These metals are all common in auto salvage and scrap yards. Grinding metallic parts and crushing can generate small metal particles that are easily mobilized by storm water and transported along with sediment to receiving waters. Large concentrations of metals in water are toxic. Metals uptake in aquatic plants and animals and are stored in body/plant tissues. Yards that conduct extensive grinding, cutting or shredding are likely to have the most problematic metals concentrations in storm water. The more of this activity you can conduct away from water the better.

Nitrogen, Total Kjeldahl Nitrogen (TKN) and Phospho-

rus – These three parameters all represent the presence of nutrients in storm water. Nitrogen and phosphorus are essential nutrients that encourage plant growth. Both are key components to fertilizers. Sanitary sewage, animal waste and vehicle exhaust are also contributors to contamination in the environment. These parameters encourage growth of plants used for food crops but also provide necessary nutrients for water plants once deposited in a lake or pond. Large amounts of nitrogen and phosphorus in lakes and ponds causes algae to bloom at increased rates and depletes

dissolved oxygen killing fish and other aquatic organisms. Algal blooms block sunlight from penetrating the surface of the water preventing growth of other crucial water plants.

This is only a brief description of some of the required storm water parameters. I could write a whole article about each! But in general terms, if you monitor your storm water outfall(s) and a problematic result is present, it is crucial to determine what areas of your operation might have caused the elevated results. If you have high O&G, you need to tighten up your storage/handling practices or do a better job draining vehicles. If you have high TSS, you need to address the areas that are the most muddy and/or dusty – prevent erosion/transport of sediment and debris. We are more than happy to help you figure out what areas you could improve to reduce concentrations of harmful constituents in your storm water. Give us a call.

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Let's Talk Recalls ... Be a Lifesaver #yankthatbag 2019 - Year of the Bounty Hunter

By Katie Stark & Paul D'Adamo

It's hard to look forward to 2019 without a quick review of 2018

Thanks to Auto Recyclers across North America, tens of thousands of defective Takata airbags have been removed from the Auto Recycling Industry in 2018. As an industry, we have stepped up our game to remove defective Takata airbags from resale inventory thereby decreasing the chance for someone to be injured or perhaps killed. We believe there are still opportunities out there for improvement.

Priorities

We have three overarching priorities here at RAS to ensure most effective identification and removal of safety recalled parts from our industry. First, to have all affected Automakers participate in the buyback program. We currently have 22 Automakers, 144 models, and 15 years of coverage. Second, continue to drive awareness and education for auto recyclers at all levels (Full Serve, Self-Serve, and Scrap) until we have 100% participation. Last, but not least, we continue to focus on developing new tools and processes that help recyclers in this space.

Marty Satz

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We launched the #yankthatbag campaign as part of our North American Road Tour in January. Our multi-media campaign covered a wide spectrum of material with presentations, articles, videos, social media posts, email marketing, and many phone calls. With over 45 years in the Auto Recycling Industry, RAS has developed deep roots with Recyclers, and we have built an incredible team in Rhode Island to support the Airbag Recovery Program.

Resources at RAS

Directly and indirectly, we have over twenty-five people working all aspects of the Airbag Recovery Program. Our Accounting, Check-In, Recall Phone Support, Shipping, IT, Compliance and Marketing teams have all contributed to making this program successful. From the administrative to executive level, RAS has invested substantial resources in helping Auto Recyclers comply with this Federal Recall while generating income from the bounty.

Developments in 2018

During 2018, we brought on four new Original Equipment Manufacturers; Jaguar/Land Rover, Ford (Ford, Lincoln, Mercury), Mercedes Benz (MB, Sterling), and Nissan (Nissan, Infiniti). At the same time, new premium bounties were placed on certain VINs for the 2006 Ford Ranger (extra \$100) and all models under Jaguar/Land Rover (extra \$90) to encourage recyclers to remove them. In the case of the Ranger, Ford identified some airbags that were more susceptible to being defective due to manufacturing defect, and the Jaguar/ Land Rover premium bounty of \$100 was put in place due to heightened difficulty of airbag removal.

Plans for 2019

We are putting a renewed focus on the Self-Service/Scrap segment of Auto Recycling in 2019. Self-Service and Scrap yards produce large monthly turns of vehicles. I wrote an article earlier this year which addressed why Self-Service/ Scrap Recyclers have an advantage over traditional full-serve recyclers. It pointed to several key variables such as Volume, Unit Pricing, Vintage, Process, Corporate Responsibility, and Return on Investment (ROI).

We have developed a mobile phone App for Self-Service/ Scrap Recyclers to more efficiently manage their airbag recovery program. I affectionately refer to it as our YAPP (Yard App). We are currently testing it in the Northeast. We hope to have another OE join the program in the first quarter and to introduce several other recall program developments to bring more value to auto recyclers.

We will be putting a new twist to our "Be a Lifesaver, #yank-thatbag" campaign in 2019. Stay tuned . . .

2019 - Year of the Bounty Hunter

Katie the "Recall Gal" and Paul the "Recall Guy" represent the RAS Recall Team. Their Mission is to rid the planet of defective Airbags.

Want to join the Mission? Call the RAS Recall Team, 877-829-1553



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The Auto & Truck Recyclers of Illinois will Host the *First Ever* Lobby Day in Springfield, IL

Please join us at the State Capitol on March 6th to meet and discuss our industry's needs.

We will be assembling at 9AM in the Capitol Rotunda

Following our meetings at the Capitol there will be a reception at the Boones Saloon 301 West Edwards Street Springfield, Illinois 62704 at 4:30pm.

We highly encourage you to join us in our efforts to educate and inform our legislators about our industry.

RSVP to Michelle Lechner 877-880-2874 Email: illautorecyclers@aol.com

New Grandson for David & Laura Anderson from 155 Auto Salvage

Congratulations to David & Laura Anderson from 155 Auto Salvage on their new grandson, Declan David Moran born September 23rd, 8 lbs 4 oz and 20 inches long.



Pictured with big sister Blake who will be 2 in April

Theresa's Top 5 Tips for eBay

By Theresa Colbert

With all of the questions I have been getting recently about eBay, I thought we should look at some of the tips and tricks that I use with my customers to increase their eBay sales. Even if you don't sell on eBay, these tips will help with your inventory process!

1. Use keywords. eBay does not need complete sentences and punctuation. You only get 80 characters, so you have to be picky with your words while making sure everyone understands them. Here is an example:

You might be writing descriptions that say:

03 H2 Body Control Mod 591-6963



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This means nothing to the average eBay customer or to your Aunt Judy. I try to make my eBay titles so clear that my Aunt Judy could understand it:

2003 Hummer H2 BCM Chassis Brain Box Computer ID 15179509

2. Paint codes sell parts! I have said it a hundred times, and I will say it again! No matter where you list your parts, please include your paint codes and paint names where you can. I have a 2011 Sonata. We all call it Blue or BLU (which also means nothing to an eBay customer). Hyundai calls it Y2U Blue Sky Metallic, which is very different from the other 4 blue paint codes that they also put on the Sonata in 2011.

> In this example, you might currently be writing descriptions like: *4dr*, *BLU*, *2D1*

But for my Aunt Judy, I need to write it all out: 2011 Sonata Left Driver Side Fender 4 DR Blue Sky Metallic Y2U *Light Scratches

3. Think outside your normal hot sellers and your geographical area! You know, or at least I hope you do, what will sell on Car-Part. com and in your shops. The parts that sell on eBay are often very dif-

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ferent than the ones that you sell to your regular customers. Wiper transmissions or fuel filler necks in Arizona or Florida? Nope! Not a big deal! In Michigan and Iowa? Oh, yeah! The rust there is so bad that they need these parts! When I was still at Nu-Parts, I could not give away a 22r timing cover in Chicago or Pittsburgh, but we still sold cases of them in California. No rust, so they are still driving these cars there.

- 4. Research! Research and then, guess what I want you to do? More research! Go to eBay and look up cars that you bring in. Not just the new ones! Put in the '02 Buick Regal or the '92 SAAB and see what is selling out there. One of my yards sold an AC vent for a '96 Corolla for \$29! I guess if you don't have one and you still drive that car, \$29 seems like a good deal!
- 5. Feedback is king on eBay! You do not want negative feedback! Test the parts that you say you tested. Understand that "free shipping" and "free returns" are part of eBay life, but also know that most of my yards have less than 5% returns on eBay, which is far better than what they have on local sales. Yes, once in a while, you will feel like you got taken, but the same thing happens now when a shop buys an engine brain box only to find out that it wasn't the problem –and then sends it back as "no good." Do your best to be honest on eBay and you will find out that the customers are a lot more forgiving on things like "light scratch on fender" or, "headlight is faded" as long as you tell them about it when you list the parts.

Welcome New ATRI Members

New Associate Member:

PJ's Recycling Service 4061 Farthing Rd. Odin, IL 62870 ph: 888/618-8382 fax: same as phone number email: pjsrecycling@yahoo.com contact: Jerry Farthing I hope each and every one of you has a blessed and happy New Year! As always, if you have any questions feel free to email me at TheresaC@Car-Part.com or you can call or text me at 859-802-2382.

Thanks for reading and have a great month!

Theresa

Theresa Colbert is an on-the-ground representative for Car-Part. com. She goes into the dismantling yards and helps the customers decide which of the products in the Car-Part suite best fits their needs. With her background in aftermarket and from working "on the recyclers side of the counter" Theresa is a firm believer in our industry and the value that recycled parts have. With over 23 years of industry experience, she has seen the auto recycling world from almost every point of view. Theresa speaks at industry trade shows, give classes to recyclers and writes a monthly articles for trade publications.



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Attn: ATRI Associate **Members**

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We are expanding the format for the ATRI Associate Member listing.

We have room for you to add one additional contact choice an email address, Second Phone #. or website

Email your request to atrinews@rjmc.com

Please send changes in the following format: Associate Member Your Company Name - Main # City, State - Second contact choice

For example: Associate Member Recyclers Supplier - 800-555-1234 Chicago, IL - www.recyclerssupplier.net

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Calumet City Auto Wreckers Calument City, IL	708-868-6390	River Valley Truck Parts Kankakee, IL	815-936-0406
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City Auto Wreckers Aurora, IL	630-898-2900	Route 14 Auto Parts Woodstock, IL	800-458-2810
Collins Truck Parts, Inc. Tamaroa, IL	618-496-5003	St. Louis U-Pic-A-Part Washington Park, IL	618-293-6670
Coultas Recycling Company Danville, IL	217-443/0510	Scotty's Auto Parts Virginia, IL	800-346-4540
Deactur Auto Parts, Inc Decatur, IL	217-877-4371	Shelby & Sons Inc West Frank Fort, IL	618-932-3083
E & R Towing Markham, IL	708-333-7300	Southwest Auto Salvage, Inc. Lockport, IL	815-723-6878 Fax: 815-723-3470
Elgin Super Auto Parts Elgin, IL	847-695-4000	Speedway Auto, Ltd. Joliet, IL	800-437-8733
Fierge Auto Parts Quincy, IL	217-224-3000	Stafford's Auto Parts Montgomery, IL	630-892-4218
I-55 Auto Salvage, Inc. Channahon, IL	815-467-2938	Three B's Used Auto Parts Davis Junction, IL	815-874-3903
LKQ A-Reliable - Blue Island Blue Island, IL	708-385-5595	Victory Auto Wreckers, Inc. Bensonville, IL	630-860-2000
LKQ A-Reliable - U-Pull It North Chicago, IL	708-239-4370		

Join ATRI TODAY and see what we can accomplish together!



Discover the Benefits of **Being an ATRI Member!**

Illinois Green Car Program (Illinois Certified Automotive Recyclers)

Illinois Green Car recognizes and certifies that the member meets certain criteria in terms of environmental impact, safety, licensing and other regulatory standards as well as general business practices. This program is endorsed by the Illinois EPA and is cost effective. For just \$50 a year, you can become CAR certified through the National Association. ATRI has an established a working relationship with the Illinois EPA so if you have questions for them but don't want to call, ATRI will be glad to make the call and provide you the answers.

ATRI Executive Director is a lobbyist for the association and engages legislative issues pertaining to Illinois auto recyclers. Through the Executive Director, ATRI engages in lobbying efforts and has established relationships with government agencies including the Secretary of State of Illinois.

Education and Training Opportunities

ATRI provides training throughout the year. Additionally, ATRI provides educational programs, social events, yard tours, and networking with fellow recyclers.

Opportunities to network, share and learn from other recyclers. See what works and what does not.

ATRI Newsletter is published 6 times a year

The newsletter is currently mailed to all recyclers in Illinois. The newsletter includes industry news, a complete listing of the membership, updates on legislative and environmental issues and lots of other interesting information I am sure you will find useful in your day-to-day business operations.

Auto & Truck Recyclers Convention and Trade Show held annually

This event rotates around Illinois. This event is designed to bring recyclers and vendors together from all over to network, educate, and provide and encourage camaraderie. We invite our fellow recyclers from surrounding states to attend our convention and trade show, which clearly makes our convention a regional show like none other.

Website and staff accessibility, www.illinoisautorecyclers.com

- All members are listed on the website with all of your information, including a link to your website, if available.
- Newsletter archives
- Calendar of Events, as they are scheduled.
- Parts Search, an opportunity for each member to sell parts.
- Suppliers list, a complete list of suppliers, associate members of ATRI.
- All contact information for the ATRI Board of Directors and Staff.
- Staff accessible to answer all your questions, or find the answer for you.
- Information friendly, ask ATRI to email the membership with an article or question you may have.

ATRI is a member of the Automotive Recyclers Association, the National association for auto recyclers. ATRI is active by participating at the ARA conventions and sharing that information with ATRI Members.

All Illinois recyclers encouraged to join ATRI and make a difference by getting involved. Support your state association and reap the great benefits of the membership.



Application for Membership Please print or type

Business Name
Contact Name
Address
City
StateZip
County
Phone
Fax
E-mail
Website

Type of Business Activities

(CHECK ALL THAT APPLY)

Recycler	New Parts
Body Shop	Automotive Mechanics
Towing	Import Vehicles
Domestic Vehicles	Light Truck
Other	

Investment

1-4 Employees
5-9 Employees
10 + Employees
Associate

Amount Remitted \$____

Mail Completed Form to

Auto & Truck Recyclers of Illinois PO Box 9424 • Springfield, IL 62791 Fax: 217/787-2276 Email: ILLAutoRecyclers@aol.com QUESTIONS CALL: 877.880.2874



ATRI News

ATRI 0319

RJ McClellan, Inc. 2357 Ventura Drive Suite #110 Woodbury, MN 55125

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- Partmate
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Call for Powerlink or Pinnacle options

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