

Direct expenses list Printable PDF

direct expenses list is a fundamental component in the realm of accounting and financial management, playing a pivotal role in accurately determining the cost of producing goods or delivering services. Understanding what constitutes direct expenses, how to compile a comprehensive list, and its significance in financial analysis can empower businesses to make informed decisions, optimize costs, and improve profitability. This article delves into the concept of direct expenses, explores common items included in the list, discusses their classification, and offers guidance on maintaining an effective direct expenses record.

Understanding Direct Expenses

Definition of Direct Expenses

Direct expenses are costs that can be directly traced to the production of specific goods or services. Unlike indirect expenses, which are general operational costs not attributable to a particular product, direct expenses are incurred solely for the purpose of manufacturing or providing a specific output. They are integral to calculating the gross profit margin and are essential for determining the true cost of goods sold (COGS).

Difference Between Direct and Indirect Expenses

While direct expenses are directly linked to production, indirect expenses (also known as overheads) are costs that support multiple functions within the business and cannot be assigned to a single product or service. For example:

- Direct Expenses: Raw materials, direct labor wages, manufacturing supplies.
- Indirect Expenses: Rent, utilities, administrative salaries, depreciation.

Components of a Typical Direct Expenses List

Creating a detailed direct expenses list involves identifying all costs directly attributable to the production process. The following are the main components typically included:

Raw Materials

Raw materials are the primary inputs used in manufacturing a product. Their costs vary depending on the type of product and production volume. Examples include:

- Steel for automobile manufacturing
- Fabrics for garment production
- Plastic components for electronics

Direct Labor Costs

Wages and benefits paid to workers who are directly involved in manufacturing are considered direct labor expenses. This includes:

- Assembly line workers
- Machine operators
- Quality inspectors directly engaged in production

Manufacturing Supplies

These are consumables used during the production process, such as:

- Lubricants for machinery
- Cleaning supplies specific to production areas
- Small tools and fixtures used exclusively in manufacturing

Direct Expenses in Specific Industries

Depending on the industry, other direct expenses may be relevant:

- Construction: Equipment hire, subcontractor costs, project-specific transportation
- Food Service: Ingredients, kitchen supplies, chef wages
- Textile: Dyes, spinning costs, fabric processing charges

How to Compile a Comprehensive Direct Expenses List

Maintaining an accurate and detailed list requires systematic tracking and categorization. Here are steps to create and manage your list effectively:

Step 1: Identify All Production-Related Costs

Review purchase invoices, payroll records, and inventory logs to pinpoint expenses directly linked to production.

Step 2: Categorize Expenses

Organize costs into categories such as raw materials, direct labor, and manufacturing supplies for clarity.

Step 3: Record and Update Regularly

Use accounting software or spreadsheets to record expenses and update the list periodically to reflect changes in costs or production processes.

Step 4: Allocate Costs Accurately

Ensure that expenses are assigned correctly to specific products or projects, especially when multiple products share resources.

Step 5: Review and Analyze

Regular review of the direct expenses list can reveal cost-saving opportunities, supplier issues, or areas requiring process improvements.

Importance of a Proper Direct Expenses List

Maintaining a detailed and accurate list of direct expenses offers several benefits:

1. Precise Cost Calculation

An accurate direct expenses list ensures that the cost of goods sold reflects true production costs, aiding in accurate pricing strategies.

2. Profitability Analysis

By knowing the exact direct costs, businesses can better analyze profit margins for individual products or services.

3. Budgeting and Forecasting

Historical direct expenses data help in preparing realistic budgets and forecasting future costs.

4. Cost Control and Reduction

Identifying major direct expenses enables businesses to implement targeted cost-saving measures.

5. Financial Reporting and Compliance

Accurate expense records are essential for preparing financial statements that comply with accounting standards and tax regulations.

Common Challenges in Managing a Direct Expenses List

Despite its importance, maintaining an accurate direct expenses list can face several challenges:

1. Overlapping Costs

Sometimes, expenses may be difficult to classify as purely direct or indirect, leading to misallocation.

2. Fluctuating Costs

Prices of raw materials and labor costs can vary, making it hard to keep the list current.

3. Complex Production Processes

For businesses with complex or multi-stage manufacturing processes, tracking each expense precisely may be challenging.

4. Incomplete Records

Lack of proper documentation or record-keeping can result in omitted expenses, skewing cost calculations.

Best Practices for Maintaining a Reliable Direct Expenses List

To overcome challenges and ensure accuracy, consider implementing these best practices:

- Use integrated accounting software that allows for detailed expense tracking.
- Regularly review and reconcile expense records with invoices and receipts.
- Establish clear policies for expense classification and allocation.
- Train staff responsible for record-keeping on the importance of detailed documentation.
- Perform periodic audits of expense data to identify discrepancies.

Conclusion

A comprehensive and well-maintained direct expenses list is vital for any business aiming to

understand its production costs accurately. By identifying, categorizing, and tracking all costs directly associated with manufacturing or service delivery, companies can improve their pricing strategies, enhance profitability, and make informed operational decisions. Whether you operate in manufacturing, construction, food services, or any other industry, establishing robust processes for managing your direct expenses will provide a solid foundation for financial health and business growth. Regular updates and diligent record-keeping are key to ensuring that your direct expenses list remains a reliable tool for strategic planning and financial reporting.

Direct Expenses List: A Comprehensive Guide for Business Owners and Accountants

In the intricate world of business accounting, understanding the various expenses that impact your financial statements is crucial. Among these, direct expenses hold a significant place as they directly influence the cost of producing goods or providing services. Whether you're a seasoned accountant, a small business owner, or a startup entrepreneur, having a clear grasp of what constitutes a direct expenses list can streamline your budgeting, pricing, and financial analysis processes. In this detailed article, we delve into the concept of direct expenses, explore its components, and provide practical insights into managing and categorizing these vital costs.

What Are Direct Expenses?

Direct expenses are costs that can be directly attributed to the production of specific goods or services. Unlike indirect expenses, which are general overheads (like rent or administrative salaries), direct expenses fluctuate in direct proportion to production volume. They are essential for calculating the cost of goods sold (COGS) and, consequently, determining gross profit.

For example, in a manufacturing setting, the raw materials used to produce a product are considered direct expenses because their costs are directly linked to each item produced. Similarly, wages paid to workers directly involved in manufacturing are also classified as direct expenses.

Understanding and accurately listing direct expenses is vital for several reasons:

- Pricing strategies: Ensuring products are priced to cover costs and generate profit.
- Cost control: Identifying areas where expenses can be minimized.
- Financial analysis: Assessing profitability and efficiency of production operations.

Components of a Direct Expenses List

A comprehensive direct expenses list typically comprises several key components, each representing different cost categories directly tied to production or service delivery. Let's explore these in detail.

1. Raw Materials and Components

Raw materials form the backbone of most manufacturing processes. They are the tangible inputs that are transformed into finished goods.

- Examples:
- Steel in automobile manufacturing
- Fabric in apparel production
- Flour and sugar in bakery products

These costs are directly proportional to the volume of production; more goods produced require more raw materials.

2. Direct Labor Costs

Direct labor refers to wages and benefits paid to workers who are directly involved in manufacturing or service delivery.

- Examples:
- Assembly line workers
- Machine operators
- Skilled craftsmen engaged in production

Calculating direct labor costs involves accounting for hourly wages, overtime, bonuses, and any other benefits directly linked to production activities.

3. Manufacturing Supplies

Supplies that are consumed during the manufacturing process and cannot be categorized as raw materials often fall under direct expenses.

- Examples:
- Lubricants for machinery
- Cutting tools and dies
- Cleaning agents used directly in production

Since these supplies are consumed directly during production, their costs are considered direct expenses.

4. Direct Commission and Incentives

For service-based businesses or sales-driven manufacturing, commissions or incentives paid to staff directly involved in sales or production can be considered direct expenses.

- Examples:
- Sales commissions for sales staff tied to specific products
- Performance bonuses linked to production targets

5. Manufacturing Overheads (where applicable)

While many overhead costs are indirect, some manufacturing overheads are directly traceable to specific products.

- Examples:
- Equipment depreciation used exclusively for certain products
- Rent for a dedicated production facility

In such cases, these costs can be allocated as direct expenses.

Distinguishing Between Direct and Indirect Expenses

A critical aspect of managing expenses involves correctly classifying costs. Here?s a comparative overview:

Aspect	Direct Expenses	Indirect Expenses
Definition	Costs directly attributable to specific products or services	Costs that benefit multiple products or the business as a whole
Examples	Raw materials, direct wages, manufacturing supplies	Rent, utilities, administrative salaries
Variability	Varies directly with production volume	Usually fixed or semi-variable

Correct classification ensures accurate product costing, profit analysis, and compliance with accounting standards.

The Importance of a Well-Structured Direct Expenses List

Creating and maintaining an accurate direct expenses list offers numerous benefits:

- **Accurate Cost Calculation:** Precise costing helps in setting competitive yet profitable prices.
- **Profitability Analysis:** Identifying which products or services are most profitable.
- **Budgeting and Forecasting:** Better estimates of future expenses based on production plans.
- **Cost Control:** Pinpointing areas where expenses can be optimized without compromising quality.
- **Financial Reporting:** Clearer insights into gross margins and overall financial health.

How to Prepare and Manage a Direct Expenses List

Constructing a detailed direct expenses list involves systematic data collection and categorization. Here are practical steps:

1. Gather Detailed Cost Data

- Collect invoices, receipts, and payroll records.
- Track raw material purchases and usage.
- Record wages and benefits for production staff.
- Document machinery and equipment costs related to production.

2. Categorize Expenses Appropriately

- Separate direct costs from indirect overheads.
- Use cost centers or production batches to allocate expenses accurately.
- Employ accounting software for automation and accuracy.

3. Regularly Update and Review

- Conduct periodic reviews to capture any new expenses.
- Adjust for changes in supplier prices, wages, or production processes.
- Reconcile with actual production volumes to ensure accuracy.

4. Use Costing Methods Effectively

- Employ methods like Job Costing, Process Costing, or Activity-Based Costing to allocate direct expenses precisely.
- For complex production environments, consider consulting with a cost accountant.

Common Challenges in Managing Direct Expenses

While maintaining a direct expenses list is fundamental, it comes with its share of challenges:

- **Misclassification of Costs:** Confusing indirect expenses with direct expenses can distort cost analysis.
- **Fluctuating Raw Material Prices:** Variability affects cost predictability.
- **Over-Allocation or Under-Allocation:** Improper cost distribution can lead to inaccurate product costing.
- **Data Inaccuracy:** Poor record-keeping undermines expense tracking.

Addressing these challenges involves implementing robust accounting policies, staff training, and leveraging technology.

A well-maintained direct expenses list is more than just a ledger of costs; it's a strategic tool that empowers business owners and managers to make informed decisions. By accurately identifying and controlling direct costs, businesses can optimize pricing, improve profitability, and enhance operational efficiency. Whether you're manufacturing physical goods or delivering specialized services, understanding what constitutes direct expenses and meticulously tracking them lays the foundation for sound financial management.

In an increasingly competitive marketplace, transparency and precision in expense management can be the differentiator between success and stagnation. Embrace the discipline of maintaining a comprehensive direct expenses list, and watch as it transforms your approach to business planning and profitability analysis.

Question What is a direct expenses list? A direct expenses list is a detailed record of expenses that are directly attributable to a specific project, product, or department, such as raw materials, direct labor, and manufacturing costs. **Why is maintaining a direct expenses list important for businesses?** Maintaining a direct expenses list helps businesses accurately calculate the cost of goods sold, determine profitability, and make informed pricing and budgeting decisions. **What are common items included in a direct expenses list?** Common items include raw materials, direct labor wages, manufacturing supplies, and specific equipment costs directly linked to production or project execution. **How does a direct expenses list differ from an indirect expenses list?** A direct expenses list includes costs directly tied to a specific project or product, while an indirect expenses list encompasses overhead costs like rent, utilities, and administrative salaries that are not directly

attributable to a single project. Can a direct expenses list be used for cost analysis and budgeting? Yes, a detailed direct expenses list is essential for cost analysis, budgeting, and setting accurate project or product pricing strategies. How often should a business update its direct expenses list? Businesses should update their direct expenses list regularly, ideally with each project or periodically (monthly or quarterly), to ensure accuracy and reflect current costs. What tools or software can help manage a direct expenses list effectively? Accounting software like QuickBooks, SAP, or specialized project management tools such as MS Project or Zoho Projects can help manage and track direct expenses efficiently.

Related keywords: direct costs, expense categories, overhead expenses, operating costs, cost accounting, expense tracking, fixed costs, variable expenses, expense management, cost analysis

List verbs english

list verbs english: An Essential Guide to Understanding and Using List Verbs in English

Understanding the intricacies of English verbs is fundamental to mastering the language. Among these, list verbs play a vital role in organizing, sequencing, and connecting ideas within sentences. Whether you're a student improving your writing skills, a professional enhancing your communication, or a language enthusiast aiming for fluency, knowing how to effectively use list verbs in English can significantly elevate your language proficiency. This comprehensive guide explores what list verbs are, their types, how to use them correctly, and practical examples to help you incorporate them seamlessly into your writing and speech.

What Are List Verbs in English?

List verbs are a category of verbs used to indicate the sequential order or connection between items, actions, or ideas within a sentence or a list. They often serve as connectors, helping to organize information in a clear and logical manner. List verbs are crucial in both written and spoken English because they facilitate clarity and coherence.

Key functions of list verbs include:

- Indicating sequence or order
- Connecting related ideas or actions
- Signaling addition or continuation
- Showing cause and effect

Common Types of List Verbs in English

Understanding the different types of list verbs is essential for effective communication. Here are the most common categories:

1. Sequential List Verbs

These verbs indicate the order of actions or items, showing progression from one point to another.

Examples:

- First
- Next
- Then
- After
- Subsequently
- Finally

2. Connecting List Verbs

These verbs or phrases connect related ideas, often used to add new points or clarify relationships.

Examples:

- And
- Also
- Moreover
- Additionally
- As well as
- Not only...but also

3. Cause and Effect Verbs

These verbs show a causal relationship between ideas or actions.

Examples:

- Because

- Therefore
- Consequently
- Thus
- As a result

4. Contrastive List Verbs

They highlight differences or contradictions between items or ideas.

Examples:

- However
- But
- On the other hand
- Conversely
- Yet

How to Use List Verbs Effectively in English

Using list verbs correctly enhances clarity and coherence in your writing. Here are practical tips for their effective application:

1. Choose the Appropriate List Verb Based on Context

Identify whether you're indicating sequence, addition, causality, or contrast, and select the suitable list verb accordingly.

2. Use Consistent Punctuation

When listing items, punctuation plays a key role:

- Use commas for simple lists (e.g., apples, oranges, bananas).
- Use semicolons for complex lists where items contain commas.
- When starting a list with a list verb, consider using colons.

3. Place List Verbs Correctly in Sentences

- For sequential words, they often come at the beginning of the sentence or clause.

- Connecting words like "and," "but," or "moreover" are usually placed between items or clauses.

4. Maintain Parallel Structure

Ensure that items in a list or connected clauses follow the same grammatical pattern for clarity and professionalism.

Examples of List Verbs in Sentences

To illustrate the effective use of list verbs, here are some example sentences categorized by their function:

Sequential List Verbs

- First, I reviewed the project outline.
- Next, I gathered all the necessary materials.
- Then, I began assembling the components.
- After completing the assembly, I tested the device.
- Finally, I submitted the report to my supervisor.

Connecting List Verbs

- I enjoy reading books, watching movies, and listening to music.
- The conference covered topics such as renewable energy, sustainable development, and climate change.
- She is not only skilled in marketing but also experienced in sales.

Cause and Effect List Verbs

- The roads were icy; therefore, the school was closed.
- He missed the bus because he woke up late.
- The product failed due to poor quality; as a result, sales declined.

Contrastive List Verbs

- The weather was cold; however, we still went hiking.
- She prefers tea, but he likes coffee.

- The first option was expensive; on the other hand, the second was more affordable.

Common List Verbs and Phrases in English

Below is a list of commonly used list verbs and phrases categorized by their function:

Sequential List Verbs and Phrases

- First, second, third
- To begin with
- Subsequently
- Thereafter
- In the meantime

Adding and Connecting Ideas

- Moreover
- Furthermore
- Besides
- Plus
- Not to mention

Indicating Cause and Effect

- Because
- Due to
- As a result
- Hence
- Accordingly

Expressing Contrast or Opposition

- However
- Yet
- Conversely
- On the contrary
- Nonetheless

Tips for Mastering List Verbs in English

Achieving mastery over the use of list verbs enhances your writing clarity and fluency. Here are some tips:

- Read extensively: Pay attention to how professional writers and speakers use list verbs.
- Practice writing lists: Create lists in your writing, focusing on correct punctuation and parallel structure.
- Use a variety of list verbs: Avoid repetition by diversifying your list verbs.
- Edit and revise: Review your writing to ensure list verbs are used appropriately and effectively.
- Learn idiomatic expressions: Many list phrases are idiomatic; familiarize yourself with common expressions to sound more natural.

Conclusion

Mastering the use of list verbs in English is essential for clear, organized, and effective communication. Whether you're listing items, sequencing actions, connecting ideas, or indicating relationships, the right list verbs can make your writing more coherent and engaging. By understanding the different types of list verbs—sequential, connecting, cause and effect, and contrastive—you can enhance your language skills significantly. Incorporate these verbs thoughtfully into your sentences, maintain grammatical consistency, and practice regularly to become proficient in their use. Remember, the key to effective communication lies in clarity, and list verbs are a powerful tool to achieve it in your English language endeavors.

List Verbs in English: An In-Depth Exploration of Their Role, Types, and Usage

Language is a complex and dynamic system, and at its core are the words that allow us to communicate ideas, actions, and states of being. Among these, verbs stand out as the essential drivers of sentence meaning, providing the action or link that binds other components together. In English, a particularly intriguing subset of verbs is the list verbs, which serve specific functions in sequencing, enumerating, or indicating multiple items or actions. This article offers a comprehensive examination of list verbs in English, exploring their definitions, types, grammatical roles, and practical applications.

Understanding List Verbs in English

List verbs are a category of verbs used primarily to introduce, connect, or sequence items, actions, or ideas within a sentence. They often appear in contexts where a speaker or writer is enumerating elements, either explicitly or implicitly, to clarify, emphasize, or organize information.

Definition:

A list verb is a verb that functions to indicate the presence of multiple elements, often coordinating or linking them within a sentence. They can serve as connectors or markers that demonstrate the relationship between items in a list.

Common Characteristics of List Verbs:

- They often precede or follow a series of items.
- They can be used with conjunctions such as and, or, or but to link items.
- They frequently appear in formal or structured contexts like reports, instructions, or academic writing.
- They may also indicate the act of listing, enumerating, or ordering.

Common List Verbs in English

English features a variety of verbs that can serve as list verbs, either directly or through their grammatical function. Some verbs explicitly denote listing or enumeration, while others perform this role through their syntactic placement.

Explicit List Verbs

These verbs directly imply the act of listing or enumerating:

- To enumerate: To mention separately, one by one.
- To itemize: To list as individual items.
- To catalog: To systematically list or classify.
- To list: To enumerate items in sequence.
- To detail: To describe or list comprehensively.

Commonly Used List Verbs in Practice

Many English verbs serve as list verbs depending on context and usage. Here are some of the most frequently encountered:

| Verb | Function/Usage |

|-----|-----|

- | Include | To contain as part of a whole or list |
- | Consist of | To be composed of or made up of |
- | Comprise | To include or contain; often used as a synonym for "consist of" |
- | Enumerate | To mention separately, one by one |
- | List | To record or mention items in sequence |
- | Mention | To refer to or bring up items in a discussion or list |
- | Name | To specify or identify items individually |
- | Outline | To give a summary or list the main points |
- | Specify | To state explicitly, often in a list form |
- | Detail | To describe thoroughly, often by listing components |
- | Present | To show or introduce items or ideas systematically |

Less Formal or Context-Dependent List Verbs

- Point out: To highlight items or facts.
- Highlight: To emphasize important items.
- Identify: To establish or recognize items.
- Itemize: To break down into individual items.
- Enumerate: To count or list methodically.

Grammatical Roles and Construction of List Verbs

List verbs can appear in various grammatical constructions, often depending on whether they are used transitively or in phrasal forms.

Transitive and Intransitive Uses

- Transitive list verbs: Require an object ? the list items or the content being enumerated.
- Example: "The report includes data from multiple sources."

- Intransitive list verbs: May stand alone when used as part of a broader context or phrase.
- Example: "The items list in the catalog are numerous."

Use with Prepositions and Conjunctions

List verbs often function with prepositions such as *of*, *in*, or *to*, and are frequently paired with coordinating conjunctions:

- "The package contains three items."
- "The guide enumerates the steps in detail."
- "The menu lists options and prices."

Parallelism and Clarity in Lists

When constructing sentences with multiple list verbs or enumerations, maintaining grammatical parallelism enhances clarity:

- Correct: "The report includes data, analyzes trends, and concludes findings."
- Incorrect: "The report includes data, analyzing trends, and conclude findings."

Functions and Contexts for List Verbs

List verbs serve various functions across different contexts, including formal writing, instructions, data presentation, and everyday speech.

Formal and Academic Writing

In academic or technical documents, list verbs help clarify complex information:

- "The study comprises three phases: data collection, analysis, and reporting."
- "The results enumerate several key factors influencing the outcome."

Business and Professional Communication

In reports, proposals, and business communication, list verbs organize information:

- "The proposal includes budget estimates, timelines, and resource allocations."

- "The contract lists obligations, deliverables, and penalties."

Instructional and Procedural Contexts

Procedures and instructions often rely on list verbs:

- "First, identify the necessary tools. Then, assemble the equipment."
- "The manual details the steps involved in calibration."

Everyday and Informal Usage

In casual speech, list verbs are used to mention or highlight multiple items:

- "The menu lists appetizers, main courses, and desserts."
- "She mentioned her plans, her goals, and her concerns."

Nuances and Common Pitfalls in Using List Verbs

While list verbs are integral to effective communication, their misuse can lead to ambiguity or grammatical errors.

Overuse or Redundancy

Repeatedly using similar list verbs can make writing monotonous. Varying verbs like include, list, enumerate, and mention can enrich the text.

Ambiguity in Scope

Some verbs, like mention, imply a less formal or comprehensive list, while others like comprise or include suggest completeness. Clarifying intent is essential.

Incorrect Constructions

- Using comprise incorrectly: "The team comprises of five members." (Correct: "The team comprises five members.")
- Mixing tenses improperly: "The report lists the data and was detailing the analysis." (Maintain consistent tense.)

Practical Tips for Using List Verbs Effectively

- Choose the right verb based on the formality and context of your writing.
- Maintain parallel structure when listing multiple items or actions.
- Use appropriate prepositions to clarify the scope of listing.
- Vary your vocabulary to avoid repetition.
- Be clear about whether your list is exhaustive or illustrative.

Conclusion

List verbs in English are vital tools for organizing, enumerating, and emphasizing information across diverse contexts. They facilitate clarity, structure, and precision in communication, whether in formal reports, instructional manuals, or everyday conversations. Understanding their nuances, grammatical roles, and best practices enhances one's ability to craft effective, coherent, and professional discourse. As language continues to evolve, so too will the ways we employ list verbs, but their core function remains central to clear and organized expression.

In mastering list verbs, writers and speakers can better navigate the complexities of English syntax, ensuring their messages are both precise and impactful.

Question What are some common list verbs used in English? Common list verbs in English include 'add', 'include', 'comprise', 'consist of', 'contain', 'enumerate', and 'feature'. How do you correctly use list verbs in a sentence? List verbs are typically used to introduce or connect items in a list, often followed by the items themselves. For example, 'The menu includes salads, sandwiches, and drinks.' What is the difference between 'include' and 'consist of' as list verbs? 'Include' suggests that the items are part of a larger set, while 'consist of' emphasizes the composition of the entire set. For example, 'The team includes five members' versus 'The team consists of five members.' Can 'list' itself be used as a verb in English? Yes, 'list' is a verb meaning to make a list of items. For example, 'Please list all the ingredients required for the recipe.' What are some tips for using list verbs effectively in writing? Use clear and precise list verbs to accurately describe the relationship between items, ensure proper punctuation with commas or semicolons, and maintain parallel structure for readability. Are there any grammatical rules for using list verbs in complex sentences? Yes, when using list verbs in complex sentences, ensure subject-verb agreement is correct and that the list items are properly coordinated with conjunctions like 'and' or 'or' for clarity. How can I expand my vocabulary of list verbs in English? You can expand your list verbs by reading extensively, noting different ways authors introduce or enumerate items, and practicing using verbs like 'highlight', 'outline', 'feature', 'detail', and 'enumerate' in your writing.

Related keywords: verbs, English verbs, action words, verb list, common verbs, verb definitions, verb forms, basic verbs, irregular verbs, verb examples

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