

# Mathematics For Retail Buying

Fashion buying and merchandising has changed dramatically over the last 20 years. Aspects such as the advent of new technologies and the changing nature of the industry into one that is faster paced than ever before, as well as the shift towards more ethical and sustainable practices have resulted in a dramatic change of the roles. As a result, contemporary fast fashion retailers do not follow the traditional buying cycle processes step by step, critical paths are wildly different, and there has been a huge increase in 'in-season buying' as a response to heightened consumer demand. This textbook is a comprehensive guide to 21st-century fashion buying and merchandising, considering fast fashion, sustainability, ethical issues, omnichannel retailing, and computer-aided design. It presents an up-to-date buying cycle that reflects key aspects of fashion buying and merchandising, as well as in-depth explanations of fashion product development, trend translation, and sourcing. It applies theoretical and strategic business models to buying and merchandising that have traditionally been used in marketing and management. This book is ideal for all fashion buying and merchandising students, specifically second- and final-year undergraduate as well as MA/MSc fashion students. It will also be useful to academics and practitioners who wish to

gain a greater understanding of the industry today. "Mathematics for Retail Buying, "8th Edition, introduces merchandising and retailing students to the most important concepts in retail math through step-by-step examples with practice problems and solutions. Coverage begins with the skeletal profit and loss statement, and moves through retail pricing and repricing of merchandise, markups, markdowns, the retail method of inventory, six-month, and assortment planning. This extensively updated edition introduces a new co-author and a practical approach that incorporates actual retail scenarios and concepts that are relevant to the fashion industry today. The book has been reorganized into six chapters, each covering a mathematical factor that affects the gross margin and profitability key to the success of any merchandise buyer or planner. The new edition also integrates current retail business metrics and an increased focus on the six-month planning process, including a new assortment planning section with examples. New to This Edition:

- Reorganized Chapters 1 and 6 reflect the order of prior editions and open the textbook with the discussion of merchandising for profit and profit and loss concepts
- Chapter 5, Six-Month Planning and Components, expanded to include more coverage of assortment planning with a new "Formulating a Six-Month Plan" case study
- More than 50% of practice problems in each chapter are new or have been

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updated to reflect current industry practice - Includes 4 new case studies that illustrate practical retailing situations and common obstacles and difficulties encountered in real-life merchandising Features - All applicable concept problems are expressed in spreadsheet as well as traditional arithmetic format - Select Answers at the end of the book helps students check their understanding as they complete Practice Problems - Key Concept Formulas at the beginning of each chapter and a complete Glossary of Concept Formulas at the end of the book provide easy reference "Mathematics for Retail Buying" STUDIO -Study smarter with self-quizzes featuring scored results and personalized study tips -Review concepts with flashcards of terms and definitions and key formulas -Practice your skills by computing Practice Problems from the text, now available digitally with formulas embedded in the Excel spreadsheets -Enhance you knowledge with additional real world case studies and activities for each chapter Instructor Resources -Answer Manual provides demonstrative step-by-step solutions to all practice problems -Test Bank offers exams for each chapter -PowerPoint presentations provide a framework for lecture and discussion This bundle includes "Mathematics for Retail Buying, " 8th Edition and" Mathematics for Retail Buying" STUDIO Access Card.

This text gives students a step-by-step approach to

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understanding the mechanics of a six-month merchandising plan. Upon completion of the plan students will have gained insight into how the plan is forecast into the future as well as how it is implemented at the actual purchasing level.

This best-selling textbook explains the essential concepts, practices, procedures, calculations, and interpretations of figures that relate to merchandising and buying at the retail level.

Using Computerized Spreadsheets: Mathematics for Retail Buying is a computer spreadsheet component for retail buying and merchandising mathematics students. Cushman demonstrates how to create, calculate and analyze using Microsoft Excel spreadsheets. A cross-platform CD-ROM is included for students to apply the lessons as they learn them in the book. This book is designed as a supplement to Mathematics for Retail Buying, Revised 5th Edition, by Bette K. Tepper, but the concepts are easily adaptable to any text meant to cover the mathematical concepts associated with retail buying. Instructors, contact your Sales Representative for access to Instructor's Materials.

Mathematics for Retail Buying  
Studio Instant Access  
Bloomsbury Publishing USA

Fashion Brand Merchandising introduces the concepts and practices to help students build, develop, and work with fashion brands. The book includes four parts, each exploring an important

facet of fashion brands and the fashion brand process. This text covers how branding and merchandising activities are interrelated and interdependent with respect to marketing fashion-related products. In whatever capacity you engage with fashion brands—marketer, merchandiser, retailer, designer, or student—this text covers what you need to know to work successfully in the industry. Instructors, contact your Sales Representative for access to Instructor's Materials.

This textbook prepares future retail executives for the challenges they will face in contemporary retailing and manufacturing. *Concepts and Cases in Retail and Merchandise Management, 2nd Edition*, includes more than 70 cases that are contextualized by clear introductions and give students a grounding in a wide variety of contemporary retail management challenges. Case studies explore topics ranging from how to position a store and its merchandise to how to safeguard against cheap imports that threaten domestic manufacturers.

Containing fully updated and beautifully illustrated need-to-know info, this revised second edition of the bestselling textbook on fashion buying contains everything today's fashion management student needs to give them a clear head-start in this lucrative but highly competitive industry. *Fashion Buying* uniquely looks at what fashion buying entails in terms of the activities, processes and people involved - from the perspective of the fashion buyer. The book breaks down the five key areas of buying activity for those wishing to pursue a career in the industry, crucially exploring the role of the fashion buyer, sources of buying inspiration, sourcing and communication, merchandise planning and trends in fashion

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buying. Featuring completely revised content on retail typology (including need-to-know info on demographics, price points and markets), and selecting and buying garments (line sheets, purchase orders and lookbooks), Fashion Buying now includes valuable new sections on customer profiling, merchandise pricing (mark-ups, markdowns and how pricing is calculated for profit), and trends. Also included in this practical handbook are insightful interviews with both established and emergent fashion creatives. Business case studies put the contents of each chapter into professional context and provide insider perspective; while industry-focused exercises and activities enable readers to practise applying their new skills and so gain a competitive advantage in both their studies and buying careers. Written by industry experts, Fashion Buying is an invaluable go-to resource and leading textbook for fashion design, marketing, buying and merchandising students.

This book introduces readers to the concepts of financial management for the merchandising of fashion goods. Covering basic financial skills needed to succeed when planning, procuring and selling fashion goods, the volume provides an integrated presentation of merchandising principles, mathematical formulas and real world applications. It is designed to help readers understand the underlying principles behind decisions and apply these principles to multiple store situations. The book begins with the basic markup concepts and single unit, three variable spreadsheets and builds the information to complex assortment plans and multi-column/multi-row spreadsheets. The authors provide an introduction to merchandising with an emphasis on retail pricing and profit and loss statements, as well as planning strategy, sales and stock, fashion forecasting, assortment planning, unit control and buying and selling concerns. For individuals involved in the merchandising of fashion goods.

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This practical text takes students step-by-step through the preproduction processes of apparel product development: planning, forecasting, fabricating, developing silhouettes and specifications, pricing and sourcing. It demonstrates how these processes must be coordinated to get the right product to retail when customers want it and at a price they are willing to pay. Based on consultations with some of the most successful and innovative firms in the fashion business, the text covers the evolving partnerships among textile suppliers, product developers, manufacturers, and retailers as they work to develop apparel products in today's customer-driven environment. New to this edition:-- Increased number of case studies and sidebars-- International examples and case studies address the effects of globalization-- More information on menswear, children's wear, and special-size markets-- Updated tables and statistical information and new photo examples-- Discussion of Technological advancements related to product development-- Appx describing careers in product development and resources for additional research-- The context of a global agile manufacturing environment-- Best practices of major product developers-- Challenging hands-on product development activities-- Instructor's Guide includes course outlines, suggestions for teaching each chapter, and guidelines for overseeing and evaluating product development projects

This series is endorsed by Cambridge International Examinations and is part of Cambridge Maths.

This straightforward textbook/workbook introduces retail pricing and repricing of merchandise, the relationship of markup to profit, the retail method of inventory, dollar planning and control, and terms of sale. The fifth edition adds spreadsheet problems, store forms for practice problems, and a glossary. c. Book News Inc.

International Retail Marketing combines a broad thematic

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overview of the key issues concerning international retail marketing with a series of incisive cases and examples of industry practice from markedly different sectors as fashion, food and healthcare. The authors provide an accessible and wide-ranging outline of the fundamentals of the subject, such as trends in retail marketing, strategy and logistics, and buying and merchandise management within an international perspective. Contributions from Europe, North America and Asia show the dynamics affecting international retailing through a variety of case. Key discussion points are highlighted throughout the text, giving a hands-on focus. An interdisciplinary approach which combines clothing/textiles and business administration in the apparel and soft goods industry as analyzed from a marketing perspective. The marketing model: product, people, place, promotion and price, forms the foundation for the structure of this text. This is the first book on the subject that combines contemporary marketing theory with analysis of operational marketing practice within the fashion industry. It contains the views of key practitioners and much original case study material from leading fashion organizations to provide unique insights into the reality of fashion marketing. Retailing is one of the biggest and most important sectors in today's economy. Graduates who are seeking a career in the sector will therefore require a solid knowledge of its core principles. The Principles of Retailing Second Edition is a topical, engaging and authoritative update of a hugely successful textbook by three leading experts in retail management designed to be a digestible introduction to retailing for management and marketing students. The previous edition was praised for the quality of its coverage, the clarity of its style and the strength of its sections on operation and supply chain issues such as buying and logistics, which are often neglected by other texts. This new

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edition has been comprehensively reworked in response to the rapid changes to the industry, including the growth of online retail and the subsequent decline of physical retail space and new technologies that improve customer experience and help track consumer behaviour. It also builds upon the authors' research over the last decade with new chapters on offshore sourcing and CSR and product management in addition to considerable revisions to existing chapters to highlight changes in online retailing and e-tail logistics, retail branding, retail security, internationalisation and the fashion supply chain. This edition will also be supported by a collection of online teaching materials to help tutors spend less time preparing and more time teaching.

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them in solving everyday retail merchandising problems. Instructor- and student-friendly, it features clear and concise explanations of key concepts, followed by problems, case studies, spreadsheets, and summary problems using realistic industry figures. Most chapters lend themselves to spreadsheet use, and skeletal spreadsheets are provided to instructors. This edition is extensively updated to reflect current trends, and to discuss careers from the viewpoint of working professionals. It adds 20+ new case studies that encourage students to use analytic skills, and link content to realistic retail challenges. This edition also contains a focused discussion of profitability measures, and an extended discussion of assortment planning.

Covers topics that are important to aspiring retail buyers and store management personnel with responsibilities for managing retail sales and inventories.

It's easier than you think to perform every retail math calculation quickly, accurately, and with confidence. Mathematics is an essential tool for determining every financial arrangement important to a retail business. Whether you're buying merchandise, figuring business expenses, pricing merchandise, or recording transactions, a solid working knowledge of practical calculating procedures is indispensable. But don't worry, we're not talking algebra, trigonometry, or calculus--just simple arithmetic you can perform using a calculator. Practical Merchandising Math helps you teach yourself all the math you need to succeed in the retail industry. You'll learn to calculate markon, markup, and markdown; plan net sales, purchases, and stock turnover; and determine expenses and gross margin. You'll also learn the meanings of important terms and discover how the four retail areas where math is required--buying, selling, expenses, and record-keeping--are interrelated. This easy-to-use guide \* Covers all financial considerations relevant to

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costing and pricing merchandise \* Includes sample calculations with solutions \* Features handy, quick-reference charts for standard markon percentages \* Presents material in short sections followed by self-check practice exercises Don't let math phobia become a roadblock on your way to retail success. Develop the skills you need, quickly and easily, with the help of Practical Merchandising Math. This edition addresses up-to-date topics and trends in the retail environment. The chapters cover such current shifts as retailers expanding into overseas markets and others repositioning themselves to respond to the latest merchandising and management trends.

Shops are facing tough times: recession, local legislation, parking problems, competition from the internet and the strong position of suppliers. Buying on the Internet 24/7 has become a real alternative to the local shop with its rigid opening hours and limited choice. So is there still a future for the traditional retailer? What are the latest developments in this environment and how can these be translated into significant business models? Cor Molenaar analyses the struggle and the risks to describe the opportunities and potential for the retail trade to turn the tide. He looks at the new buying behaviour of consumers (the new shopping), the evolution of retail (how it used to be, how it is now and what it has to become) and shows what the future for the shop will actually look like. Shops need to change, to reassess their unique customer appeal and work in new ways with suppliers and customers if they are to survive. Online retailing is often seen as the panacea, but is that really the case? The internet will undergo many changes, too. Many e-retailers will disappear or end up surviving on the margin of the mainstream. Only the most canny suppliers and webshops, those that can make best use of the opportunities offered by the Internet will survive.

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This informative, full-color text takes students step-by-step through the decision-making involved in the pre-production processes of apparel product development---planning, forecasting, fabricating, line development, technical design, pricing, sourcing, and distribution. It demonstrates how these processes must be coordinated to get the right product to market, when consumers want it, and at a price they are willing to pay. The 4th Edition has been edited around a new metastructure to maximize student learning. It continues to build on the themes of sustainability, business ethics, and the impact of fast fashion and social media while seeking to address opportunities for both large and small companies, and entrepreneurs. The text advances its discussion of how new technologies continue to shorten the product development calendar. Chapters have been updated to include current examples, updated charts and graphs, and more case studies. There are updated references to contemporary developments with examples relevant to today's student. New to this Edition · Includes international examples and case studies that address the effects of globalization · Advances the discussion of the pros and cons of fast fashion vs. slow fashion · Revised, easier-to-read charts and graphs and 30% new color photographs · Thoroughly revised Chapters 12 (Sourcing) and 13 (Costing and Pricing) updated with most recent info on trade laws, changes in sourcing criteria and wages in international sourcing countries Beyond Design STUDIO · Study smarter with self-quizzes featuring scored results and personalized study tips · Review concepts with flashcards of essential vocabulary · Watch videos that bring chapter concepts to life PLEASE NOTE: Purchasing or renting this ISBN does not include access to the STUDIO resources that accompany this text. To receive free access to the STUDIO content with new copies of this book, please refer to the book + STUDIO

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"The end objective of buying and merchandising is to achieve sales and gross margin objectives through effective merchandise management of a department or group of departments." —from *Management of Retail Buying*, Third Edition

There is more to retail buying than simply forecasting consumer demand. The successful buyer employs a complex constellation of skill, art, and careful study to plan and manage the flow of merchandise from the wholesaler or marketer to the consumer. This book contains the combined wisdom, knowledge, and hard-won savvy of three of the world's foremost authorities on managing retail buying, each of whom brought a lifetime of experience to the creation of this third edition of the most important book in every retail buyer's library. This comprehensive volume covers every aspect of retail buying, from targeting desired consumers and purchasing goods tailored to their tastes and needs, to negotiating with vendors, managing inventory, and using computers to expedite the buying process. *Management of Retail Buying* is organized into three parts: The Buying Process, Planning and Managing Merchandise Assortments, and Where and How to Buy. Part I features an overview of the buyer's milieu; a look at how the buying process can be organized and controlled; and in-depth descriptions of the several types of buying groups, how they function, and their similarities and differences. Part II focuses on the keys to understanding the consumer, forecasting demand, and using that forecast as a basis for selecting merchandise. Because retailers of staple goods face a very different set of objectives and problems from retailers of fashion and seasonal merchandise, separate chapters are devoted to planning and control of assortments in these different types of

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establishments. The book's final section examines the world of suppliers, vendors, price negotiations, order placement, special services from vendors, and actual acquisition of the merchandise. The authors provide authoritative and timeless advice on competitive strategies and tactics, foreign buying, controlling the logistical factors that lie between the purchase of goods and their delivery to the point of sale, and much more. Whether you're a seasoned retail veteran or a student or novice hoping to make retailing your life's work, *Management of Retail Buying, Third Edition* is destined to become the most highly prized volume on your bookshelf. The standard text/reference for retail buying and merchandising is now revised, expanded, and updated for the 1990s and beyond . . . This Third Edition of one of the classics in retailing literature combines the timeless wisdom of three of the industry's giants with a detailed examination of the current state of the retailer's art. It provides comprehensive coverage of every aspect of retail buying and how to manage the buying process in order to maximize profits and minimize losses. It also offers in-depth discussions of the numerous skills and techniques needed to succeed as a buyer or merchandise manager in today's competitive retail environment, including: Organizing and controlling the buying process Understanding consumer demographics and psychographics Identifying consumer trends and forecasting demand Analyzing and interpreting sales records Planning and control of merchandise assortments Using computers to increase competitiveness Shopping vendor lines and negotiating prices and services And much more

*Mathematical Models of Distribution Channels* identifies eight "Channel Myths" that characterize almost all analytical research on distribution channels. The authors prove that models that incorporate one or more Channel Myths generate distorted conclusions; they also develop a methodology that

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will enable researchers to avoid falling under the influence of any Channel Myth.

An introductory text that balances retail theory, application and math concepts within the context of buying. New companion website includes basic math tutorials and more assignments using computerized spreadsheets.

Often described as the "hottest" retail phenomenon, ephemeral retail concerns the growth of pop-up stores as a new mode of retailing. These temporary stores "pop-up" without notice, quickly attract crowds, then disappear or morph into something else. Although they share similarities with traditional physical stores and online stores, ephemeral stores outshine existing retail formats as they have many unique and differentiating characteristics. These stores are becoming more popular among distribution channels as they offer exclusive and surprising retail experiences. Many established brands have already integrated these new points of sale into their distribution channels, while other brands are adopting them to raise communication, awareness, sales or just for experimentation. This phenomenon is finding its place amongst retailers not only for its efficiency and effectiveness but also for its unique impact, providing a sense of novelty that makes it particularly attractive to postmodern consumers seeking hedonic experiences. This concise text introduces all aspects of this growing phenomenon and contextualises it within existing channels of distribution. It explores brand atmospheric interventions that are designed to affect customer emotions, behaviours or experiences, as well as practices retailers adopt to build relationships with their customers. It will be of interest to scholars and advanced students in retail marketing and branding.

Revised edition of Mathematics for retail buying, 2014.

Revised edition of Visual merchandising and display,

c2012.

Ten years from now, what do you want or expect your students to remember from your course? We realized that in ten years what matters will be how students approach a problem using the tools they carry with them—common sense and common knowledge—not the particular mathematics we chose for the curriculum. Using our text, students work regularly with real data in moderately complex everyday contexts, using mathematics as a tool and common sense as a guide. The focus is on problems suggested by the news of the day and topics that matter to students, like inflation, credit card debt, and loans. We use search engines, calculators, and spreadsheet programs as tools to reduce drudgery, explore patterns, and get information. Technology is an integral part of today's world—this text helps students use it thoughtfully and wisely. This second edition contains revised chapters and additional sections, updated examples and exercises, and complete rewrites of critical material based on feedback from students and teachers who have used this text. Our focus remains the same: to help students to think carefully—and critically—about numerical information in everyday contexts.

Perry's Department Store: A Buying Simulation, 4th Edition, launches students into the exciting role of being a retail buyer in the fashion industry using a unique simulation approach that takes readers step-

by-step through a real-life buying experience. The text is organized into 10 chapters that walk students through the various steps a new buyer would take to complete a six-month buying plan and a merchandise assortment plan for the women's contemporary apparel, junior apparel, women's accessories, men's apparel and accessories, men's contemporary apparel, children's, or home furnishings markets. The fourth edition has been revised with statistical information to reflect a more contemporary structure and business model for a successful department store. The new Perry's Department Store is organized to reflect a larger-scale department store in today's market. Students interact by researching current market and industry trends to build their business. The charts and worksheets in this book and companion website, Perry's Department Store: A Buying Simulation STUDIO, are replicas of those found in the retail and wholesale industry to expose students to the procedures and policies they can expect to find in a first job as an assistant buyer. This new edition and STUDIO launch students directly into the exciting role of a retail buyer in the fashion industry. PLEASE NOTE: Purchasing or renting this ISBN does not include access to the STUDIO resources that accompany this text. To receive free access to the STUDIO content with new copies of this book, please refer to the book + STUDIO access card

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Access codes that are purchased from sellers other than Pearson carry a higher risk of being either the wrong ISBN or a previously redeemed code. Check with the seller prior to purchase. -- Bridging the gap between current merchandising math textbooks and retail buying textbooks, *The Fundamentals of Retail Buying with Merchandising Math* incorporates both buying philosophies and merchandising math. The text's problem-based method of learning

incorporates questions and problems that train the reader to think like a buyer and encourage group collaboration and critical thinking. Simulated exercises mimic real-life buying responsibilities. Additionally, the order of the chapters and content within each chapter mimic the training of an assistant buyer in a corporate buying office. Providing a full, broad view of the retail buyer's role, the text also includes the key merchandising math formulae that is the basis of all retail buying analysis.

This text represents a specialist text resource for students of retail management or marketing courses and modules, providing the reader with the opportunity to acquire a deeper knowledge of a key area of retailing management.

Where do shoppers meet before heading out to browse the stores? Why might they go to a particular shop and not another? What first attracts them to a brand or garment? Visual merchandising is concerned with all these questions, spanning the relationship between consumer, environment, brand and product. As part of the Basics Fashion Management series, Bailey and Baker introduce the principles underpinning successful visual merchandising using examples from budget, mid-range and luxury brands. These real-world examples take the form of detailed case studies and interviews, providing hands-on advice from all levels of industry. This revised edition includes additional

coverage of online visual merchandising, lighting techniques, mannequin dressing and integrating technology into displays.

Now in its second edition, this critically-acclaimed core textbook provides a detailed overview of the role of the fashion merchandiser, its place within a fashion retail organisation by outlining their activities and responsibilities as part of the fashion value chain. This overview is situated within the broader context of the fashion industry, highlighting the relevance of the merchandiser role and comparing it to the role of the fashion buyer. The textbook features a multi-chapter case study that provides an example process of the planning and creation of a balanced product range from the perspective of the merchandiser. It does so using a combination of text and numerical explanation. The second edition has been reworked with new contributions by academics and industry practitioners that examine topics such as sustainability, supply chain management e-Commerce and the international perspectives of the merchandiser role. Offering crucial insight into the merchandiser role and emphasising how it can add value to a fashion business, this is an ideal textbook for aspiring merchandisers. It is suitable for students studying at undergraduate and postgraduate level and practitioners seeking to progress their careers in this exciting and multi-faceted industry. New to this Edition: - New focus point materials - New chapter

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on Sustainability, co-authored with Hannah  
Middleton - New activities and suggested reading  
lists

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