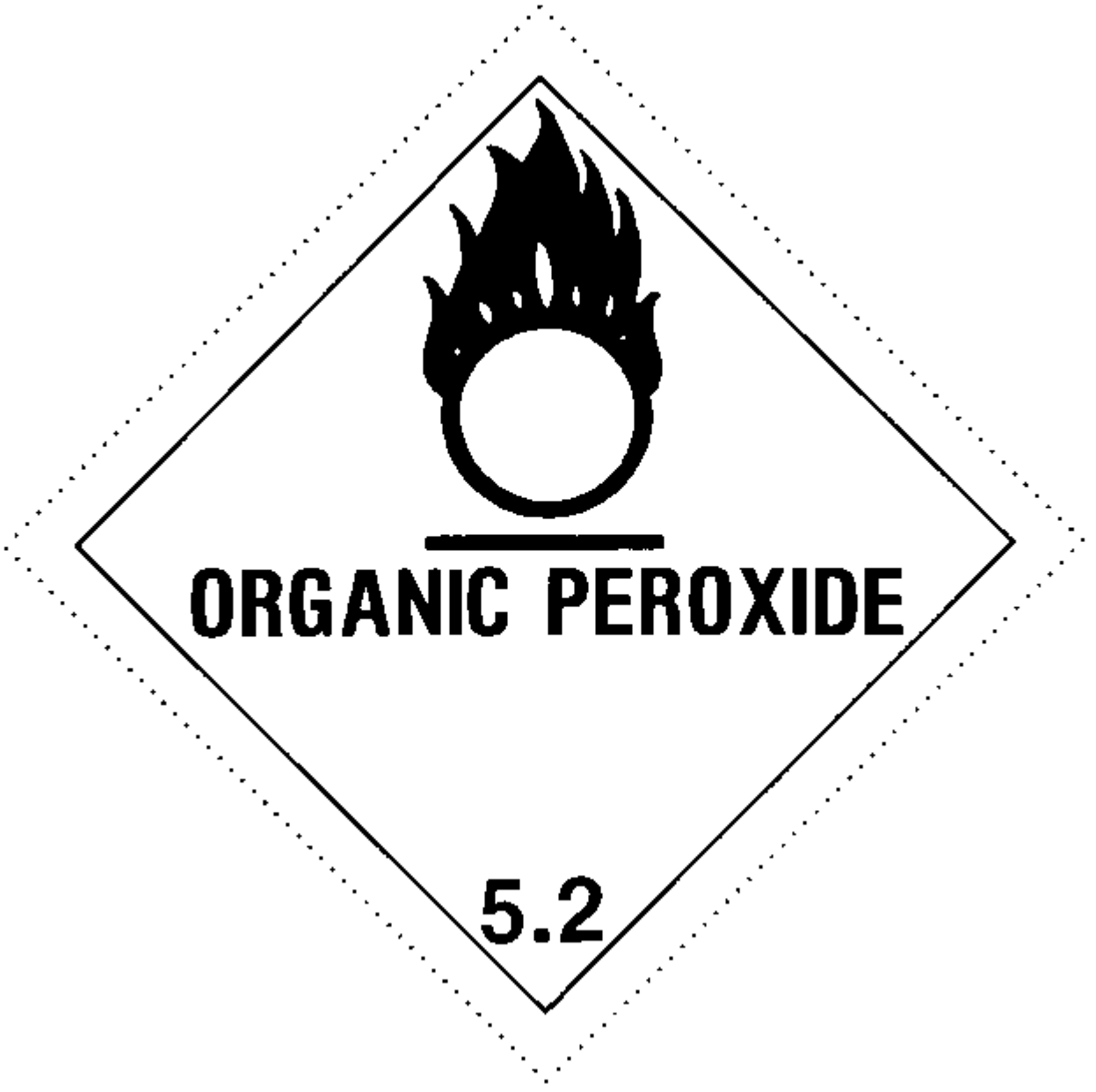follows: