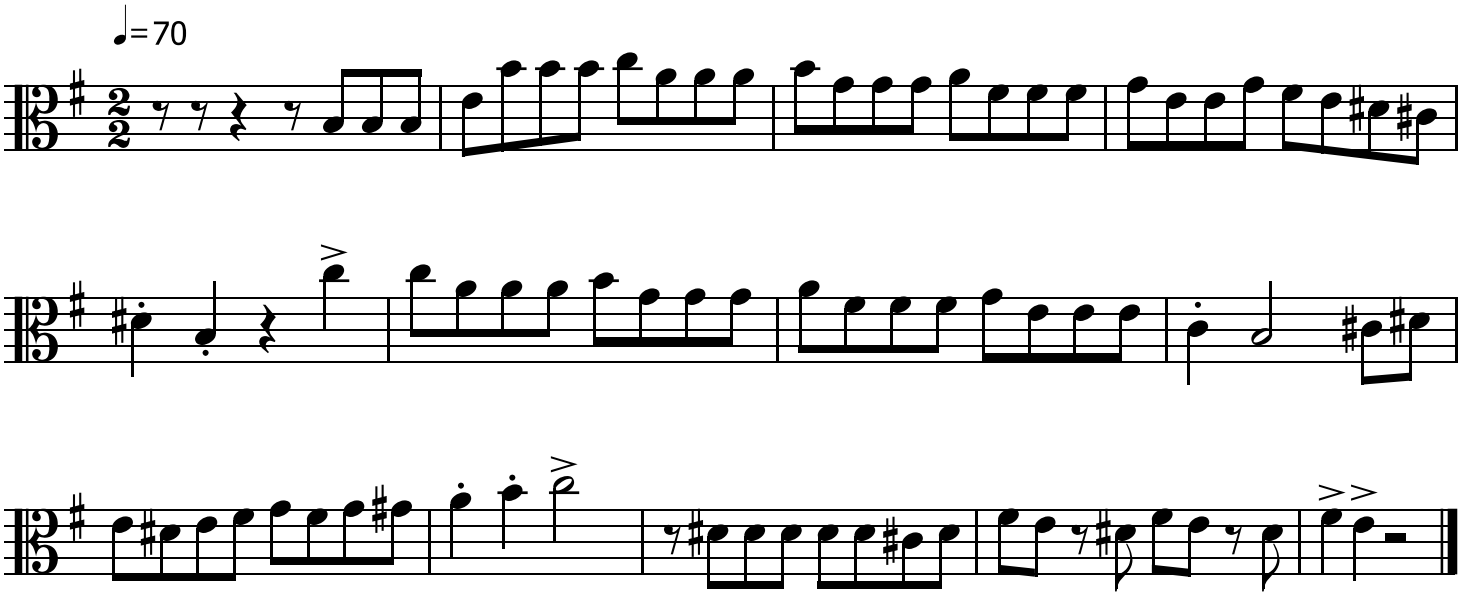pg. 67 - 314