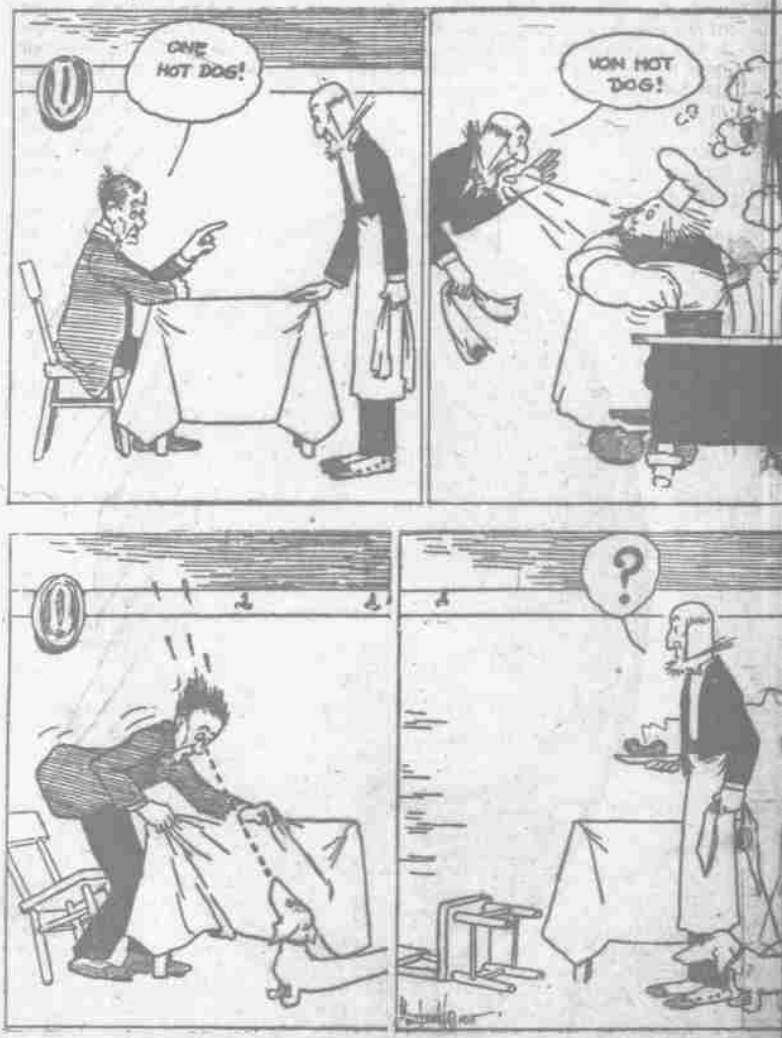THE RAW MATERIAL