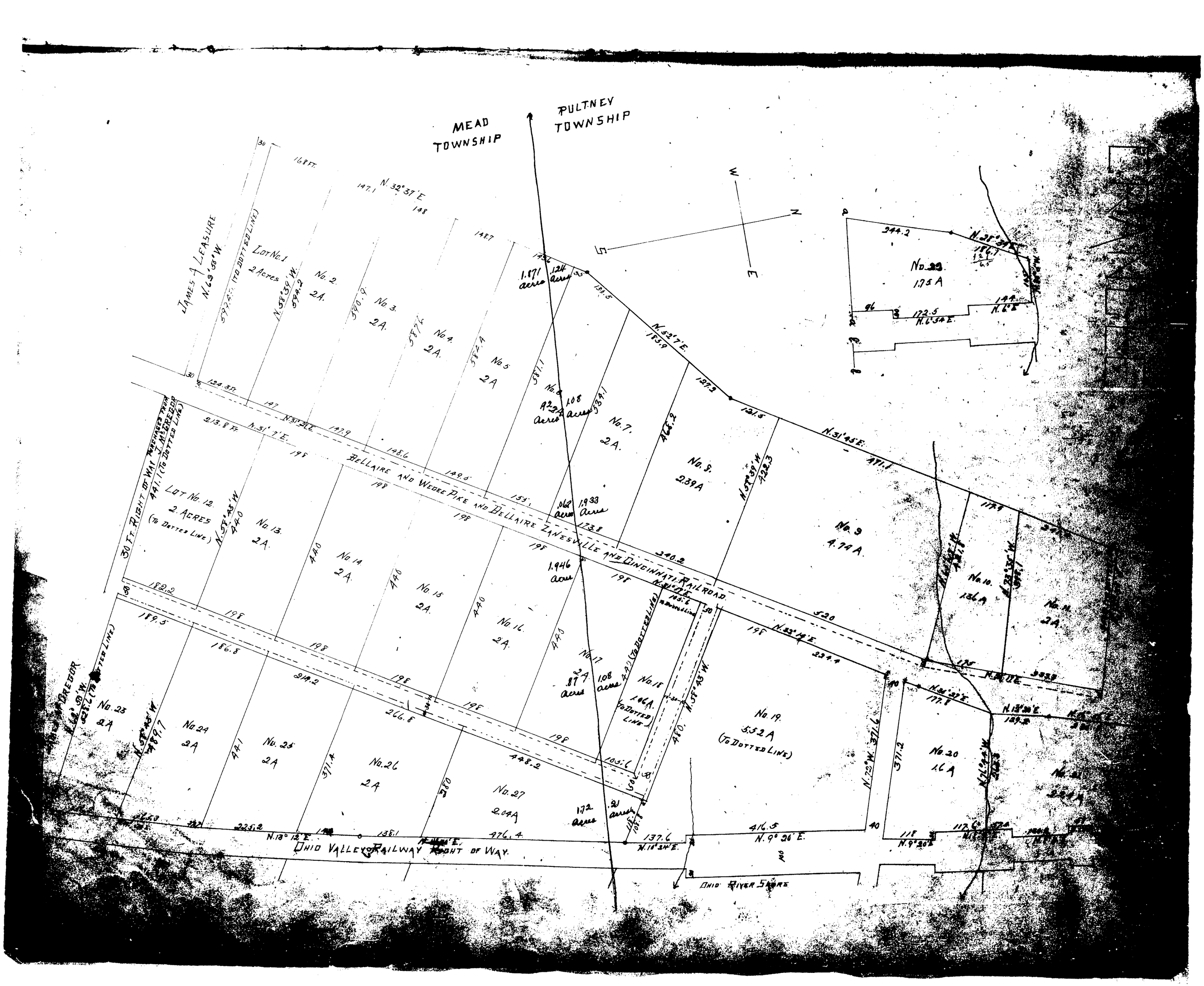CAB. B - SLIDE 13