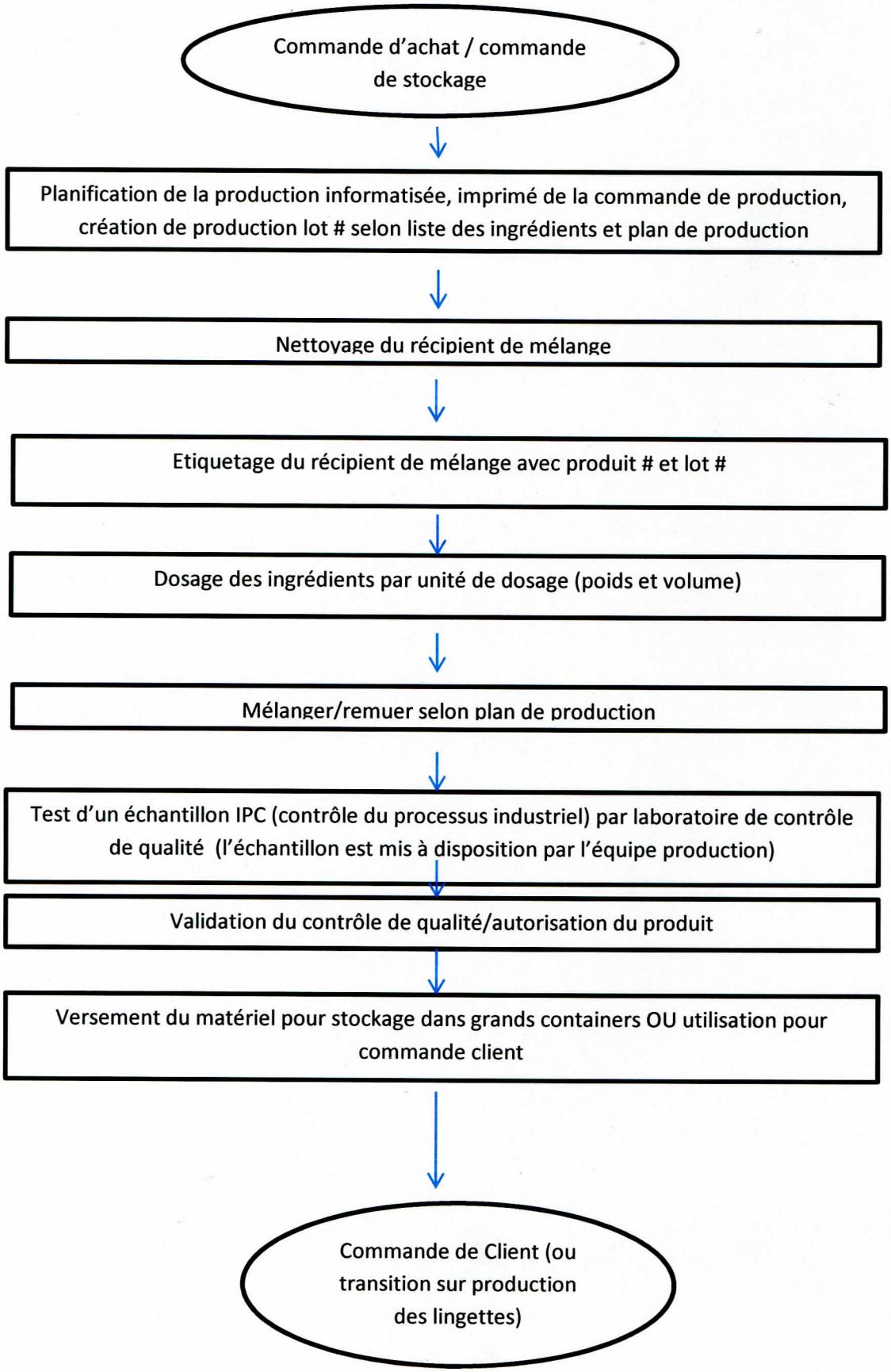2. PRODUCTION