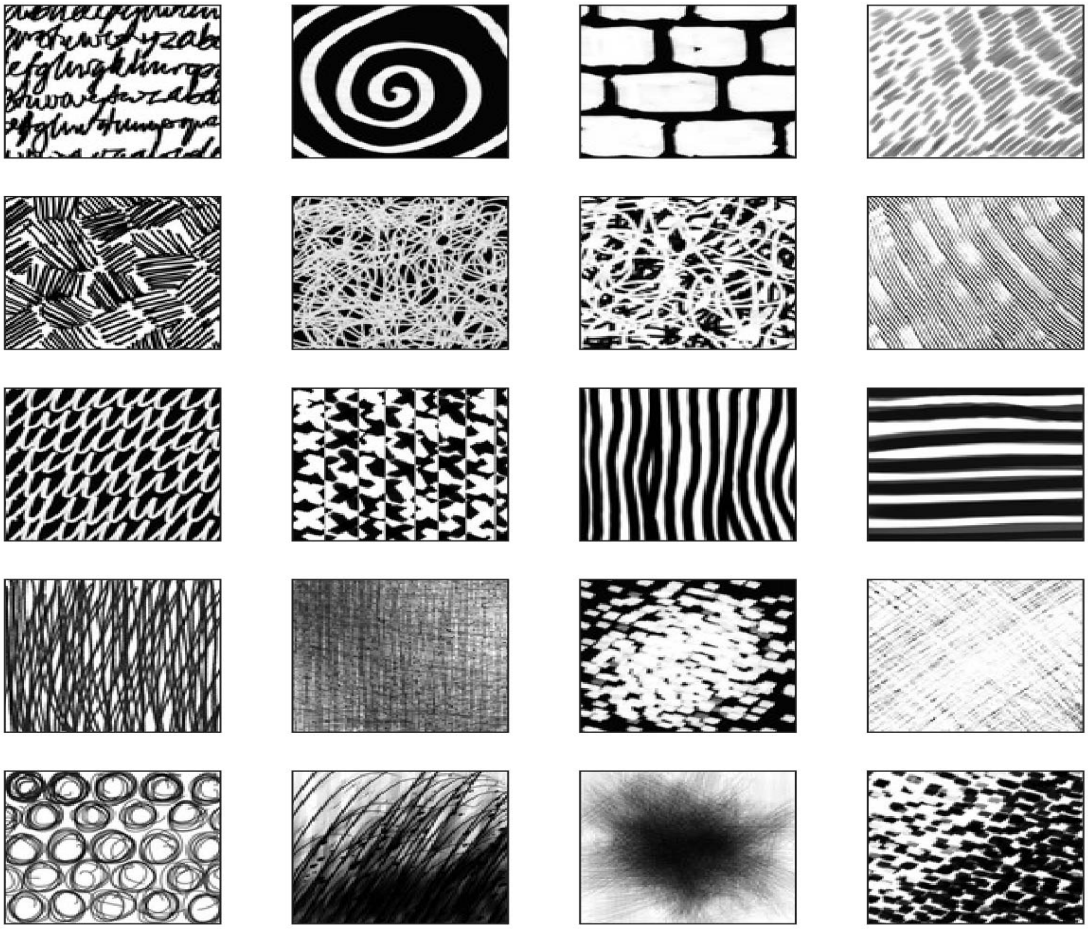MARK MAKING EXAMPLE