

## **Digital Book Production**

## Standardization is Key



Melissa Dillon Workflow/Process Manager, Global Electronic Operations—Books

Customer First 🚫 Customer Needs 🖴 Customer Choice

## Challenges



- Meeting market needs for electronic products.
- Creating designs that provide high-quality print books and high-quality electronic products.
- Understanding the relationship between design and platform rendering.
- Acknowledging the limitations of e-workflows.
- Recognizing that content needs to be available in numerous file formats.
- Increasing efficiency to make content quickly available to markets.



## **Design is Critical**



### Need to find a balanced aesthetic solution for print to electronic.

- The design process needs to be linked directly to the development of content and incorporate *all* elements.
- The challenge is to create a design that will carry through to the EPUB and Mobi files to give the best viewing experience on all readers.
- It is important to consistently style elements (headings, boxes, tables) so they will render the same when the CSS is applied.
- The CSS (Cascading Style Sheet) controls the aesthetics and how the content will render in the eBook and on platforms.

## eBook limitations for designing content must be considered to retain the overall style structure for digital formats. Limitations include:

- Content being displayed in single column format.
- Content is reflowable based on device and user settings.
- End users choosing font and adjusting size of font on readers.



## **High-Level Production Workflow**



## Pathway to XML and ePub



Monopoluse 18 Mole Broast 18

Summary 20

Gross Anatomy

Developmental Disorders 18 Amastia 19

Amatea 19 Hypopicala 19 Foymatia 19 Supomumenay Nipple 19 Abanani Bioati Tesue 19 Micromatika 20 Other Decides of the Bioast 20

thinnardy gives rise to a lobe of the breast, A "pa" in the epidemis form at the covergence of the major (factiment) discus, ad botty therefore, in evenion and the second second second second second second and the second second second second second second memory for random papels. This discussion and exhibit of material hornoses stimulates producing meanings and an ere responsible to material hornosis and exhibit of material hornoses stimulates producing the second second second second second second second second papel and are responsible to the second and the second paper second sec

The female breasts are rounded protuberances on either side of the anterior chest wall. The organ is

#### CHAPTER ELEMENTS Chapters open recto or verso. Set drop folio, no running head. Chapters alto <chap num>1 (ch.2), F1 (ch.3), D1 (ch.4), B1 (ch.5), E1 (ch.6) and repeat as neccessary. <chap title>Normal Breast and Developmental Disorders Pages may be made up out of order. When this is the case, any chapter that <chap au>Syed A. Hoda but chapters following in sequence should be handled as directed in the spe order make up should remain as is unless a change is specifically requested <1 hd>NORMAL BREAST Graphic: Top trim bar: 51p wide x 3p3 deep, flush to top color The breasts are the distinguishing feature of mammals and have evolved as milk-producing Chapter picture square: Set color picture 12p8 w organs to provide appropriate nourishment to their offspring; indeed, the word mammal itself is stroke prints 100% chap color 2. (C2, A2, F2, D derived from mamma which is the Latin term for breast. There are other purported benefits of fit within square). Set square on a 1p indent from nursing. Physiologically, this act serves to help involute the uterus; and psychologically, it helps with "Chap color/number" to indicate usage, rep to "bond" the mother and the offspring.<sup>1</sup> Other than the aforementioned functions of the breast, Circle: Create a 8p11 width x 8p7 depth circle, its epigamic value cannot be overemphasized. white. Center circle inside of square. chap num 65/70 Sabon Roman, -25 Tracking, prints chapt <2 hd>Embryology Chapter title and chap au set within a 30p8 wide text box. This text bo margin on verso pages. Breast development in utero starts in the first trimester of gestation with formation of bilateral chap title 15/17 ITC Avant Garde Gothic Demi MWU fl ridges of the ectoderm on the ventral aspect of the fetus. These thickened ridges extend in a below top margin to base of first line of title. linear manner from the axilla to the groin, forming the so-called milk line (Fig. 1.1). As fetal chap au 11/18 ITC Avant Garde Gothic Medium, MWU development proceeds, all except a pair of these thickenings, one on each side of the pectoral chapter title. Separate multiple authors with an e region, regress.2-5 space. Normal Breast and Developmental Disorders Sved A Hoda Manuscript Design Normal Breast 1 Embryology 1 Gross Anatomy Structure and Hist Uthastructure 11 Utrastructure 11 Anskol Suppy 13 Venous Drahago 14 Lymphone System and Regional Lymph Nocae 14 Normo Suppy 15 Hommone Regulation 16 Hommone Regulation 16 Pergnancy Ladration, and Mik 16 Abstract 552 <ce:para id="p0080">Principles of Therapy</ce:para> An understanding of the 553 </ce:list-item> Keywords Enast: Anazony: Development 554 😑 <cerlist-item id="u0120"> 555 <ce:para id="p0090">Summary</ce:para> 556 </ceilist-item> NORMAL BREAST 557 </ce:list> **NORMAL DREAST** The breasts are the distinguishing feature of mammals and have evolved as mile-producing organs to provide appropriate nourbankent to their of obspiring, indeed, the distinct of the breast. There are other purported being internet for breast. There are other purported being internet for breast. There are other purported being internet breast, and psychologically it helps to "boat" the molest and the offspring. Under than the aforementioned functions of the breast, its epiganic value cannot be overemphasized. 558 </outline> 559 ce:sections> 560 <ce:para id="p0100">Unresolved issues remain with respect to the recognition and into sharp focus clinical and translational research findings concerning epidemiologic fa our understanding of seizure generation and consequences for the immature brain. Diag and postnatal contributions to neonatal seizures in the neonate, with or without the expr must consider specific etiologies and the continuum of anatomically specific brain injur Embryology antiepileptogenesis. </ce:para> Tensor development in utero starts in the first trimester of gestation with formation of bilateral ridges of the ecto-derm on the vertal speet of the fexture. These thickened ridges catend in a linear manuer from the axial is to the development proceeds, all eacer p and of these fithken-ings, one on each side of the pectoral region, repress-1 in its activat target, the aforementioned thickening is caused by condensed method multi tissue around an epithkal bad, Sald empthelial coalidia columns development to the start of the period of the start of the start start of the start of the start of the start of the start start of the start of the start of the start of the start start of the start of the start of the start of the start start of the start of the start of the start of the start start of the start of the start of the start of the start start of the start of the start of the start of the start start of the start of the start of the start of the start start of the start start of the st 561 <ce:section id="s0010"> 562 <ce:section-title id="sectitle1">INTRODUCTION</ce:section-title> 563 <ce:para id=\*p0110\*>Basic issues still remain regarding the recognition and tr ce:cross-ref: Normal Breast 564 <ce:float-anchor refid="t0010"/>). Who and how to treat newborns with seize breasts are the disting word rearveal itself is derived from rearvea, which is the Latin term for breast Place are other put involute the uterus; and psychologically, it helps to "bond" the mother and the offspring. Other it r oral presentations. While clinical seizures remain a common occurrence in neonatal int hirths for term infants and 30&ndash 130 per thousand live preterm hirths, increasing up recognition that the incidence of seizures may be even higher. Yet the &ldoug who&rdo in the linst trimester of gestation with formation of bilateral ridges of the ectoderm o from the axilla to the groin, forming the so-called mills line (Fig. 1.1). As fetal d e perioral segion, regress.<sup>20</sup> includes a heterogeneous cohort of newborns who may present throughout the neonata PDF page proof In the 15th control, Couldary, the exploded columns branch, canalax, and transform in the data (and eventually not be a close of the branch $T_{\rm eff}$ or the application from a the convergence of the angle (effective) closet, and it is register (eff. [23], Sharb), the range in any not event, resulting as an invertised (e.g. permonsionly versional) upplies. In instance, the developing manarrary grade mass are reproduce to mattern barrows and columbia raid ascence to constrain the strain of the strain XML ePub

🔽 Customer First [ Customer Needs 📇 Customer Choice

Customer Value 🚺 Customer Satisfaction



## Print-Only, Shared, and E-Only Content

### **Print-Only Content**

- Content is coded in the XML
- Appears only in the printed version

### **Shared Content**

- Content is coded in the XML
- Appears in both print and electronic versions

### **E-Only Content**

- Content is coded in the XML
- Appears only in electronic versions, such as eBook/ePub and on platforms

### "Supplemental" Files

- Content is not coded in the XML
- It will not appear in most electronic versions, such as ePub/eBook or on most platforms
- ScienceDirect and ExpertConsult can display files



NOTE: The smallest item for printonly or e-only is a paragraph. Individual sentences within a paragraph cannot have an attribute different than the entire paragraph. (There can be a one sentence paragraph...) 6



## Example of Supplemental Content



Interactive map available on ScienceDirect. Users can click on each point to access additional information regarding that location.

Other examples are very large tables in Excel that would not render well in the print or electronic layout.









## What information does the XML carry?

Limited Styling – only bold, italic, cross out, underline, small

caps, sub/superscript

Fonts – serif, sanserif or monospace

Punctuation

Hierarchy

Downstream versioning (e-only, p-only, shared content)

What information does XML not carry?

Color

Font size

Particular fonts (for example: Times, Arial, Helvetica, etc.)

Highlighting

Positioning – left, right, center, justified





## **Print versus eBooks**

		An and a set of the second set of a destanding on, hading is a fixed and a set of the second set	Ministerinisco Desga		
	and the second second	The most measure simple thoughts of object that the bit of the second second second second by Refg. same gam. More an antibusion, the fiber of an additional second second second second second second by Refg. Second secon	In antigene in a first sector and a first sector address in address in a first sector address in address in address in add		
26 Section V 1 Pharmacelogy of the Registratory and Other BOX 26-1. Their CALSE OF THIS SINEEZING STOCKEROCCER CASS PROCEERING AND A STOCKEROCCER CASS PROCEERING AND A STOCKEROCCER SINE No. phys.	SABLE 26-3 Senstonin Receptors and Olinical Uses of Senstonin Agunitis and Antagonotis Sense List recorrect cusecus est	performance are to the peripheted datase, and address and ages the should be sensid as a sublishmin and ages plus a band ages unitation plus a band ages uni	Vertgergele 5-15, Grand gebox, erkeler Ordennin 1-16, Barnel Sacher Ordennin 1-16, Barnel Gebox, Barnel Gebox, Barnel Art alterheimpignens beisend		
can then be is constantly denoting and have a survey lease and help, survey oper whenever the is a bit horner in the scanding like table the physician that he index are avaided intermed along models that that he index have been physician of the like are being to a log." He denote table have the denote the set of the set of the denote table have the fact damps frontion, in "thing flows," and presentates a teach approximate and index of the denote table have the physician damps frontion, in "thing flows," and presentates a teach approximate and and denote the denote table have the set of the denote and denotes the denote table have the set of the denotes and physician damps of the denotes table table table tables the denotes tables and tables are denoted as the denotes table tables are denoted as the denotes tables are denoted as the denotes table tables are denoted as the denotes tables are denoted as the denotes table tables are denoted as the denotes tables are denoted as the denotes table tables are denoted as the denotes tables are denoted as the denotes table tables are denoted as the denotes tables are denoted as the denotes table tables are denoted as the denotes tables are denoted as the denotes table tables are denoted as the denotes tables are denoted as the denotes table tables are denoted as the denotes tables are denoted as the denotes tables are denoted as the denotes table tables are denoted as the denotes tables are denoted as the denotes tables are denoted as the denotes tables are denoted as the denotes tables are denotes are	Sententi Apoliti Elgenne Selle, Anny Opinion It Benignent Selle, Mana petere Sententi Angeneti Sententi Angeneti	series equide shiften     series equide shiften     show equide shiften	Whitese into its note: <b>Comprise</b> you fits first \$107, service spent and for the terrors of gath disease and gatherideethal kepsendidly on <u>Comprise</u> \$2, Advance of \$107, provide action of the gathering lines, which is build in the interment of the terrors.	tempton lacrosom for helis gebrerengtagent	
CARE DECOMMENT The meet converse sequence of sequencial adverges is always: meets, observed assesses as how forware Sequences or allways from the charge mercy for finite and performance and the and the charge may be finite and perform the the method developing may be finite and performance and the theorem and the sequence and the second components by they watery spec. Music show how converse advelopments by they watery spec. Music show how converse advelopments by these assessments are beneric to coase	Chaigne L-Fr, Bickeptens Signologium S-Hr, Catoli genome, partina, Hartina Malfiyaegae S-Hr, Catoli genome, migrae hostante, Mit, Ungeorgenees particing Mitchisme Art in ends.	Advance official of location include transmit straight in Section Transmit straight in SetT <sub>2-1</sub> , respective quantite & TARE als 3 Sections and	when shows not parameterize Dependents. However, observed Perretterize model in the Urel More is more and perturberizing exercisions remailed a rela- ted probabilities of the QC Interval on interval-based models. Using QC spala- ganise, Regarded QC201033, to any expeed to a same based perdoman based read-bases with eventparties a their more expenses, but is no secondy with mode availing to between the shot. However, the same have the off intervals, assumption and any ISO2 passed for patients via same to effi- sible patients.	of our bot semillate losies a sense p-RT, m vite have invitable	And Onegang Co.
Interestions, The senses, second approaching articultaneous priors, leaves and we will a Copy and the constraints of the second	Beginness, a partial agressis that as not the 3 HEL, so may be approximately a strain of the strain of the strain strain trans and the definition of the strain of the strain term of the strain strain strain strain that are used as the strain strain strain strain strain strain strain term of the strain		Restands Acagands      Magnetic and the second	<page-header><section-header><section-header><section-header><section-header><section-header><section-header><section-header><section-header><section-header></section-header></section-header></section-header></section-header></section-header></section-header></section-header></section-header></section-header></page-header>	Image:
n. deny, restricted processing, and pain processing over lapter 10. Chang that affect summaria activity are classified as anon- inst aground, sensitivity and changes of an end of the hildren. Planutfiles are numbered laters affect dependent in deals in which chapters. <b>extends Appoints</b> . <b>extends Appoints</b> . <b>extends Appoints</b> .	Combapendator is 5-171; mergers energencies that das her I, autoinnumica antiry. This sains to work an anang- ing artistate (Jawe) and other alongic mactions in which paratimes is a postness theme. Cycleshourdance is alten- stical and other theme. Cycleshourdance is alten- tion of the same strain and and some dight to Modepungdie to 3-18-175; source manginest that was used in generate migrature bandcoles (see Clayeur 20). Cyclophogenulaes in do inductate of used for the case of parents with consistent mansa. This tensor can produce			Der Control and Statistica Control Der Control Statistica Control Control Research (MS) Control Control (Control Control Research (MS) Control (Control (	Opening         Prof.         Despense           Antransa         Series         Series         Series           Antransa         Series         Series         Series         Series
Pri		First 🚺 Customer Ne			Books     Books



## **Electronic Table of Contents**

The table of contents in an eBook is generated from the XML hub file. Thus there are no page numbers.

Instead the chapter title is hyperlinked and will take the user directly to the location in the file.

14:28	200		
www I≣ Water Quality Indices AA Q [	a		
TABLE OF CONTENTS			
Cover Image			
Title	CLINICAL GASTROINTESTINAL ENDOSCOPY		
Copyright			
Dedicated to	Chapter 8: Patient Preparation and Pharmacotherapeutic Considerations		
Foreword			
PART I. Water Quality Indices Based Predominantly	Chapter 9: Reporting, Documentation, and Risk Management		
on Physico-chemical Characteristics	Chapter 10: Small-Caliber Endoscopy		
Chapter 1. Why Water-Quality Indices	Chapter 11: Postsurgical Endoscopic Anatomy		
1.1 Introduction	Section II: Luminal Gastrointestinal Disorders		
1.2 Water-Quality Indices (WQIS)	Part I: Benign Disorders		
1.3 Back to Water-Quality Indices (WQIS)			
1.4 The First Modern WQI: Horton's Index	Chapter 12: Nonvariceal Upper Gastrointestinal Bleeding		
1.5 More on the Benefits of WQI 1.6 WQIs Based on Bioassessment	Chapter 13: Portal Hypertensive Bleeding		
Chapter 2. Approaches to WQI Formulation	Chapter 14: Lower Gastrointestinal Bleeding		
2.1 Introduction	Chapter 15: Obscure Gastrointestinal Bleeding		
	Chapter 16: Chronic Gastrointestinal Bleeding		
Black to page 1 5 of 891 12 pages left in the chapter	Chapter 17: Benign Strictures		
	Chapter 18: Achalasia		
	Chapter 19: Ingested Foreign Objects and Food Bolus Impactions		
	Chapter 20: Zenker's Diverticula		
table of contouts	Chapter 21: Inflammatory Bowel Disease		
table of contents,	Part II: Neoplastic Disorders		
ently set up	Chapter 22: Infections of the Luminal Digestive Tract		

To maintain the hierarchy of the table of contents, make sure the content is consistently set up throughout the title.



## **Example of Part Opener**

#### SECTION 3 C DRUGS AFFECTING MAJOR ORGAN SYSTEMS

The heart

#### OVERVIEW

trical excitability to voltage-sensitive plasma membrane chapseds solucities for various ions, including Na', K' and Ga', the structure and function of which are described in Outputs 4. Bectrophysiological furtures of cardion music that distinguish it from other excitable tissues include: In this chapter, we review briefly the physiology of cardine function in terms of electrophysiology, of con-traction, of exypain consumption and censory blood flow, of autoneomic control and as a source of payndle hormoous. This provides a basis for understanding effects of drugs on the heart and their place in trad- pacentalizer activity
 absence of last No<sup>+</sup> current in 5A and AV podes, where does to act Ca<sup>+</sup> current instance action potentials
 long action potential (plasma) and adhexive period
 iellas of Ca<sup>+</sup> during the plasma. effects of drugs on the baset and their place in trad-ing cardial disearchy on the load's, non-sidered are drugs that and disearchy on the load's, non-sider and drugs that and disearchy on the load's and the second contractions of the heard's space-sider of the contractions of the heard's space sider of the disearchical disearchy articles, and framebasic sources in the contexpr articles, and framebasic and 24, issues taken are considered by characteria 24, issues taken are sourced and by characteria and 24, issues taken are considered by characteria disectly on the house two processes on viscoid armouth muchic, throws in house the sources on viscoid armouth muchic, throws and in Chargier 22, by disecting (55, 28) and p-downsorphic entripoties (55, 34). indice of G2<sup>-6</sup> during the planes.
 Bruss wereal of the special features of conflux trybules relate to G4<sup>20</sup> currents. The heart contains introduling indiciant characteristic diskinst characteris described in G4 with the special diskinst characteris described in G4 with the spectra in reproduction and the spectra bisms, which are importent in controlling conflux rate and trybules. The main type of values/dependent calcular characteristic diskinst characte

#### INTRODUCTION

246

In this chapter, we consider effects of drugs on the heart under three main headings:

1. Rate and shythen. 2. Myseardial contraction. 3. Metabolism and blood flow.

3. Methodosins and blood flow.
Due effects of drappendies of masks other: The example, of an example, of experiments of each other. The example, of each other the example, of each other the example, of each other effects of the example of the example of the each expected of the example, or the each expected of the example of the each expected of the example of the each expected of the each expected of the each example. The each other each expected of the ea

#### PHYSIOLOGY OF CARDIAC FUNCTION CARDIAC RATE AND RHYTHM

Controls only APA PATTERN The chambers of the heat neurally contrast in a coordi-nated innerer, proping Blood afficiently by a mote dators and the second two second seco

Print

believes. There is used applications, success solves for monitorus potential machine activated from the topological global-sol 20 eV  $_{\rm S}$  or both the issues of the solves of how for the solves are approximately of the solves of the solves are approximately of the solves of the solves of the solves are approximately of the solves of the

als show a pattern of collage senative activation and martinthen applicationly similar to undrare charenels, but with a neural dissert firms concern. The plattens is a control by a spacial approprial of the conclust means/or annular membrane horners as invested applies that in the second applies of the second second

For plance, the Antonious main minimum probability of the second networks in the plance of the plance of the second networks and a plance of the second networks are also been denoted for an effective of the second networks are also been denoted for the second networks are also been denoted for the second networks are also been denoted by the denotes and by the second denote denotes are also been denoted by the denotes and the order to be a second by the denotes and the order to be a second bar denotes and by the denotes and the order to be an emotion of the denotes the denotes are also been denoted by the denotes and the order to be an emotion of the denotes and the denotes the denotes are also been denoted by the denotes are also be denotes are also been denoted by the denotes are also been denotes are also been denoted by the denotes are also been denotes are also been denoted by the denotes are also been denoted by the denotes are also been denotes are also been denotes are also been denoted by the denotes are also been denoted by the denotes are also been denotes are also be

endeane remains depolation? for more than a lose suffi anotheras instants depictured for souts fina a low memory-field instructures. These set thereads a damp the planes of the artism potential and results standards there for planes of the artism potential and the anotheras modulus. These 1, partial replaneation, sources on the bit current in instruments from even due to a bitmeteric ordering sensetition structures of themes the structures of model sensetities and structures. These 1, the planes, sources not for bit current in instruments of the structures of the structures or theory sensets. Calculate themes the structures of theory sensitive structures of scruttures. RANG AND DALEB #H212-N PHARMACOLOGY

#### Section 3

Drugs affecting major organ systems

#### 21 The heart

22 The vascular system

23 Atherosclerosis and lipoprotein metabolism

24 Haemostasis and thrombosis

25 Haemopoietic system and treatment of anaemia

26 Anti-inflammatory and immunosuppressant drugs

27 Respiratory system

28 The kidney

29 The gastrointestinal tract 30 The control of blood glucose and drug treatment of diabetes mellitus

31 Obesity

32 The pituitary and the adrenal cortex

33 The thyroid

34 The reproductive system

35 Bone metabolism

21

#### The heart

#### Overview

In this chapter, we review briefly the physiology of cardiac function in terms of electrophysiology, of contraction, of oxygen consumption and coronary blood flow, of autonomic control and as a source of peptide hormones. This provides a basis for understanding effects of drugs on the heart and their place in treating cardiac disease. The main drugs considered are drugs that act directly on the heart, namely antidysrhythmic drugs and drugs that increase the force of contraction of the heart (especially digoxin); antianginal drugs are also covered in this chapter. The commonest forms of heart disease are caused by atheroma in the coronary arteries, and thrombosis on ruptured atheromatous plaques; drugs to treat and prevent these are considered in Chapters 23 and 24. Heart failure is mainly treated by drugs that work indirectly on the heart via actions on vascular smooth muscle, discussed in Chapter 22, by diuretics (Ch. 28) and β-adrenoceptor antagonists (Ch. 14).

#### Introduction

In this chapter, we consider effects of drugs on the heart under three main headings:

- 1. Rate and rhythm.
- 2. Myocardial contraction
- 3. Metabolism and blood flow.

The effects of drugs on these aspects of cardiac function are not, of course, independent of each other. For example, if a drug affects the electrical properties of the myocardial cell membrane, it is likely to influence both cardiac

### Electronic



## **eBook Types**



### ePub

- Universally recognized industry standard XML-based eBook format that enables compatibility across a wide range of eReader platforms, such as Apple, Google, Barnes & Noble, and KOBO.
- ePub is "reflowable" and flexible. Text automatically adjusts to the screen size of the reader and parameters set by the user (for example, font size).
- Current standard for ePub production is ePub3, which contains standard multimedia functionalities (audio and video).

### Mobipocket

- Are XML based, making them reflowable and flexible.
- Files can only be read on specific operating devices, such as the Amazon Kindle.

### WebPDF

- Lower resolution PDF version optimized for quick access on the Internet.
- Large, static files, which do not reflow.

### PubXML

- Not a widely used format.
- 3PP requires the raw XML file, delivered in a Zip file. Then creates an eBook version for specific devices.

Customer First 🚫 Customer Needs 🖴 Customer Choice

# Digital Rights Management (DRM)

The standard approach for protecting digital files from illegal copying and piracy. DRM is a lock placed on the digital file that keeps the file connected to the account of the customer who purchased the digital file. DRM intends to control executing, viewing, copying, printing and altering of work or devices.

### **DRM in eBooks**

In eBooks the DRM can be placed as a wrapper around the eBook file or as part of the eBook package. The DRM prevents the eBook from being opened on an eReader or device without the correct key provided by the retailer or publisher.

Currently there are four major DRM schemes being used:

Amazon: Applies their own DRM on Kindle eBooks purchased from Amazon websites. Apple: Applies their own FairPlay DRM on eBooks purchased from the iBookstore. Adobe: Created the Adobe Digital Editions Protection Technology (ADEPT). It is currently used by a large number of retailers, including Barnes & Noble, Kobo, Ingram Fulfillment System. Use requires that Adobe Digital Editions be installed on the eReader or device.

Marlin Trust Management Organization (MTMO): A DRM developed and maintained by the Marlin Developer Community (MDC), an open industry group founded by Intertrust, Panasonic, Philips, Samsung, and Sony. It is used in eBooks sold by KNO.







Thank you!

## **QUESTIONS?**

