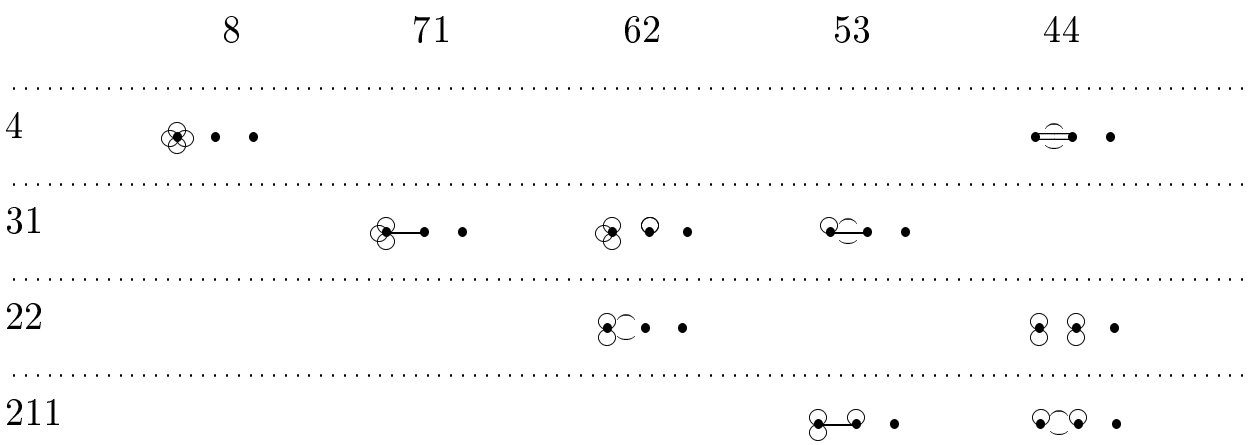
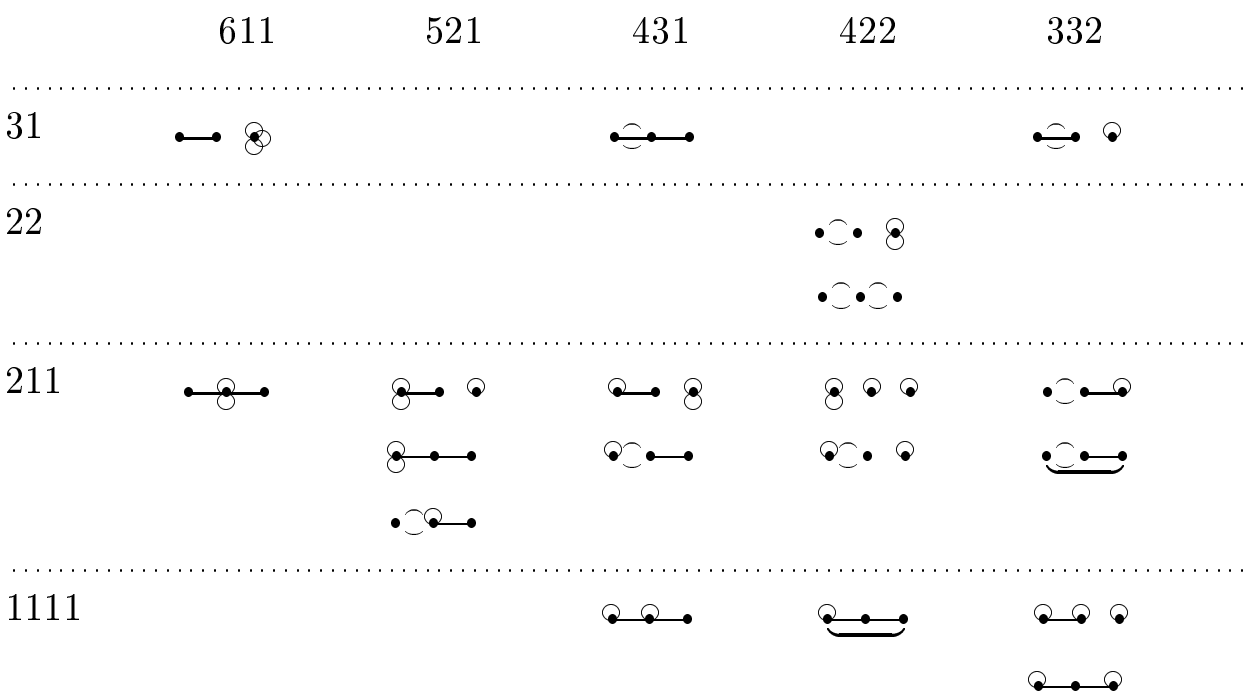
$p = 3,\ q = 4$ (beginning)



$p = 3,\ q = 4$ (conclusion)