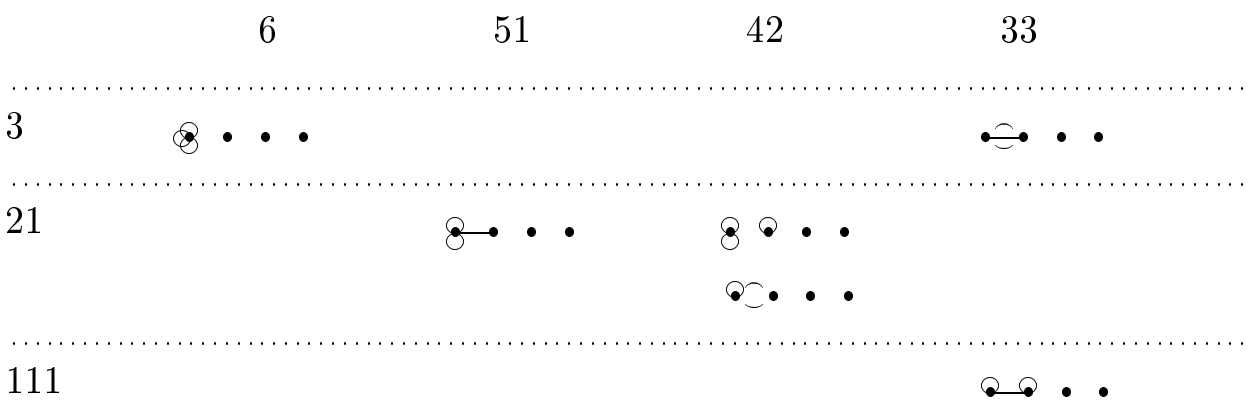
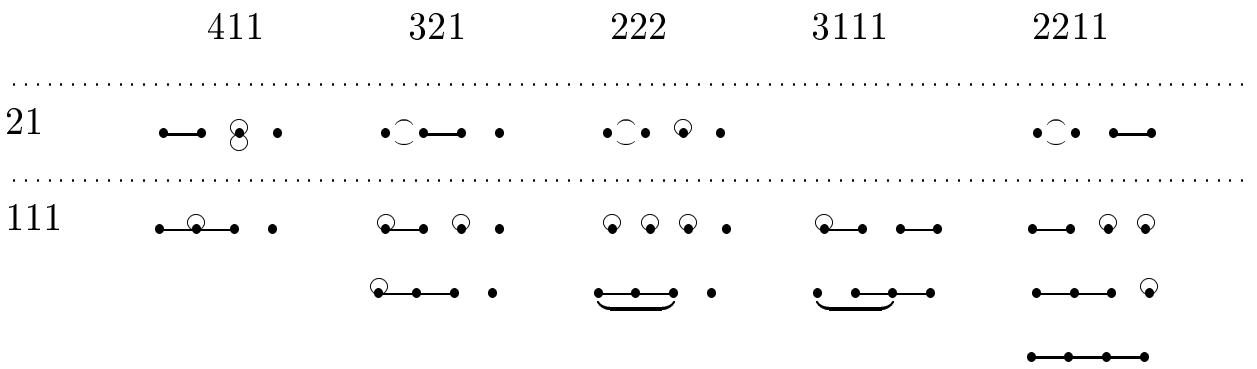
$p = 4,\ q = 3$ (beginning)



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