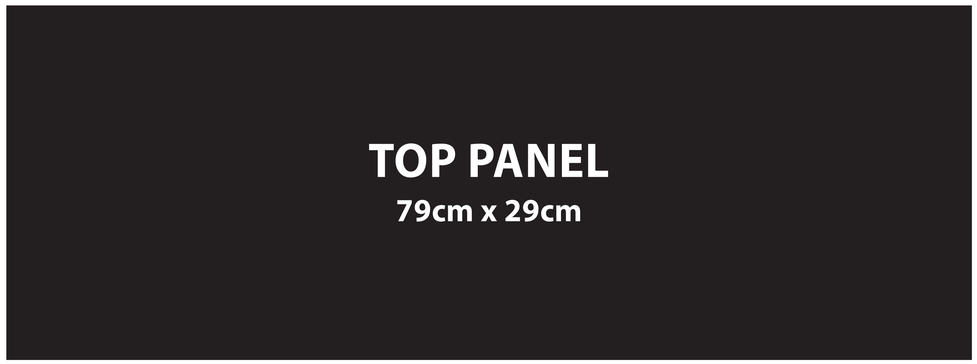PROMOTION TABLE GUIDE LINES