



**Hoppy Brewing  
Company**  
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Hi #name#! :)

Welcome to our latest edition of the:

Hoppy Times January/February 2018 "Online" Edition - Volume 25 Issue 1

**Hoppy Brewing Company  
home of  
Great Food • Awesome Beer • Cool People!!!**

In addition to this newsletter, you can also follow Hoppy on any of the following social networks:

Instagram - <http://instagram.com/HoppyBrewing>

Facebook - <http://facebook.com/HoppyBrewing>

Twitter - <http://twitter.com/HoppyBrewing>

Google+ - <https://plus.google.com/+HoppyBrewingCompany>

YouTube - <http://youtube.com/hoppybeertube>

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Please feel free to forward this newsletter to anyone you think might enjoy reading our "**hoppy**" news...

**HOPPY NEW YEAR!!!** Hopefully, 2018 will find you safe, sound, and in a better position than what you experienced in 2017...

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**HOPPY YEAR IN REVIEW!!!**

SACRAMENTO, CA - According to statistics from the Brewers Association (BA) based in Boulder, Colorado, as of the end of 2016 the U.S. had 5,301 breweries — an increase of 753 additional breweries since 2015. Additionally, the count of craft brewers was at 5,234 at the end of 2016 showing that 98.7% of U.S. brewers are craft brewers. Retail dollar sales of craft increased 10% and now account for nearly

22% of the \$107.6 billion U.S. beer market.

Barrels sold by craft brewers in 2016 were 24.1 million barrels, whereas there was a total of 196.8 million barrels sold in the U.S. Beer Market in 2016. The Craft Brewing Industry contributed \$67.8 Billion to the U.S. Economy in 2016. The industry also provided more than 456,000 jobs, with 128,000 jobs directly at breweries and brewpubs, including serving staff at brewpubs.

“With a strong presence across the 50 states and the District of Columbia, craft breweries are a vibrant and flourishing economic force at the local, state and national level. As consumers continue to demand a wide range of high quality, full-flavored beers, small and independent craft brewers are meeting this growing demand with innovative offerings, creating high levels of economic value in the process.”, according to Bart Watson, Staff Economist for the Brewers Association.

With that in mind, and with the state of economic affairs showing signs of continued improvement around the country, and with more than 60 breweries in the Sacramento region, Hoppy is glad to report that it held its own with a modest 8.3% decrease in sales for 2017. Now with that being said, there have been some challenging times this past year, and as we continue to mature, we are sure there will be more to be dealt with in the coming year...

In the **Brewing** area, beer production was down slightly from the previous year with Mr. Ed Kopta working pretty much at capacity while keeping inventories fresh, along with producing creative monthly specials. Most notably, since we parted ways with our local distributor midway through last year we struggled to maintain sufficient inventory for the Sales staff to have at their disposal, but we were able to mitigate it somewhat by keeping more on hand and rotating them through the system in order to maintain freshness.

In the **Sales & Marketing** area, Mr. Scott Patterson, worked on a number of things to continue expanding Hoppy's reach in our community, which has resulted in further broadening our wholesale business and community outreach from 2017.

We are pleased to share that you can buy Hoppy at some local locations like:

Golden One Center (*Lexus Lounge*) - Sacramento | Capitol Garage – Sacramento  
Thirsty Goat - Woodland | Roxie Deli - 33rd & C Street - Sacramento  
Brookfield's - Rancho Cordova | Save Mart - Sacramento  
Dante Club – Sacramento | Chambers Room - Sacramento  
7-11 – Broadway | Zelda's Pizza - Sacramento  
Morocco's Restaurant - Mountain View | Pacific Market – 25th & P Street  
Cottage Mart - Sacramento | Mushroom - Rosemont  
The Depot - Sacramento | Capital Stage - Sacramento  
Esquire Theater / IMAX - Sacramento | Doppio Zero - Mountain View  
Compton's Mkt - McKinley Park | Corti Bros - Sacramento  
Ava's - Mountain View | Heckle Ale House - Folsom  
La Riviera Market - Sacramento | Marriott Hotels - Cal Expo  
New Moon Natural Foods - Truckee | Ola Cocina - San Jose  
Sac Republic Games - Cal Expo | San Jose Bar & Grill - San Jose;  
SWS Liquor Stores - Sacramento | Stoney's Rock & Rodeo - North Sacramento  
Sutter Club - Folsom | Ten22 - Old Sacramento

In addition ask for us at your local Raley's / Bel-Air and Nugget and any other retailers you frequent

Now for a high-level overview of the 2018 year ahead:

**January:** Crab Season has kicked off with some tasty but small crab this year, look for us at several crab feeds. Watch for the release of Big Swingin' DIPA out to the bars and restaurants. Additionally, we hope the shopping list that we put together will have become a reality and you should see our new tent, some nice looking chairs and event tablecloths, banners, and jockey box for our road trips.

**February:** *San Francisco Beer Week*, and more crab feeds -- a very busy month and you will see us all over town pairing our tasty beers with fresh crab, prawns, & tri-tip benefiting all kinds of non-profit organizations.

**March:** *Sacramento Beer Week* has moved to May this year - so, the *Bay Area Brew Fest* always proves to be a huge event and we see all our fans from around the Bay Area. Watch for a release of our Gaslight Session IPA to the bars and restaurants.

**April:** We will be joining our friends at CCHAT, Bay Area Craft Beer Fest, Taste of Elk Grove, Rotary Club, and JDRF this month. In addition, this month we really start with multiple events weekly and our sponsorship of Walk-a-Mile in her Shoes fund-raiser for WEAVE (Women Escaping A Violent Environment). As always, we are the exclusive beer. Come out and support a great cause, say hello to the Hoppy folks, and have a beer for the benefit of WEAVE.

**May:** *Sacramento Beer Week* (actually 12 days) will be in May this year. We will also join the Carmichael Kiwanis Club at Taste of Carmichael, STEM Classic Golf Tournament, Elk Grove Brew Fest, and the annual West Coast Invitational. Be on the lookout for the release of our MaIPA to the bars and restaurants.

**June:** As we have for the last many years, you will find a couple Hoppy brands at the local "*Pops in the Park*" events each Saturday in June. This event is free and has some top name bands each week performing in a different park.

**July/August:** A couple months of sales concentration. These are typically fairly slow months and we can really concentrate on our on-premise and off-premise customers. We will begin the push of the *Hoppy Claus™ Holiday Ale* ordering. We will also be knocking on doors and checking product freshness. Watch for the release of the Hoppy Wasabi™ to the bars and restaurants.

**September:** We, of course, finish up any sales of the *Hoppy Claus™ Holiday Ale*, because we will start shipping in late October in order to get the product to you on November 01st. Remember this award-winning beer is only available from November 01st until it sells out. Don't miss out! Watch for the release of the Super Hoppy™ to the bars and restaurants.

**October:** It is finally here! The Sacramento Kings start their third season at the Golden 1 Center. We are quite excited and hope to enjoy some more games with even more of our beer at the arena this year. The second largest beer festival in the US takes place in Denver this month. We will be celebrating our 25th trip to this event with a bit more presence in Denver than normal; so if you are one of the 55,000 attendees that make the trek to sample all kinds of tasty beers and compete for the coveted Gold Medals, make sure you come by and sample some brews with us! The *Great American Beer Festival®* is truly a big daddy and a must-attend event - trust us, it's not possible to try all the beers available. If you are lucky enough to get a ticket, make sure you drop by our booth and say hello to the Hoppy Road Crew

**November:** A busy month as we start the holiday season and catch up from the year behind us. If 2018 is anything like 2017, it will also take December to play catch-up. Time to reorganize all the event pieces and start the wish list for the next year. Here comes Hoppy Claus™ Holiday Ale!

Some of the things to be on the lookout for:

- Continue to make our <http://www.hoppy.com> more robust and fun, as well as interactive. Have you checked out the design yet? Give it a look and send us your feedback.
- New labels and perhaps even cans! That's right, we've been in a slow process of rebranding our Hoppy bottles, who knows, and perhaps a new bottled beer may become available in 2018.
- A better presence in Southern California.
- A VERY STRONG reintroduction all over the Bay Area (*from Sonoma to Monterey and everything in between*) - including draft beer!
- Our draft beer locally will be much more visible in, and around, the Golden 1 Center!

As always, any suggestions, comments, or if you just want to say hello to Scott - ([scott@hoppy.com](mailto:scott@hoppy.com)) via email is a great place to do so! Hoppy New Year to all, and here's to a healthy & prosperous 2018!

On the **Restaurant** side of the house, the business decreased from serving a daily average of 319 people in 2016 to that of about 290 this past year - a small decrease of about 9.0%. As usual, Hoppy has continued to provide our customers with interesting, high-quality, menu items, and friendly customer service, while maintaining a fun, friendly environment for you to come and enjoy yourself. If you haven't been by lately, you should stop in, bring a friend or two, and give us a try - we really are one of the BEST deals in town! :-)

Things that we accomplished that you may, or may not, be aware of are:

- Yes, we started the New Year off on January, 01<sup>st</sup> by having to replace the water heater in the kitchen. We improvised throughout the day to remain open by turning on the brew kettle and pumping HOT water into the kitchen.
- We took out the pay phone and installed an ATM for those using cash.
- New patio umbrella lights were installed in March.
- Seasonal menus were updated in April and October, along with a new menu format in October.
- We upgraded our bandwidth in May from a dual T1 connection to a 10Meg fiber connection.
- We changed bulk CO2 supply companies in June and increased our bulk CO2 tank size.
- We were the title sponsors of the initial Sacramento Outdoor Film Festival (SOFF) in June.
- The exterior high pressure sodium lights were replaced with energy efficient LED lights.

In addition, Hoppy celebrated its 23rd Anniversary in the craft beer business last June. In the coming year, look to see us:

- 1) We will continue working on procuring a funding vehicle in order to build a new brewery here in Sacramento and one on the East Coast. We will either do this by going public, or obtaining an equity investment to the tune of \$100 million in order to properly fund these two new brewery projects.
- 2) We hope to procure a reasonable lease that will pretty much guaranty we will be in this location for at least the next 10 years. Should we be unable to see this materialize, we will resort to Plan B\*.
- 3) If a reasonable lease is procured here in East Sacramento, look for us to finally install solar panels on the roof to further increase our green footprint

- 4) Install new patio umbrella lights in the Spring.
- 5) Replace the carpet in the Dining Room.
- 6) Resurface and restripe the parking lot.
- 7) Reseal the brewery floor.

So what else is on tap for Hoppy in 2018 you might be asking yourself??? Look for Hoppy to:

- continue working very hard on making the brewpub operate as efficiently as possible - the list is getting shorter...
- continue systematizing all of the departments and providing better training and guidance for new employees and managers.
- continue working to create the most efficient recycle program possible.
- continue to improve our customer service, which by the way, providing the very best customer service possible is the biggest objective for Hoppy.

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## HOPPY RECENT EVENTS!!!

\*\*\* **WINNER** \*\*\*

Our Lucky Dinner Winner for the month of January is Mr. Michael Randall, who is the Owner/Designer for Crop Containers. Congratulations Mr. Randall!!! We look forward to serving you and your friends a complimentary dinner for up to four friends and/or family on any weekend!!!

\*\*\***WINNER**\*\*\*

In addition, Hoppy continues to carry the NBA League Pass, NFL Sunday Ticket, MLB Extra Innings, and for the hockey faithful - the NHL Center Ice. Therefore, if you have an ounce of hockey blood in you, make sure to visit Hoppy when the urge for a puck moment strikes you and help support those San Jose Sharks... :)

In other news, Hoppy's brewpub is open daily during the week at 11:00am serving some of the best valued Lunches, Dinners starting at 4:30pm, and Weekly Specials in the area, and on weekends at 10:00am serving Brunch until 3:30pm. If you have not seen our menus lately, feel free to check them out online at <http://www.hoppy.com/our-menu>, or just stop in and see us. We are always looking forward to sharing our day with our valued customers.

Our normal "daily" Hoppy Hour from 3-6:00pm, features our **Half Price Hoppy Hour**, on our appetizers, our beer, our house wine & select top-shelf specialty cocktails. In addition, we also offer a **LATE-NIGHT** Hoppy Hour from 9:30pm till close Sunday through Wednesday, and 10:30pm till close on Thursday through Saturday with the same half price discounts as the normal Hoppy Hour until the kitchen closes, which is really by far the **BEST** deal in Sacramento!



Plus, there are a number of other incentives here at Hoppy for you to enjoy:

- On weekends from 10:00am to 3:30pm, Hoppy features a tasty Brunch Menu with \$6 top-shelf Bloody Marys featuring our house-made Sriracha mix and Mimosas.
- On Sundays Hoppy features the **BEST** deal in town, where a bottle of Hoppy brew is included to go with every Brunch/Lunch/Dinner entree purchased. Must be of legal drinking age too.

- On Sundays & Mondays Hoppy features \$1 children's meals with an adult meal purchase.
- On Mondays Hoppy features **Half Price Hoppy Hour** all day, on our appetizers, our beer, and our house wine & select top-shelf specialty cocktails.
- On Tuesdays Hoppy features a \$14 BFD all day, which means a Burger, Fries & Drink (*i.e.*, *Hoppy Beer*) till 9:30pm.
- On Wednesdays Hoppy features its famous \$14 Beer & Fried Chicken (BFC), Mashed Potatoes & Gravy with fresh Green Beans, and Corn Bread all day till 9:30pm.
- On Saturdays Hoppy features Hoppy Hour priced pints when you wear your Beer Ambassador gear.

Also, our Hoppy logo gear (*i.e.*, *polo shirts, t-shirts, pint glasses, ball caps, and etc.*) can make for a GREAT gift any time of year. If you are not sure about our merchandise as a gift, Hoppy also has Logo Gift Cards available in your denomination of choice to give as a present... Just follow the link - <http://www.hoppy.com/online-store-hoppy>

Lastly, Hoppy usually has some space available for your company parties or presentations, or for that special birthday gathering. If you have an interest in having your party here at Hoppy's, just call 916.451.4677 and speak with Ms. Gabby McDonough, or send her an email at [gabby@hoppy.com](mailto:gabby@hoppy.com) to plan your next party or event as soon as possible. In addition, if you, and/or your party, desires FREE wireless Internet service, just ask your server for the WPA key code.

## HOPPY UPCOMING EVENTS...

Coming this Saturday is the monthly return of Rusty in the Shade!!! Yes ladies and gentlemen, it is that time again, and it is time to show up this Saturday between 11:00am and 1:00pm to catch some of the hippest, coolest, grooviest, acoustic tunes this side of the Mississippi River. Make plans to show up, grab some grub and suds while kicking back and listening to the folks in Rusty do their thing...

The latest Brewer's Special are:

**HOPPY'S BIG SWINGIN' DIPA:** This is a ridiculous, over the top, and hideously exaggerated Pale Ale. In other words, better known as a "California IPA". This beer's all about the hops. It starts with Columbus for extra-large bitterness. The late and dry hops center on the piney and slightly floral Mt. Hood, while the Citra, Glacier, and more Columbus provide tropical, spicy, and skunky notes. Malt? Nothing too fancy about this beer, but it is unfiltered and there's a lot of it – so drink it while you can. Alcohol by volume is 8.3%, with a manly IBU rating of 80.

**HOPPY'S BEERINARA:** This will replace the Hoppy Claus™ when it runs out here in the next week or so. At its base, it's more of a red ale with tomatoes... At the end of the boil, basil, oregano, and thyme are added as if they were aroma hops. Alcohol by volume is expected to be a healthy 6.5% with a subtle IBU rating of 15.

### \*\*\* HOLIDAY ALERT \*\*\*

Martin Luther King Day is right around the corner on the 15th, do not forget that Hoppy will be OPEN for Brunch starting at 10:00am for those of you looking for some scrambled eggs and tasty \$6 Bloody Mary's until 3:30pm. In addition, our Hoppy Hour special will be in effect all day for you to enjoy, along with \$1 kids meals for a holiday special

\*\*\* **HOLIDAY ALERT** \*\*\*

In other Events outside of Hoppy, the Hoppy Road Crew wishes you a Happy New Year! We hope your holidays were enjoyable, and like us -- you are ready to jump feet first into 2018.

We start the year gently with crab feeds and gear up to a (*what looks like*) a busy 2018.



On January 13th, 2018.... **“LIGHTS, CAMERA...CRAB!!!”** Join us for an Academy Awards themed Crab Feed with CASA. They are rolling out the red carpet and will have lots of fun **“awards”** for all as part of this fun event. *NEW LOCATION:* Citrus Heights Community Center. We will surely enjoy the delicious all-you-can-eat crab, delightful entertainment, unique auction items and more...all while supporting a worthy cause-- CASA. Tickets: \$65.00. All-you-can-eat crab, Appetizers, Salad, Pasta, Live auction; Silent auction; Raffle, Youth art, Special performances, Guest speakers, and Themed attire encouraged. Chicken/veggie available by advance reservation only. No BYOB-- why would you? Hoppy beer will be there! **Date:** Saturday, January 13; **Starts:** 5:30pm; **Ends:** 10:00pm; **Location:** Citrus Heights Community Center-- 6300 Fountain Square Dr. Citrus Heights, CA 95621.  
<http://sacramentocasa.org/event/2018casacrabfeed>



# Kiwanis®

Join the Kiwanis of Folsom Lake for a Super Fun Crab Feed! **DATE:** Sunday - January 14, 2018; **WHERE:** 52 Natoma Street, Folsom Community Center, Folsom, CA. **TIME:** 12:30 – 4:30pm. Crab Tastes Good! Fun, Friendly, Family Atmosphere! Raffle Prizes and Silent Auction! Watch Football on a big screen! Make New Friends! All You Can Eat (Crab, Steak, Salad, Bread, Dessert). Soda, Beer (Hoppy beer!) and Wine for sale! You don't have to cook or do the dishes! The Number One reason is that **ALL THE MONEY** that they raise goes to Folsom High School and Vista del Lago High School Scholarships, The S.T.A.R.'s after school program (Folsom's Hope), Twin Lakes Food Bank, the Kiwanis Family House and other worthy causes! Last year, with the help from the Folsom Community and businesses helped the Kiwanians donate \$6,500 in scholarships to graduating senior students. Tickets are \$50 each. Tables of 8 are \$360. Email: fundraiser@folsomlakekiwanis.org with any questions... <http://folsomlakekiwanis.org/Page/32091>



## Active 20-30 Club of GREATER SACRAMENTO #1032

Active 20-30 Club of Greater Sacramento #1032 present: **25th Annual "Krewe du Crab" Crab Feed.** Event **Date and Time:** Saturday, January 20<sup>th</sup> from 5:00 - 10:00pm. Please join us in saying "cheers" to 25 years with their 25th Annual Crab Feed at the Scottish Rite Masonic Center in Sacramento. Guests will enjoy a Mardi Gras themed evening of all-you-can-eat crab, clam chowder, pasta, salad, bread, with complimentary beer (Hoppy), wine, soda, coffee and water. This sell-out event will be attended by more than 600 guests. This year's event will feature a live auction with benefit auctioneer, David Sobon of DSA Auctions. **BENEFICIARIES:** Proceeds from this event will benefit the following major beneficiaries as well as other Sacramento children's charities: Chicks in Crisis: Directly reduces the number of infants and children in the Sacramento region facing abandonment, foster care, abuse, or even death, by helping them to grow up in a home with family and love to every child. CiC reaches out to teens, young women, and current and emancipated foster youth who are pregnant, parenting, or at-risk, helping them to become responsible parents and leaders in our community. CiC serves more than 2,000 children per year. 916 Ink: Transforms marginalized youth, ages 5-19, into confident writers and published authors whose prose and poetry are featured in beautiful books. Their Mission is to empower youth to become the authors of their own lives, one published story at a time. To date, 916 Ink has published over 3,300 students in over 85 professional publications. **TICKETS/TABLES FOR PURCHASE:** VIP tables are available. VIP tables include: early entry to event at 4:30pm, VIP tables are served first, 2 complimentary bottles of wine per table, souvenir drink glass per person, 5 raffle tickets per person, and 2 specialty cocktail drink tickets per person. This event is non-refundable. Must be 21 or over for entry. **EVENT TIMELINE:** Doors open: 5:00pm; Dinner starts: 6:00pm; Doors close: 6:15pm; Event ends: 10:00pm. . Website: <https://www.brownpapertickets.com/event/3097827>



The Nor-Cal bandits present their 4th annual CRAB FEED Saturday, January 20th, from 6:00-10:00pm at the GO GET IT TRAINING FACILITY 8145 Signal Court Suite G, Sacramento. Enjoy an evening out including dinner (crab, pasta, salad, and bread), music, raffle, and dessert auction. \$50/person. Cash bar available with wine, Beer (Hoppy), water and sodas. <https://www.norcalbanditsfastpitch.com>

The **SUPER BOWL** of the NFL, or really the GRAND POOHBAH of all organized sporting events, is set for Sunday, February 04th, at approximately 3:30pm PST in Minneapolis, MN. Therefore, if you have not marked your calendars, or made up your mind as to where to watch this major sporting event, make sure to mark your calendar with a big fat HOPPY on it!!! We will be having our **Half Price Hoppy Hour** starting at 3:00pm; so make sure to come early and stay late for all of the fun. Also, if you are planning on having a party at your house, remember to put your keg, cube, or growler order in early so that we can have it ready for you.

With Valentine's Day fast approaching on Wednesday, February 14th, make sure to book your reservation early so that you can have the greatest likelihood of getting your first choice of

time/location to celebrate that special day with someone special. The menu feature for that evening has yet to be decided, but if it is anything like it has been the last few years, you will not be disappointed. In addition, and not to be forgotten, but for the "unattached" on this day, we will be serving a very tasty special as well...

In addition, if you would like a complete listing of what we currently have on our calendar please click on the following web address.

<http://www.hoppy.com/hoppy-events>

If you need more information about a brewfest or two, or an upcoming charitable event, feel **FREE** to send an email to Mr. Scott Patterson [scott@hoppy.com](mailto:scott@hoppy.com), or give him a call here at the brewpub - 916.451.HOPPY (4677).

In addition, if you would like to see any pictures of past events, visit our Photo Gallery page on our website at <http://www.hoppy.com/photo-gallery>, or visit our Facebook Fan page at <http://facebook.com/HoppyBrewing> just to see what you might have been missing... ;-)

In closing, if you have a chance to visit us here at our brewpub, remember to drop your business card or comment card in the jar by the door on your way out to be eligible to win a complementary dinner for up to four friends and/or family on any weekend on us.

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## HOPPY FEEDBACK...

If you are interested in sending us a note on something that caught your attention and you want to let us know about it (*i.e., a positive, a negative, a suggestion, and etc.*), just click on the link below and send us some feedback. We really do read what you send us... :)

<http://www.hoppy.com/the-brew-pub-hoppy>



Remember...the craft brew industry is very competitive, and we can always use your help when you are out there in the bars, restaurants, grocery stores, and etc. How can you help us you may be asking yourself??? Well...ask your local retailer(s) for our products (*to the point of bugging them if necessary*), so that you are able to buy the products that you "**really**" want - not just what is on the store shelf, or on-tap, at the moment...

You, the consumer, have more power than you may know. Speak up, speak clearly, and your earnest taste buds may reap those proactive rewards. If you do this, then we are sure it will not be long before you will be able to enjoy our Liquid Sunshine™ Blonde, Hoppy Face™ Amber, Stony Face™ Red, and Total Eclipse™ Black Ales outside of attending a local festival or even visiting us here in

Sacramento...

With that being said, Mr. Scott Patterson wants to know where you shop for beer. Please send an email to Scott at [scott@hoppy.com](mailto:scott@hoppy.com) and let him know where you would like to buy Hoppy. I know he would love to hear from you!!!

**NOTE:** As a bonus to those of you who actually read our newsletter, and got this far, for the first 25 people who bring in the last sheet of this newsletter with the little coupon below, including your name/email address, you will get 25% off any Brunch entree during the weekend!!! Coupon valid one per person per entree...



**2 5 %   D i s c o u n t   C o u p o n**  
**Valid to the first 25 people**  
**in January 2018**

Name: \_\_\_\_\_

Email: \_\_\_\_\_

***Thinking Globally - Brewing Locally!!!***  
***"Every product we make greets you with a Smile"***

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