

english **CANNABUSINESS**
Magazine

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Cannabis in Cologne
24. - 26. September 2004



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BRINGING NATURE AND TECHNOLOGY TOGETHER

Editorial

welcome to the palladium cologne!

For the first time, this year the International CannaBusiness® will take place in Cologne from 24.-26. September 2004. Already now, many exhibitors and trade visitors do appreciate the venue change and its new challenges.

But let us not forget that in the first years, hardly any location was willing to accept a hemp fair. In spite of worldwide social prejudices and national repressions against hemp, the operators of the Europahalle were immediately willing to offer a professional framework to an increasing branch. We would like to thank the city of Castop-Rauxel and especially the team of the Europahalle for the great support of the CannaBusiness® and thus the whole hemp branch in the early years.

In close and most trustful cooperation, a market place arose that finally attracted exhibitors and guests from more than 30 nations. This success shall now be further extended in the fair and media city Cologne.

We thereby look forward to the support by the Palladium with its young and flexible team. Although – other than ten years ago – many locations have applied for the CannaBusiness®, we have decided in favour of this 100 years-old former industrial hall which features an atmospheric ambience and enjoys a worldwide, excellent reputati-



on – important premises for a professional CannaBusiness® as usual, with even more media attention.

The Grow! magazine and the „Hemp Demo Cologne“ are also based here in Cologne. Hence it is with special pleasure that we could win the Grow! as media partner. In addition, there are further cooperations that promise an eventful hemp weekend for any taste.

Already today we wish all our exhibitors and visitors a lot of fun and good trades at the new market place.

Your Tri Tec GmbH

Two handwritten signatures in black ink. The first signature is "Lars-Hendrik Düppe" and the second is "Emil Riechmann".

Lars-Hendrik Düppe Emil Riechmann



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Cannabiz in Cologne

business must be fun

__Cannabiz in Cologne! The International CannaBusiness® will be welcoming its guests under this motto for the first time in September 2004, since Cologne is the new market place of the hemp branch. Here, in the Palladium of the trade fair city Cologne, experts from the hemp branch will meet from September 24-26th 2004 for presenting themselves to an international public.

success through professionalism

It took the pioneers of the hemp scene not even 10 years to advance themselves from not seriously taken outsiders to professional economic actors. Other than in the mid-90ies, the International CannaBusiness® is nowadays more and more perceived as an international forum of an innovative and worldwide networked branch. While the hemp branch was hardly welcome anywhere in its first years, it is even being courted now after eight successful trade fairs. A major cornerstone on the road to the hemp plant's rehabilitation – and a success that the Tri Tec GmbH as organizer of the International CannaBusiness® has achieved together with its exhibitors, partners, guests and friends, now going to adequately celebrate this by moving to Cologne.

new meeting point of the international hemp scene

Cologne, Germany's fourth largest city, is an international centre of trade fairs, the media and economy. More than 10 million people are living within a radius of 100 km around Cologne, making the city an important centre located near the Three Countries Corner. Cologne is looked upon as top adress for innovative, creative and alternative companies, for cultural and political projects, for small clubs and mega-events such as the Christopher Street Day or the SOMA Festival, for big research and also for smaller institutes. Besides the nova-Institute and the International Association for Cannabis as Medicine (IACM), Cologne is also home to the Hemp Demo Cologne www.hanfdemo.de which will take place simultaneously with the CannaBusiness®. Without a doubt, Cologne offers ideal surroundings for the 9th International CannaBusiness®.

research & science as partners

An important partner to the International CannaBusiness® is the Cologne based nova-Institute with its team of interdisciplinarily working natural and society scientists from different fields. Focusing on renewable resources, the nova-Institute works out studies, reports and concepts, coordinates research projects, does consulting and



research as well as organizing congresses and seminars. One of the highlights of the cooperation between Tri Tec GmbH and nova-Institute is the “Bioresource Hemp Symposium” that took place in the framework of the EXPO 2000 in Wolfsburg, Germany.

cannabis as medicine

It is in the nature of hemp as medicine that health and nature are main focuses at each International CannaBusiness®. Year for year, numerous exhibitors are presenting innovative products for a healthy way of living or therapeutic applications.

Apart from that, the need for information on the use of hemp as medicine still is considerable. As a consequence, the Tri Tec GmbH used to closely work together with the Cologne based IACM (International Association for Cannabis as Medicine) from

the beginning on. The IACM especially stands up for improving the legal frame conditions for the utilization of the hemp plant (*Cannabis sativa* L.) and the medicinal use of cannabis. The lecture program “Hemp and Health” (2001) in Castrop-Rauxel was one of the highlights of the cooperation between Tri Tec GmbH and IACM, featuring top-class speakers from the medicinal and research sector.

Media City Cologne

Ever since organizing the International CannaBusiness® for the first time, the Tri Tec GmbH has been cultivating intensive press contacts, practising an exceptionally wide-ranging media work. We may remind you of the appearance of Emil Riechmann in the ARD morning TV-magazine and diverse radio reports which incited numerous peo-

ple to spontaneously visit the hemp trade fair. Furthermore, countless articles have been featured in regional, nationwide and international newspapers and magazines, as well as in all prevalent hemp media. As a consequence, one can for sure expect that the already good relationship between Tri Tec GmbH and the Cologne media is going to become even more intensive – the TV studios of ARD, RTL, Sat.1, VIVA and VOX do not have to cover long distances anymore for visiting the International CannaBusiness®. In



Cologne, there are also various private and public radio stations (amongst them, the largest German radio station, the WDR). Diverse newspapers and magazines – not to forget the grow! – have their editorial offices directly on the spot.

Culture and Night Life

For party people, there is the opportunity to combine their visit at the 9th International CannaBusiness® with an extensive expedition through the “Club and Party Town Cologne”. From techno and hip hop to motto, singles, after-work or gay parties as

well as live concerts, practically everything is at your disposal. To those who like it calmer, we recommend one of the numerous cinemas and theatres. Also for art lovers, visiting Cologne is very worthwhile, because of its world-famous museums and unique galleries.

In the near future you will receive further Informations on Cannabiz in Cologne.

See you!

At the 9th International CannaBusiness®!
From 24.-26.2004 September in Cologne.

Sponsoring

More success through togetherness!

There have never been so many possibilities of placing advertisements. However, the market is becoming more and more complex - both nationally and internationally. Why not bundle all powers and financial means for becoming a sponsor of the CannaBusiness®? Our globe-embracing promotion as well as intensive marketing and press work campaign for a positive image of the hemp branch in general, and for you as sponsor in particular.

Via our mail distributor we supply national and international decision makers and the media. Alone by means of including you in our mailings, you achieve up to 45,000 worldwide contacts with the Advanced or Professional Package.

Apart from further advertising media (flyers, posters, stickers) in large edition, you get extensively covered in the spring and autumn edition of the free CannaBusiness® Magazine which is distributed as trade magazine via worldwide dispatch, exactly reaching your target group! Through this cross media effect, your image is being advertised during the whole year, gaining a high recognizing value.

The relaunch of our website has come very close and offers our advertising partners another important trump card, with up to 10,000 visitors per day!

You will not only get a ready-made solution from us, but we take your specific

requirements and existing strategies into consideration. There are almost no limits of possibilities. Let's check it out together for more success!

It will be with pleasure to send you more information and advise you on the different possibilities.

For more details please subscribe to our newsletter in the internet, for getting regularly informed about the latest news and offers concerning the CannaBusiness®.

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SPONSORS AND PARTNERS



Palladium

a location with special ambience

Equivalently to the hemp branch, the Palladium shows that it is possible to combine a long standing industry culture with innovative technology. The Palladium, a 100 years-old former industry hall, features an ambience that already now promises an atmospheric hemp fair. On an area of about 4,000 square meters, exhibitors will find the right place in two halls for professionally and attractively presenting themselves at the fair. If the area size should not suffice, additional areas in direct connection are

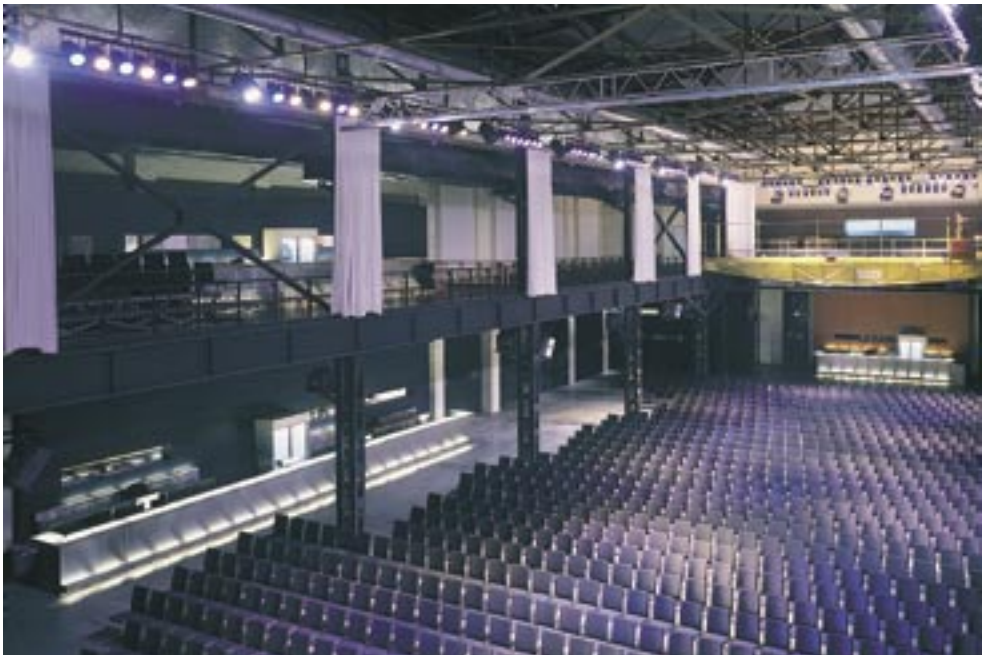
on-hand. The evening events for example will take place in the Kölner E-Werk and the Dynamo-Lounge directly opposite to the Palladium, both of which are well-known as superb party locations – let yourself be surprised.

INFO

Palladium Köln

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Supporting Program

first line up

__With the relocation of the CannaBusiness® to the metropolis of Cologne the interest also grows in the CannaBusiness®. Therefore, there are this year again two public days – Saturday and Sunday!

Not only the new location brings more visitors to the CannaBusiness® – also the Hanf Demo is a good reason to visit the Rhine metropolis.

Friday is left as usual only to the professional visitors, before it then goes on after the first fair day with the traditional exhibitor's evening in the E-Werk (a well known party location opposite the venue).

NEW this time is that the CannaBusiness® opens on Saturday morning again for all. At noon then the hemp demo starts at the Cologne cathedral. Afterwards still enough time remains for looking around on the CannaBusiness® for shopping, before the evening program schedule begins for everybody again in the E-Werk.

After last years successful collaboration with the German grow!-Magazine (Chill Out party and Vaporizer Workshop) it stands to reason, to arrange „Cannabiz in Cologne“ together this year. Also the Republic of Bongland (ROB) and Steve Stoned (Phantastic Art & Design) again take part in the suppor-



ting program under the motto „Sound, Performance and Visual Magic“. Surprises of the special kind may be expected!

By now different high-carat artists are requested – confirmed is already that DJ Joyrider organizes the After-Hour-Party to accompany party people until early morning.

In addition, world-renowned artists present their „Scene Comix“ on all days and invite the visitors of the CannaBusiness® to various autograph sessions.

Another Highlight for exhibitors and visitors is the CannaBusiness® Product Award which is ascertained as usual by the visitors.

Exhibitors and guests should bring good stamina for the supporting program, because also on Sunday visitors will flock to the Palladium – already predicted by people from Cologne who are really looking forward to this new Event!

We start to party this year already to be in high spirits for 2005 when we all together celebrate the big jubilee year. Because not only the International CannaBusiness® celebrates her 10th anniversary next year, but also many other famous hemp enterprises, as for example the Grow! Magazine, Hesi Plantenvoeding, RooR ...



CONTACT

For more info about the program please order the newsletter:

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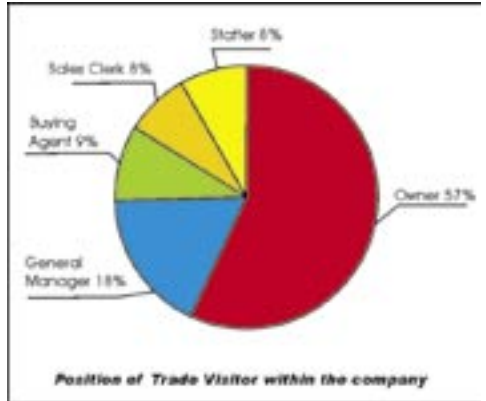
Statistics

trade visitors at the CannaBusiness®

— As every year also in 2003 there was a questioning of the Trade Visitors who had arrived from 32 countries. A small choice of the most important basic features are summarized here.

A look at the statistics reveals that each year more than half of the trade visitors attend the CannaBusiness® for the first time, meaning that lots of new customer contacts can be made by the exhibitors each year.

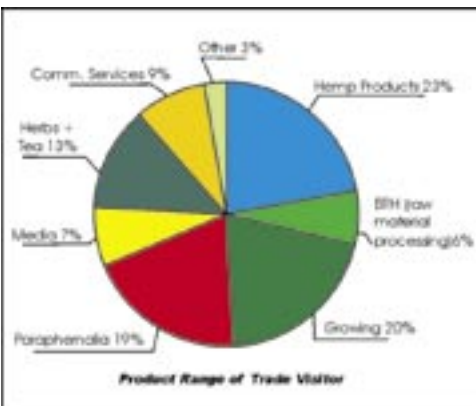
Furthermore the proportion of decision makers amongst the trade visitors is enormously high: 57 % owners, 18 % managing directors and 9 % buying agents speak for themselves - with four out of five trade vi-



sitors you can do business directly on the spot. That means perfect conditions for a prospering trade forum.

It is also interesting that almost 40 % of the trade visitors attend the CannaBusiness® in order to inform themselves about non-drug-related hemp products or herbs and tea.

So one cannot speak at all of a mere „hemp smoker’s fair“.



STATISTICS

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The Lobby of Hemp

the hemp branch needs a lobby!

__This postulation has been repeated countless times, but more than word hulls and full ashtrays had not come about for years, when representatives from the hemp branch tried to check out possibilities for a conjoint lobby institution in the past.

The reasons why it is so difficult to establish a lobby for the hemp branch are manifold. On the one hand, the hemp branch is anything but homogeneous: Some want to produce and sell water pipes, some greenhouse technology, others textiles, foods, cosmetics, others again insulation mats or carpets. What adds to this difficulty, is the fact that the association between competitors is often characterized by envy, distrust and personal animosities.

On the other hand, most companies are restricted in their actions by national drug laws. It primarily is the national narcotics laws which disunite the hemp branch on both national and international levels: It consistently finds itself confronted with the crucial question whether and for which purpose cannabis should be legalized, and what attitude it shall adopt towards this question. With regard to this, the interceders for hemp can be divided into three different interest groups:

- Those who call for the legalization of cannabis for recreational use,

- those who stand up for the establishment and unhindered use of THC-free fibre hemp,
- and those who want to achieve the legalization of cannabis as medicine.

Although these three groups do by no means categorically refuse each other's goals, they lay emphasis on being perceived differentiated by the public. For example, many companies active in the field of hemp bioresources do not want to be lumped together with traditional legalization fighters and potheads. Because of the fact that a large share of the public still associates the keyword cannabis primarily with drug use, the hemp branch is afflicted with a bad image, and companies will be made aware of this at the latest when they get into contact with banks, authorities, customs, hirers, etc.

As illustrated here in a few words, companies within the hemp branch often find themselves confronted with manifold hindrances. Against this background, the call for a systematic and professional lobby work that shall help to improve their perspectives in this business sector is more than understandable. There are already numerous groups and institutions which are committed to the promotion of hemp. But what can these ones really contribute to the support of the hemp branch?



Exhibitors and trade visitors at the CannaBusiness 2002 tried to check out possibilities for a conjoint institution

Example Germany

Here, the *Deutscher Hanfverband (DHV)* (*German Hemp Association*) has declared itself as mouthpiece of the German hemp branch in spring 2002. However, the DHV, being a part of the Berlin-based Sowjet GmbH, is not organized in a basic democratic way, but like a company. So far, the DHV could acquire about 50 companies from the hemp branch. As regards contents, the DHV mainly focuses on the topic of legalization. The biggest political success after two years of activities: A DHV representative was invited as expert to a hearing on “new ways of drug policy” in the Health Committee of the Berlin House of Representatives.

Example medicine

The Cologne-based *International Association of Cannabis as Medicine (IACM)*, founded in

2000 by members of the ACM, sets its main focus on achieving the approval of cannabis as legal medicine for ill people, who can relieve the symptoms of their severe diseases therewith. The IACM clearly distances itself from normal legalization sympathizers.

Example industrial hemp

In the year 2000, the leading European primary processors of fibre hemp have aligned with one another in the *European Industrial Hemp Association (EIHA)* on the Bioresource Hemp Symposium in Wolfsburg (DE), for the purpose of an “informal association”.

Example Switzerland

The *Swiss Hemp Coordination (SHK)*, founded in 1996 as union of 17 hemp companies for the exchange of information, currently has about 200 members. Regardless of internal

Hemp Associations

conflicts, the SHK has at least managed to be seriously perceived in the framework of the political liberalization debate in recent years.

Example France

Here, already in 1991 the *collectif d'information et de recherche cannabique (circ)* was founded. The nationwide legalization of cannabis as stimulant is the circ's political goal.

Example USA

Overseas, at least parts of the hemp branch seem to put more emphasis on an economically orientated lobby work. The *Hemp Industries Association (HIA)*, founded in the US in 1994, is presently supported by almost 300 members. In comparison to many European organizations, the HIA comes much closer to a classic economy association. The organization has made it its job to represent the interests of the hemp industry in the range of politics and to promote research and the development of new hemp products.

Taking a closer look at the political activities in the field of hemp, it becomes clear that with most of these groups, as regards contents, the topic of legalization/liberalization is on the top of the agenda. This question has to be allowed for: What does this contribute to the hemp branch? Wouldn't particularly a goal-oriented professional and economic lobby work be reasonable, such as associations of numerous other branches do offer their members? Or should such a project not be realisable in a variegated branch like the hemp business?

Volker Wartmann

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From Düsseldorf into the World

an interview with Hempro International



Daniel Kruse, Managing director Hempro International

You yourself are wellknown in the hemp business since 1995, not least because of HanfHaus Düsseldorf. But who is the still relatively young company Hempro International?

Daniel Kruse: The company Hempro International was founded in Berlin at the end of 2001 by Rafael Dulon, after the „breakdown“ (insolvency) of HanfHaus. Mr. Dulon temporarily was staff member of HanfHaus and is one of the first hemp foods specialist. The reasons why HanfHaus came to an end are manifold – some are home-made, others branch-specific. But it was clear to us that the reasons could be ascribed neither to the raw material hemp, nor to the actual product quality or potential

__Hempro International is active in the field of wholesale, retail trade and mailorder trading, representing the whole range of hemp (raw material) products: hemp textiles, accessoires, cosmetics and foods. By consequently realising a strategy that focuses on product quality, Hempro International has Europe-wide made it into the circle of the most important players within the hemp business. Managing director Daniel Kruse looks back on 10 years of experience in the hemp market.

customers, because hemp with its countless ways of application simply is too perfect for that. When Mr. Dulon had to retire from the company on account of personal reasons in the mid of 2002, it was a logical consequence for me to buy the company and move to my home town Düsseldorf. Meanwhile we have mostly overcome the starting problems and can optimistically face the future, mostly thanks to the motivation and operational readiness of our team. I would like to officially thank here namely: Sibylle Gustke (order processing), Christof Wander (internet, system administration) and Sonja Czerwinski (trainee) as well as our freelancers and temporary personnel.

The link to your online shop leads to the HanfHaus shop, one of the first big hemp labels. Does Hempro International carry on the trademark HanfHaus?

Daniel Kruse: Well, this for sure was one the most crucial decisions in the starting phase of Hempro International. While HanfHaus missed to succeed in various aspects, they undoubtedly managed to achieve one goal: to worldwide become an important adress for consumers and contact partners in terms of hemp! That's why Hempro has acquired the already introduced domain www.hanfhaus.de as well as all databases and copyrights, and put it online again in the beginning of 2002. Meanwhile we have achieved a lot especially in this medium.

You are active in the field of wholesale, online shopping and retail trade so that you have to react very differently upon customer interests.

Daniel Kruse: As wholesale actor we meanwhile worldwide supply both „old“ (HanfHaus) and new customers. Here our company name Hempro International enjoys excellent reputation. Especially our large export share was responsible for the sales increase in the last twelve months. As already mentioned, the online shop www.hanfhaus.de (as well as hanfhaus.com, casadelcanamo.com etc.) is the logical continuation of a wellknown brand, however, we have added a couple of things in terms of quality, supply service and customer care. With its new outlet store characteristics, the retail trade shop primarily serves as popular meeting point for both regular and new customers. With this in consideration, one might already see the decisive split-up of the marketing strategy, namely into B2B

and B2C. What adds to this, is the fact that we have consequently developed own brands like „The Hemp Line“ (cosmetics) and/or made exclusive agreements for high-quality brands such as „PURE“ (bags/accessoires) und „Braintree Hemp“ (textiles). We will focus on these product segments. On the other hand, as a matter of course, we are at the disposal of our customers as order placing producer and/or consultant of almost all hemp products.

The online business involves a large logistical effort, especially with regard to orders from abroad.

Daniel Kruse: As already mentioned, the online business meanwhile reaches far beyond Germany. Unluckily we were hitherto incapable of processing certain orders from abroad in a customer-compatible way, due to the high transport costs. We will change that in the course of this year, with the help of new logistical partners. In addition, we already have concluded successful cooperations with companies from abroad. For example, all customers of the Spanish site www.casadelcanamo.com are supplied directly from Spain. We have planned similar cooperation agreements for Italy as next step, and then also for France.

Your online shop features the „trusted shop seal“. What are the advantages?

Daniel Kruse: Each candidate for the seal has to pass a comprehensive safety check that is based on more than 100 single criteria – consumer protection, national and European law, as well as criteria such as reliability, safety engineering, price transparency, general terms and conditions, information duties, customer service and data

protection. These requirements are permanently advanced and adopted to the latest developments. From the certification, we expect additional trustfulness with regard to new customers, thus achieving further sales increases with ecological hemp products. The manufacturers of these products as well as the hemp growing farmers will also profit from this, by the way.

How important is the ecological aspect to your customers?

Daniel Kruse: Regardless, whether offline (store) or online (internet), consulting and a serious, honest customer contact are the most important factors. Customers are never „stupid“ and do definitely notice whether they are taken seriously or not. They will return only if they feel really comfortable and are satisfied with the service. The ecological aspect of hemp products of course is also important to our customers – that’s downright obvious.

But the products primarily have to be of high quality and well liked by customers, so they have to be fun, too! The times in which products sold well merely because there was printed „hemp“ on them or contained within, are long ago. Also „bio-devotees“ or „eco-freaks“ want to look nice, eat tastily or enjoy pleasant body care, and each „John Q. Public“ (which means 95 % of the customer potential) even more so.

In recent years, we have met at different trade fairs again and again. What are the criteria for deciding yourself for a certain fair participation or against it?

Daniel Kruse: Once again, we have to make a difference here between B2B and B2C. In 2003 we exhibited at six fairs on the whole

– two of which abroad. This was certainly important for an adequate market presence. On the other hand, it causes not only a lot of work but also considerable costs. Therefore we have decided to take part only in our „must“ fairs in 2004, which are the InNaTex and the CannaBusiness.

These two highlight the difference very well: The InNaTex is an all trade visitor fair for textiles and accessoires. Here one needs calmness for focusing on specialized trade. The CannaBusiness is a highlight for the whole hemp branch. Here the relaxed atmosphere and the proper mixture of international trade visitors and consumers go hand in hand. This of course also results in certain organizational problems, for example with regard to publishing price lists and other information.

But which platform is more suitable for offering a conjoint information policy on the hemp topic to customers, consumers and the media than the CannaBusiness?

By the way, I would like to heartily congratulate you for choosing Cologne as new venue. This certainly means a small extra step considering journey length, but a big step for hemp – in terms of media echo and public relations! But back to your question: For Hempro International, further fair activities will definitely follow in 2005/2006, but one thing is for sure: With regard to our positioning within the hemp market (whatever this concretely means to Hempro International), we will exhibit at no other hemp fairs, unless we are represented in a respective country abroad – as for example in Spain.

You regularly take part in fashion shows, presenting your collections together with other exhibitors. Cooperation in spite of competition is possible then?

Daniel Kruse: Hm, here you adress an important, but also sore point. Basically, after many years, we finally have a certain will for cooperation and at least a certain kind of neutral coexistence in the hemp raw material market.

Hence, at least for the most part, the permanent „eye-scratching and calf-biting“ of the early years has stopped. Nevertheless a sad chapter. Sad, because one actually should assume that the hemp market's actors have also enjoyed the drug hemp (which means really inhaled, not like Bill Clinton) at least in the past, and that this may have led to a certain peaceful, cooperative and fair interaction – partially, there is (was) no sign of it.

But as I said, this has gotten better meanwhile. Why not having a conjoint presentation then? A true fashion show, e.g. the pretaporter in Paris or the cpd in Düsseldorf, also presents the most different brands and producers/designers.

It is almost tradition that you are once again acting as sponsor at the CannaBusiness 2004. What's your agenda for this year?

Daniel Kruse: First of all, we look forward to the metropolis Cologne with an unequalled catchment area, of course. It is self-evident that we will prepare ourselves very well for the media and public interest that is to be expected. The cd „Fields of green“ covered in a hemp plastic tray (see www.hempmusic.de) that we distribute in cooperation with Paul Benhaim (Australia) will once again be given priority (in the product award, too). It is obvious that we are especially ambitious about our hemp jeans because of last year's product award, and want to place a product in this category again. Let's see, which other one we are

going to present... To us, of course international trade visitors are most important, besides sales directly on the spot.

Up to now, in each year (and that for the 9th time after all, formerly considered from the view of HanfHaus) there were some really good international contacts which have resulted in longtime business relations.

Many companies have an image problem. What about you?

Daniel Kruse: We actually cannot report any image problems. On the one hand, we do present ourselves seriously to each customer and on the other hand, our name was consciously chosen as being somewhat anglicistic discreet.

Thank you very much for the interview.

Conny Schoenfeld

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Vaporizer Special

Lots of hot air – and much behind ...

Recent years, hardly any other product did represent the hemp branch's innovation power as much as the vaporizer.

Eagle Bill, an US drug war refugee residing in Amsterdam, was the first to carry out the practice of vaporizing cannabis by means of a commercial hot air gun, beginning from 1993 at a series of hemp events. His simple, but functional construction was the starting shot for some companies to advance the vaporizer technique, so that there is a wide range of different types available on the market in these days.

But still today, using a hot air gun as heat source is common with some low cost vaporizer types. This method, however, encounters serious health concerns, because the heating motor of standard hot air guns releases noxious particles, as explained by a manufacturer of hot air guns on request. Different companies had early realized this problem and focused on the development of new high-tech principles for generating hot air. Their professional and sophisticated units feature a comfortable temperature control and a high grade of operating safety.

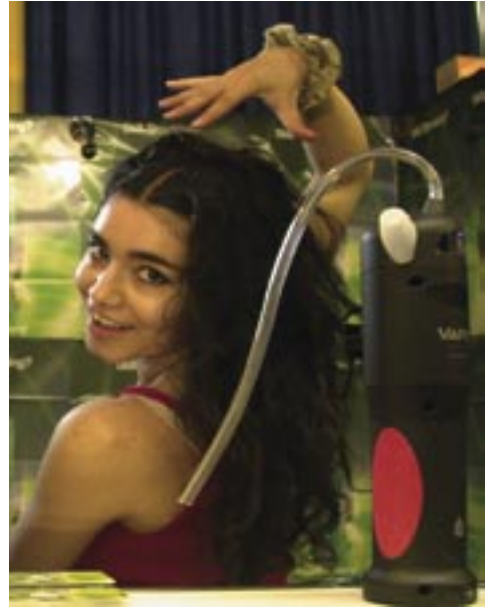
The first representative of this new generation was the „Aromizer“ (today's name: „AroMed Vaporizer“), created by Frank Fuchs (research&experience/DE) in 1996 which became a success story. The same was for the „Volcano Vaporizer“ by Storz & Bickel (DE), the „VaporTech Vaporizer“ by VaporTech (USA) and the „Vapir“ by Air-2.com (USA) in subsequent years. Two German and two American companies, each of which setting different benchmarks: The „AroMed“ as first cornerstone on the way to modern vaporizing, the „Volcano“ as technical masterstroke that leads the way, the „Vapir“ in terms of special handiness, and the „Vaportech Vaporizer“ because of its very affordable price.

Vaporizers are not only suitable for the inhalation of cannabis vapors (optimum vaporizing temperature: 185-205 °C), but can also be used as versatile vaporizing units for aroma therapy and phyto-inhalation. Other applicable herbs are e.g. eucalyptus (130 °C), hop (154 °C), camomile (190 °C) or salvia (190 °C), also tea and coffee powder can be vaporized.

Another category of cheap vaporizers are simple contact units, in which the herb is placed on a small heating panel that is surrounded by an airtight glass bowl. Such units, however, perform inefficiently and



First generation by Eagle Bill



High Tech by Air2

erratically so that they can merely be looked upon as cheap expansion of possibilities for „fun smokers“, and not be recommended for medical use. But especially in this field of application, the vaporizer principle can prove highly useful: high-quality units like the „Volcano“ by Storz & Bickel deliver an almost pure THC stream (95 %, another cannabinoid and two different aroma compounds make for the rest), free of toxins that are characteristic for cigarettes, such as benzene (a known carcinogen), toluene and naphthalene. By vaporizing the herb far below firing temperature, the emergence of harmful gases is avoided. In contrast, when examining cigarette smoke, the scientists found 111 partly carcinogenic components, with non-cannabinoids accounting for 88 % of the total smoke volume!

Hence high-quality vaporizers offer highly concentrated THC dosages, what makes them a health conscious alternative for recreational smokers, too. But albeit vaporizers rarely occur with recreational smokers. The reason for this is that most of them sense the cannabis vapor generated by a vaporizer as „too lightweight“, it „does not provide the right kick to them“. In fact, however, they are so strongly accustomed to their standard mixture with tobacco, and often also to the additional „hammer“ effect of a bong, that they cannot be satisfied by any other form of consumption any longer. But also their high price is a reason for the low spread of vaporizers amongst recreational smokers, depending on the unit and its quality, 130 to 500 Euros have to be shelled out by the customer.



Volcano by Storz & Bickel

But prices like these, especially those of the high-end segment, have good reasons. The units are handcrafted, and only high-quality safety checked components are installed within (for example, essential components of the „Volcano Vaporizer“, such as the valve parts, come from the regional supplying industry for medical technology, since Storz & Bickel’s principal office is located in Tuttlingen, and they say that the city is „a worldwide centre of medical technology“).

In addition come cost intensive patent applications on national and international markets, and of course the longtime development work which has to be spent on the „mercedes class“ of vaporizers.

The leading companies in the vaporizer segment therefore focus their research work and marketing activities mainly on the medicinal market. The development of the „AroMed“ Vaporizer e.g. took place in continuous exchange with self-help groups of the ACM (Association for Cannabis as Medicine/Cologne).

Apart from that, the „AroMed“ is used at the University de Cuba since 1999 in a long-term field trial, and research&experience also works together with GW Pharmaceuticals in the framework of a test that features 2000 cannabis using patients. In Germany, research&experience lets the AroMed be tested in cooperation with locally based doctors.

The goal of these activities: getting the official certification as medicinal product. A long and severe testing procedure is needed therefor. But the certification as medicinal product is only the premise for being incorporated into the adjuvant list of health insurances (the list entry constitutes a patient’s claim for cost absorption by a health insurance), and no warranty.

The company Storz & Bickel also intensely strives for the „Volcano’s“ (i.e. the inhalation balloon with mouth valve) certification as medicinal product. For the German market, authorization by the concerned governmental office in Freiburg is within reach, and also in the USA, the „Volcano“ has already taken two important hurdles: Since the beginning of 2004, the unit is being used for the second time in a clinical study of the University of California which shall compare the effects of smoked and vaporized cannabis. According to managing director Jürgen Bickel, one can expect authorization by the concerned FDA (Food

and Drug Administration) after a third study being successfully passed by the „Volcano“.

So right now, there is no claim for patients against their health insurances for meeting the costs of a vaporizer. But at least in Germany, single cases have been reported in which health insurances did cooperate with patients. It would be of much help for the incorporation of vaporizers into the official German adjuvant lists, if natural dronabinol resp. THC as plant extract would finally be officially authorized as medicine – unluckily a procedure that has recently once again been put off by the German Government.

Jens Wehrmeister



AeroMed by research&experience

INFOS

Phyto-Inhalation, Heilkräuter & Vaporizer
 Bert Marco Schuldes, Richi Moser
 Verlag Werner Pieper & The Grüne Kraft
 ISBN: 3-922708-36-6

Vaporizer-Test
 GROW! magazin 6/2003

Phyto-Inhalations-Special
 Teil 1: Werner Pieper im Gespräch mit Frank Fuchs /
 research&experience
 Teil 2: Frank Fuchs gibt Tipps zur Phyto-Inhalation von
 Winterkräutern
 HANF! Magazin 1/2002 und 2/2002

Gesund mit Hanf
 HANF! Magazin Spezial August 2001

Der Gesundheit zuliebe:
 Mächtig Dampf machen mit dem Vaporizer- eine
 Begegnung mit Eagle Bill
 HanfBlatt Nr. 22, September 1996

Interview mit Markus Storz (Storz & Bickel)
 von Ethan Russo
 Journal of Cannabis Therapeutics, Volume 3,
 Number 1/2003 (Seite 67-78)



Vaporizer by VaporTech

	VOLCANO VAPORIZER	AROMED VAPORIZER
Manufacturer	Storz & Bickel (Germany)	research&experience (Germany)
Info	www.vapormed.com	www.aromed.com, www.udopea.de
Price	498,00 Euro 448,00 Euro for IACM/ACM members	349,00 Euro 250,00 Euros for IACM/ACM members
Weight	1.850 gramme (heating unit)	3.000 gramme
Heat source	Heated aluminium block	Special heating lamp
Temperature control	Steplessly adjustable from 130-230 °C	Adjustable in 1°C steps from 60-235 °C
Possible power sources	Mains supply	Mains supply
Suitable plant matter for vaporization	Herbal and powdery plant matter, liquids and etheral oils, dribbled on cotton wool	Herbal and powdery plant matter, liquids and etheral oils
How it works	Seperate units for heat generation and inhalation (balloon with mouth valve). A membrane pump in the heating element provides for a continuous air flow, supported by a bimetal controller. This subtle construction allows for doing without a processor unit.	Stand-alone, processor controlled unit for precise temperature control, supplemented by a water filter system. The heating arm is placed on a glass head which contains the plant matter. Inhalation through a plastic tube.
Workmanship/Look	Professional, noble metal look, originally inhalation balloon	Professional, „medicinal look“, metal body
Handling	Simple. Advantage: An especially safe handling is ensured by the fact that vaporization takes place in a separate unit, and the balloon user does not come into contact with glass, heat or electricity while inhaling.	Simple, almost no release of active agents when the user is not inhaling.
Transportability	Simple. Additional attractiveness: The possibility to pass on the vapor filled balloon within a group, without loosing vapor (self-closing mouth valve).	Ideal in the suitcase that comes along with the unit
Maintenance	Mouth valve and filling chamber have to be cleaned from time to time, and the balloons be renewed after a certain time.	For the unit itself, practically none, but the additional water filter system and the glass head have to be cleaned regularly.
Awards	Product Award of the International CannaBusiness® 2001, Product Award of the High Times Cannabis Cup 2003, Special appreciation at the Innovation Price 2003 of Baden-Wuerttemberg (Germany)	Product Award of the International CannaBusiness® 1998
Specifics	3 years warranty, 4 weeks right of return	

VAPIR VAPORIZER	VAPORTECH VAPORIZER	
Air-2.com (USA)	VaporTech (USA)	Manufacturer
www.air-2.com	www.vaportechco.com	Info
279,99 US-Dollar	129,90 US-Dollar	Price
480 gramme	670 gramme	Weight
Heated ceramic element	No details made available by the company	Heat source
Steplessly adjustable from 121–204 °C	Not adjustable, a preset operating temperature builds up.	Temperature control
Mains supply and rechargeable battery for mobile use	Mains supply	Possible power sources
Herbal and powdery plant matter, liquids and etheral oils, dribbled on cotton wool	Herbal and powdery plant matter, liquids and etheral oils	Suitable plant matter for vaporization
Stand-alone unit, micro chip controlled. The filling chamber can easily be inserted into the unit. Inhalation through a plastic tube.	Stand-alone unit. The plant matter– contained within a glass tube - is placed in a loophole on the upper side of the unit after it has reached its operating temperature. The resulting vapor is then inhaled through a connected plastic tube.	How it works
Professional, futuristic, available in several colours, heavy duty plastic body	Simple and solid, neutral white hard plastic body	Workmanship/Look
Quite simple, but it takes some exercise in the beginning, since the filling chamber has to be taken out of the unit once in a while, because otherwise, too much vapor would be lost.	Quite simple, but needs getting used to a little bit. Heating element and glass tube can get very hot, contact has to be avoided.	Handling
The unit's handy size and the possibility of mobile power supply give the user all freedom possible.	Good because of the unit's low weight and small size.	Transportability
Practically none, only the sieve filling chamber has to be cleaned once in a while.	The single components have to be cleaned regularly with an alcohol-drenched wad.	Maintenance
Product Award of the International CannaBusiness® 2002 and 2003	Winner of the Product Award of the High Times Cannabis Cup 1999, second place 1998, 2001, 2002 and 2003	Awards
Attractive bag comes along with the unit, USB upgrade available for controlling the unit via PC (99,00 US-Dollar)	The unit was developed by focusing on the cannabis sector. Because one cannot adjust the temperature freely, the correct vaporization of other herbs is made difficult. Right now, the VaporTech Vaporizer is only available on the international market.	Specifics

Branch-Index

products and commercial services

How to use the index?

On top of the indices you will find the index numbers (NK Nr) with the referring specification.

Search for your key word.

Business branch: PROD = Production, GH = Wholesale, EH = Retail, DL = Services, INST = Institute, Association

BIORESOURCE HEMP (BRH)

NK NR	Brand Name	Company	Business level	Country
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01. RAW MATERIAL & INITIAL PROCESSING

01.01. RESEARCH, TECHNOLOGY, ASSOCIATIONS

01.02. BREEDING & VARIETIES - TRADE

01.03. CULTIVATION & HARVESTING - TECHNOLOGY

01.04. FIBRE SEPARATION & PROCESSING

01.05. TRADING & INVESTMENT - RAW MATERIAL

HEMP PRODUCTS / INDUSTRY

01.10. HEMP FIBRES IN TECHNICAL APPLICATIONS

Building & Insulation materials, Composite materials , Technical textiles , Pulp

01.11. HEMP HURDS AS ABSORPTION MATERIALS

Horse and small animal bedding, Industrial absorption materials

01.12. SEEDS & OIL -RAW MATERIAL & TECHNOLOGY

HEMP PRODUCTS / CONSUMER

01.20. FULL ASSORTMENT

01.21. TEXTILES - GARMENTS

100 % Hemp, blended fabrics

Braintree

Hempro International

PROD - GH - EH

D

NK NR	Brand Name	Company	Business level	Country
01.22.	ACCESSORIES, BACKPACKS, BAGS baseball caps, hats, belts			
	PURE	Hempro International	PROD - GH - EH	D
01.23.	SHOES			
01.24.	COSMETICS - BODY CARE, HAIR CARE perfumes, Eau de Toilet, bath & massage care, detergents & preservatives			
	The Hemp Line	Hempro International	PROD - GH - EH	D
01.25.	STATIONARY, OFFSET PAPER, CARD FLASH posterstock			
01.26.	FOOD			
	Hempro International	Hempro International	PROD - GH - EH	D
01.27.	BEVERAGE alc. free, alc. content			
	Hemp Valley Beer	Hemp Valley Beer	PROD - GH	CH
01.28.	FABRICS & FURNITURE			

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GREENHOUSE TECHNOLOGY

NK NR	Brand Name	Company	Business level	Country
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02. FULL ASSORTMENT

GROW IN	Grow in Berlin	PROD - GH - EH	D
GROWTEC	GROWTEC	PROD - GH	D
HOUSEGROW	Housegrow	GH - EH	D

02.01. SEEDS

according to the German Narcotic Act

Blauwe Engel	Blauwe Engel	GH - EH	NL
Samenwahl	Samenwahl.com	GH - EH	E

02.02. CULTIVATION ACCESSORIES

growing mediums, watering, analysis- & control engineering, fertiliser & substrates

BIOGREEN	AGRIMIXX B.V.	GH	NL
BIO NOVA	BIO NOVA B.V.	PROD	NL
BTT	BTT B.V.	PROD - GH	NL
ECOLIZER	ECOPLANET	PROD	NL
General Hydroponics	General Hydroponics Europe	PROD - GH	F
Hesi Qualitätsdünger	HeSi Plantenvoeding	PROD - GH	NL
Plagron	Plagron	PROD	D

02.03. AIR CONDITIONING TECHNOLOGY

ventilation & filter, control engineering, air climate, heater, air pipes, -tubes, accessories

BTT	BTT B.V.	PROD - GH	NL
CAN Filters	Can Filters B.V.	PROD	NL
RUCK Ventilatoren	Catweazel Aachen	GH	D
Vaportek	Vapo Trade Geurneutralisatie	GH	NL

NK NR	Brand Name	Company	Business level	Country
02.04. LIGHTING				
complete assortment, single components & accessories				
	BTT	BTT B.V.	PROD - GH	NL
	Muselmann-Speziallampen	Muselmann	PROD - GH	D
	TRM Lighting Components	Catweazel Aachen	GH	D
	TRM Lighting Components	JOZA B.V.	GH	NL
	POLLINATOR	POLLINATOR COMPANY	PROD - GH - EH	NL
02.05. LABORATORY COMPONENTS & OTHER ACCESSOIRES				
	BTT	BTT B.V.	PROD - GH	NL



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SMOKERS SUPPLY

NK NR	Brand Name	Company	Business level	Country
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03. FULL ASSORTMENT

	BULLET	BULLET EUROPE	PROD - GH - EH	D
	GREEN GUIDE	Green Guide S.L.	GH	E
	Juicy Jay's	HBI INTERNATIONAL	PROD - GH	USA
	The REAL FAT FREDDY	Puff and Stuff	GH - EH	A
	UDOPEA	UDOPEA HEADSHOP GMBH & CO KG	PROD - GH - EH	D

03.01. SMOKING UTENSILS

**water pipes, bongs, pipes and others,
chillums, vaporiser and others, cleaner, accessories, replacements**

	aromed	Research & Experience	PROD	D
	Celebration Pipes	Smart Trading	PROD - GH - EH	USA
	G-SPOT	G-SPOT	GH	D
	HIGH-FISH	JOKER-TOOLS	PROD - GH	D
	HURRICANE	Republic of Bongland	PROD	A
	ROOR	ROOR	PROD - GH - EH	D
	VAPIR DIGITAL AIR	AIR-2	PROD	USA

03.02. ROLL YOUR OWN

Cigarette paper, rolling machines

03.03. SCALES

	Vector Europe Ltd.	Vector Europe Ltd.	PROD - GH	GB
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03.04. TESTING - & ANALYSIS PRODUCTS

	Euroblend & Ultraclean	GERMADOT	GH	D
	Euroblend & Ultraclean	ZYDOT Unlimited Inc.	PROD - GH	USA

03.05. MERCHANDISE

03.06. TABACCO & OTHERS

	Knaster	ZENTAURI Handel u. Vertrieb	PROD	D
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MEDIAFORUM

NK NR	Brand Name	Company	Business level	Country
04.01. PUBLISHING HOUSE - MAGAZINES				
	cañamo	La Cañameria Global S.L.	GH - DL	E
	Cannabis Culture Magazine	Cannabis Culture Magazine	DL	CDN
	Cannabis Kultur	CK Progressiv GmbH Cannabis Kultur	DL	D
	cc:newz	cc:newz	DL	GB
	grow!	grow! Magazin HVD GmbH	DL	D
	The REAL FAT FREDDY	Laurence Cherniak	DL	CDN / USA
04.02. PUBLISHING HOUSE - BOOKS				
	Nachtschatten Verlag	Nachtschatten Verlag	PROD - GH - EH - DL	CH
04.03. AUDIO AND VIDEO				
	Der Haschisch-Film	A-ATLAS Filmproduktion	DL	D
	RUFFSTAR FAMILY	RUFFSTAR FAMILY	DL	NL
04.04. @ MEDIA				



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HERBS & TEA

NK NR	Brand Name	Company	Business level	Country
05.01.	HERBS			
	Blauwe Engel	Blauwe Engel	EH	NL
	Knaster	ZENTAURI Handel u. Vertrieb	PROD	D
05.02.	TEA			
05.03.	ETHNOBOTANIC			
	according to the German Narcotic Act			
	Blauwe Engel	Blauwe Engel	EH	NL
05.04.	FUMIGANT			
05.05.	ELIXIRS			
	alc. free and alc. content			



COMMERCIAL SERVICES

NK NR	Brand Name	Company	Business level	Country
06.01.	DECORATION GOODS			
06.02.	MANAGEMENT CONSULTING			
	UDOPEA Franchise-& Beteilig. GmbH	UDOPEA Franchise- & Beteiligungsgesellschaft mbH	DL	D
06.03.	ELECTRONIC DATA PROCESSING			
06.04.	ARTWORKS & ADVERTISEMENT			
	PHANTASTIC ART & DESIGN	PHANTASTIC ART & DESIGN	DL	D
	Steve Stoned	PHANTASTIC ART & DESIGN	DL	D
06.05.	MARKETING, FAIRS			
	Intern. CannaBusiness®	Tri Tec GmbH	DL	D
06.06.	SHOP UTENSILS			
06.07.	TRAVEL & TRAFFIC			
06.08.	ASSOCIATIONS, INSTITUTIONS			
	IACM	Internat. Arbeitsgemeinschaft Cannabis als Medizin	DL	D
	Selbsthilfegruppe f. psychosomatisch Leidende e.V.	Selbsthilfegruppe f. psychosomatisch Leidende e.V.	DL	D
	Verein für Drogenpolitik e.V.	Verein für Drogenpolitik e.V.	DL	D
06.10.	CONSULTING AND RESEARCH			

Companies ABC

Business Branch: PROD = Production, GH = Wholesale, EH = Retail, DL = Services, INST = Institute, Association

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