

OFFICIAL RETAILER'S BUYING SOURCE FOR: CLOTHING, MUSIC, ADULT NOVELTY, SMOKE AND GIFT SHOPS WORLDWIDE

HEADQUEST

**HQ**  
Trade Magazine

**blown**

Optimized Website & Lowered Pricing

[www.PhreshPicksDist.com](http://www.PhreshPicksDist.com)

Shop of the Month

MUNSON'S  
EMPORIUM

Glassblowing

JON TAYLOR

Behind the Scenes

HQ MAG

FEBRUARY 2017  
**CHAMPS**  
*Las Vegas*



#HQ\_Mag



[www.HQMAG.com](http://www.HQMAG.com)

#200 JANUARY 2017



 Firefly2<sup>®</sup>



READY. SET. GLOW.  
CALL 877.292.7660 NOW TO ORDER



## LIGHT UP THE NIGHT

LIMITED  
EDITION  
BLACK  
ON BLACK  
FIREFLY 2



# MEET THE TOP 5 PRODUCTS YOUR CUSTOMERS ARE ASKING FOR.

Increase foot traffic to your store

The brand name that everyone trusts

National advertising campaigns that help you sell ALS Products!

HUGE PROFIT MARGINS

*I NEED  
THAT*

## BELT PRODUCTS

THESE TWO PRODUCTS ARE LIGHTWEIGHT, AND ARE READY-TO-USE. THE WHIZZKIT IS REFILABLE, AND THE LIL WHIZZ IS FOR ONE-TIME USE.



**2 TOP SELLER!**

1 Premixed Synthetic Urine Belt  
1 Heat Pad 1 Vile of Synthetic Urine  
& Instructions



**3 TOP SELLER!**

1 Refilable Urine Kit 2 Heat Pads  
Over 3oz of PreMix Synthetical Urine  
1 Syringe & 1 Set of Instructions



FOR SPECIAL HQ PRICING:  
**(888) 895-7016**  
**WWW.THEALSSHOP.COM**

PROSTHETICS

# THE WHIZZINATOR

The **FIRST** touch-and-go synthetic urine system by ALS.

# Touch!



1

**MEDICAL GRADE SYNTHETIC URINE**  
WHOLESALE volume discounts and loyalty programs available

**LOOKS SO REAL  
WE CAN'T SHOW  
YOU THE REST!!!**



4

**BRAND NEW!**

- 1 Prosthetic Whizzard
- 2 Heat Pads
- 1 Vile of Synthetic Urine



5

**BRAND NEW!**

- One Disposable Premixed Personal Golden Flask
- Over 4 oz of Synthetic Urine
- 1 Heat Pad & Instructions

This product is not intended for any illegal purpose.  
Nor is it to be used to defeat lawfully administered drug tests.



# Best Whip

The cleanest, purest & best selling brand in the world!

Contact your distributor  
& tell them you want  
the best... BestWhip!

**ORDER  
TODAY!**



mike@bestwhip.com  
or call.877.502.7326



Ask your distributor  
for the hottest selling products!

**ORDER  
TODAY**



mike@bestwhip.com  
or call.877.502.7326

**PURE AS DRAGON'S  
BREATH!**

**QUALITY MADE PRODUCTS  
THAT STAND THE TEST OF TIME**

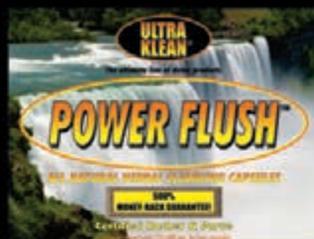
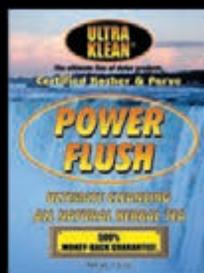


*The ultimate line of detox products.*

**900%  
MONEY-BACK GUARANTEE!**

**(800) 324-7770**

**We have over 20 years industry experience,  
the highest quality ingredients, and the best  
guarantee in the industry.**



- \*Detox drinks (16 oz and 25 oz)
- \*Permanent Cleansing Capsules
- \*Herbal Cleansing Tea
- \*Herbal Cleansing Capsules

- \*Synthetic Urine (2 oz & 4 oz)
- \*Detoxifying Mouthwash
- \*Cleansing Shampoo
- \*Oral & Urine Test Kits

*We use the highest quality herbs, certified kosher & parve.*



*The ultimate line of detox products.*



**(800) 324-7770**

# HUNI BADGER

V E R T I C A L V A P O R I Z E R



- INNOVATIVE VERTICAL VAPORIZER
- PORTABLE AND STEALTH IN DESIGN
- CONVENIENTLY VAPORIZE EXTRACTS ON-THE-GO
- POWERED BY A SINGLE 18650 BATTERY (NOT INCLUDED)
- CERAMIC HUNITIP HEATING ELEMENT
- STAINLESS STEEL AIRWAY PROVIDES PURE, CLEAN TASTE
- INTERCHANGEABLE HIGH AND LOW TEMP HUNITIPS
- BUILT-IN LED LIGHT ILLUMINATES THE TARGET
- FAST HEAT UP TIME TO OPERATING TEMPERATURE
- 60 SECOND AUTOMATIC SAFETY SHUT OFF
- 14MM AND 510 EGO MUZZLES PROVIDE OPTIONAL WATER FILTRATION
- INCLUDES 3 INTEGRATED HUNIPOT EXTRACT CONTAINERS
- PROTECTIVE MAGNETIC COVER HOLDS EGO MUZZLE, HUNIPOT AND HUNITIP
- SLIDING DUST COVER KEEPS THE AIRWAY CLEAN WHEN NOT IN USE
- WATERPROOF HARD CASE INCLUDED



[ STEALTH ]



[ PERFORMANCE ]



[ CONVENIENCE ]



**HUNI  
BADGER**  
VERTICAL VAPORIZER

FOR WHOLESALE INQUIRIES  
CALL: +1 702.998.9536

VISIT US ONLINE  
[WWW.HUNIBADGER.COM](http://WWW.HUNIBADGER.COM)

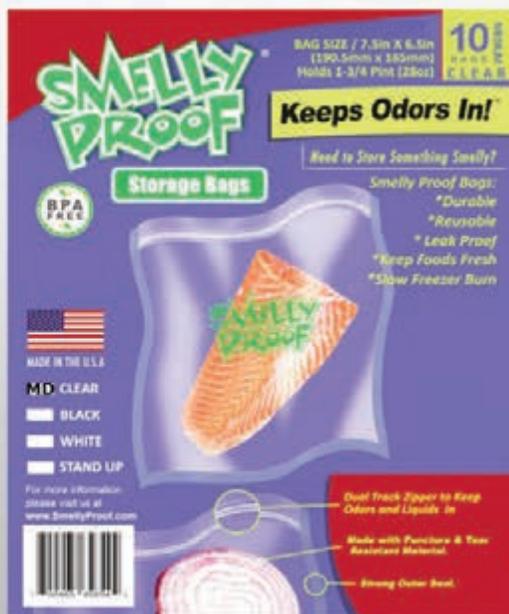
# SMELLY PROOF™

## Storage Bags



Don't be fooled by inferior imitations using the term Smell Proof Storage Bags to confuse you with the true brand name leader since 1999,  
**SMELLY PROOF STORAGE BAGS.**

Right now if you call Smelly Proof Storage Bags we will swap out up to \$250 worth of Stink Sack with the true SMELLY PROOF STORAGE BAGS.



Please call 866-515-9622  
[www.smellyproof.com](http://www.smellyproof.com)

\*\*\*RESTRICTIONS APPLY CALL FOR DETAILS\*\*\*

WELCOME

JANUARY

2017

Hello  
2017

Shout-Out's  
from your Editor



Happy New Year HQ readers and welcome to 2017! HQ is excited for everything planned this year and FINALLY...we get to share the news with you all!

First, as the industry evolves, buyers and vendors (in order to stay competitive) have been looking for additional outlets to advertise their services and products. HQ has the answer! The internet has changed the way people and businesses shop for and buy products, which is why HQ has elevated its online presence. This January HQ is launching an innovative shopping cart feature that will connect vendors and buyers in a whole new digital way. Vendors may now utilize this feature and connect to over 30,000 shops nationwide and buyers now have the ability to purchase everything that they need in one easy to use marketplace!

In addition, HQ has also stepped into the booming legal marijuana industry, which is on pace to hit \$20 billion in revenue by 2020, according to the Marijuana Business Daily. A bi-monthly supplement will be available this coming March and will specifically target vendors who cater to the professional growing companies and dispensaries.

And lastly, HQ will be expanding even further as the publication moves into the European smoke shop market. A quarterly magazine is in the works that will duplicate the successful format of the magazine that's distributed to retailers in the States, but focus on stores in European countries. Our goal is to build a bridge to the overseas market for vendors in the U.S.

With all of these exciting additions, HQ would like to thank all of our shop owners and managers and HQ vendors for the encouragement and support we receive each month! Without all of you, HQ would cease to be. If you would like any information on the above products, please email [communications@headquest.com](mailto:communications@headquest.com) for additional details.

The HQ team would like to wish everyone a Happy New Year and welcomes 2017 and all of its glory! See you all next month at Champs in Las Vegas! ❖

HEADQUEST Inc. assumes no responsibility for contents herein. Opinions expressed in articles are strictly those of the writer. Published monthly by HeadQuest Inc., 9901 Acoma Rd. SE Albuquerque NM 87123. Subscriptions available for \$39 yearly, payable in U.S. funds. Send address changes (please include previous label) to address above or call (505) 275-6049. Printed in Canada. Publications Mail Agreement #40069018 Return undeliverable Canadian addresses to: 737 Moray St. Winnipeg MB, Canada, R3J3S9



## HQ Trade Magazine

January 2017 Issue #200

[www.hqmag.com](http://www.hqmag.com)

[www.facebook.com/headquest](http://www.facebook.com/headquest)

### Published by

Headquest Inc.

### Editor-in-Chief

R. Cantu

### Advertising Executives

Contact any salesperson at 505-275-6049

Jessica Arviso

Michael Gonzales

### Communications Director

Sandy Caputo

### Art Director

Billy Wetzel

### Contributing Writers

Austin L.

Darin

Tanya

Ray

Burt

Madden

### Executive Assistant

Richard DePriest

### Billing

505-275-6049

### Information

[adinfo@headquest.com](mailto:adinfo@headquest.com)

### Fax

505-275-6510

Printed in Canada on recycled paper with vegetable-based inks

## BEWARE!

HQ has no affiliates or outside sales team. Any business or person contacting you and acting as an HQ Representative or claiming affiliation with HQ Publications is unlawfully misrepresenting himself or herself. Please contact [admin@headquest.com](mailto:admin@headquest.com) if you are approached by any such entity.



# RAW<sup>®</sup> CONE

NATURAL UNREFINED ROLLING PAPERS

1 1/4



98 SPECIAL



LEAN



KINGSIZE



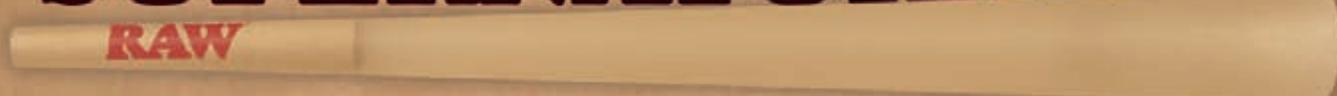
PEACEMAKER



EMPERADOR



SUPERNATURAL



# CHALLENGE

# RAW

We are the #1 cone in the world - Our cones are the best in the world and smokers overwhelmingly agree. Why would anyone spend \$100 on good material and then try to save a penny on a cheap yucky tasting generic cone!



[www.rawthentic.com](http://www.rawthentic.com)

@rawlife247

#rawlife





# Rollin' out Two

## APOTHIIX™



Anise, Herbal



Honeydew Bloom



Blackberry, Apricot



Guava, Strawberry,  
Honey, Bouquet



Sarsaparilla, Lemon-Lime,  
Lavendar



Amaretto,  
Cognac, Orange

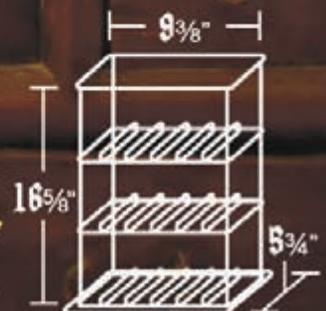
## Apothix Drip Collection



Three Nicotine Levels: 0, 3 & 6 MG

- 54 Bottles (3 of each flavor & MG Level) each formulated with maximum U.G. for
- Designed for use in Rebuildable and Rebuildable Drip Atomizers
- 3 Color Coded Bottles of each MG & Flavor (0, 3 & 6 MG Nicotine)
- Free Acrylic Display (5<sup>3</sup>/<sub>4</sub>" deep x 9<sup>3</sup>/<sub>8</sub>" wide x 16<sup>5</sup>/<sub>8</sub>" tall)
- All Bottles are Tamper Evident with Child Safety Caps
- All Bottles are Solid Metal for UV Protection
- Bottles are \$6.50/each (sold in packs of 3)

Ultimate  
Cloud  
Production



Call or visit us online: **1-866-544-5267**

[tastypuff.com/wholesale](http://tastypuff.com/wholesale) password: lastyman

Free Clear Acrylic Display with your order

# New Drip Brands

# Sweet Deelites™

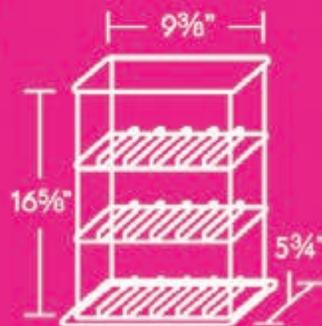


## Sweet Deelites Drip Collection



**Three Nicotine Levels: 0, 3 & 6 MG**

- 54 Bottles (3 of each flavor & mg Level) each formulated with maximum V.G. for
- Designed for use in Rebuildable and Rebuildable Drip Atomizers
- 3 Color Coded Bottles of each MG & Flavor (0, 3 & 6 MG Nicotine)
- Free Acrylic Display (5<sup>3</sup>/<sub>8</sub>" deep x 9<sup>3</sup>/<sub>8</sub>" wide x 16<sup>5</sup>/<sub>8</sub>" tall)
- All Bottles are Tamper Evident with Child Safety Caps
- All Bottles have Tinted Glass for UV Protection
- Bottles are \$6.50/each (sold in packs of 3)



Free Clear Acrylic Display with your order

Call or visit us online: **1-866-544-5267**

[tastypuff.com/wholesale](http://tastypuff.com/wholesale) password: tastyman \*Distributor Discounts Available for Qualifying Distributors



YouTube





# SKEYE WHOLESALE

THE SMOKESHOP SUPPLY LEADER



## Wild Berry Incense



### Six New Scents!



Dance Hall · Maverick · Prairie Sage  
Shooting Star · Tumbleweed · Woodsman

## American Nag Champa

### AMERICAN NAG CHAMPA

Premium American Made Nag Champa Incense



**\$99.99**  
49 boxes



12 - 100g

25 - 15g

12 - 40g

## Slide Deal



**\$149.99**  
75 slides  
99068  
Package Deal

## Waterpipe Deals



**\$149.99**  
12 pipes  
9mm  
99005

**\$199.99**  
13 pipes  
Glass On Glass  
99006

## This Thing Rips - Vape Pen Kits

### OG Four 2.0



WP3101  
**\$37.00**  
each

### R - Series 2.0



WP3103  
**\$25.00**  
each

### R - Series Roil



WP3105  
**\$38.50**  
each

Talk to a Sales Representative today - 1.866.470.8806



# Kind Pen Dream

The Kind Pen Dream is the Go-To personal vaporizer for the concentrate connoisseur.

- Ceramic Disc Chamber
- Multiple Heat Settings: 350° - 390° - 430°
- Includes Dual Quartz Rod Atomizer
- Lifetime Warranty



The Kind Pen



**\$30.00** each  
Black  
WP1480



**\$30.00** each  
Silver  
WP1481

## Detox For All



## Cannasmack - Lip Balm



**\$60.00** full display  
WP5053  
SPF 30  
Tattoo Protectant

**\$31.50** full display  
WP5055  
SPF 15

## Socks! Socks! Socks!



**\$119.99**  
32 pairs

**LEAF** socks

## Bajas

**Pullover** med  
large  
xl  
xxl  
xxxl



99045  
**\$99.99**  
12 pullover hoodies

99046  
**\$99.99**  
8 zip-up hoodies

**Zip-Up** large  
xl  
xxl



**\$10.00** ea  
Pullover

**\$13.00** ea  
Zip Up

Visit us on the web at - [WWW.SKEYEWHOLESALE.COM](http://WWW.SKEYEWHOLESALE.COM)

# Contents

#200 JANUARY 2017

## FEATURES

### BEHIND THE SCENES



**Ralph Garza/HQ** page 48

"I like the fact that we're part of an industry that's just now really starting to get the positive recognition it deserves."

page 52

**Smoke News**

page 54

**Talking Business**

page 60 Glassblowing

**Jon Taylor**

page 64

**Sentencing Guidelines**

page 68 SOM

**Munson's Emporium**

**New ADVERTISERS**

pages 81-89

**All the newest wholesalers in one place.**

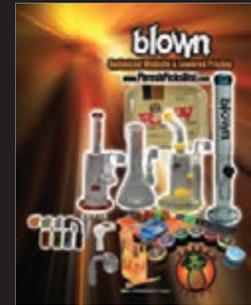
page 76 **Giveaways & Promos**

pages 90 **National Days**

pages 92, 94 **Q4B**

page 104 **Music**

## COVER SPONSOR



## Phresh Picks

Premium glass pipes, lowest wholesale price guaranteed, phenomenal pricing and superior service.

[www.phreshpicksdist.com](http://www.phreshpicksdist.com)  
page 105

## ADVERTISERS

#1 Wholesale / Sterling CBD	63	<b>Vape World</b>	IFC, 1, 19, 65, IBC, Back Cover	Pure Hemp	102
<b>1 Source Products</b>	9	HBI International / RAW	11	RLX Feel Good	75
<b>13 Glass</b>	33	<b>Headdies</b>	40	RYOT by Volo Trading	17
<b>420 Science / Jars</b>	111	High Voltage Detox	103	Serious Monkey Bizness	73
5 Hour Break	30	<b>Hot Vapes</b>	37	<b>Skeye Wholesale</b>	14-15
<b>AFG Distribution</b>	27, 35	Huni Badger	8	<b>Spectrum Vapor</b>	47, 97
Allan Store Fixtures	86	IAI Corp	82	SSE <i>Smoke Shop Events</i>	62
<b>Alternative Lifestyle</b>	2-3	Indica	36	Starship 420	98
Allsmok Insurance	84	Inhale	49	Sweet Leaf Grinders	10
Amira Hookahs	99	Ital Hempwick	67	Tasty Puff	12-13, 44
<b>ATMOS RX</b>	29	JJuice	45	Thunder Sportswear	72
Captain CBD "Gummies"	77	JM Plastics	43	Tobacco Outlet	78
Catch A Fire Hat Pins	84	Kasher	79	<b>Ultra Klean</b>	6-7
CHAMPS Tradeshow.com	70-71	Kava Therapy	69	<b>Ultra Pure</b>	22
Creamright	18	Lighter Pick	102	UniShow	91
Doob Tubes	100	Lucati Glass	74	Vapor Lakes	109
Dr. Greens	55	Mikes Worldwide	32, 50, 59, 106	Vapor Outlet	110
<b>East West Trading</b>	38-39	Mighty Fast Herbal Infuser	88	Vapor Tech USA	31, 41
<b>Eldorado</b>	51, 53	Nicotine Source	23	<b>Vapornation.com</b>	20-21
Epic Wholesale	83	OOZE 420	93	<b>Vatra</b>	101, 112
Extract Craft	95	Orange Chronic	28	<b>Volo Trading</b>	17
Fleshlight	61	Organabus	80	V-Syndicate / Dabit Card	46
 Turn Key Business	100	<b>Party Nuts</b>	56-57	<b>White Rabbit</b>	108
FUTUROLA	26	<b>Phresh Picks Dist. / Blown Glass Goods Cover Sponsor</b>	105	Wild Berry <i>America's Best Incense</i>	79
Glass Vegas	88	Pineal Paradise	87	Xvape	89
<b>Gourmet Innovations / Best Whip</b>	4-5	Pineapple Magazine	66	Zone Wholesale	34
<b>Got Vape</b>	24-25	PT Bag Company	107	Zydot	58
<b>Greenlane</b> formerly		Primal Herbal	85		

**RYOT** | UTILITY TOOL



**NEW PRICE**  
USD  
**\$49.00**  
MSRP  
\*\*\*

12 TOOLS:  
Bottle Opener, V-Synchate Grind Card, Cleaning Blade, Curved Scoop, Concentrate Fork, Silicone Scoop, Detail Hook, Poker, Flat Scoop, Tamper, Flathead Driver.  
Includes: RYOT Silicone Wax and Tool Case. Tool Size: 3.25" x 1.13" x 1" PATENTS PENDING



Watch the RYOT Utility Tool Video!

1-866-420-0420

RYOT® & KANNASTÖR® BRANDS ARE DESIGNED BY VOLO TRADING DISTRIBUTOR PRICING AVAILABLE

www.VOLOTRADING.com

"Great!! No more words needed."  
-Marco S. Verified GRASSCITY Buyer  
Avg. 2016



"Pretty sure this is what NASA would design if they designed herb grinders."  
-Amazon Buyer - R. Foshie Sep. 2016



"Awesome, excellent price & grind!"  
-Online Buyer - Deanon May 2016



**KANNASTÖR**  
**GR8TR**  
WORLDWIDE PATENTS PENDING

"Love it!"  
-J James Verified GRASSCITY Buyer  
January 2016



"Breakthrough design and technology. I have a grinder collection that most people would dream of, but the GR8TR is what I use everyday."  
-OB Gold Author of Seven Steps to Marijuana Mastery



"HOLY SHIT this grinder blew my mind the first time I used it."  
-Master Bong the budguru.com



"Five Stars"  
-Amazon Customer March 2016



"The GR8TR is awesome, it's super easy to change."  
-Online Buyer - Feb. 2016



Watch the GR8TR Video!

SK I-GR8-22  
MSRP: \$84 USD

SK-GR8-22  
MSRP: \$79 USD

SK VP-GR8-22  
MSRP: \$64 USD

"GR8TR IS A FIRST CLASS GRINDER"  
-Online Buyer - ConsLife July 2016



"100% yes! Kannastör is a great grinder, I've never had so much kief!"  
-Online Buyer Feb. 2016



"It is so consistent on the grind! I can't stress this enough."  
-Snackmaster on fuckcombustion.com



"This is a quality piece. More surface area equals more flavour. Do yourself a favour!"  
-Product Review Sept. 2016



"Kannastör takes their grinder designs very seriously, which shines through in their GR8TR."  
-Bestgrinder.net 2016



"Gigantic spaces for storage, can fit around 4g of ground herb in the main chamber, with room enough for another 2g unground in the lid compartment."  
-Vaparents on www.reddit.com



"A perfectly uniform fine grind in less than a quarter of the time it used to take with my SCS."  
-Vaporonly on fuckcombustion.com



MEDICAL GRADE FINISH

LIMITED LIFETIME WARRANTY

# Creamright™ Products

Unlike the competition, we are the only authorized importer from the Austrian Masters,  
Your customers can spot a cheap imitation... Only accept the quality brands your customers demand!

At Creamright™  
we support our  
re-sellers with  
structured pricing  
and Minimum  
Advertised Price

*EZ Whip*  
*Sexy Whip*

**iSi**

**Ultra-Pure Whip™**

**Genuine Austrian Quality N20 Whip Cream Chargers  
Authentic Brands**



AVAILABLE IN 10, 24, AND 50 COUNT CARTONS FOR RETAILERS AND DISTRIBUTORS

+1.239.394.5757 | FULFILL@CREAMRIGHT.COM



INTRODUCING  
**DAVINCI IQ**

PRECISION VAPORIZER



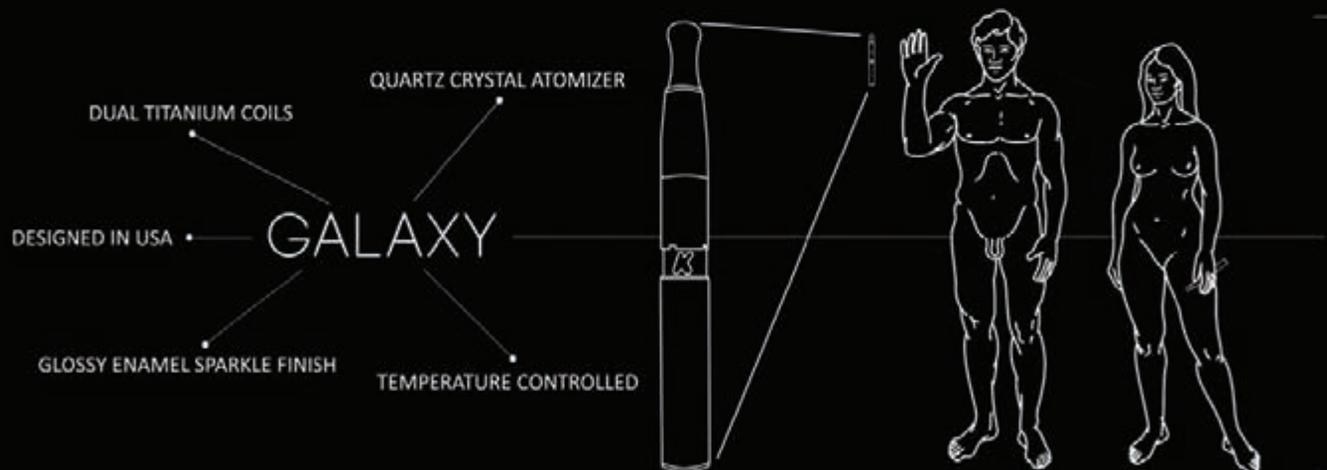
100% CERAMIC ZIRCONIA AIRPATH  
SMART PATH TECHNOLOGY  
PRECISION TEMP CONTROL

BOOST & STANDBY MODES  
REMOVABLE 18650 BATTERY  
BLUETOOTH APP CUSTOMIZATION

KANDYPENS

# GALAXY

AWARDED 2016 BEST VAPORIZER BY **HIGH TIMES** MAGAZINE



AVAILABLE AT



WWW.VAPORNATION.COM  
PHONE: 888-321-VAPOR (8276) • WHOLESALE@VAPORNATION.COM



FLOOR 7 VAPES  
**SIDEKICK**  
PORTABLE VAPORIZER



**HANDCRAFTED  
GLASS  
FOR CRISP  
FLAVOR**  
FAST • DURABLE • EFFICIENT



AVAILABLE AT



[WWW.VAPORNATION.COM](http://WWW.VAPORNATION.COM)

PHONE: 888-321-VAPOR (8276) • [WHOLESALE@VAPORNATION.COM](mailto:WHOLESALE@VAPORNATION.COM)

ültra  püre

BUTANE

**BUY 1  
CASE**

100% Pure Butane  
72 Cans Per Case

**GET 1  
CASE  
FREE**

**ORDER  
NOW!**

mike@bestwhip.com  
or call.877.502.7326





# Manufacturers that care *use quality ingredients*

Our promise is to deliver a superior product with fast turn around.

Nicotine Source was created to supply manufacturers with top quality, Pharmaceutical Grade nicotine and raw ingredients at a fair price. Our knowledgeable staff is dedicated to provide the best customer service to our clients.

USP Liquid Nicotine      USP Vegetable Glycerin  
USP Propylene Glycol    FDA Quality Flavoring



[www.nicotinesource.com](http://www.nicotinesource.com) | 505-323-4477 | [peggy@nicotinesource.com](mailto:peggy@nicotinesource.com)

# LOKI TOUCH

THE WORLDS FIRST PORTABLE TOUCH SCREEN VAPORIZER



DETACHABLE HEATING CHAMBER COVER



HEATING CHAMBER



OPTIMAL TOUCH  
TEMP CONTROL



10 SECOND  
AUTO DIM



MAXIMUM AIR  
FLOW OUTPUT



DUAL APPLICATION  
DRY & WAX

## PREMIERE PORTABLE TOUCH SCREEN VAPE

THIS IS THE 1ST TOUCH SCREEN DIGITAL VAPORIZER THAT PUTS COMPLETE CONTROL IN YOUR HANDS FOR A PERFECT VAPE EVERY TIME. SWIPE ANY NUMBER OR UTILIZE THE PLUS OR MINUS BUTTONS FOR EASY TEMPERATURE ADJUSTMENT.

## EASY FLOW AIR PATH

THE LOKI TOUCH EASY FLOW PASS THROUGH SYSTEM MAKES YOUR VAPING EXPERIENCE AS SMOOTH AS POSSIBLE.

1ST TOUCH  
SCREEN  
DIGITAL  
VAPORIZER

30 SECOND  
HEAT-UP  
TIME ⌚  
MAX TEMP  
440 F°



**Got Vape**  
Premiere Vaporizer Network .com

ORDER NOW  
**888 827-3101**

# EXXUS MINI

THE SMALLEST VAPORIZER  
OF ITS KIND



We were blown away by how small the Exxus Mini Vape was and how big of a punch it packs when you hit it!

Easy to travel with and great battery life, we highly recommend this product.

MAC & JOYA, HIGH RISE TV



THE HIGH RISE TV



CLICK POWER  
BUTTON 5 TIMES  
TO TURN ON



ANODIZED HEATING  
CHAMBER



30 SECOND  
HEAT UP



ADJUSTABLE  
TEMPERATURE



4" TALL



MICRO USB  
CHARGING



UP TO 2 HOUR  
BATTERY LIFE



AUTO SHUT  
OFF FEATURE



H2O  
ATTACHMENT



Got Vape®  
Vapers Vaporizer Network .com

ORDER NOW  
888 827-3101

MENTION CODE HQ100 FOR A 10% DISCOUNT ON PRE-ROLLED CONE CARTONS



# THE FUTURE OF ROLLING™

THE FUTUROLA KNOCKBOX FILLS 100 PRE-ROLLED CONES IN 2 MINUTES



## KNOCKBOX COMPATIBLE CONES

AVAILABLE IN 5 SIZES



1 1/4 SIZE

84MM CONE 26MM TIP



REEFER SIZE

98MM CONE 30MM TIP



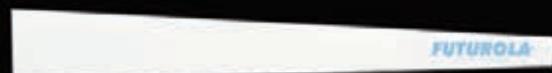
SLIM SIZE

98MM CONE 26MM TIP



KING SIZE

109MM CONE 26MM TIP



KING SIZE

109MM CONE 21MM TIP

# PULSAR RIP

RUGGED  
INDESTRUCTIBLE  
PIPES

PULSAR® RIP SERIES

PLATINUM  
CURED

100% Ultra-Pure,  
Medical Grade, BPA  
Free Silicone

FLEXIBLE

GLOW  
IN THE  
DARK

SILICONE  
ICE CATCHER

Removable, and Easy  
to Clean Ice Catcher  
Cools Your Smoke

COLOR CODED

UNBREAKABLE

SUCTION  
CUP BASE

Helps Keep Your Pipe  
Where It Needs to Be!

LIFETIME  
WARRANTY\*

855.234.4386

www.AFGDistribution.com



# ORANGE CHRONIC™

## CLEANERS & SPRAYS

**YOU HAVE TRIED THE REST  
NOW STICK TO THE BEST!**



16 Oz.  
12 pcs. per case

### ORANGE CHRONIC™

4 oz.  
24 pcs. per case

- Immediate Results
- No Scrubbing or Waiting
- No After Taste or Smell
- Easy to Use
- Free Rinsing
- Brightens Glass
- Cleans Glass & Metals



Our cleaners don't use abrasive material.  
Our product does not contain salt.  
Elements coat and protect  
your glass for extended use.

12 Oz.  
12 pcs. per case

### AGENT ORANGE™

4 oz.  
24 pcs. per case

- Ready to Use
- Made with Natural Renewable Resources
- No After Taste or Smell
- Cleans Pyrex, Glass, Metal, Ceramic
- Reusable
- Contains NO Alcohol



### GREEN CHRONIC™

12 oz.  
12 pcs. per case

- 100% Natural Green Cleaner
- Cleans Plastic & Acrylic
- Earth Friendly
- Reusable
- Biodegradable
- Strong
- Safe
- Awesome

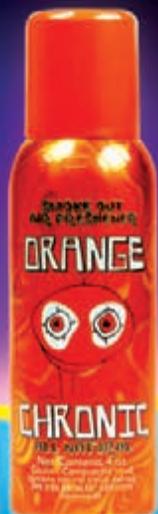


4 oz.  
24 pcs. per case

### SMOKE OUT™ Air Freshener

1.5 oz.  
24 pcs. per case

- Immediate Results
- Extracted from Natural Oranges
- All Natural & Non-Aerosol
- Convenient to Take Anywhere



TOLL FREE: 800.644.4783

FAX: (877) 9-CHRONIC  
247664

www.orange-chronic.com

**CHATIK ENT.**

**Orange Chronic™**  
Homegrown in California



We Accept



ATMOS

Introducing...

KILN  
+ shine

GOLD EDITION



SILVER EDITION



*Key Features*

- Made of Pure Ceramic
- Replaceable Atomizers
- For Wax Consistency Products



AtmosRx.com | 855-442-8667

# NEED A BREAK?



*Sometimes we all just  
need a break from the  
stresses of life*



[www.kavatherapy.com](http://www.kavatherapy.com)

# INFUSED WITH 99% PURITY CBD CRYSTALLINE



125mg / 250mg  
MANGO FLAVORED CBD DROPS

60mg  
HARD CANDY



JOINT & MUSCLE RUB • 125mg CBD CRYSTALLINE  
• 250mg CBD CRYSTALLINE

80mg  
CBD CRYSTALLINE  
Face + Body  
MOISTURIZING LOTION



THC  
✓ FREE



500mg • 1000mg  
PEPPERMINT FLAVORED  
CBD DROPS



Attention: Users may experience a moderate to significant amount of overjoy.

480.634.4225  
602.327.1557  
602.451.7179

info@vaportechusa.com

VAPOR  
TECH

E-Cigs and Ultra Premium E-Liquid

VaporTechUSA.com

FOLLOW US:

f i // vaportechusa

**\$74<sup>25</sup>**  
99¢/piece  
(MPP3) Pipe Metal Picture  
Pipe Assorted (75ct)



KIT0009-2

**\$29<sup>75</sup>**  
35¢/piece  
(PN) Peanut w/stripes  
Assorted (85ct)



KIT0006

**\$35<sup>00</sup>**  
50¢/piece  
(PNC) Peanut Spoons  
Assorted (70ct)



KIT0007

**\$60<sup>00</sup>**  
\$2.40/piece  
(GIH0075) Neon Spoon-Assst  
Styles & Colors (25ct)



KIT0053

**\$75<sup>00</sup>**  
\$1.25/piece  
(BR3) Latticino spoon  
assorted (60ct)



KIT0002

**\$79<sup>60</sup>**  
\$1.99/piece  
(IO3) Spoon Assst. De-  
signs and Colors (40ct)



KIT0014-1

**\$84<sup>00</sup>**  
\$3.50/piece  
(GP319) Latticino Spoon  
w/Assst. (24ct)



KIT0004-1

**\$85<sup>00</sup>**  
\$3.40/piece  
(GIH025) Mini Sherlock Bub-  
bler Assst. Colors (25ct)



KIT0057

**\$90<sup>00</sup>**  
\$3.60/piece  
(AN-ELE) Elephant Animal  
Pipe-Assst. Colors (25ct)



KIT0054

**\$56<sup>25</sup>**  
\$3.75/piece  
(WPM0003) Waterpipe  
Mini 9mm Assorted (15ct)



KIT0050

**\$40<sup>00</sup>**  
\$4.00/piece  
(WPM0005) Waterpipe  
Mini 9mm Assorted (10ct)



KIT0051

**\$100<sup>00</sup>**  
\$2.00/piece  
(BW415) Bowl Assst.  
Designs (50ct)



KIT0055

**\$24<sup>99</sup>**  
\$1.25/piece  
(MMC01) Assorted designs  
memo clip dice (20ct)



KIT0025

**\$99<sup>99</sup>**  
\$5.00/piece  
(MNP52) Uber Metal  
USB Pipe (20ct)



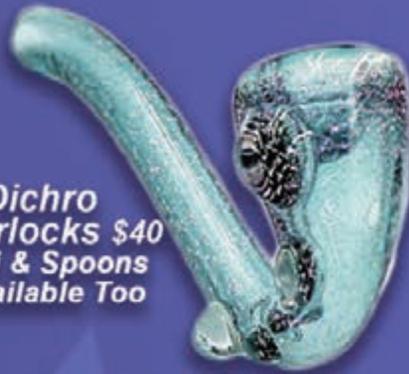
KIT0026

# American-Blown Glass

UV Coil Cap  
\$14



Dichro  
Sherlocks \$40  
Mini & Spoons  
Available Too



UV Fish Onie \$30



Fumed Stryders  
Mini \$6, Small \$10  
Medium \$15 & Mega \$25



Dots on Blue  
\$12.50



Slyme Spoons \$25  
Green, Pink or Blue



Bubble Trap \$30  
Small, Large  
& Clear Available Too



Corn Cobs \$38



Huge Variety  
of Sandblasted  
Sherlocks \$16



**13glass.com**    **877-390-1313**



NO Min Order    Wholesale Only    Colors Vary



# ZONE

## WHOLESALE



# BEST SELECTION

## FOR EVERYTHING YOU NEED

TEL: 713.785.3111 TOLL-FREE: 1.877.558.5095 WWW.ZONE-WHOLESALE.COM

# APX WAX

"IT'S THE SMALLEST, MOST POWERFUL  
TRIPLE QUARTZ COIL AND QUARTZ  
LINED CHAMBER VAPORIZER OF 2016."

The Vape Guide

 3.5" TALL  
MICRO-SIZED

 INCLUDES  
SILICONE  
CONTAINER

 1 YEAR  
WARRANTY

TRIPLE QUARTZ COILS  
PURE QUARTZ CHAMBER

"AN IDEAL OPTION FOR A PERSON  
WHO WANTS TO GET BIG CLOUDS FROM  
A TRIPLE QUARTZ COIL ATOMIZER"

Vaporizer Review



Available Colors:

855.234.4386

[www.AFGDistribution.com](http://www.AFGDistribution.com)

**PULSAR**<sup>®</sup>  
ENJOY HIGHER CULTURE

5SEC  
HEAT TIME

"LOOKS AMAZING AND DEFINITELY A  
GAME CHANGER WOW VERY PLEASING TO  
THE EYES GOOD LOOKING PRODUCT"

TechRax

A dark grey Indica i2 vaporizer is shown in the lower right. A green dashed line diagram illustrates the temperature control system. A central green circle contains the text '376 F' and '191 C'. Dotted lines radiate from this circle to various points on the vaporizer, labeled with numbers: 1.4, 7.4, 7.5, and 1.8. A solid green line points from the top of the vaporizer to the central circle. The background is a blurred city street at night with warm bokeh lights.

## A GREATER DEGREE OF SOPHISTICATION

The *Indica i2* vaporizer sets a new standard in experience and aesthetics. Superior levels of vapor, more precise control, and a more ergonomic mouthpiece for a distinctive, unmatched experience. Learn more at [indica2.com](http://indica2.com)

**INDICA**

Our 120ml plastic line



There's a good reason we're still  
selling juice after all these years...

**It's just reallllly good stuff!**



Our 30ml glass line

Inquire for samples  
*or Private Labeling*

sales@hotvapes.com  
775-Hot-Vape (775-468-8273)  
www.hotvapes.com

Made in our lab in Chicago  
1740 N. Milwaukee Chicago IL 60647

HotVapes.com

# DipLite®

## Scented Candles

Ideal for Cigarettes,  
Cigars & Pipes or  
Other Odors



## Smoke Eater

New & Improved

- Made with Paraffin & Soy Blends
- Lead Free Wick



## CERAMIC STASH JARS

- Air-Tight Design
- Easy-Open Cork



3oz Jar



8oz Jar



**zippo** We Carry the Full Line of Zippo.

East West Trading Corp. Ltd.  
www.FujimaUSA.com • www.Lucienne.com

The Original

NEAR **ZERO**  
IMPURITIES

Butane



400ml



300ml



100ml

The cleanest butane Period.

- Filtered to UNDER 6 parts per million
- 99.9994% Pure
- Won't taint the flavor of your cigar, tobacco, BHO extraction
- Recommended for all refillable butane lighter
- Nozzle adapters built into the cap on 300ml cans
- Formulated for Lucienne, the world leader in lighter technology.

Best Butane in  
the Industry!

East West Trading Corp. Ltd.

Importers • Exporters • Distributors  
Phone: 800-621-3635 • Fax: 855-900-4848  
[www.FujimaUSA.com](http://www.FujimaUSA.com) • [www.Lucienne.com](http://www.Lucienne.com)

For more Products Visit us online



 **Lucienne**  
Lighters of Distinction

**INTRODUCING:  
THE FIRST GLOW IN THE DARK LABEL.**



1-855-241-2500 ..... HEADIES.COM .....



# VAPORTECH RELOADER

USE WITH ANY MOD AT 20W OR LESS.



### \* CERAMIC FEEDER

- SPLASH-PROOF (LESS WAX WASTE)
- SELF-CLEAN DESIGN



### \* 360 CERAMIC

- SPLASH-PROOF (LESS WAX WASTE)
- SELF-CLEAN DESIGN



### TRIPLE QUARTZ

- QUARTZ TRIPLE COIL
- QUICK HEAT DESIGN FOR RIG-LIKE DABS

#### \* TWO-LAYER HEATING STRUCTURE

Wax melts through/around ceramic structure (layer 1) and atomizes when it reaches the bottom ceramic coil (layer 2)



### VAPORTECH RELOADERKIT

**\$29.99** MSRP

**\$15.00** WHOLESALE



### VAPORTECH RELOADER

Replacement Coil

**\$14.99** MSRP

**\$7.50** WHOLESALE

## Load.Toke.Repeat.

480.634.4225

602.327.1557

602.451.7179

info@vaportechusa.com

VAPOR  
TECH  
E-Cigs and Ultra Premium E-Liquid

FOLLOW US:



vaportechusa

VaporTechUsa.com

THE OFFICIAL RETAILER'S BUYING SOURCE

# POSTERS WORK to help sell your products!

GIANT  
31" x 20.5"  
Poster

Get into  
16000+ stores  
for less than

60¢ a  
pop!



Call now for more info **505-275-6049**

**HQ**  
Trade Magazine

# NEW PRODUCTS



**M-M1** 1"X8" \$8.50  
**M-MINI-20** 1"X6" \$7.75



**JM**  
**Plastics LLC**  
 1-818-255-2141  
 FAX: 1-818-255-3090  
[www.JMPLASTICSLLC.COM](http://www.JMPLASTICSLLC.COM)  
 EMAIL: [plasticsjm@gmail.com](mailto:plasticsjm@gmail.com)  
**CALL FOR FULL CATALOG**



**GLASS**

**MSH-40**  
 51mmX12" \$30.99

**MSH-03**  
 51mmX12" \$30.99



**POKER**  
 \$2.50



**KIT-3**  
 \$3.50



**M-RB-4**  
 2"X12" \$13.25  
 2"X18" \$14.25



**M-F-5**  
 1.5"X12" \$12.25



**M-F-3**  
 2"X12" \$13.25



**M-F-420**  
 1.5"X12" \$12.25



**M-RB-2**  
 2"X12" \$13.25  
 2"X18" \$14.25



#1 Customer

You

What do you guys sell?

Flavoring. 1/4 Oz. & 8 Oz. (240 ml)  
Most concentrated you can get.  
48 flavors. Free displays. Comes  
in 1 Oz. Flavor Sprays too. 💧 😎



Nice. What else?

Drip Juice. People love it! 54 flavors  
in 3 levels of nicotine. 32 ml & 8 Oz.  
(240 ml) Free displays. 💧 ☁️ 😎



And? 🤪

E-Juice. 57 flavors, 3 levels  
of nicotine. 12 ml, 30 ml &  
8 Oz. Free displays. 💧 ☁️ 😎



How do I get some?

Call 1-866-544-5267. Or visit us online at  
**TastyPuff.com/wholesale** (password: tastyman)  
Quick turnaround, Top customer service 🕊️

# JJuice



For \$999 you get 112 bottles of Premium JJuice Drip E-liquid. (7 top selling flavors in 3 perfect strengths)

*mention this ad & you will receive*

**20% OFF + FREE SHIPPING**

MILLIGRAMS

6 3 0

VAPEJUICE.COM

801.331.8919

©2018 JJuice. All Rights Reserved. E-liquid Inc.

# INTRODUCING

# SYNDICASE™

by V-SYNDICATE



## GRIND DIRECTLY INTO YOUR CASE.



- STASH COMPARTMENT
- ROLLING PAPER STORAGE
- AIRTIGHT ENCLOSURE



PHONE: 888-849-4999

EMAIL: SALES@V-SYNDICATE.COM

WWW.V-SYNDICATE.COM

The V-Syndicate®, The New Way to Grind®, and the Grind n' Groove™ pattern are trademarks of the V-Syndicate, LLC. All images and text are Copyright V-Syndicate 2011-2016. All Rights Reserved. V-Syndicate Grinder Cards are protected by US Patents 8,672,249; 8,636,237; D669,746 S; D669,747 S. & US Trademarks 4359942; 438680. Protected by other issued and pending patents, foreign and domestic.



# *Spectacular Sources*

Wholesale inquiries or samples | [info@spectrumvapor.com](mailto:info@spectrumvapor.com) | 877.922.5783 | [spectrumvapor.com](http://spectrumvapor.com)

# Behind the Scenes

BY  
DARIN BURT

**HQ**  
Trade Magazine



operated a couple of smoke shops in their hometown of Albuquerque, New Mexico. You would think that being a wholesaler would make replenishing the shelves a simple task, but back then just the opposite was true.

In dealing with the industry, Garza discovered that distributors would often pop up with something for sale, and then suddenly go out of business when they'd made their money with the inventory they had in stock. It was a hit and miss game for retailers looking for products for their stores, and as the internet was just in its infancy, there was no such thing as online ordering — everything was still done through printed catalogs, faxing or calling in orders, and hoping that everything came together as expected.

As wholesalers and retailers, Garza and Kay had amassed a large resource of store owners and vendors. They thought why not put the two together.

“The plan was to put together sort of a phone book with all of the information and contacts, and put it out twice a year. After thinking about it, we decided to make something fresher. . . we created the concept of a monthly trade magazine (for the smoke shop industry),” Garza says. “We realized that the industry needed something like this for it to be able to get out of the shadows. . . it was a legitimate business, and there was so much money to be made; it wasn't just a bunch of kids going into the stores. . . it was everybody.”

The first few issues of the magazine were put together on a shoestring budget with Kay dealing with the ads, and Garza, who has a philosophy degree from Texas Tech, handling editorial. Initially, they printed some three thousand copies each month and shipped them out to stores for free — the same as now, except that the circulation has grown to well over 15,000.

Retailers loved the new publication when it was launched. Some vendors, though, were upset that somebody was putting a spotlight on an industry that had operated safely in the shadows. Garza's take on it was that many of those vendors were afraid of the competition, but that would soon change when they saw the profit that the notoriety could bring.

“We got so many calls because people were hungry for information about the industry,” Garza says. “Because of our great retailer list, the people who decided to advertise with us were actually getting good business out of the magazine. We actually gave away ads for free just so those people would be able to see the positive results of being in the magazine.”

continued on page 58

If you're a retailer, wholesaler or distributor in the smoking industry, you may have heard of a publication called Headquest. Known by most, simply as HQ, this monthly trade magazine has earned the right, after nearly two decades, to claim the title of being the “Official retailer's buying source for clothing, music, adult novelty, smoke and gift shops worldwide.”

“The mission of the magazine has always been about bringing the people together, and to share information to build a stronger community, and to help businesses be more successful,” says publisher Ralph Garza.

The story of HQ begins in the mid-nineties when Garza and business partner Roger Kay, who has since gone on to develop a successful e-liquid company, were wholesaling metal pipes as Zone Enterprises. They also owned and

*Smokes like  
the big boys*

**INHALE**  
*The Best Premium Hookah Tobacco on the Market*

# SHISHAMUG™

*is it a mug? no its a freezable mug, no its a hookah*



## WORLD FIRST MUG HOOKAH

*Original design, heavy duty and stable, wont tip off, built in replaceable LED light for a party anywhere and everywhere, 7500 aircraft aluminum component, stainless steel tubes and durable acrylic for a long life use portable, discreet, with dual use.*

DESIGN PATENT PENDING

**INHALE**

FOR A DISTRIBUTOR NEAR YOU CALL 1-800-716-5777 OR SEND A FAX TO 1-800-238-7479  
INHALE IS A REGISTERED TRADEMARK OF INHALE,INC - ALL RIGHTS RESERVED 1997-2016

**CBD LIQUID GOLD IS DERIVED FROM NATURALLY GROWN INDUSTRIAL HEMP PLANTS, CERTIFIED BY USA LABS AND THEN CAREFULLY MIXED WITH OUR PATENT PENDING (NON-PG) ALL NATURAL BASE FORMULATION. CREATED IN THE USA, THIS FORMULA IS PREPARED AND THEN PACKAGED IN A CONTROLLED ENVIRONMENT. A SECOND PHASE OF LAB TESTING FOR QUALITY AND CONSISTENCY IS THEN CONDUCTED.**



**EXTRA STRENGTH!**

**18K 180MG OF ACTIVE CBD**

**\$15.00**



**CBD402-JJ**  
LIQUID GOLD CBD 1ML  
18K TANK, JUNGLE JUICE



**CBD402-ST**  
LIQUID GOLD CBD 1ML  
18K TANK, STRAWBERRY

**24K 250MG OF ACTIVE CBD**

**\$25.00**



**CBD401-JJ**  
LIQUID GOLD CBD 1ML  
24K TANK, JUNGLE JUICE



**CBD401-ST**  
LIQUID GOLD CBD 1ML  
24K TANK, STRAWBERRY

**\$45.00**



**CBD400-JJ**  
LIQUID GOLD CBD 5ML  
18K REFILL, JUNGLE JUICE



**CBD400-ST**  
LIQUID GOLD CBD 5ML  
18K REFILL, STRAWBERRY

**18K 900MG OF ACTIVE CBD**



**SUGGESTED USE :**

AS AN E-LIQUID, ENJOY 1 OR 2 INHALATIONS, HOLDING EACH INHALATION FOR A FEW SECOND AND THEN EXHALING SMOOTHLY. REPEAT 1 TO 4 TIMES AS DESIRED AND WAITING AT LEAST 2 MINUTES BETWEEN EACH USE. IF DESIRED, REPEAT USE AFTER 1 HOUR. NOT FOR USE BY WOMEN WHO ARE NURSING, PREGNANT OR PLANNING PREGNANCY.

\*DO NOT THROW AWAY THE GLASS TANK\*  
\*THIS IS A REFILL 5 ML BOTTLE, IT DOES NOT INCLUDE THE GLASS TANK\*  
\*GLASS TANK INCLUDED ONLY WITH THE 1ML\*



# Earthly Body

## CBD DAILY

ALL THE BENEFITS OF  
**MEDICAL MARIJUANA**  
WITHOUT THE THC



### **Skin Candle** *contains 30mg CBD*

**CBD Daily Skin Candle** melts into a concentrated oil formula full of essential oils and powerful Colorado-grown Hemp CBD, that is extremely beneficial for the healthier appearance of your skin. Great for massages. **100% Vegan**

SIZE: 5 fl oz/ 142 g SKU: EB-CBD006

WHOLESALE COST: \$9.50



### **Intensive Cream** *contains 60mg CBD*

**CBD Daily Intensive Cream** provides instant and long term relief to areas of discomfort. Packed with powerful Colorado-grown Hemp CBD, this formula promotes healthier-looking skin and relief and relaxation. **100% Vegan**

SIZE: 1.7 oz/48 g SKU: EB-CBDCC050

WHOLESALE COST: \$13.00



### **Soothing Serum** *contains 60mg CBD*

**CBD Daily Soothing Serum**, our most concentrated formula, provides fast-acting relief to muscles and joints with powerful Colorado-grown Hemp CBD. **100% Vegan**

SIZE: 0.67 fl oz/20 ml SKU: EB-CBDSO020

WHOLESALE COST: \$11.50



## ELDORADO.

800.525.0848 | [www.eldorado.net](http://www.eldorado.net) | [sales@eldorado.net](mailto:sales@eldorado.net)

Eldorado Trading Company • 2325 W. Midway Blvd. • Broomfield, Colorado 80020

 EldoradoTradingCompany  @eldoradotweets  EldoradoTrading

# Smokin' News

## from across the country

### Checking in with ID checks

Age restrictions in legal marijuana states are effectively keeping cannabis out of the hands of minors, according to newly published data in the *Journal of Studies of Alcohol and Drugs*. Authors reported, "Compliance with laws restricting marijuana sales to individuals age 21 years or older with a valid ID was extremely high and possibly higher than compliance with restrictions on alcohol sales."

### Gramps sparking up

Self-reported marijuana use by those age 50 and older is increasing, according to demographic data published in the journal *Addiction*.

Authors reported that marijuana use was significantly higher among older males than among females (6.8 percent to 3 percent). Those respondents who reported suffering from two or more chronic medical conditions were more likely to use cannabis than those who did not. According to the authors, given that the majority of baby boomers have still not yet reached the age 65, we will likely continue to see the trends continue into the next decade.

### Smokin' spoken

"When (electronic cigarettes) are regulated just like tobacco, people draw the conclusion that they are just as dangerous. You didn't say it, but you didn't have to. People make that assumption and you don't try to disabuse them of it."

- Daniel I. Wikler, Harvard ethicist, *New York Times*

### Old McDonald had a hemp farm

According to a story in the *Brown Political Review*, the legalization of industrial hemp could seriously help American farmers as hemp seed is valued at up to \$900 per acre, compared to wheat, which is valued at \$485 per acre. Senator Rand Paul remarked in the article that the new industry could help replace unproductive land that was previously used for tobacco farming and coal mining. "Less stringent marijuana laws in states across the country play a hand in changing people's attitudes toward industrial hemp; as public opinions and state laws around marijuana change, people start to realize that it doesn't make much sense to ban its less powerful cousin."

### Want to know exactly what's in your weed?

A new device, the MyDx Analyzer, provides users with information on the amount of THC, CBD, and Terpenes of any scanned cannabis. Using the CannaDX sensor users will be able to identify over twenty different terpenes and three different cannabinoids, as well as pesticides or harmful chemicals in a cannabis sample. According to the manufacturer ([www.cdxmlife.com](http://www.cdxmlife.com)) by using the MyDx to detect cannabinoid and terpene ratios coupled with an extensive database of countless chemical combinations and their associated feelings, smokers will finally have the ability to find the best chemical profile that gives them the exact high they desire.

### At least there's no bugs. . .

Speaking of testing. . . according to an interview in *Oregon Business*, the state's cannabis smokers may be partaking in lots of pesticides. Eric Wendt, Chief Science Officer with Green Leaf Lab, had the following response when asked about results from pesticide tests: "We see a lot of great clean product come through; we also see a lot with 10, 20, 100 times the state limit. So you're either doing great or you failed miserably."

### Smokers poor and uneducated

Research published in the *Journal of Drug Issues* found that the average drinker has little in common with many marijuana smokers. "Marijuana use, like that of cigarettes, is concentrated in lower socio-economic strata, whereas alcohol is a relatively upscale drug," according to the study findings. A disproportionate share of marijuana users were found to be poorer with family incomes under \$25,000 and uneducated with a high school diploma or less, according to the study.

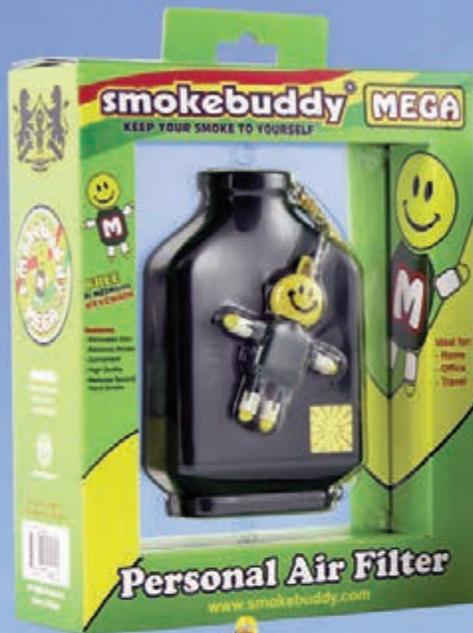
### Firing up at work

New research from the Yale School of Public Health found state policies surrounding the use of marijuana could have a big effect on how many people use it. One of the biggest influences? The right to fire an employee. The study found if state law prevented companies from firing employees for using marijuana on their personal time, the number of users would jump by nine percent. ❖

# smokebuddy®

Keep Your Smoke To Yourself™

**Smokebuddy® Personal Air Filters Now Available Through Eldorado.**



- Eliminates Odor
- Removes Smoke
- Convenient and High Quality
- Reduces Second Hand Smoke



## MEGA

SM2011 Green  
SM2028 White



## The Original

SM0154 Green  
SM0161 Blue  
SM0178 Black



## Jr.

Pocket Sized

SM0048 Black  
SM0055 Pink  
SM0024 Red



# ELDORADO.

800.525.0848 | [www.eldorado.net](http://www.eldorado.net) | [sales@eldorado.net](mailto:sales@eldorado.net)

Eldorado Trading Company • 2325 W. Midway Blvd. • Broomfield, Colorado 80020

EldoradoTradingCompany 
 @eldoradotweets 
 EldoradoTrading



# Talking Business

*How to break through the international language barrier*

Sprechen sie geschäft? Hablas de negocios? Anda berbicaralah bisnis? Whether you're speaking German, Spanish or Indonesian, talking business with customers in other parts of the world can be a challenge when you're expanding your sales overseas.

If you can't communicate with foreign vendors and customers, then how can you expect to grow your brand? And since 96% of the world's consumers reside outside the United States, you can see why breaking down the language barrier is so important.

## Get familiar

Luckily for you, approximately 375 million people speak English around the world, and there are more than 50 English speaking countries where English is either the official or primary language. But many countries have populations that speak multiple languages. For example, South Africa has 11 official languages, Singapore and Switzerland have four official languages, and even our neighbor to the North, Canada, has two official languages (and no, Canadian isn't one of them). Before you can make a smooth move into a new market, it's important to know which languages are spoken so that you can learn some basic phrases and begin effective marketing campaigns in your customer's native tongue.

## Show respect

Getting your message across in a foreign land is YOUR responsibility. Don't expect that when you make the call that the person on the other end of the line will understand what you are saying. If possible, try and target your pitch to specific countries so that you can learn their language. If you have a translator or somebody on staff that speaks that language then utilize their skills.

## Learn the basics

Even if you barely made it through high school language class, you can still learn to say hello, goodbye and thank you in whatever language is local. A pocket translator is a good investment, and there are also online apps for learning to speak a foreign language. With an easy to use interface, Duolingo.com lets you start with simple words and gradually move to more complex phrases. There's help every step of the way as Duolingo points out mistakes and praises your efforts.

## Avoid slang

The English language is peppered with colorful slang and metaphors, many of which we use so frequently that they've become part of our daily life. Dude, cool, awesome, and chill may make perfect sense to your bro, but the customer in another country may be left bewildered.

## Ask for clarification

If you are not 100 percent sure you've understood what others say, politely ask for clarification. Avoid assuming you've understood what's been said. Practice reflective listening to check your own understanding (e.g. 'So what I hear you saying is...') and use open-ended questions to check other people's understanding. Ask, 'what's your understanding of this process?' instead of 'is that clear?'

## Talk tech

The digital world allows for communicating through text and chat. A new feature on Android phones allows users to translate text within any app, meaning users of chat apps such as WhatsApp and Facebook Messenger will instantly be able to understand someone speaking in a foreign language. Skype is already an inexpensive way to call long distance and across the pond, and allows for both voice and video conferencing. Skype's built-in Translator will help you communicate in 8 languages for voice calls, and in more than 50 languages while instant messaging. Skype Translator uses "machine learning," so the more you use it, the more accurate it gets.

## Web-spoken

A Gallup survey of language preferences showed that 90 percent of consumers always visit web sites in their native language when given a choice, and 42 percent never purchase services or products in languages that they don't understand. If you're going after overseas customers, you need to make sure your website is welcoming. By embedding either the Google Translate Gadget or Microsoft Translator Web Page Widget on your web pages, you can provide automated machine translation of your content.

## More than words

Details, such as date and time, matter. But remember that you're not only dealing with different time zones, but also subtle differences in how the date is written. Guaranteeing shipping by 5/4/2016, for example, means May 4, 2016 in the U.S., but is April 5, 2016 in the United Kingdom. Not catching this detail would be "rubbish" to British customers when their package arrives a month later than expected. ❖

BEST GRINDERS, BEST PRICES

# DR. GREENS GREEN MACHINE GRINDERS

ONE AIR TIGHT, GLASS STASH JAR WITH EACH GRINDER



CALL TO ORDER NOW!  
**1.877.247.3367**  
INFO@DRGREENS.COM

# PARTYNUTS.COM

SALES@PARTYNUTS.COM 1(877)203-0340

TOP SELLING  
**KRATOM**  
PRODUCTS



**Kratom • Vaporizers • E Juice • Natural Smoking Blends**

**C-Rig**



Vaporizer Pen



E Juice



Extraction Tubes

# CHECK OUT OUR **LARGE SELECTION** OF QUALITY PRODUCTS



**E Cigarettes • Natural Herbs • Party Accessories**



Energy Shot



Kava Extract



Natural Blends

“Overall the magazine became a vehicle to vet companies,” Garza adds. “If you see a particular company in HQ then you can be assured that they’re going to have good products, good customer service, and are somebody who you can trust.”

In the early days of the industry, vendors would commonly peddle their products door-to-door. Retailers had little choice if they ran low on certain inventory but to wait for the salesman’s next visit. If there was an issue. . . well good luck tracking the seller down to get any kind of resolution. One of the changes that HQ brought about was the end to that outdated and frustrating system of doing business.

**“Vendors had to up their game ten-fold because now retailers had options,” Garza says**

HQ has evolved as the industry has matured. “We’re more sophisticated and we’re proud to be representing the best products and services available,” Garza says. “I like to think that HQ had something to do with making business owners and managers more sophisticated buyers and business people, and creating a better business model.”

Speaking of new business models — as the internet has changed the way people and businesses shop for and buy products, HQ has elevated its online presence, and will soon debut an innovative shopping cart feature that will connect vendors and buyers in a whole new digital way.

“With more than 300 wholesalers in the ‘Marketplace,’ we’ll be able to offer buyers the ability to go onto our website, search through these companies, and buy directly from them right there,” Garza explains. “Not only do we offer vendors the opportunity to reach thirty-thousand stores, but buyers at those stores will be able to order everything that they need from one place. . .using the mobile app, they’ll be able to conveniently place orders as they’re checking out their inventory.”

Always on the lookout for new markets, it only made sense that HQ would step into the booming legal marijuana industry, which is on pace to hit \$20 billion in revenue by 2020, according to the Marijuana Business Daily. A bi-monthly supplement catering to dispensaries will also be available in March, 2017.

HQ will be expanding even further as the publication moves into the European smoke shop market. A quarterly magazine is in the works that will duplicate the successful format of the magazine that’s distributed to retailers in the States, but focus on stores in European countries. As Garza points out, not only is the idea to help European retailers, but to also build a bridge to the overseas market for vendors in the U.S.

“We wanted to make the pool larger, and give our advertisers a bigger audience,” Garza says. “The European smoking community is huge. The retailers there are very professional, and while every country has different statutes and laws, there is still a very large and busy demand.”

Despite his ingenuity and far-reaching plans, Garza is a humble leader who prefers to work behind the scenes. His influence has not gone unnoticed though – in 2015 he was recognized as Industry Leader of the Year by the ASD Market Week Smoke + Vape Influencer Awards.

“I like the fact that we’re part of an industry that’s just now really starting to get the positive recognition it deserves. It’s something to be proud of,” Garza says. “It’s about making something that’s innocuous available to anyone, and making people realize that you can be a responsible smoker and businessperson, and also be part of a larger community.” ❖



Your Customers Deserve the Very Best

**Ultimate Blend**

THE ORIGINAL DETOX DRINK

**Ultra Clean**

Internal Hair Purifying Treatment

**EXPELIT**  
RAPID BODY CLEANSING CAPSULES

**Natural Blend**  
Cleansing Herbal Tea

- Competitive Pricing
- FREE Window Posters
- Handout/Brochures with every order.
- Manufacturer’s Money Back Guarantee
- POP Display
- Knowledgeable Friendly Customer Service
- Same Day Shipping
- No Minimum
- Inclusion in Website Store Locator

**800-725-2481**  
**www.zydot.com**



**\$19<sup>99</sup>**

**BM120**  
BOB MARLEY ROLLING PAPER 1.25 25CT/BX



**\$19<sup>99</sup>**

**TAP02**  
CHEECH&CHONG UNBLEACHED 1.25"  
ROLLING PAPER 25PC/BX 20/CS



**\$24<sup>99</sup>**

**CHC120**  
CHEECH&CHONG ELEC. CURVE LIGHTER (SERIES A)  
50CT/BX 10/CS



**\$24<sup>99</sup>**

**CHC121**  
CHEECH&CHONG ELEC. CURVE LIGHTER (SERIES B)  
50PC/BX 10/CS



**\$24<sup>99</sup>**

**CHC122**  
CHEECH&CHONG ELEC. CURVE LIGHTER (SERIES C)  
50PC/BX



**\$29<sup>99</sup>**

**TAP04**  
CHEECH&CHONG UNBLEACHED KING SIZE PAPERS  
25PC/BX

By Darin Burt

# Glassblowing



## jon taylor

### **Jon Taylor gets a real bang out of glass blowing.**

It was a "shock and awe" experience for Jon when he began going to festivals as a teenager, and the pipes he saw just blew him away. Having never actually even seen a glass blower in action, Jon bought a Red Max torch, fired it up and began experimenting with his new hobby.

"I had no idea what I was doing . . . I almost burned down my dad's house," Jon says. "The very first thing I made was a pipe. . . it worked, but it was hilarious. I went for months making comedically bad pieces."

"It was probably five years before anybody showed me anything," he adds. "I was just trying to get a feel for it and decipher how it was done by looking at pictures on the internet."

It wasn't until Jon moved from North Carolina to Denver, and worked in production studios, turning out tubes on the lathe for Mad Rob and Pukin Beagle, that his game really took off. His next aim was something more artistic.

*continued on page 72*

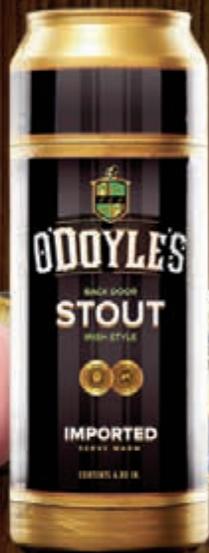




FLESHLIGHT

# SEX IN A CAN

MINI FORBIDDEN



MINI LOTUS



MINI SWALLOW



MINI SWALLOW



MINI FORBIDDEN



MINI STU



FLESHLIGHT  
DISTRIBUTION

FLESHLIGHTDISTRIBUTION.COM / WHOLESALE@FLESHLIGHT.COM  
TOLL FREE 1.877.2FLDIST / INTERNATIONAL 512.368.3030

©2014 INTERACTIVE LIFE FORMS, LLC. ALL RIGHTS RESERVED. FLESHLIGHT, SEX IN A CAN PRODUCTS AND ALL ASSOCIATED LOGOS AND DESIGNS ARE TRADEMARKS OR REGISTERED TRADEMARKS OF STEVE SHUBIN. USED UNDER LICENSE.



# Smoke Shop Events Orlando, Florida April 23-25 2017

The Most Productive Trade Show In The Industry

Sponsored By

THE OFFICIAL RETAILER'S BUYING SOURCE



Eric (Mike) 877-220-9502 ext. 700 [eric@smokeshopevents.com](mailto:eric@smokeshopevents.com)

Russell 877-220-9502 ext. 701 [russell@smokeshopevents.com](mailto:russell@smokeshopevents.com)

# STERLING CBD



Made from organic, purified CBD-rich hemp oil



Undergoes a proprietary Supercritical CO2 extraction



EU-certified industrial hemp



Promotes homeostasis (balance) at every level

*Check out our product line:*



*E-Liquid*



*Disposable E-Cigs*



STERLING CBD

PREMIUM HEMP OIL

Quality cannabidiol: a natural constituent of hemp oil



*Shots*



*Capsules*



*Wax/Dabs*



FREE gift with every purchase! Proven to be simply the best!

National Phone: 800-706-SALE (7253)

Local Phone: 678-421-0040

National Fax: 1-888-421-0690

Local Fax: 678-421-0690

[sales@sterlingcbd.com](mailto:sales@sterlingcbd.com)

[sales@sahnient.com](mailto:sales@sahnient.com)

[www.sterlingcbd.com](http://www.sterlingcbd.com)

# Sentencing Guidelines

## Part 2



*The following is the second of a three-part series discussing the United States federal sentencing guidelines and specifically how these guidelines effect nonviolent drug offenders. Part one discussed the background of the guidelines. Part two addresses how American courts have treated the guidelines.*

It was over twenty years since the Sentencing Reform Act of 1984 was adopted by Congress when the Supreme Court called the matter of *United States v. Booker* in 2005. Freddie Joe Booker was arrested in Wisconsin in 2003 on federal drug charges relating to the distribution of crack cocaine. Mr. Booker's guilt was not in doubt, he admitted to selling crack to law enforcement officers long prior to America's highest court hearing his case. Mr. Booker's question was whether the sentence imposed by the trial court was constitutional.

What is important as it pertains to sentencing guidelines is what happened after Mr. Booker was sentenced. He appealed his sentence to the Seventh Circuit Court of Appeals claiming that his Sixth Amendment Rights were violated due to the trial Court imposing a longer sentence than the Guidelines allowed. The trial court argued that it could do this based on "preponderance of evidence" outside of Booker's criminal history. The case eventually found its way to the Supreme Court who, in a split decision, agreed with Mr. Booker.

The major fallout from *Booker* took two forms: First, it affirmed that when applied to sentencing guidelines, the Sixth Amendment protects a person from being sentenced on facts not based on a jury's fact finding. Second, as a remedy for the Sixth Amendment issues, the Court found that the Guidelines are advisory rather than mandatory. This new distinction was a vast departure from Congress's original intentions with the Sentencing Reform Act and the Anti-Drug Abuse Act which were designed to harshly penalize both users and distributors of illicit narcotics. Moreover, the Supreme Court redefining how trial courts may use the Guidelines also meant that judges would not need to treat the Guidelines as presumptively reasonable, essentially allowing judges to make their own interpretations on a Defendant's term of incarceration.

However, there are still two very important things to remember. First, the Supreme Court in *Booker* did not eliminate the Guidelines and only allows for judges to deviate from them if good cause is given. Judges still rely heavily on the Guidelines when they make their decisions. Second, the Supreme Court did not eliminate mandatory minimum sentences as outlined by the Anti-Drug Abuse Act.

What does this mean for non-violent and/or first time drug offenders in the Federal Courts? Well, it is a bit of a mixed bag. On one hand, judges can have lenience towards offenders they do not believe pose a risk to the general public by lowering or eliminating a prison term within the confines of the law. It also means that judges can add extra time if they believe the opposite. Remember Freddie Joe Booker? After the Supreme Court's decision, his case was remanded back to the trial court that originally sentenced him to 30 years in prison (more than the 21 years he could have received under the mandatory Guidelines). In a cruel twist of irony, now that the Guidelines were advisory, he was resentenced to the same 30 year sentence.

[continued on page 100](#)

VAPED



DISCRETION IS KEY

113 114 115

**MICRO VAPED FOB**

- Discrete Appearance
- Loose Leaf Vape
- Pass-Through Charging
- Optimized Heat Settings
- Compact Design
- Heats in 30 Seconds
- 1 Year Warranty



124 125

February 2017 No. 1

# Pineapple



*a cannaculture lifestyle magazine*

**A New  
Cannaculture  
Lifestyle  
Magazine**



Choosing The  
Right Seed  
Company

Is Medical  
Cannabis  
Safe

Marijuana May  
Help Treat  
Parkinsons Disease

**email: [ken@pineapplemag.com](mailto:ken@pineapplemag.com) for information**

the original  
**I-TAL  
 HEMP WICK**  
 MADE WITH ORGANIC HEMP & BEESWAX



LIGHT IT!



BURN IT!



EXTINGUISH IT!

**ORDER FROM YOUR DISTRIBUTOR OR CALL US DIRECT 877-272-1570**



**SMALL WICK**  
 3.5 FT.  
 Box of 50



**LARGE WICK**  
 w/ HOLDER - 16.5 FT.  
 BOX OF 24



**ITAL  
 KING SIZE SPOOL**  
 100 FT.  
 Box of 6



**LIGHTER SLEEVE**  
 16 FT.  
 Box of 24



I-TAL HONEY COMB SCREENS  
 THE SMOOTH, CLEAN AND HEALTHY  
 ALTERNATIVE TO METAL SCREENS  
 MADE IN THE U.S.A. / BAG OF 100

**ITAL  
 SUPREME SPOOL**  
 250 FT.  
 Box of 6



**YOUR HEMP WICK DISPENSING SOLUTION IS HERE!**  
 THE FLICWIC HOLDS A MINI-BIG LIGHTER® (NOT INCLUDED)  
 ALONG WITH A 12' SPOOL OF I-TAL HEMP WICK (INCLUDED)



Box of 12



Box of 24

**FINALLY, YOUR POKER,  
 HEMP WICK, TAMPER AND LIGHTER  
 ARE ALL IN THE SAME PLACE.**  
 SECURELY HOLDS 5FT.  
 OF I-TAL HEMP WICK

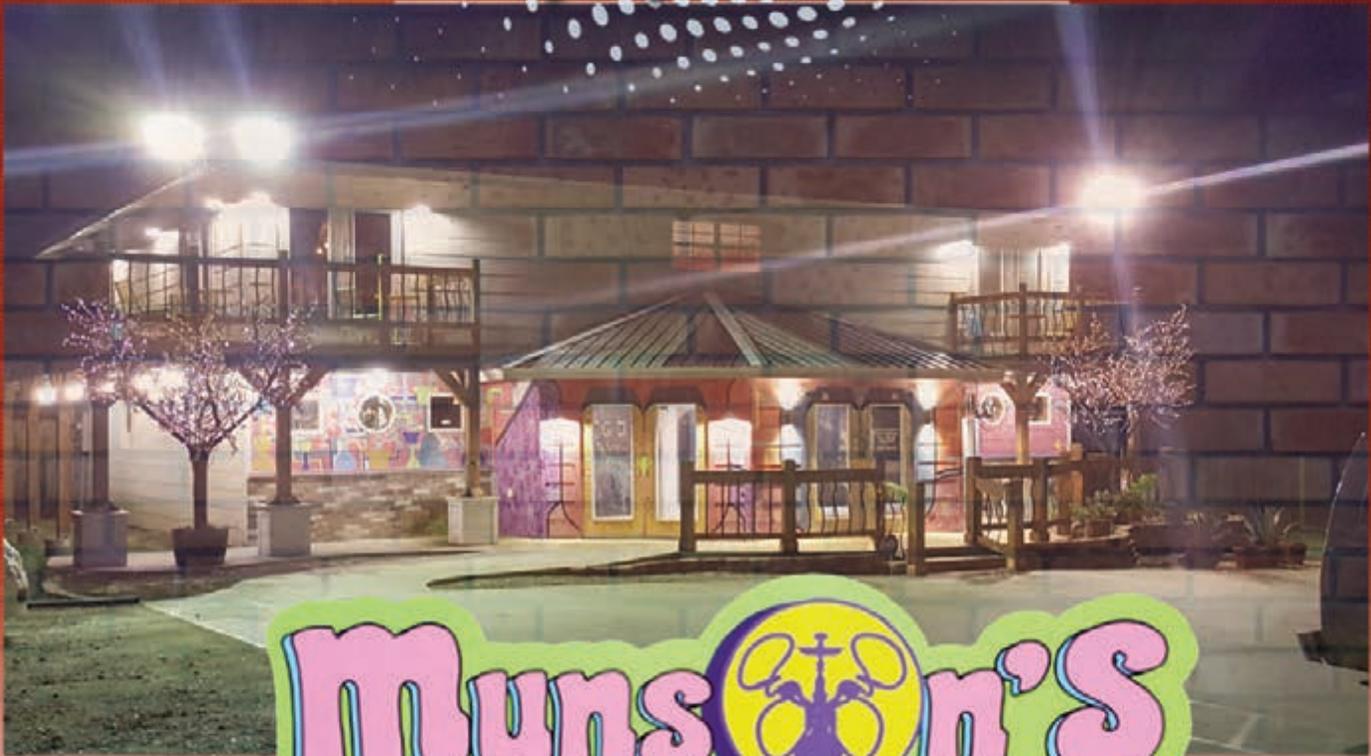


Box of 25



**IF YOUR STORE SELLS ITAL HEMP WICK, EMAIL US FOR FREE GIVE AWAY SAMPLES AND PROMO STICKERS.  
 EMAIL FREESAMPLES@ITALHEMPWICK.COM**

# Shop of the Month



**M**unson's Emporium officially became Munson's Emporium in 2012, but the business has been around since 2000 when it was known as Nice Guy's Smoke Shop.

Owner Chris Black was 19 years old when he opened his first smoke shop in Temple, Texas, and within a couple of years, he opened another about 20 minutes away in the city of Killeen. You might think that two successful stores would be a good thing, but Black discovered just the opposite.

"What I found was that I was splitting sales," he says. "I was making more money, but also carrying more overhead and having to put in more hours."

When a spot opened up right in the middle, in Belton, he closed the other two doors, and focussed on one big place. In 2007, he moved again, but only across the street, to a massive 4,000 square foot building that he constructed with his own two hands. Much of that space is devoted to retail, and there is also office space

upstairs along with a seasonally-run hookah lounge and "pro shop" where smokers can buy whatever they need to continue the hookah experience at home.



Black never really cared for the term "smoke shop," and since rebranding as Munson's Emporium (named after his English bulldog), he says sales numbers have been better than ever.

"One of the big mistakes that people make in this industry is to pigeonhole themselves," Black says. When you throw 'smoke shop' on your sign, you've alienated yourself from a lot of customers -- there is a lot of money to be made inside these stores outside of selling pipes. If you want to be able to get into other things you can sell, such as adult merchandise, incense, posters, games, flags, and a lot of other different things, then you don't

want 'smoke shop' as part of your name. The customers may want to come and buy those other things but don't want to be associated with going to a smoke shop."

*continued on page 74*



The worlds finest raw Kava root & specialty Kava products!



## KAVA33

**Premium Instant Action  
Kava Extract Contains 33%  
Kavalactones Per serving!**

Help reduce your stress and anxiety with Kava33! This is a very unique, fast acting Kava extract that provides 33% Kavalactones per capsule. This water soluble Kava extract is made from our premium raw Solomon, Fijian, and Vanuatu Kava strains. Each capsule contains 300mg of Kava33 extract powder. All it takes is 1 capsule to help melt away your stressful day!

***Stress free in minutes!***



## KAVA700

Premium Liquid Kava Extract - 1 oz. Tincture

Kava Therapy is proud to offer the world strongest liquid Kava extract on the market today! Kava700 is made from the finest raw Kava from the Solomon Islands and Vanuatu. Melt your stress and anxiety away in minutes with just a 1-2ml serving.

Mix with your favorite beverage, enjoy, and melt away your stressful day!

**NO FILLERS, ARTIFICIAL  
FLAVORS, BINDERS,  
ADDITIVES, CHEMICALS!  
ONLY THE WORLDS  
BEST, LIQUID KAVA  
EXTRACT  
IN A TINCTURE**

[www.kavatherapy.com](http://www.kavatherapy.com)

# CHAMPS GLASS GAMES

## 2017 MASTERS FINALS INVITATIONAL

These are some of the amazing competitors this year:



Jes Durfee



Dan Shelton



Eric Runes



Fish



Rocko



Shaggy



Windstar



BMFT



Bonelord



Josh McDaniel



Terry Sharp



Mr. E



Hex



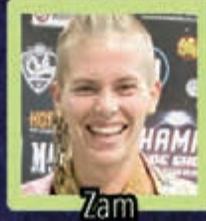
Harley Morales



Pogo



Piratt



Zam



Erkle



Hendy



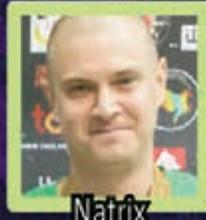
Orion



Hic Dogg



SAF



Natrix



Byron Kiernan



One Lucky Retailer/Buyer Wins \$5000



# CHAMPS TRADE SHOWS

Hotel Deals  
\$65 Per Night!  
Go To Our Web Site  
For Details!



IT PAYS  
TO ATTEND  
CHAMPS!

February 7-9, 2017

Las Vegas Convention Center

Three Pre Registered

Buyers' That Attend

CHAMPS Vegas Will Win

**COLD, HARD CASH**

**A WINNER EVERYDAY!**

One Lucky Buyer Wins \$5000 in REAL US CASH.

Two Lucky Buyers Win \$595 each in REAL US CASH.

Pre Registered buyers' in attendance are automatically entered to win.

\*Eligibility limited to brick and mortar stores with 51%+ tobacco and/or 420 products. Call for details.

# TYE DYES

THUNDER SPORTSWEAR



CALL FOR CATALOG!

## TD Long Sleeves

\$6.00 ea  
S-XL



TD206LS



TD203LS



TD204LS



TD205LS



TD200LS

OVER 30 STYLES AVAILABLE



\$3.99

S-XL ea  
2X \$4.25 ea  
3X \$5.25 ea

TD54

TD62

# 1-800-426-6797

FAX 812-288-5028 • thundersportswear@earthlink.net

www.thundersportswear.com

228 America Place Unit C • Jeffersonville IN 47130



"I like using the lathe to put stuff together," Jon says, "but now that I'm on the bench, every piece is different and I'm able to express myself more."

As much of a passion as Jon has for smoking and glass, he's always been a big gun guy and enjoys shooting. He combines all those interests now in his art.

"Bringing guns into the smoking scene is kind of a weird, funny, controversial thing because in some states you can't even get a concealed carry permit if you're a medical marijuana patient," Jon says. "I can't make everyone love (guns) but a lot of people do, and there are also people who are just into it as an artistic statement."

The guns Jon makes may not shoot bullets, but they definitely have functionality. Each of the glass rigs is equipped with a female joint so the user can throw in a banger or slide. Pistols, which are patterned after a .45, have a joint on the backside just below the hammer, and you smoke by hitting on the barrel. One of the cool features he's incorporated is UV glass to create night-vision sights.

continued on page 78

# #1 CUSTOMER SATISFACTION!



**-COMPLETE FORMULA,  
INCLUDING URIC ACID!**

**-NO PRESERVATIVES  
OR BIOCIDES!**

**-NO MIXING -  
READY TO USE!**

**-WORKS LIKE THE  
REAL THING!**



**-WON'T FAIL YOU!**

**-WON'T FAIL  
YOUR CUSTOMERS!**



**-NO RECALLS!**

**-SAME DAY SHIPPING!**

**1-800-936-1070**  
**SERIOUSMONKEYBIZZ.COM**





TO REQUEST A CATALOG OR  
PLACE AN ORDER CALL  
1-877-582-2841 OR BY  
EMAIL [LUCATIGLASS@GMAIL.COM](mailto:LUCATIGLASS@GMAIL.COM)



Along with hookahs and shisha, Munson's sells every kind of traditional pipe imaginable from old school wood and metal to the most innovative glass rigs. Stash cans are another big seller. There's also a full-on adult section with everything from lubes and games to erotic books and movies.

There was a time when you could get a tattoo here; it was and still is a place to stock up on tattoo supplies. Some might think that having tattoo supplies available to professional artists as well as hobbyists could lead to public health issues, but Black, a former tattoo artist himself, sees it differently – in his view it's about providing a necessary service.

"There are a lot of tattoo shops around here, and they can order from a catalog, but buying in bulk means it's more expensive. A lot of guys will come in and buy just what they need for the week," Black says. "We see some amateur tattooers, but if we didn't sell clean sterilized needles and disposable tubes, and other hygienic supplies, those people would be going to do tattoos with the wrong shit."

*continued on page 102*



TAKE YOUR **BEST SHOT**

**RL**  
*Relaxation*



[www.RlxFeelGood.com](http://www.RlxFeelGood.com)

RLX FEEL GOOD IS INTENDED TO PROVIDE MINOR MUSCLE RELIEF WITH ITS ALL NATURAL HERBAL INGREDIENTS.

**RL**  
*Relaxation*



# FEBRUARY

*Giveaways  
& Promos*

It's hard out there for a retail shop. You've got customers to serve, bills to pay, appearances to keep up, lights to keep on, vendors to please, employees to please, and a whole host of other things to take care of that a humble trade publication like Headquest wouldn't even think of in an intro to a goofy piece like this. But what we can do is offer some suggestions to help gets folks into your store, buying things and having fun. That's the idea of this new monthly column which will detail a handful of promotional sales ideas for your store. Consider them a brainstorm—a place for jumping off into new ideas that will inject some life into your storefront. And let us know what you think. We'd love to come up with some suggestions for a theme that makes sense to you.

## 1.

### **Groundhog Day (Feb. 2)**

This one is just asking for a fun retail experience. You could come up with a couple sales options in the weeks before the big day, and let the groundhog determine what kind of savings your customers enjoy. Or maybe you hold a viewing party for the event itself. Personally, we've always loved the Bill Murray-led movie, so perhaps the best option would be to have that playing in the background. You know, over and over and over and over and over and over?

## 2.

### **The Day the Music Died (Feb. 3)**

On Feb. 3, 1959, Buddy Holly, Richie Valens, and the Big Bopper tragically lost their lives in an airplane crash. Bummer, right? But it's a great day to remember and celebrate that music. Try playing some of it in your store on this day, perhaps encourage customers to dress up like that iconic Holly. You could play "American Pie" all day. Or! Hold a contest to see who can bake the best American Pie, whatever that means. The winner gets 50%.

## 3.

### **Valentine's Day (Feb. 14)**

This is a popular, romantic holiday, of course. Chances are, most folks might not want to spend it in your store. But! You can make it work for you. Hold a Slacker Sale that lets lovebirds stop by for last-minute savings on a treat for their special someone. Or, if you want to take it in the other direction, hold a Singles Sale. Anyone who's feeling lonely on this day deserves a little help. Give them big savings so they can forget about how everyone else is having a fancy dinner.

## 4.

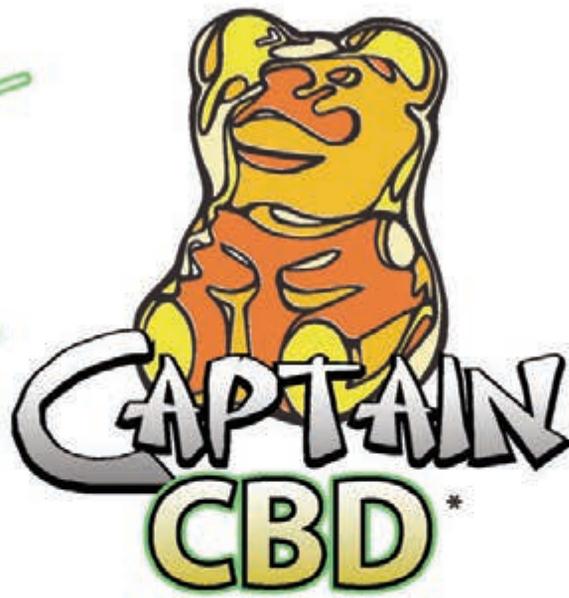
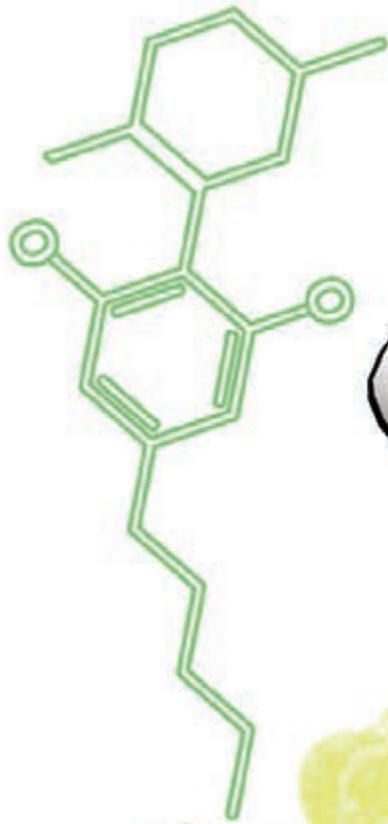
### **National Drink Wine Day (Feb. 18)**

According to Wikipedia, "Wine (from Latin vinum) is an alcoholic beverage made from fermented grapes, generally *Vitis vinifera* or its hybrids with *Vitis labrusca* or *Vitis rupestris*. Grapes ferment without the addition of sugars, acids, enzymes, water, or other nutrients,[1] as yeast consumes the sugar in the grapes and converts it to ethanol and carbon dioxide. Different varieties of grapes and strains of yeasts produce different styles of wine." But most importantly, it's delicious, and when you give it to your customers, they'll buy more stuff. Trust us on this one.

## 5.

### **Presidents Day (Feb. 20)**

Who is the best president? Is it George Washington? Abraham Lincoln? Barack Obama? Millard Fillmore? (It's probably not Millard Fillmore.) Encourage your customers to dress up as their favorite. Anyone who does so gets to take part in a super special presidents day sale. Or, if you wanna get intellectual about it, try trivia. People really geek on presidential knowledge, and knowledge is power, and power means getting 25% off on your favorite stuff. Right?



# *Gummies*

Captain Amsterdam presents Captain CBD Gummies. Captain's highest quality of edibles infused with the full spectrum CBD isolate, derived from the purest hemp oil with less than 1% THC for total widespread legality. These edibles come in Regular or Sour Flavors and contain 200mg of CBD with 20 Gummies per bag. They are the purest, most potent edibles on the market, now available at a price you can't resist.



Each of Jon's hand-sculpted "pieces" is designed with its own unique characteristics.

"I want them to be similar while at the same time being individual," he says, "Every (real) gun is individual with different grips and sights."

"Making guns (with glass) is a challenge because there are a lot of irregular shapes like squares and angles that the glass really doesn't like. . .they're very different from the typical pipe shapes."

One of Jon's favorite firearms is the Micro Draco AK-47. His glass version consists of a couple dozen different pieces from the barrel and grip to the magazine and safety lever. He bought his own real-life AK to make sure everything was to scale.

"I took measurements as I went, and I would let the pieces cool and then set them on the rifle and compare," he says.

"Every time I go to make a new style of gun, it's a new challenge," he adds. "I put my time into it and make things where there is an evolution. . . I'd like to be able to make the craziest representation possible like a full-scale, three-foot long rifle with attachments and everything." ❖

**Taylor Made Glass**

Denver, Colorado      [instagram.com/jontaylormade](https://www.instagram.com/jontaylormade)



**SMOKE ODOR EXTERMINATOR™**  
CANDLES • SPRAYS • CAR FRESH

THESE ENZYME FORMULATED CANDLES AND SPRAYS ATTACK AND REMOVE SMOKE AND HOUSEHOLD ODORS.

New and improved, Patchouli Amber™ is now more vibrant and exotic! A kaleidoscope of sensual patchouli, cedarwood and lemon drop blended with bergamot and exotic musk makes this a tantalizing new and improved fragrance experience!

- Smoke Odor Elimination
  - FRESH New Fragrances
  - Soy & Paraffin Wax Blend
- Made in USA

Order Today:  
**1-800-397-4859**

CALL TODAY FOR THE FULL PRODUCT LINE CATALOG

- 40 to 50% Gross Profit
- Quick Inventory Turns
- Repeat Customer Sales
- Jar Candle Burns 70 Hours

Tobacco Outlet Products, LLC. | 6401 Carmel Rd., Suite 206 | Charlotte, NC 28226



KASH BOWLS. DAB. SLICE SWISHERS



Tired of seeing your promo products in the trash?

*We have a solution:*

Finally, a promo product people use every day!

-  **Build your brand** - Set your brand apart from competition.
-  **Targeted advertising** - Seen by people in your area.
-  **Word of mouth magic** - Drive traffic into your store!



**CUSTOM LASER ENGRAVING 866.727.2256 MYKASHER.COM**

**Join successful retailers**

**WILD BERRY**

**America's Best Incense**

**Quality • Profitable • Guaranteed**

**Made in Oxford, Ohio USA since 1971!**

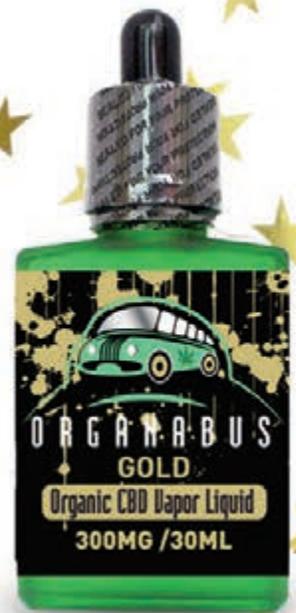
**800-346-2367 • wholesale.wild-berry.com • ORDER NOW!**



© 2014 Wild Berry Incense

# \$680

## ORGANABUS NEW YEAR STARTER KIT!



**ORGANIC CBD 150MG  
VAPOR LIQUID**

**ORGANIC CBD 300MG  
VAPOR LIQUID**

**STARTER KIT  
INCLUDES:**

- 5 Bottles 150MG Vapor Liquid
- 5 Bottles 300MG Vapor liquid
- 5 Bottles 300MG Tincture
- 5 Units 300MG Dab Wax
- 5 Soothing Inhalers
- 5 Uplifting Inhalers



**CBD DAB WAX**

**FREE WITH  
STARTER KIT:**

- 5 Bottles 60MG CBD Vapor Liquid
- 2 Pre-Filled Pens
- Free Shipping

**A \$120  
VALUE FREE!**



**ORGANIC CBD  
300MG TINCTURE**



**ORGANABUS**

**Organic CBD**

**ALBUQUERQUE, NM**



**CBD INHALER  
SOOTHING/UPLIFTING**

**ORDER NOW 575-650-7334 • ORGANABUS.COM**



THE OFFICIAL RETAILER'S BUYING SOURCE

# HQ

Trade Magazine

[www.hqmag.com](http://www.hqmag.com)

# New ADVERTISERS

January 2017



IAI Corp PG. 82

## Pineal Paradise

Pineal Paradise PG. 87



Epic Wholesale PG. 83

## MIGHTY FAST HERBAL INFUSER™

High and Mighty PG. 88



Catch a Fire PG. 84



Glass Vegas PG. 88



Allsmok PG. 84

## XVAPE

Xvape PG. 89

## PRIMAL™

Primal Herbal PG. 85



## LUCATI<sup>glass</sup>

Lucati Glass PG. 74

contact@iaicorporation.com

1-800-926-3959

909-444-1990



IAI Corporation  
All Smoking Products Distributor

www.iaicorporation.com



For every \$200 you spend on Ceramic Water Pipes

Get any one item **FREE**!!!

Just mention HQmag200



2 boxes of  
Nag Champa Incense



The Original  
Traveling Kit



12" Animal Perc  
Glass Water Pipe



12 pieces  
Ceramic One Hitters

Exclusive Ceramic Water Pipe Distributor  
50+ designs to choose from and many other products  
with the most competitive prices

\*Terms & Conditions Apply





# PRIMAL<sup>TM</sup> HERBAL

## cones & wraps



**NO TOBACCO · NO NICOTINE**

### Limited Time Offer:

Buy 3 Cartons of  
Primal Wraps or Cones,  
Get 1 FREE

Use promo code #FeelingPrimal?  
when you contact one of our  
distribution partners below.



Use with  
Primal<sup>TM</sup> Herbal  
Smoking Blend



Asheville, NC  
afgdistribution.com  
855.234.4386

Milwaukee, WI  
Farehaven.com  
262.786.7696

\*No Tobacco - No Nicotine\* does not mean safer. This is a smoking product that produces various substances, including carbon monoxide, which can be dangerous to your health.  
WARNING: This Product Contains/Produces Chemicals Known To The State Of California To Cause Cancer, And Birth Defects Or Other Reproductive Harm.

\*Disclaimer: Offer good for new customers through March 31, 2017.

©2016 Intrepid Brands<sup>TM</sup>, a Turning Point Brands<sup>TM</sup> company

# Your Source for Store Fixtures & Retail Displays



**Frameless Walcase**  
Select from many styles



**Slatwall Panels**  
Select from over 10 styles of wall panels



**Display Cases**  
Select from many styles



go online and enter  
**HQMAG**  
for an automatic  
**10% DISCOUNT**



**Display shelves**  
Select from many styles

888-414-8851



Allan Store Fixtures

[www.allanfixtures.com](http://www.allanfixtures.com)

**POSTERS**  
**SELL YOUR PRODUCTS!**



**GIANT**  
**31" x 20.5"**  
**Poster**

**Get into**  
**16000+ stores**  
**for less than**

**60¢**  
**a poster**

Try making a color copy for that price

**HQ** Trade Magazine  
Call now for more information  
**505-275-6049**

# FREE ADVERTISING

For your wholesale business  
in our industry\*

\* Subject to approval

Receive a web ad in the  
**HQ Marketplace**  
for 1 year



**FREE**  
for 1 year  
see how HQ can  
help you.

**HQ**  
Trade Magazine

Email: [freewebad@headquest.com](mailto:freewebad@headquest.com)  
for specs and requirements.

Looking for Original Artwork on High Quality Items  
to Attract More Attention to Your Shop?

Look No  
Further!



MINDCTABLE



and  
**PINEAL  
PARADISE**

Wholesale

Apparel - Art - Home Decor

Low Minimum Order

Most Inventory on hand & Ready to ship

Stipulations may apply to

Specialty Items & Larger Orders

Home Decor

\$450 Minimum Order

Printed on Demand

Dye Sublimation arriving in 10-21 days

Using very soft Micro Fiber Polyester

to hold the vibrant, long lasting,

non-fading Artworks with proper care.

Apparel

\$600 Minimum Order

On hand & Ready to Ship

Cut & Sew Dye Sublimation

utilizing state of the art Polyesters

to hold the vibrant, long lasting,

non-fading colors of the Artwork

while keeping your customers  
comfortable & wanting more!



For More Information Please Visit Us At:  
[www.MCPPWholesale.com](http://www.MCPPWholesale.com)

[www.hqmag.com](http://www.hqmag.com)

NEW PRODUCTS



a New Era  
of functional glass  
Wholesale Buyer  
Trade Shows



JOIN US ON SOCIAL MEDIA @GLASSVEGASEXPO



OPENING NIGHT FEATURING LIVE MUSIC FROM



SHOW DATES	EXCEPTIONAL EXHIBITORS • EXCLUSIVELY DOMESTIC	IN PARTNERSHIP WITH
2017 MON FEB 6 TUE FEB 7 WED FEB 8 LAS VEGAS, NV WESTGATE HOTEL WWW.GLASS-VEGAS	rocko glass julie riggs glass hooks free live demo! merces monster mayhem	GLASS ART the flow DRYGAS [Other logos]

**MIGHTY FAST**  
**HERBAL INFUSER™**



**Butter, Oil, Tincture  
in 45 Minutes**

**The Ultimate Edible Making Machine**

**www.theherbalinfuser.com**  
**844-344-6400**

  
**Follow Us on Twitter**  
<https://twitter.com/herbalinfuser>

  
**Like us on facebook:**  
[facebook.com/mightyfastherbalinfuser](https://facebook.com/mightyfastherbalinfuser)

  
**Follow Us on Instagram:**  
[instagram.com/theherbalinfuser](https://instagram.com/theherbalinfuser)

# XVAPE®

NEW PRODUCTS

[WWW.XVAPEUS.COM](http://WWW.XVAPEUS.COM)

Sales@XVAPEUS.com +1-855-99-XVAPE

Sales@topgreencig.com



**MUSE**

Creativity Elevated

**VISTA**

Dabbing Evolved



**V-ONE 2.0**

2 in 1



**CRICKET**

Small but Mighty



# January National Days



- 1 **Sunday, January 1 Celebrate those whose last names begin with Z**
- 2 **Monday, January 2 National Run it Up the Flagpole and See if Anyone Salutes Day**
- 3 **Tuesday, January 3 Festival of Sleep Day**
- 4 **Wednesday, January 4 Trivia Day**
- 5 **Thursday, January 5 Bird Day**
- 6 **Friday, January 6 Bean Day**
- 7 **Saturday, January 7 Old Rock Day**
- 8 **Sunday, January 8 Bubble Bath Day**
- 9
- 10 **Tuesday, January 10 Peculiar People Day**
- 11
- 12
- 13 **Friday, January 13 National Rubber Duckie Day**
- 14 **Saturday, January 14 National Dress Up Your Pet Day**
- 15
- 16 **Monday, January 16 National Nothing Day**
- 17 **Tuesday, January 17 National Ditch New Year's Resolutions Day**
- 18 **Wednesday, January 18 Winnie the Pooh Day**
- 19 **Thursday, January 19 National Popcorn Day**
- 20
- 21
- 22
- 23
- 24 **Tuesday, January 24 Beer Can Appreciation Day**
- 25 **Wednesday, January 25 National Opposite Day**
- 26
- 27
- 28 **Saturday, January 28 Fun at Work Day**
- 29
- 30
- 31 **Tuesday, January 31 Inspire your Heart with Art Day**



# Unishow

ONE STOP VAPE SOURCE



[www.unishowinc.com](http://www.unishowinc.com)

[sales@unishowinc.com](mailto:sales@unishowinc.com)

713-278-7677



Vaporesso Tarot Pro 160W  
TC Box Mod



**SMOK TFV8  
Tank & Coil**



**Target Mini Kit**



Eleaf iCare Mini with  
PCC Starter Kit



SMOK G-Priv 220W TC Touch  
Screen Mod



SMOK TFV8 Baby  
Beast 3mL Tank



Aspire PockeX Pocket  
AIO Starter Kit



UJOY Limitless XL 4mL  
Sub Ohm RTA



Vaporesso 4mL Estoc  
Tank Mega



Tesla Touch 150 TC Box Mod



SMOK Alien 220W TC & TFV8  
Baby Beast 3mL Starter Kit



Tesla Stealth 70W Mod



Aspire X80 R6ver Kit  
Nautilus X & NX3



V.O. Tech Dagger Mod



Sigelei Snowwolf Mini Plus  
80W TC Mod



**Atmos Kiln RA Ceramic  
Wax Kit and Atomizer**



**Aspire Archon  
150W TC Mod**



UJOY Limitless RDTA 6.9mL  
Classic Edition

# QUEST 4 THE BEST



## RYOT UTILITY TOOL

You might call it the Swiss army knife for the 420 community—but technically it's the RYOT Utility Tool. The durable all-in-one tool has everything a dabber or smoker needs. Whether it be poking, scraping, dabbing, scooping, cutting, grinding, drinking or anything where having the right tool makes all the difference. The hardened stainless steel lightweight construction can easily be carried around in your pocket. Another great innovation by RYOT!

[sales@ryot.com](mailto:sales@ryot.com)  
[ryot.com](http://ryot.com)



## STICKY BRICK LABS

Handcrafted in the USA out of beautiful natural hardwood, the Brick vaporizer by Sticky Bricks produces instant vapor and incredible flavor! Each of the wooden blocks, which houses the components, easily connect together with powerful built-in magnets allowing you to easily clean or reload materials.

Top-quality simax borosilicate glass offers pure flavor and increased durability over standard glass, and the wide mouthpiece offers a big draw. The Brick is a beautiful example of form following function.

**828.399.0299**  
[stickybricklabs.com](http://stickybricklabs.com)



## PRIMAL

Primal™ is a line of innovative smoking products created for those seeking a non-tobacco, nicotine-free alternative to traditional smoking experiences. Primal™'s Herbal Smoking Blend is 100% natural, GMO FREE-certified, and artisan crafted with the finest ingredients from around the world. Mallow leaves, red clover flowers, red roses and chamomile flowers are carefully blended to create a smooth, satisfying smoking experience. Pair the Herbal Smoking Blend with Primal™'s Herbal Wraps and Herbal Cones, each available in four decadent varieties, to enhance your smoking. Available through your regional distribution partner or from HBI, Farehaven or AFG.

**#FeelingPrimal™?**  
**888.965.7432**  
[www.primalbrands.com](http://www.primalbrands.com)



# ooze®



**ooze**  
**SPLASHER**  
up to 1000 hits a day  
5000mAh battery  
retails \$109.99

**ooze**  
**Stretch XL**  
WATER BUBBLER VAPORIZER KIT

**ooze**  
**Weeper XL**  
WATER BUBBLER VAPORIZER KIT

**ooze**  
**Sludge**  
WATER BUBBLER VAPORIZER KIT

**ooze**  
**Hurricane**  
WATER BUBBLER VAPORIZER KIT

**ooze**  
**Weeper**  
WATER BUBBLER VAPORIZER KIT

**ooze**  
**GLACIER**  
a PEEK KIT in  
THE COOLEST CLASS  
retails \$109.99

## OOZE...BEYOND THIS WORLD

INFO@OOZE420.COM | 855.OOZE.420 | WWW.OOZE420.COM

# QUEST 4 THE BEST



## DAVINCI IQ

Start the New Year Intelligently! The Davinci IQ's Smart Path Technology allows the user to select 4 different temp settings which lets the device automatically set the best temperature for your vaping sessions. Pick a setting, use it and enjoy – it's that simple and smart. Following our pursuit for perfect vapor, the IQ also is the only vaporizer that combines 3 different functions – Smart Path mode, Precision mode and Boost mode. All 3 modes guide the user through a tailored vapor experience or can craft their own. Plus, the IQ's Bluetooth smart phone app integration allows the user to have full control over their sessions. IQ uses a 100% ceramic zirconia air path and only the highest quality materials, the mouthpiece allows the user to draw out the purest flavor you'll ever taste from a vaporizer.

Staying true with our innovative legacy on perfecting the purest flavor a vaporizer can produce, the IQ is definitely one of the best vaporizers you can get your hands on.

**Greenlane Distribution 877.292.7660**



## IAI CORP'S CERAMIC WATER PIPES

The eye-catching design and hand painted color finish of the ceramic water pipes from IAI Corp makes this an attractive piece and a must have for any serious smoke business. The sturdy, durable build and craftsmanship that has gone into this pipe ensures smooth clean hits every time. The metal down-stem and bowl are removable, making this pipe easy to clean and maintain. They come in multitudes of color combinations and designs. The chambers of ceramic bongs come in a wide selection of shapes from reapers to skulls to abstracts to many figurines.

But that's not it! IAI Corp also offers a wide variety of products ranging from glass water pipes to vaping products and smoking accessories.

**www.iaicorporation.com  
contact@iaicorporation.com 800.926.3959**



## OOZE

High-Performance, Best-Value, Discre8on & Easy-Func8onality at Your Finger8ps!

Whether the consumer has been using vaporizer pens for years or looking to transi8on, Ooze offers an array of wax pens to fit everyone's needs. People are discovering the benefits of vapor vs. smoke causing a boom in sales of concentrates such as wax & oils. They are now looking for the newest, most innova8ve technology and accessories which Ooze provides. In addi8on to compe88ve pricing, Ooze Wax Pens are easy-to use and discrete but never lacking in performance. The affordability and aOrac8ve packaging is just a bonus for their industry-leading product that's backed by a full-warranty.

**1.855.OOZE.420  
info@ooze420.com www.ooze420.com  
Follow Us #oozeorlose @ooze420**

INTRODUCING  
**SOURCE**  
TURBO

Upgraded crucible design.  
Improved processing time  
with added Turbo Mode.  
Altitude-specific tuning.  
Simple, smart, safe.  
At home extraction.

**Guaranteed to improve  
the way you concentrate.**



**ExtractCraft.com**



**720-307-8628**



**THE OFFICIAL RETAILER'S BUYING SOURCE**

# Catalogs Work!

HQ can print and distribute your catalog

**Less than  
\$1 per unit**

## 16-Page Catalog

Get your product into the hands of customers

- Full color pages
- 16,000+ Shops compiled over 15 years
- Supplemental, Introduce NEW products



Call now for more info **505-275-6049**

**HQ**  
Trade Magazine

HUNDRED

PERCENTER



ST. AUGUSTINE  
**CENSORED**  
SAUCED

HAND CRAFTED IN SMALL BATCHES BY  
ST. AUGUSTINE CENSORED, S.A. FLORIDA  
NIC. THREE MILLIGRAMS

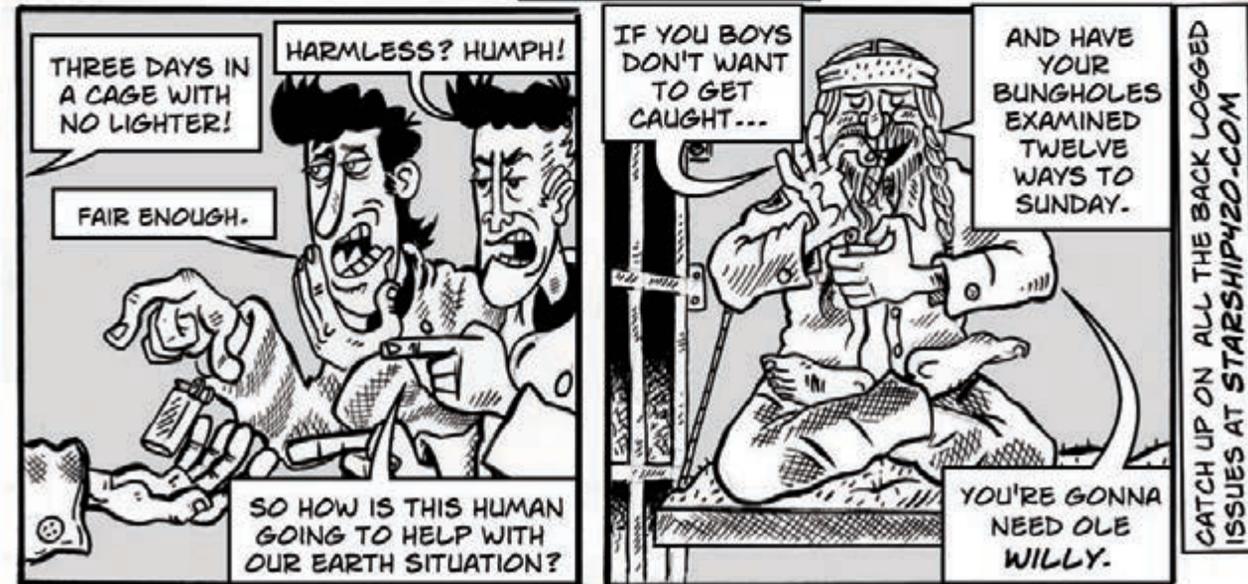
100%  
VG

**SAVE 20%**

MENTION THIS AD

877.922.5783

FIVE NEW FLAVORS



# HELIX

FUNNEL BOWL

TEMPERED GLASS TRAY

MATTE POWDER FINISH

4 HOSE OPTION

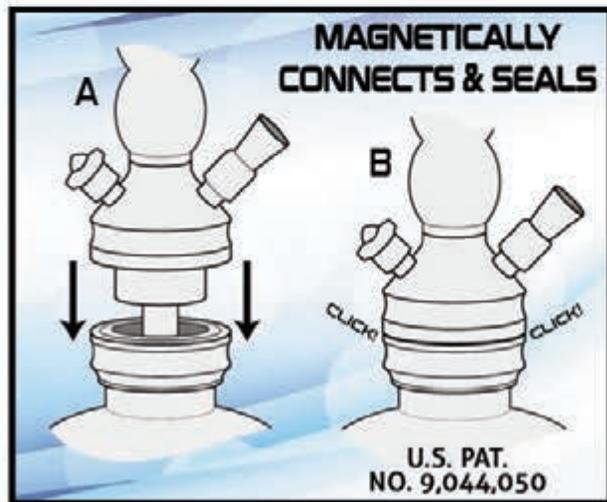
MAGNA TECHNOLOGY

14" SOFT HANDLE WASHABLE HOSE

# AMIRA™

**ALL NEW!**

## WITH MAGNA™ TECHNOLOGY



VISIT US AT TPE BOOTH #6054  
CHAMPS BOOTH #1037



@AMIRAHOOKAHS



WWW.AMIRAHOOKAHS.COM

844-474-4742



**doobtubes™**  
*The Innovative Leader in Airtight Packaging Since 2007*

**Air Tight • Odor Free • Water Proof  
Keeps Odors In, Keeps Moisture Out!**

Keeps your tobacco or herbs fresh as the day you rolled it!

**Custom Promos & Giveaways!**

State Law Coded Tubes for each MMJ State

510.677.6053  
customerservice@doobtubin.com  
www.doobtubin.com

Since Booker, much of the criticism of the America's sentencing structure has focused on the concept of mandatory minimums and the courts have been no exception. In 2013, the Supreme Court ruled in *Alleyne v. United States* that judges cannot merely increase a mandatory minimum sentence by their own discretion, but rather all facts that can influence a mandatory minimum must be presented to a jury. The distinction of having a jury find the defendant guilty of every fact that may trigger a mandatory minimum is an important departure from previous sentencing practices. For example, a defendant charged with possession of over 100 kilograms of marijuana faces a minimum of five years of incarceration. Before *Alleyne*, the amount of marijuana possessed by that defendant would not have to be presented to a jury. The government would only have to prove to a jury that the defendant possessed marijuana and then the judge could determine if the defendant possessed the necessary 100 kilograms to trigger a mandatory minimum. After *Alleyne*, the amount the defendant possessed must be included in the indictment and a jury must find that the defendant possessed the requisite amount to trigger the five-year sentence.

Unlike many issues facing those involved in American politics, the concept of mandatory minimums is more philosophical than it is partisan. This will be discussed further in part three of this series, but here it should be pointed out that the courts are not immune to treating minimums as a point of personal feeling rather than political leaning.

Both Booker and *Alleyne* were narrow, 5 to 4 decisions in which conservative and liberal judges joined together in the majority opinions. Notably in Booker, Justice William Rehnquist, who was appointed by Richard Nixon and nominated to Chief Justice by Ronald Reagan, joined with conservative and liberal justices to ease sentencing guideline restrictions. And though Rehnquist would die on the bench shortly after Booker, he made his opinion on mandatory minimums known, once stating, "Mandatory minimum sentences are perhaps a good example of the law of unintended consequences... Mandatory minimums impose unduly harsh punishment for first-time offenders." And when *Alleyne*, was heard by the Court, it was another conservative, this time Justice Clarence Thomas, who joined his liberal counterparts and wrote the majority opinion.

Judges do not often come out and speak about their political opinions, especially at the Supreme Court level. After all, this is a group of scholars so stoic that they sit through the entire State of the Union Address. Without knowing their personal sentiments then, one must look to their decisions in cases like Booker and *Alleyne* for insights. Inference can be dangerous, but here it seems safe to say that the Court is, at the very least, uneasy of allowing Congress the ability to affect the liberty of United States citizens.

- Essentially, this means that the judge in the case could deviate from the charges found in the indictment due to other factors known to the trial court. In this case, it was additional crack that Mr. Booker admitted to possessing.
- Due to changes in federal sentencing statutes on crack cocaine, his sentence was eventually reduced to 27 years. ♦

## FOR SALE TURN KEY BUSINESS

### Smoking Pipe Manufacturer / Distributor

Excellent opportunity to own a 19 year established business.

- Manufactures glass and acrylic (tobacco) pipes, and distributes other similar products sold through smoke shops, music stores and other similar gift shops.
- Included are inventory of finished goods and parts, raw materials (glass and acrylic), lathes, drill presses, kilns, compressors, tanks, and racking systems.

Fully operational business, complete with supplier relationships, experienced staff, functional office, manufacturing and warehouse facilities, inventory and customer lists.

**Owner is retiring. 2015 revenue \$750K;  
terms negotiable.**

**CAN BE RELOCATED (DELIVERED) TO YOUR LOCATION**

**Call Broker: 818-427-6945**

**LOCK N  
LOAD™**

MODERN  
PERSONALIZED  
CASES



**vatra**

THE LEADER IN PROTECTION

SINCE: 1997

**DOUBLE™  
DECKER**

ALL IN ONE CASE

DDK PATENT NO:  
US D703,441



*Peaceful Warrior*  
**COLLECTION™**

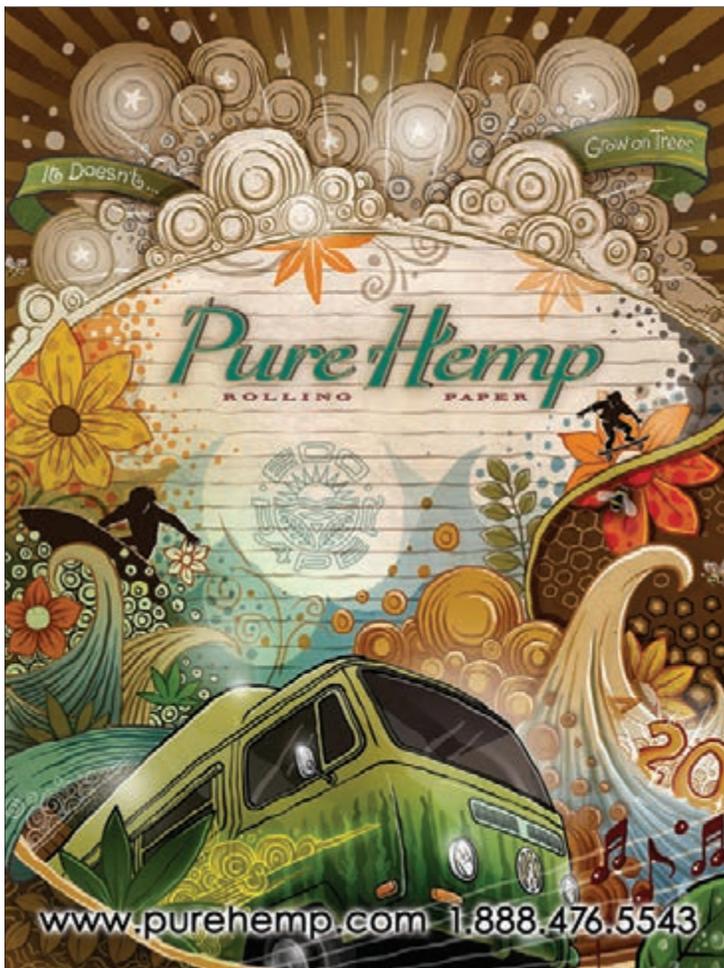


URBAN WARRIOR



SHUTTLE

CALL NOW 800-631-8944



No store that caters to smokers would be complete without a selection of glass smoking accessories. Munson's Emporium offers a huge variety of pieces from simple spoons to headies. Black supports the independent glass community, but his observation is that those vendors aren't coming around with their case of new products as often since they can do a healthier business selling directly to buyers online than going the wholesale route.

One thing you won't find much of at Munson's is import glass – and that's because of the quality and affordability of “import killers” being made by American artists.

“There are companies like Chameleon, Dynamite Distribution and Crush Glass where you can go through the first 10 pages of their catalog, and all of it is money-making glass,” Black says. “For every five-dollar Chinese hand-pipe, there's a five-dollar one made in America that will blow it off the shelf. . .the ingenuity of the American glass blower is amazing.”

The ingenuity of the American businessman is amazing too. Chris takes a lot of pride in his marketing skills, and makes sure that Munson's is well represented on social media and the company website is optimized to be positioned at the top of internet searches. With wife Wendy taking care of the buying, Chris is focussed on creating a unique shopping experience.

“We can all get really hippie about things, throw on a Mexican poncho and play bongos, but ultimately this is about business,” Black says. “In order to make more money, you've got to take something from your competition. You can take yourself out of some of that just by diversifying your store which is what we do. . .we're not trying to dominate every market, it's just about doing smart business.”

“I've always been competitive and an entrepreneur. . .it's me to the bone. I could make a million a year with any business, but this one is special. . . I'm in love with this culture and the people,” he adds.

“We get lots of customer who just want to look around. . .there's a lot going on here; it's a very interesting place and I like that we can show the community that it's something different.” ♦

**Munson's Emporium**

Belton, Texas [munsonsemporium.com](http://munsonsemporium.com)

**LighterPick** WWW.LIGHTERPICK.COM **WATERPROOF & SCENT RESISTANT**

**DUGOUT**  
THE ALL-IN-ONE SMOKING TOOL

WATERPROOF & SCENT RESISTANT PROTECTED CHAMBER TO STASH 1/4 OUNCE OF YOUR FAVORITE TOBACCO PRODUCT

INCLUDES A ONE HITTER CIG BAT WITH FLAT TIP

3" RETRACTABLE PICK TO STIR YOUR BOWLS OR CLEAN YOUR PIPE

HOLDS A MINI BIC LIGHTER

WHOLESALE ORDERS CAN BE PLACED ONLINE AT: **SHOP.FUMARLTD.COM**

WHOLESALE & QUANTITY DISCOUNTS AVAILABLE SET FOR KEYSTONE PRICING + GREAT MARGINS DISTRIBUTORS WELCOMED

**316.215.7081**  
[WWW.LIGHTERPICK.COM](http://WWW.LIGHTERPICK.COM)

All Fumar Ltd. products are intended to be utilized by persons 18 years of age or older, and only for purposes deemed lawful.

**MOST  
ADVANCED  
SCIENCE  
ON THE MARKET**

**FETISH  
URINE 3oz**

PREMIUM FORMULA INCLUDES

- UREA, URIC ACID & PROTEINS
- MALE / FEMALE COMPATIBLE
- NO MIXING / READY-TO-USE
- 3 OZ FETISH URINE SAMPLE
- HEAT PAD & RUBBER BAND
- TEMP. STRIP / FLIP CAP
- 100% TOXIN FREE

Contains Urea and Uric Acid

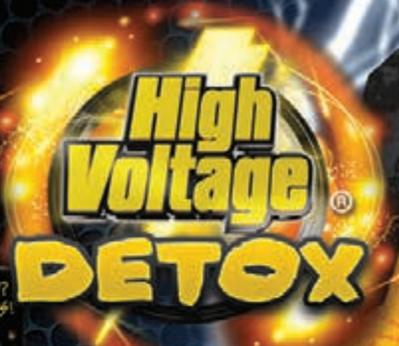
**800-568-2595**  
[www.XURINE.COM](http://www.XURINE.COM)



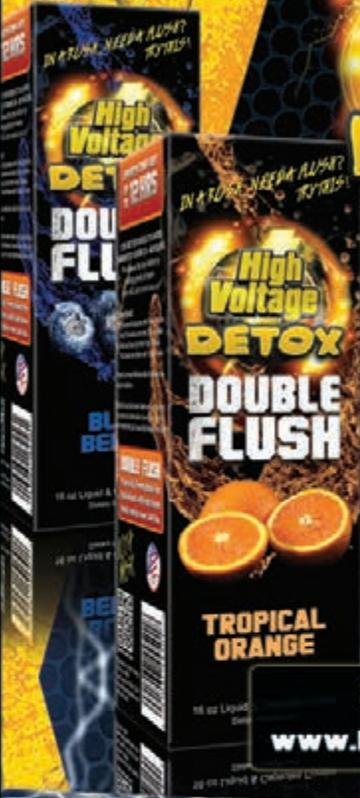
3 FLUID OZ.

NOVELTY & FETISH USE ONLY

**PREMIUM  
DETOX**



NOT A MASK



MAKE THE SWITCH  
GREAT INCENTIVES OFFERED

**800-568-2595**

[www.HighVoltageWholesale.com](http://www.HighVoltageWholesale.com)

**HOT  
NEW LOOK  
#1 ON THE  
MARKET**



LASTS UP TO 7 HRS.

LASTS UP TO 7 HRS.

WORKS FAST

WORKS FAST

YOUR RESULTS ARE ON THE LINE  
BE SURE YOU'RE CLEAN

YOUR RESULTS ARE ON THE LINE  
BE SURE YOU'RE CLEAN



# Jen Kirkman

## in 2011

Jen Kirkman doesn't know what she's doing. On *Hail to the Freaks*, her new album released this past May on A Special Thing, she calls Obama a nerd, insists the American people haven't seen the last of Sarah Palin, calls teenagers dumb and recounts her wedding preparation in which she had to continually tell people over and over that she didn't care what her bridesmaids wore. While it certainly feels like she's getting a lot off her chest, the comedienne/television writer insists she's basically just winging it up there. That's what got her started, after all.

"I just loved comedy," she remembers of her first attempts at stand-up. "It seemed like people who didn't were like other grown-ups who had kids and worried about dressing nicely and all that. I wanted to stay a kid forever and this seemed like the right lifestyle for that. I'm very big into just feeling good and doing what I want; I'm not very calculated or thoughtful about my moves. I just sort of do it."

She's been just sort of doing it for a while now. Her first stand-up show—"I just told some personal and embarrassing stories and got off stage," she said in a recent interview—was in 1997, and it's only gotten better since. Her first album, *Self Help*, arrived in 2006, and she worked on or wrote for a myriad of television shows over the years, including *Phineas and Ferb*, *Home Movies*, *Perfect Couples* and *Chelsea Lately*. Many know her from her two episodes of *Drunk History*, in which she recounts the historical tales of Frederick Douglas and Washington-owned slave Oney Judge after drinking much wine. Many more still know her from regular appearances on Paul F. Tompkins' podcast, *The Pod F. Tompkast*. But all of this has come with time, and if it sounds kind of random, that's because it is. But it's also comforting for the person doing it.

"If I have a specific thought on something—and it can be as meaningless as, 'The best way to tell if I'm drunk is to ask me how well I think I can sing Michael Jackson's 'Man in the Mirror'—that is so specific of a personality trait of mine. If people laugh, I only assume they know exactly what I mean," Kirkman says. "They do the same thing and that's validating and fun and makes me feel like we are all really similar, which helps me not be a hateful person. I feel pretty lucky that I get to do a thing where I sort of almost subtly ask large groups of people, 'Hey, do you get me?' And if they do, I feel less alone."

Currently, Kirkman is working on a "memoir-ish, funny essay-ish book about how I've never wanted kids and how people have reacted to that all throughout my life" which will be out sometime next year, and she left *Perfect Couples* shortly before its cancellation to rejoin *Chelsea Lately* full time, so she's hardly alone—at least in the literal sense. But to hear her tell it, she's also feeling oddly complete. In interviews over the years, she's been pretty hard on previous versions of herself, but these days, despite not really knowing what she's doing, she feels pretty good, overall. Maybe there's something to this whole wandering through life, trying out new things and being open-minded thing.

"I'm glad to be who I am right now, professionally and personally," she says. "I actually like, love and respect myself, and I try not to take anything too seriously." ♦



**Mention**  
**HQ**  
**Mag**



PH- 505-244-7273  
FX- 505-244-7274

[Sales@PhreshPicksDist.com](mailto:Sales@PhreshPicksDist.com)

**blown**

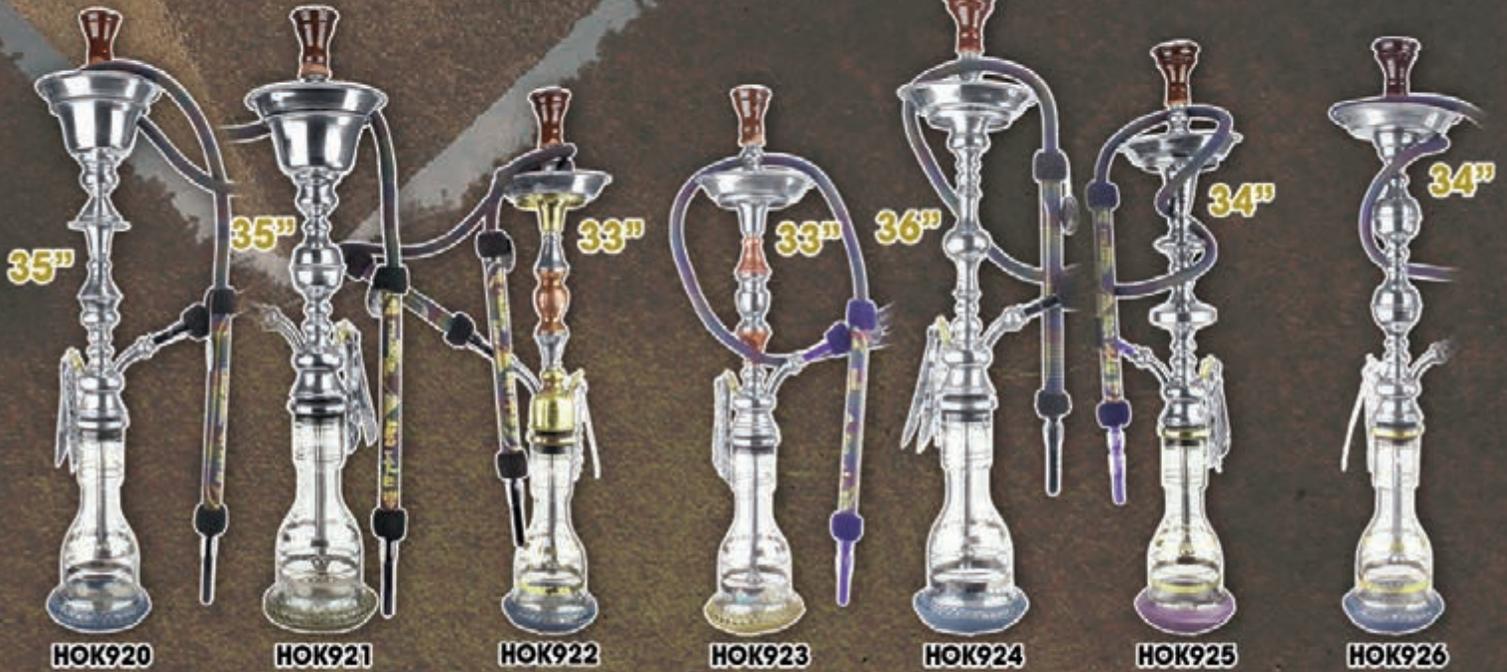
[www.PhreshPicksDist.com](http://www.PhreshPicksDist.com)

# Pyramid Egyptian Hookah \$55.00

1 HOSE

## HOOKAH LOUNGE QUALITY

MADE OF BRASS





[www.ptbag.com](http://www.ptbag.com)

800-330-7094

FAX: (408) 977-0445 • email: info@ptbag.com

VISIT OUR WEBSITE FOR SPECIAL AND CLOSEOUT ITEMS AT DEEP DISCOUNTS  
prices subject to change without notice

\$100.00  
Minimum Order



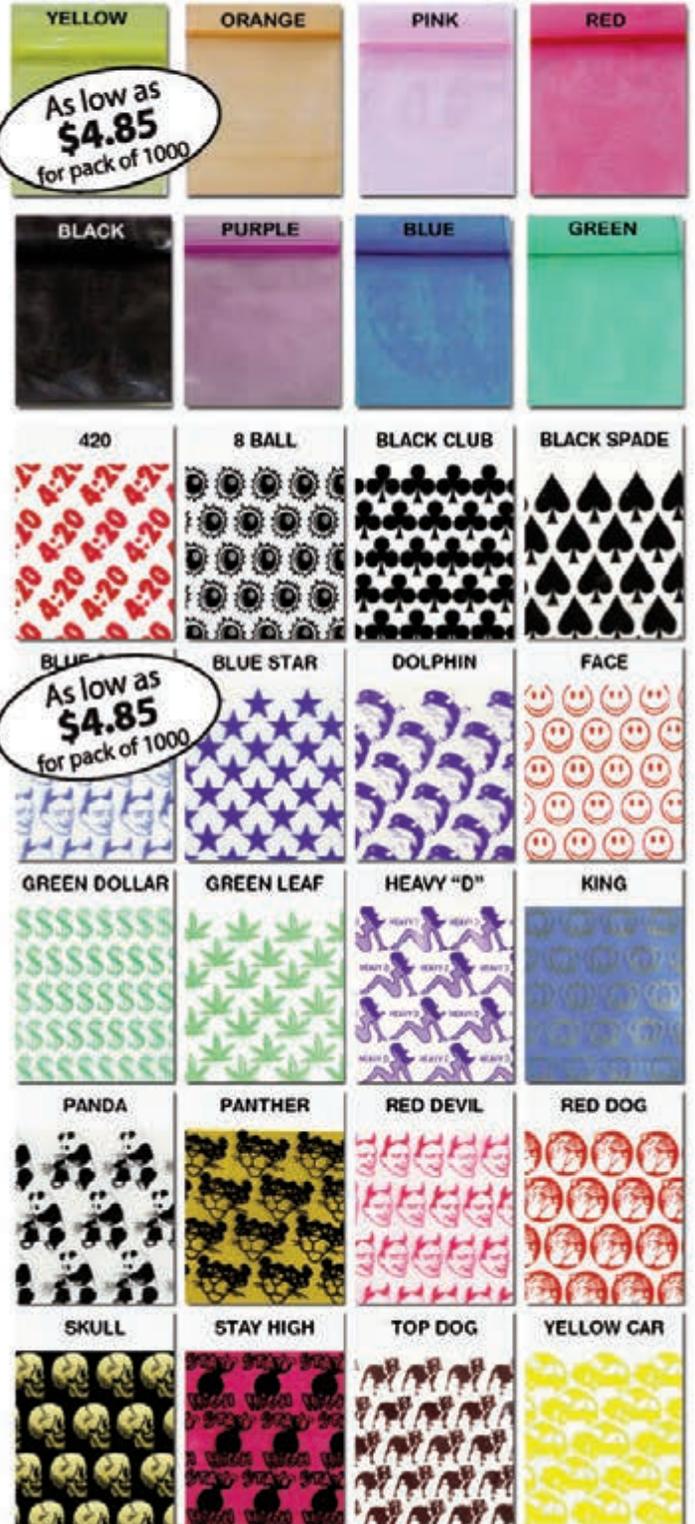
10% OFF  
ORDERS OVER  
\$500.00

## Wax Bags



As low as  
**\$9.99**  
for box of 600

## Zip Top Bags



As low as  
**\$4.85**  
for pack of 1000

As low as  
**\$4.85**  
for pack of 1000

## Smell Proof Bags



As low as  
**\$3.00**  
for pack of 20

## Clear Zip Top Bags



As low as  
**\$4.22**  
for pack of 1000

1/2" x 1/2" up to 14" x 20"  
2 mil, 2.5 mil, 4 mil

We stock over 50 different designs  
1/2" x 1/2" up to 2" x 2"



IS PROUD TO PRESENT....

# WELLNESS

**FREE SHIPPING!**

**THE MOST REQUESTED KRATOM ON THE MARKET!**



**CALL TODAY: 855-241-3200**

**More Brands.  
More Choices.  
More Customers.**

Vaporlakes now offers twenty-two brands. Each with Max VG & most with four Nicotine levels. More than 120 combined flavors. Our idea is to make it simple for you to provide your customers with the variety, quality, and new ideas that keep them coming back.

Vape enjoyment comes from great taste and maximum clouds. Profits for you & pleasure for your customers, whether they dial it up or dial it down. Blended, & bottled with precision in the USA\*.

**All with One Call.**

1-800-787-3315 [www.vaporlakes.com](http://www.vaporlakes.com)



\*We've produced custom e-liquids in our own facility right here in Texas. Since 2009. We can make it taste like anything you want, as long as your customers say they like it.

**VAPORLAKES**  
USA Premium  
e-Liquids

<i>Bathtub Brew</i>	<i>Frosty Paradise</i>	<i>Kings Berry</i>
<i>PopBot</i>	<i>Patriots Peach</i>	<i>Scholar's Smoke</i>
<i>Specimenz</i>	<i>Vape House Coffee</i>	<i>Lucky Stone</i>
<i>Sunnrise</i>	<i>Captain Coil's Spoils</i>	<i>Juicy Jolt</i>
<i>Vape Stax</i>	<i>Drops Squad</i>	<i>Strawdairy</i>
<i>Martian Mead</i>	<i>Zenny Liquid</i>	<i>Crimson Confection</i>
<i>Roo Avenue</i>	<i>Aerial Aeon</i>	<i>Churrohms</i>
	<i>Classic Pour</i>	

**CLOUD POWER : PROFIT POWER**

e-mail us. [wholesale@vaporlakes.com](mailto:wholesale@vaporlakes.com). Call us at 800-787-3315. Vaporlakes, Inc. Lewisville, TX 75057



PUFFCO+

Puffco Plus  
The New Standard



First ever vape pen with absolutely  
no metal in the all ceramic chamber.



VaporOutlet  
*Wholesale Only*

vaporoutlet.com | 1-866-359-2869



SAFE RESPONSIBLE STORAGE HAS ARRIVED  
KEEP NATURAL BORN SNOOPERS OUT OF YOUR STUFF

**SIMPLY PLACE, SEAL, PUMP AND LOCK!**

**BUILT-IN-VACUUM SYSTEM**

Pump to remove air, the enemy of freshness. Your stuff will last longer and stay fresh

**DUAL STAY FRESH AIRTIGHT SEALS**

Revolutionary design keeps air out, locks freshness in and controls odors

**ORGANIZER/ DIVIDER**

Removable and reconfigurable

**FOOD SAFE**  
FDA compliant

**REFRIGERATOR SAFE**

Double insulated with high grade durable stainless steel

**ERGONOMIC DESIGN**

Comfortable grip surface.  
Low resistance and easy to open

**SECURE COMBINATION LOCK**

Set your own four-digit combination for key less convenience

**HUMIDITY CONTROL READY**

Moisture control holders accommodate humidity regulating packets (purchased separately)

**PRIVATE**

100% opaque surface protects contents from harmful light and snooping eyes

POWERED BY  
**combi-fresh**<sup>™</sup>  
TECHNOLOGY

COMBINATION LOCK-FRESH VACUUM SEAL





**Skunk**



**CUZ**  
**EVERYTHING**  
**ELSE STINKS**



**ODORLESS TECHNOLOGY**

The secret of the Skunk Air-Flow system lies in a patented high potency activated carbon technology. Odors & harmful chemicals are trapped and neutralized.

**How does it work?**

When the odor molecules come into contact with the activated carbon molecules, they become trapped within the pores and the odors defused. With our formula, stink doesn't stand a chance.

844 MY SKUNK 844.697.5865  
**WWW.SKUNGUARD.COM**  
EXCLUSIVE DISTRIBUTION, VATRA\* INC. ALL RIGHTS RESERVED



 **VapeWorld** is now greenlane

Our offerings have grown well beyond vaporizers, and now include premium glass, grinders, storage containers, culinary appliances, and more. Greenlane will maintain VapeWorld's position as the leader of the vaporizer category, while we continue to aggressively diversify. We are still the same great people you have done business with over the past 11 years.

FOR QUESTIONS OR WHOLESALE ORDERS CALL 877.292.7660 | [GNLN.COM](http://GNLN.COM)

# PAX3<sup>®</sup>



## Loose Leaf + Extract Vaporizer



Rose Gold Exclusively at  
greenlane

NOT FOR SALE TO MINORS © 2016 PAX Labs, Inc. All rights reserved. PAX Labs, Inc. the PAX Labs logo, PAX and PAX logo are trademarks of PAX Labs, Inc. US and International Patents Pending. Patent: [www.pax.com/intellectual-property-list](http://www.pax.com/intellectual-property-list)

VapeWorld is now  
**greenlane**

WHOLESALE ORDERS CALL 877.292.7660 | GNLN.COM