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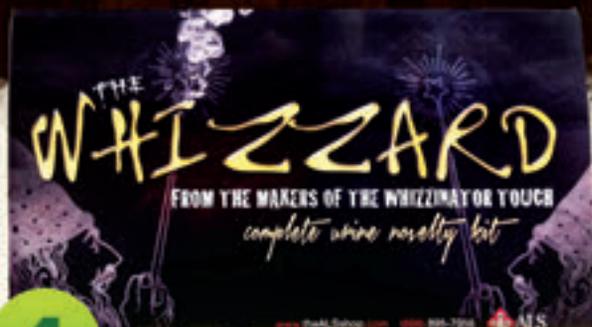
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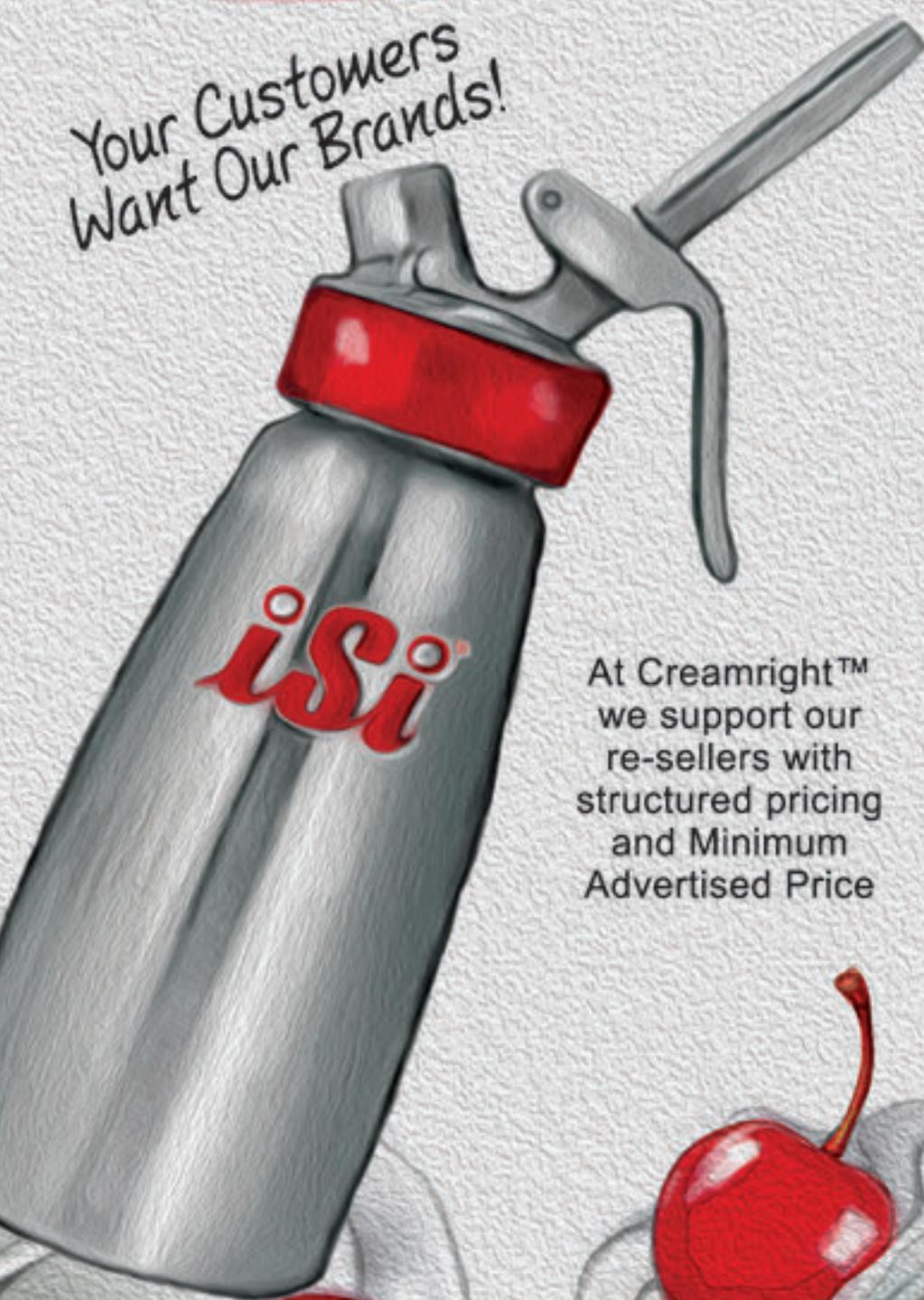
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WELCOME

June 2018



Joe Morrison Glass page 60

IMPRESS ALL THE GIRLS

Howdy folks and welcome to summer time! As the summer heats up HQ is ready to rock these next rounds of shows... who's with us? Be sure to stop by the HQ booths to gather some of your favorite goodies...we are changing our set-up and can't wait to show you what's in store for HQ as the industry continues to evolve.

We know many of you shop owners have questions about the legality of CBD...which is why HQ has put together an informational series in order to help aid you in your walk through these murky waters we currently find ourselves in. Be sure to pay attention to the facts, use the resources around you, and as always...check in with your local attorney for up to date regulations.

Couples who toke together, stay together...this is just one headliner from HQ's Smokin' News feature this month. Take a look at this informative, and sometimes hilarious monthly column on page 52!

Nicotine Salts...the next big thing? With an altered pH balance, these products are popping up everywhere! If you are still in the dark about this product, be sure to know all of the in's and out's of this increasingly popular product by reading HQ Knowledge on page 76.

We can't wait to see you all at the upcoming Champs, ASD, and SSE shows this summer. Don't forget to stop by and say hello.

Cheers.

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Advertising Executives
Contact any salesperson at 505-275-6049

Monica Frésquez	Pilar Gonzales
-----------------	----------------

Social Media Director
Vince Renfro 505-275-3506

Sales & Communications Director
Sandy Caputo 505-275-6049

Art Director
Wilson

Contributing Writers

Austin L. Ray	Darin Burt	Dock Hickory	Tanya Madden	David Pogge
---------------	------------	--------------	--------------	-------------

Executive Assistant
Richard DePriest

Billing 505-275-6049	Information adinfo@headquest.com	Fax 505-275-6510
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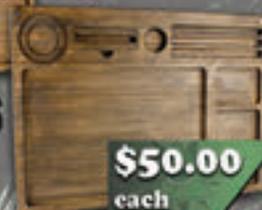


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FEATURES

BEHIND THE SCENES PAGE 48



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Know the facts: CBD I page 50

Smoke News page 52

Glassblowing page 60
JOE MORRISON

Shop of the Month page 68
GLASS POUND

Feature page 76
WHAT ARE NICOTINE SALTS?

Q4B pages 92, 94

Listening Station page 104



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Pages: 6-7, 22-23

advertisers

#1 Wholesale	NEW Advertiser	103	Greenlight Vapes	NEW Advertiser	41	PT Bags	62
420 Science / Jars		109	GSM Distributing		13	Randy's	NEW Advertiser 97
7 pipe		13	HBI International / RAW		11	Serious Monkey Bizzness	63
AFG Distribution		17, 29, 35, 61	High Voltage Detox		108	Skeye Wholesale	14-15
AGE American Glass Expo		46	Hot Vapes		44	Skunk Bag	106-107
Alternative Lifestyle Systems		2-3	Humboldt Vape Tech	NEW Advertiser	64	SLX Grinders	NEW Advertiser 75
Arizer	NEW Advertiser	81	Infinity Wholesale Group		55	Smoke Tokes	59
ASD Trade Show		80	Inhale		51	Spark Vapor	NEW Advertiser 54
ATMOS RX		34	Inter-Continental Trading		89	Spectrum Vapor	49
Cali Kulture / Stash, Lyft	Front Cover	6-7, 22-23	Jacpa Nose Desserts	NEW Advertiser	10	SSE <i>Smoke Shop Events</i>	56
CHAMPS Tradeshow.com		70-71	Journey Pipes		101	Stash / Cali Kulture	6-7
Choice Botanicals / Windship Trading Co.		30-31	Kava Therapy		69	Storz & Bickel	45
Creamright		8-9	Kava Tonics previously 5 Hour Break		36	Strong Back	79
Diamond CBD	Back Cover		Klear Kryptonite		47	Swagg Sauce	40
Dimebags		73	Legal Lean <i>Infused Edibles</i>		65	Tasty Puff	66, 110
Earths Remedy		111	Lyft / Cali Kulture		22-23	Tobacco Outlet	78
East West Trading		38-39	Mandys Enhance Your Senses		95	Toro Imports	53
Epic Wholesale		93	Mighty Fast Herbal Infuser		43	UniShow	87
Fleshlight		86	Mike Worldwide Inc.		82-83	Vapor Tech USA	33, 99
Free River		32, 77, 85	MIT 45		47	Vapornation	26-27
Futurola		20-21	Nature Therapeutics		36, 69	Vatra	106-107
GLOW Ind.		88	Orange Chronic		67	V-Syndicate / Dabit Card	84
Gourmet Innovations / Best Whip		4-5	Party Nuts		18-19	Wild Berry <i>America's Best Incentive</i>	79
Got Vape		24-25	Phresh Picks Dist.		42, 105	Zone Wholesale	100
Greenlane IFC, 1, 12, 28, 37, 57, 112-IBC			Precision Smokewear		72	Zydot	58

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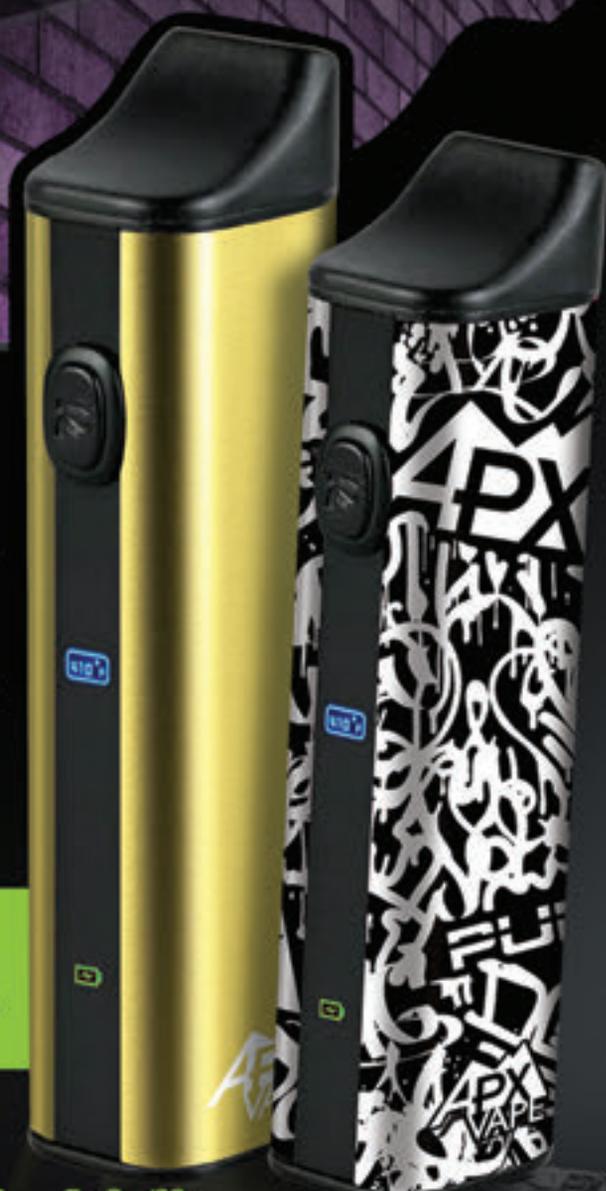
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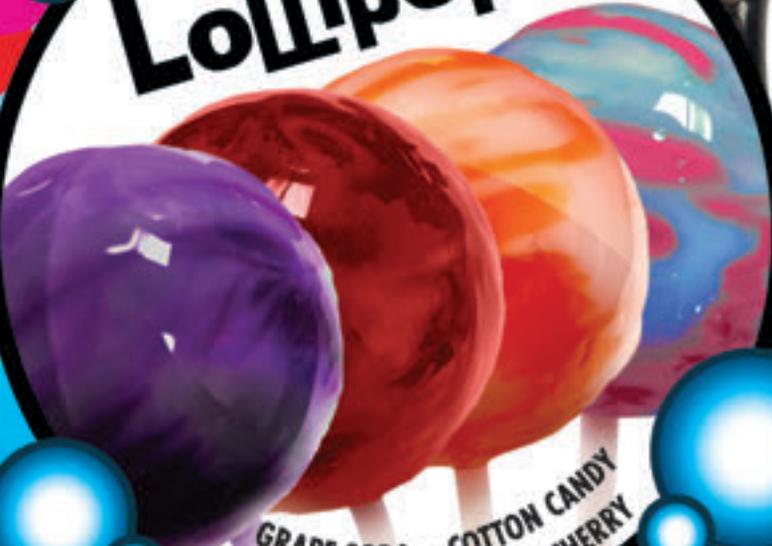
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Behind the Scenes

BY
DARIN BURT

SOLACE



Not only is Solace Vapor a pioneer in the Nicotine Salt category, but their liquid-based formula allows users to fill their favorite non sub-ohm vape devices directly. You could think of Solace as the Microsoft of the vape world, building an open-source product, as opposed to competitors that offer only closed systems.

Solace began as a reaction to the growing trend of vapers converting to discrete low-wattage devices, and the fact that 0mg, 3mg, and 6mg nicotine strengths are basically ineffective in these devices. By altering the pH levels and nicotine found in regular e-liquids to be more efficient and intense, Solace formulated a product that provides a satisfying cigarette-like sensation.

continued on page 58

Pod Fuel

The logo features the words "Pod Fuel" in a bubbly, teal font with pink and white outlines. The letters are integrated into a graphic of a white e-cigarette pod with a clear window showing orange e-liquid. The pod is angled upwards from left to right.

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Know the Facts: CBD PART I

Before the golden age of Google, the Tennessee sheriff might have gotten away with it. But in the age of information, fact-checking can be done in real time.

Back Story: In February of this year, the sheriff's department of Rutherford County, Tennessee held a press conference announcing the success of an undercover "drug bust" that concluded in the raiding and padlocking of 23 retail outlets, along with indictments of 18 individuals on counts of drug trafficking. The grandstanding and backslapping that took place that day, however, was short-lived. As it turns out, the supposed "drug-laced candy" they had acquired was nothing more than 50-state legal, hemp-derived CBD. The opening quote is a direct excerpt from that press conference, specifically, the sheriff's response when a reporter asked about the candy's use. As they say, you can't fix stupid.

The charges were dropped within three weeks. Be that as it may, while the story serves as a point of encouragement for those in the trade, it is also a grim reminder of the imminent danger of doing business in a gray area, as well as a reopening of questions once thought settled. Is CBD legal? The answer is unequivocally, yes. But also, no. But yes. Really, it depends on whom you ask.

There is a legal framework for manufacturing and selling hemp-based CBD products in the U.S. However, it is not as cut and dry as many distributors would have you believe it to be. The process requires Olympic-worthy hoop-jumping along with a contortionist's ability to navigate through the loopholes of ambiguously-written statutes and regulations. Over the next two issues, we're going to do our best to delve into the facts around hemp-derived CBD. We'll be covering both the legality and efficacy of the product, and in the midst, try to come up with a method for sorting between the legitimate producers and the hucksters. But first, to come to a real understanding on the legality of hemp and its derivatives, you'll need a firm grasp on its legal history. To get you up to speed, we've created a simple timeline that spells out the basics.

Stay tuned for next month's installment, where we sit down with CBD manufacturers from across the industry to tackle the issue and find some clarity.

Hemp Prohibition: A Timeline

1937 – Marijuana Tax Act passed; cultivation of cannabis requires a government stamp, which the government makes unavailable. Cannabis becomes, for all intents and purposes, illegal.

1942—Government issues tax stamps, AKA, cultivation permits for hemp to support the war effort, releases "Hemp for Victory," a short propaganda film extolling the virtues of hemp to encourage cultivation (the government denied the film existed until it was unearthed by Jack Herer in 1989.)

1957—Last legal government-sanctioned hemp field planted in U.S.

1969—Marijuana Tax Act repealed.

1970—Nixon signs the Controlled Substances Act, the modern legislation under which we operate today. Cannabis is made Schedule 1, the strictest possible category, above Methamphetamine, Cocaine and Fentanyl. No distinction is made between psychoactive and non-psychoactive strains (marijuana/hemp), but they do exclude the "mature stalks and sterilized seed" from the definition. Hemp is illegal to grow, but the stalks are legal to possess.

1998—Industrial hemp cultivation is legalized in Canada

2001—DEA publishes "Interpretive Rule" that attempts to ban hemp-based foods.

2004—Ninth Circuit Court of Appeals rejects DEA hemp ban.

2013—Weed, Sanja Gupta's ground-breaking documentary on cannabis airs on CNN, reinvigorating the push for legalization and making CBD a household word.

2014—Federal Farm Bill, AKA the Agricultural Act of 2014 is signed into law by Obama. Section 7606 legalizes limited industrial hemp cultivation for research purposes. The bill also officially distinguishes hemp from marijuana for the first time, stating that hemp is any cannabis plant that contains less than 0.3% THC.

2015-2017—FDA issues warning letters to multiple companies manufacturing hemp-derived, "50-state legal" CBD products.

2018—Law enforcement in Tennessee raids and padlocks stores selling CBD; charges dropped three weeks later.

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Smokin' News

from across the country

Couples who toked together, stay together,

According to a study published in the journal 'Psychology of Addictive Behaviors' couples who use cannabis are less likely to have violent relationships compared to non-users.

The study followed over 600 couples for a span of 9 years and measured their behaviors over that time.

Just the opposite effect was the case if only one partner uses marijuana but not the other. The study suggests that the blissful results largely come from the fact that marijuana provided couples with a shared interest that also reduced anxiety.

Get the Door. It's NOT Domino's!

Washington State is looking into allowing medical patients to have marijuana delivered to their door.

The Daily Herald reports the Washington State Liquor and Cannabis Board is conducting a study on how to set up and operate a delivery system.

Among issues the study must consider are how to verify those receiving the product are registered in the state's medical marijuana authorization database and what payment methods would be allowed.

The Washington State Department of Health says there are 290 retailers in the state with a state-issued endorsement to sell medical marijuana products and about 18,000 active patients.

Vaping Called a Chemical Nightmare

It's well known that vapor from electronic cigarettes doesn't contain the tar, carbon dioxide or other tobacco by-products. But that still doesn't mean it's healthy. Researchers from Oklahoma Medical Research Foundation point to data that increasingly rings alarms to the dangers of e-cigs.

People who vape might be exposing themselves to several of the same cancer-causing chemicals present in traditional cigarette smoking, according to a new research study from the University of California, San Francisco.

The report from OMRF states — "The chemicals they found sound like an organic chemist's nightmare."

Which Profession Smokes the Most Pot?

A survey released by the Centers for Disease and Control Prevention (CDC) of the more than 10,000 workers surveyed, concluded that 14.6 percent had gotten high on the job.

In the "accommodation and food services" industry, 30 percent of workers reported smoking pot at least once in the past month. Those in the job category "food preparation and serving" had the highest use at 32 percent of workers.

"Arts, design, entertainment, sports and media" came in second at 28 percent.

Marijuana use was reported by 19 to 21 percent of workers in "production," "life, physical, and social science," "sales and related," and "installation, maintenance, and repair."

Those in construction, manufacturing, and agriculture industries all fell above the state average in percentage of workers reporting marijuana use.

MJ Job Growth

The cannabis industry's job growth is outpacing all other industries in the United States, according to ZipRecruiter.com which named it the "fastest growing employment marketplace".

Twenty-nine states have legalized marijuana and ZipRecruiter's data showed a 445-percent job growth in job listings in the category year over year.

In traditional industry sectors, tech companies are growing at a rate of 245 percent and the healthcare industry is growing by 70 percent.

Greenlane Acquires VaporNation, Becomes Largest Vaporizer Distributor

Greenlane, a distributor and online retailer of vaporizer products that was formerly known as VapeWorld, announced today that it has acquired its competitor, VaporNation. Servicing approximately 9,000 independent retailers, Greenlane is now one of the world's largest vaporizer distributors.

"We have a shared philosophy of putting clients first and offering superior customer service. VaporNation's strong brand relationships combined with Greenlane's make for incredible category coverage," said Jeff Sherman, CEO of VaporNation, in a statement. "VaporNation's performance in direct-to-consumer sales, coupled with Greenlane's dominance in wholesale, make this transaction a natural fit. It is really gratifying to see VaporNation become a part of Greenlane."

With this recent acquisition, the company will expand its footprint to include eight US Cities, six automated distribution centers, and approximately 200 hundred employees. ❖

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Behind the Scenes continued



“Not to get too scientific, but what we realized is that tobacco products are more acidic than conventional freebase nicotine,” explains Lorenzo De Plano, co-founder of Solace Vapor with Brendan McDermott, Eric Anwar and Jomie Raymond. “We discovered a number of unique ways to apply natural acidic compounds to our products to make them more acidic. It replicates the experience of a combustible cigarette, because it hits the bloodstream faster, but eliminates many of the harmful carcinogens simultaneously because you’re using heat rather than burn technology.”

Selling the idea to mass market vape consumers – at least initially, wasn’t as simple as they’d hoped.

“People were laughing in our face and saying this was the dumbest thing ever,” De Plano says.

Undeterred, the Solace team went back to the drawing board. They quickly realized what was missing were the right types of devices to go with the new nicotine salts.

Coincidentally, it was about this time that the JUUL, a minimalistic vaporizer that uses disposable cartridges, hit the market. JUUL also uses nicotine salts in their liquids – the only difference is that theirs is a closed pod-based system and uses potentially harmful chemicals such as benzoic acid whereas the ingredients used by Solace are natural.

continued on page 72



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By Darin Burt

Glassblowing



JOE MORRISON



"I've always been creative, and originally, glass blowing was just something I could do that was pretty awesome," says Joe Morgan. "I could make my own pipes and impress all the girls."

That was back around 2005. Now Joe has a family with a young son and daughter. During the day, he plays Mr. Mom, and after his wife comes home from work and the kids are asleep he retreats to his studio where he blows glass till the wee hours of the morning.

Joe started out making prodo pieces, which he still does, and which he takes great pride in -- he's got six different products in 30 color combinations. It's a way for him to make a living so he can make the really cool pieces that are his passion.

continued on page 78





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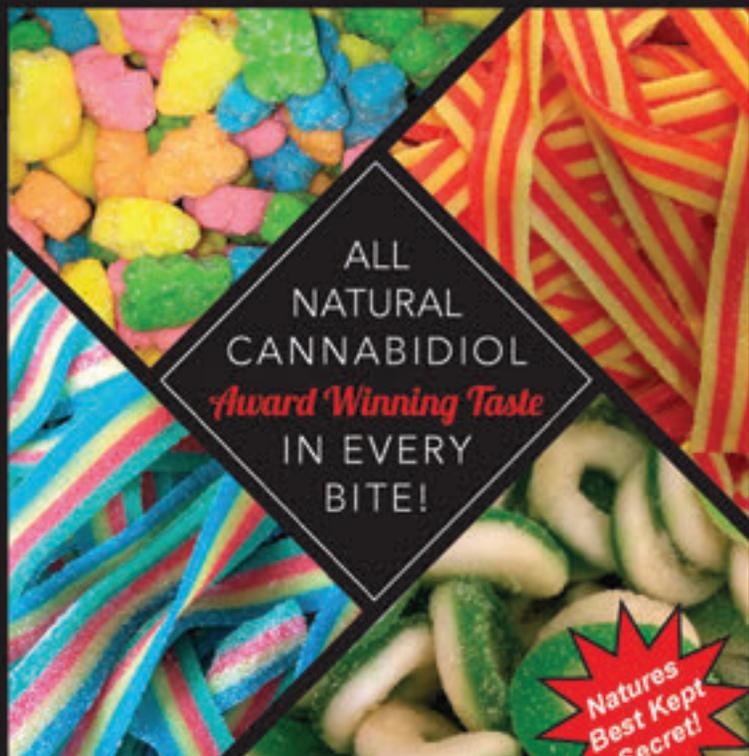
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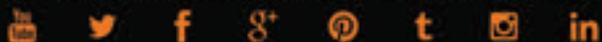
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SHOP OF THE MONTH



You hear glass blowers talk all the time about the challenge of getting their work into shops. Peter Hayes doesn't have to worry about that — as the owner of Glass Pound Studio Gallery & Vape Shop, in Spring City, Pennsylvania, the majority of glass smoking accessories are ones that come straight from the torches of he and his fellow artists.

Glass Pound opened in 2015. Hayes and his friends had been renting a barn to use as their studio, but when the farm was sold, they found a new location in town to make their art. It wasn't



long before Hayes was left on his own to try and pay expenses. Smoke shops he dealt with were making bank on vaping products, and so he gave that a shot.

It was just Hayes's luck, that in August, 2016, Pennsylvania stuck a 40 percent tax on e-cigs, and in doing so, killed the profit margins on most vape products. Hayes countered by adding a selection of smoke shop items — papers, wraps, torches, etc., and glass pipes made in the studio and by friends around the local glass blowing community.

continued on page 74

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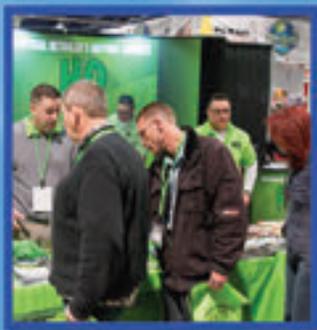
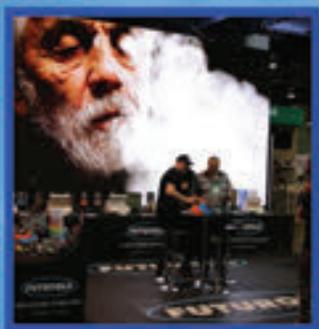
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Behind the Scenes continued

With small, pod-based vapes becoming popular, Solace's response was to create an open-bottle product that would work universally with existing devices. Things really took off after Solace was named Best of Product at the 2017 Tobacco Products Expo in Las Vegas.

"There's an evolution happening with nicotine salts, unlike a lot of other products in the vaping industry, and there's a lot more brand loyalty. The vast majority of our customers are actually ex-smokers who stick with what works for them," De Plano says. "We've gone from having our products in 20 shops to more than 1,500 nationwide and countless others around the world."

Solace liquids are offered in 30 and 50 milligram nicotine levels. Because of their high strengths, they are specifically created to be used with non-sub-ohm devices. Because of the increased pH level, the nicotine gets into the bloodstream almost immediately.

"It replicates that throat hit and experience people get with a combustible cigarette without having to ingest many of the nasty by-products" De Plano says.

Another benefit with nicotine salts is that flavors are more consistent because of the strict adherence to formulas.

"You can't just mix chemicals together in a basement," De Plano states. "Every component has to be broken down and accounted for. You're dealing with higher nicotine concentrations and a lot more flavoring, so optimizing that results in better flavors and a longer shelf life."

Retailers might have been reluctant to take on this new product category in the beginning, but according to De Plano, 50 percent of conventional vape brands on the market have followed Solace's lead and now offer some form of nicotine salt product.

"The reality though is unless they manufacture through us, we know there is a good chance they're coming out with their products after the FDA deeming regulations for new product registrations," De Plano says.

"A lot of brands come to us to manufacture their nicotine salt products because of our expertise," De Plano adds. "As manufacturers and brand owners, we welcome collaboration with other companies. We think that's going to make this industry stronger."

According to De Plano, many consumers are now shifting towards nicotine salts from Solace and other brands, and away from JUUL products because of JUUL's higher price, limited flavor offerings and a number of other reasons. Smart retailers are educating customers as to the variety of open-pod vape systems that can be refilled with nicotine salt liquids -- resulting in a better experience from a flavor standpoint at a fraction of the cost.

"For the everyday user, it is going to be the new best thing," De Plano says. "It should also be attractive to the retailers," De Plano adds, "because they can sell the devices and the nicotine salt liquids, and they have a superior profit margin rather than with JUUL."

So, could nicotine salts be the corner piece in vaping's puzzle to replace cigarettes? "It's definitely a big step in the right direction," De Plano says. "The honest truth is that the vape industry is still relatively young and there is significant research and product development that needs to occur. At Solace we're committed to continuously optimizing and improving upon the safety and quality of our products -- this tends to have the highest growth yield over the long run." ❖

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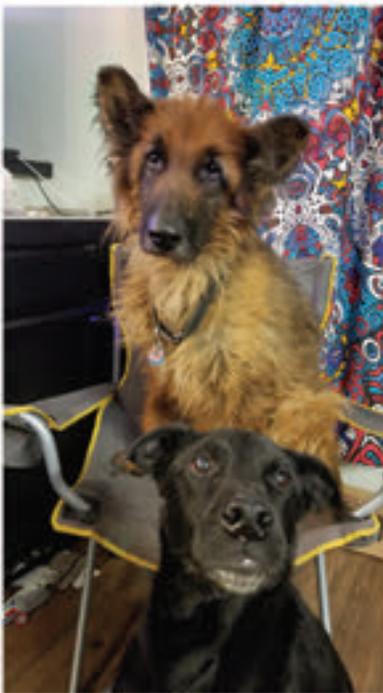
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SHOP OF THE MONTH

One thing Hayes didn't do was bring in a bunch of cheap imports.

"All of my products are American-made," Hayes says. "It's a personal choice. America built this industry, and we build things better; I don't think the Chinese manufacturers even understand how the products are supposed to work."

Two-thirds of the shop is dedicated to glass blowing with four torches. The glass studio not only accounts for the majority of rigs for sale, but also creates a buzz that brings in people interested in seeing the artists in action.

"You can explain how things are made and they love that," Hayes says. "Plus, as glassblowers, we make stuff that people want to buy. There's also the advantage that we can do repairs."

When it comes to the rest of Glass Pounds' inventory, Hayes carries only products that he himself deems worthy.

"I think there are a lot of shops that sell a lot of junk. We don't sell any shady products that are going to piss off the police," Hayes says. "We're not like a corner store; we don't have everything, but I have a really great selection."

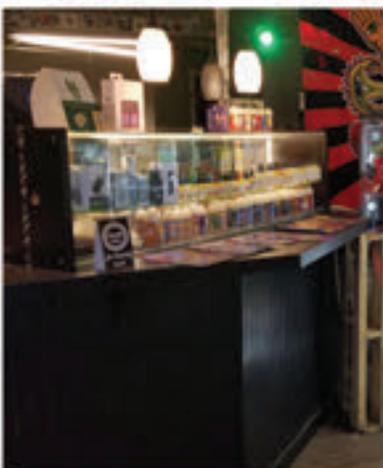
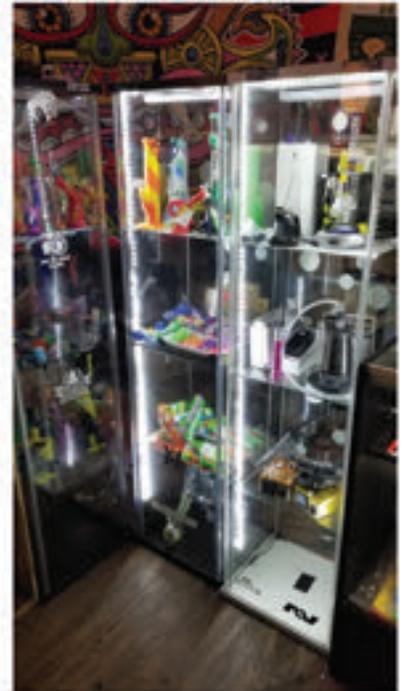
Among the brands available at Glass Pound are Scorch and Blink torches, Ooze 510 batteries, SharpStone grinders, SneakGuard stash containers, CBD products by Green Lotus and Green Roads World, Entwood Dugouts, Pot Pockets (wooden joint holders), blunt wraps by High Hemp, Kong, Primal and Twisted, and licensed Rick & Morty apparel from Seedless.

Running the shop on his own (with shop dogs Maru and Chisel) means Hayes is in charge of both buying and selling. He finds many of the new products on Facebook groups specifically for smoke shop owners. If members are talking up a product, and it's something Hayes thinks his customers might want, he'll buy just one to check out the quality before making a larger order. The Mighty Fast Herbal Infuser and Hyer Big E portable e-nail are perfect examples of popular new products that have made the grade.

With business going well, Josh hopes to put on more staff, so he'll be able to get back to blowing glass again full-time. But whatever he's doing, there's one thing he's discovered about life in a smoke shop: "I like dealing with customers and showing them new things." ❖

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He loves the challenge of sculpting what he calls "frame-working" where after he forms the shape, whether it be a guitar or a Corvette, he painstakingly fills in the empty spaces -- a piece like a mandolin can take up to 80 hours to complete and has more than a thousand welds.

You might know Joe as the "Octopus Guy." Many of his dab rigs and sherlocks are sculpted with lifelike tentacled sea creatures.

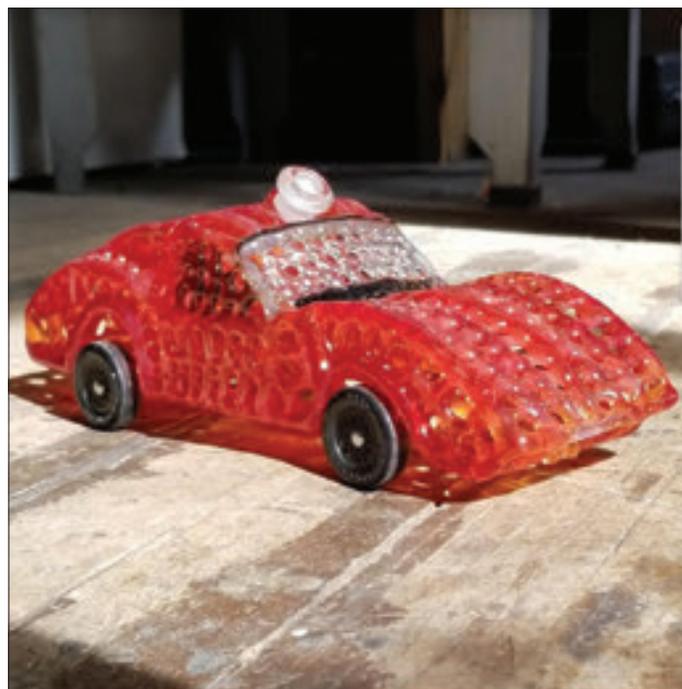
"They're fun to make. It's easy to take some liberties with because it could be something in the sea that you don't know about that is only lurking in my mind," Joe says. "It's cool to see octopus in a lot of different colors -- pulling from nature is always a good place to start.

"I have a real desire to melt glass and make something more," Joe adds, "I'm really pushing myself to a point where I'm making what I want and what I think is cool." ❖

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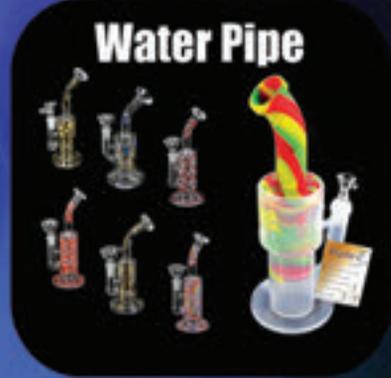
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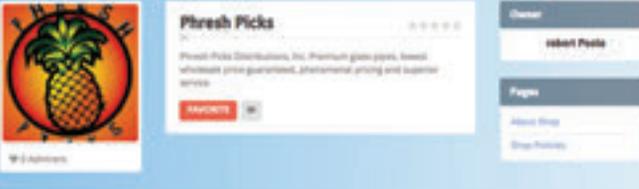
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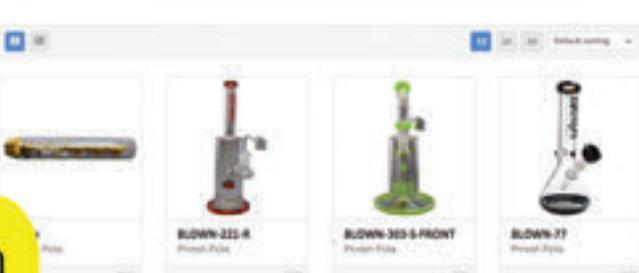
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The screenshot displays the HQ Marketzone website interface. At the top left, the logo reads "HQ THE OFFICIAL RETAILER'S BUYING SOURCE MARKETZONE". Navigation links include "HOME", "ACTIVE WHOLESALERS", "WHOLESALER LINKS", and "INDUSTRY MEMBERS". A search bar shows a price of "\$3.00".

The featured product is "Phresh Picks", with a 5-star rating and a "FAVORITE" button. The description states: "Phresh Picks Distributions, Inc. Premium glass pipes, lowest wholesale price guaranteed, phenomenal pricing and superior service." The owner is listed as "robert Poole".

Below the product page is a grid of eight items for sale, each with a product image and name:

- 7Pipe
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crew has managed to breathe a sticky sweet cloud of new life into an aging smoke shop staple.

By eliminating the rubber grommet, plastic sleeve, etc., and replacing them with a steel clip made in Wisconsin, they were able to dramatically improve function and efficiency. To seal the chamber, they added a small rubber O-ring that fits perfectly between the two components and allows for easy adjustment, so you can push out the ash for a fresh hit every time.

Once you backload your loosely packed herbs into the chamber, there's no shortage of options. You can push the material to the very front and light up for a continuous smoke. Or, push it three-quarters of the way and light internally for a quick, self-extinguishing hit. You can even heat the underside of the chamber for a small, but savory draw of vapor. For more ideas, check out Home Blown's YouTube channel and be sure to make a special note of the awesome layer-caking potential. ❖

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Don't let the snide tone of the first paragraph get you down. It's OK to embrace your inner-sloth. Your laziness is what drives technology. Without that consumer psychographic baked into the market, Banana Bros. would never have thought to come up with the OTTOTM, the new gadget they bill as "the world's first automatic smart rolling machine." It's an odor-proof, all-in-one tool, that uses patented "smart grinding" technology to perfectly grind your favorite herbs and automatically fill up to 30 cones on one charge. It's sleek, ergonomic, and so simple to use, it's virtually idiot-proof. So kick back, enjoy the new gizmo, and never let the haters get you down for being lazy. Without you, we wouldn't have the OTTOTM, or for that matter self-driving cars—or even those automatically flushing urinals.

Well done, dear public, and well done, Banana Bros. ❖

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Some Southern Breweries to Visit Now



You've heard about this "craft" beer thing. But where to start? If you're in the south, there's a burgeoning scene popping up everywhere from Texas to the Carolinas. Below are a few of our favorites. Chances are, they'll lead to more of your own.

Blackberry Farm Brewery

Walland, Tennessee

Located on an expansive farm in far-east Tennessee about a half hour southeast of Knoxville, Blackberry Farm Brewery specializes in delicate, complex, barrel-aged saisons that are stocked in many of the South's finest restaurants. But they're not solely stuck in the realm of old-world Belgian styles. Their newer line of cans features pilsner and hoppier fare like pale ale and IPA.

Creature Comforts Brewing Co.

Athens, Georgia

These Classic City beer makers were the first to open in Athens since Terrapin. That's a big reputation to live up to (and alongside), but they've shown no problem taking on the responsibility. The brewery has built an empire on an IPA called Tropicalia, while winning awards and making beer lovers swoon over one of the finest wood programs in all of beer. The future seems limitless for this quickly-growing Georgia institution.

Edmunds Oast Brewing Co.

Charleston, South Carolina

You have to work to stand out in a food and drink scene like Charlestons. Which is one of the reasons why Edmunds Oast makes small batches of grisette, medieval English ale, and barrel-aged old ale, to name a few of their more obscure styles. Pair those brews with sandwiches, pizza, and thoughtful takes on Southern staples and, well, look at that: You're standing out in Charleston and beyond.

Green Bench Brewing Co.

St. Petersburg, Florida

Before Khris Johnson joined Green Bench, he won a pile of homebrewing medals in Florida, eventually earning professional experience at Cigar City. These days, he's a known quantity on the national craft scene, and his beer (which includes elegant wood-aged saisons and straight-ahead hoppy stuff) is distributed to elite accounts all over the world via legendary beer importers the Shelton Brothers. It just goes to show what hard work at home can get you.

Hardywood Park Craft Brewery

Richmond, Virginia

Before Virginia was one of the most exciting beer states in the United States, home to hotshot new beer makers (The Veil) as well as an East Coast location for California and Colorado craft vets (Stone, Ballast Point, Deschutes), there was Hardywood. While known for their big-bottle specialties (like Gingerbread stout), they make an impressive array of canned IPAs and a taproom-only lager that will be seeing a wider release soon. Plus, their quality assurance program is next to none.

Holy City Brewing

Charleston, South Carolina

Holy City has come a long way from its original brew-house, which was made out of welded-together used bicycle parts, to winning Great American Beer Festival medals. They make humble wheats and porters, but also dabble in myriad styles, from lagers to IPAs to farmhouse ales. In an increasingly crowded South Carolina scene, they're one of the must-drinks.

Jester King Brewery

Austin, Texas

Yes, Jester King makes very fine, very of-the-land farmhouse ales with ingredients from the surrounding Texas Hill Country, and yes, those beers are some of the best beers on the planet. (One suggestion, if you can find it: Atrial Rubicite, a positively stunning wild ale aged on raspberries in oak barrels.) But have you been to their farm? Be careful! If you visit, you may never go home. The kids and dogs running around. The on-site pizza place. The goats! It's almost upsetting how good the beer is. Some folks just have it all.

Scofflaw Brewing Co.

Atlanta, Georgia

These outspoken Atlantans are as known for their brash attitudes as they are the dozens of hoppy beers they've cranked out in a mere couple years. Meanwhile, they're growing faster than just about any brewery in the world. All hopped out on their IPAs? Try the dangerously-easy-to-drink barrel-aged Absentium imperial stout.

Wiseacre Brewing Co.

Memphis, Tennessee

There are plenty of reasons to enjoy Wiseacre. Their design is gorgeous, their attitude is smart, and their beers? They are a triumph. But if you're only going to sample one of them, let it be Tiny Bomb, a wildly refreshing, honey-spiked pale lager that's better than just about any other pilsner in the South. (In the country? Yes, maybe.) The only thing better than drinking one is drinking a second. ❖

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