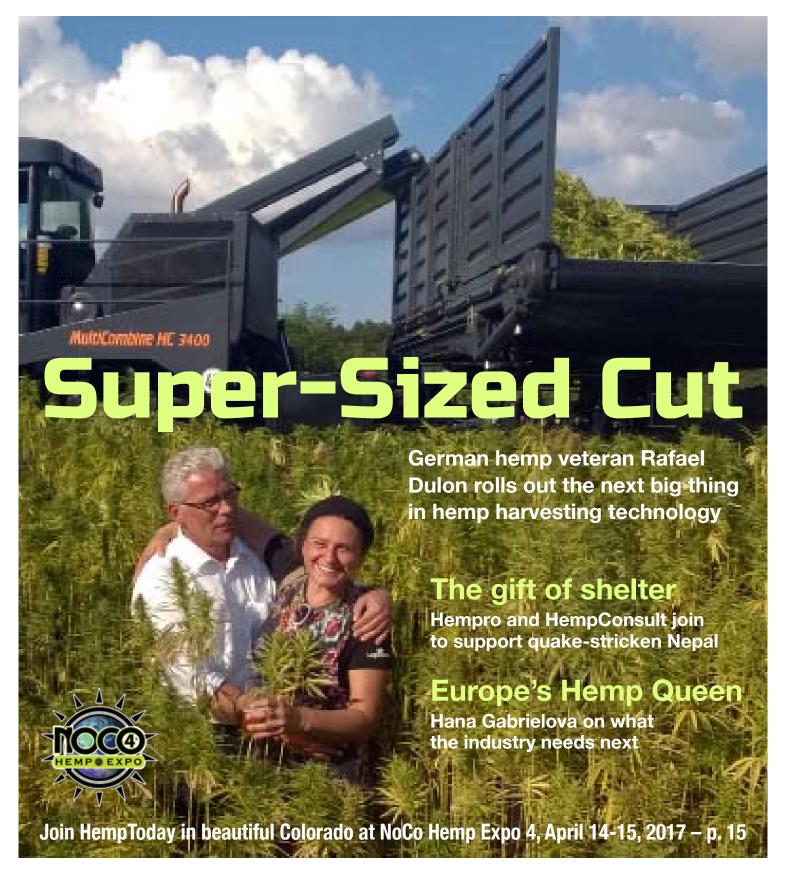
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#### **Special Edition** No. 4, 2016



#### On the cover

Old friends: Rafael Dulon, Hanf Farm, Germany, with Hana Gabrielova, Hempoint, Czech Republic

# Hemptoday In This Issue



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### Follow the hemp revolution for just €150/\$168 per year!



HempToday is dedicated to the rediscovery of an ancient tradition: the use of the versatile hemp plant in everything from medicine and food to cosmetics, building materials and biocomposites for end products such as automotive parts -- and the promise these hemp sectors hold for economic development and cleaning up the planet. From farm to factory to market, HempToday's mission is to reflect the dynamics of a legacy industry revolutionizing itself, and staking a claim to the future - the news, the policy and politics, the latest research and knowhow, the companies and, most importantly, the people -- the scientists, entrepreneurs and innovators who are leading the hemp revolution.

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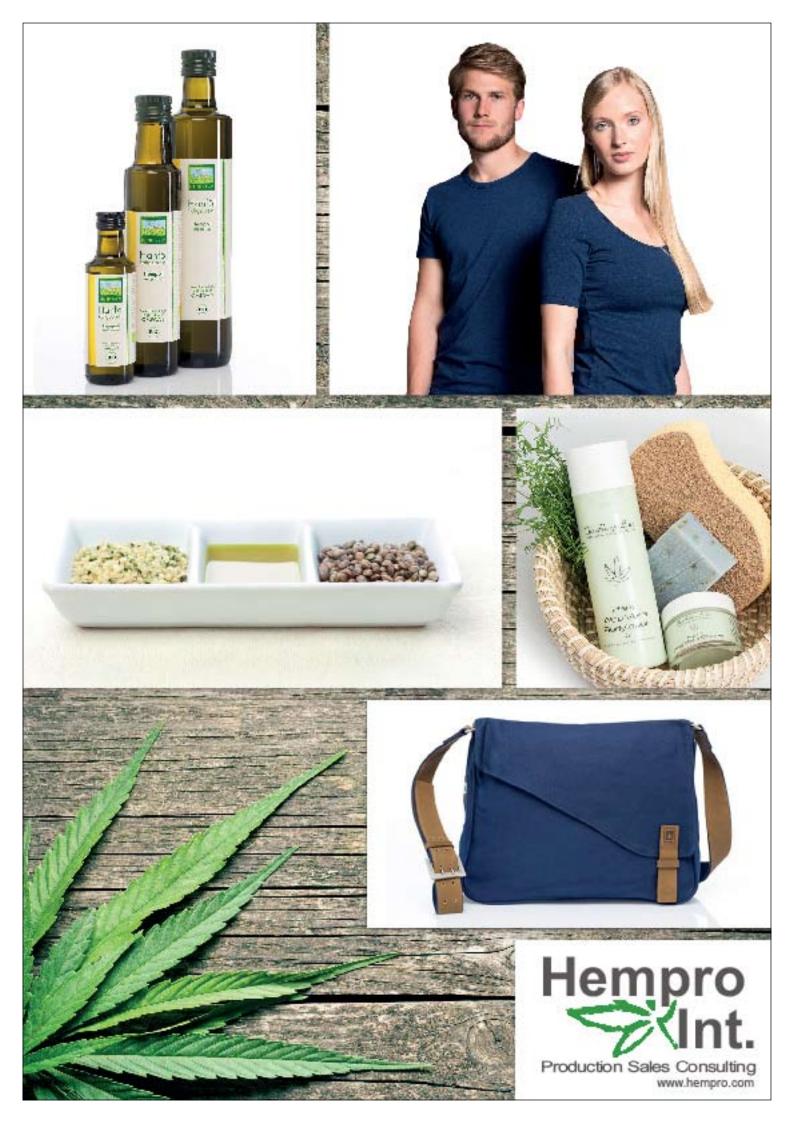


## Hemp Supply



Made in Europe





# The Super-Size Cut

## New harvester extends German firm's hemp commitment

afael Dulon has been involved in nearly all aspects of the hemp walue chain since 1995, after Germany resumed legalization of hemp as an agricultural crop the year before.

Now Dulon's firm, Berlin-based Hanf Farm GmbH, which he serves as CEO, has extended its industry footprint with the rollout of an industrial-grade harvesting system, the Multi-Combine HC 3400 -- a major advancement that can help hemp farmers realize the full promise of the plant on a massive scale.

#### A flexible solution

"Harvesting hemp on a large scale has always been complicated," Dulon said. "We believe our harvester is a major advancement addressing this issue -- which has been an ongoing challenge for the industry."

To give birth to the MC HC 3400, Hanf Farm started working with a range of contractors and suppliers in 2014 to develop a prototype. By August 2015 the company completed its initial working model which was employed during harvests last year and in 2016.

Dulon has spent a lot of time on the road since, introducing the machine in what Hanf Farm sees as promising markets -- as the demand for hemp raw materials shifts to focus on effective collection of the plant's flowers and leaves -- a process that was only possible by hand in the past. The new MC HC 3400 system allows for the lopping off of the plant tops several times during the yearly vegetation.

In his talks with farmers thus far, Dulon has also heard from smaller growers about their equipment needs in the field. In that light Hanf Farm has already started work on a Multi-Combine Light Version -- a smaller harvesting system that can be hooked up to existing tractors.

#### 20-year hemp odyssey

For Dulon, the harvester project is just the next logical step in his 20-year hemp

As soon as Germany freed up hemp again at the end of last century, Dulon began cultivating seeds in Saxony-Anhalt and Brandenburg, processing them into organic, high quality edible oils. Down through the years Hanf Farm has expanded operations -- first by working



"Our goal is the production of innovative and sustainable products with respect for ecological, social and economic aspects of agriculture and food production."

- Rafael Dulon, CEO, Hanf Farm

closely with local farmers to expand its growing area; the company's reach now extends to fields in eastern Germany and some Central European countries.

Along the way, the company also has expanded its product offerings, moving beyond edible oils into a wide range of teas, flour, protein powders, biscuits and hempseed chocolate bars, and raw materials for CBD production ground leaves, pellets and CBD-powder. Hanf Farm has extensive distribution around Europe and in several non-European countries, Dulon said.

#### Focus on the environment

The fields from which Hanf Farm gets

#### HANF FARM GmbH

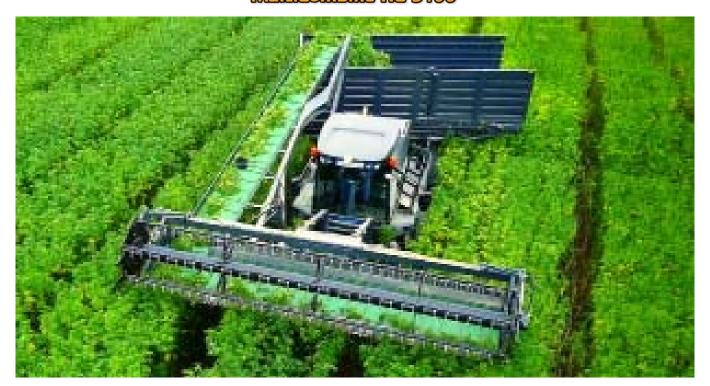
CEO: Rafael Dulon Founded: 1997 Headquarters: Berlin

Profile: Vertically integrated industrial hemp grower; developer of hemp harvesting and processing technology; producer of a wide range of hemp food and other derivatives.

raw plant material are primarily in ecologically managed areas that produce organically grown crops -- an environmentally friendly process that Hanf Farm takes seriously: The company was the first European hemp processor to receive certification for hemp seeds, leaves and flowers under the International Sustainability and Carbon Certification (ISCC-PLUS) regime, which it was granted in January 2016. The designation guarantees that the biomass is not produced on land with high biodiversity and high carbon storage.

"Our goal is the production of innovative and sustainable products with respect for ecological, social and economic aspects of agriculture and food production," says Dulon. "It was a logical step forward to have our products certified, as we are totally dedicated to agricultural good practices that demonstrate our commitment to the environment and to humanity in general."

#### MultiCombine HC 3400



# For Maximum Multi-Purpose Yields on an Industrial Scale



#### The MultiCombine HC 3400 let's you . . .

- · Harvest short and long varieties of hemp
- Make multiple cuttings during vegetation
- Cut in spans ranging from 20 cm up to 3.4 meters
- · Cut to different lengths
- · Collect the harvest instantly

#### Features of the MultiCombine HC 3400

- · Carrier vehicle based on Hydro-Trac technology
- Ground clearance adjustable from 1.20 to 1.60 m
- A powerful Deutz engine
- Hydraulic drive: 150 L/max. 200 bar
- · Maximum cutting height: 3.40 meters
- · Working speed: 10-12 km/h
- Wheels: 380/90 R50; Width 38 cm; Height 195 cm
- Bunker capacity 20m³
- Comfort cab
- · GPS/Live camera system

\* Winner: Global Hemp Innovation Award: World Hemp Congress

Our MultiCombine HC 3400 let's you harvest the full richness of hemp, nature's most generous gift to Planet Earth. Designed to harvest the hemp tops, blossoms and seeds without damaging the plants as the machine moves through the field, MC HC 3400 delivers maximum value through precision cutterbar technology that yields all of the crop's valuable component parts. And the infinitely adjustable double-knife cutterbar gives you the flexibility to scale up as the quantity of hemp being harvested expands. Once cut, the crop is gently transported on conveyor belts to the bunker, thus guaranteeing a highly effective and loss-free procedure, harvesting not only hemp but other plants like herbs, medicinal plants and specialty crops as well.

# The MultiCombine HC 3400. For a maximum multi-purpose yield.



"Designing and building this hemp harvesting system was a labor of love."

Rafael Dulon, CEO, HANF FARM



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# The Gift of Shelter

# German hemp firms help build home in Nepal

erman firms HempConsult GmbH and Hempro Int. GmbH & Co. KG have donated funds for a single unit hempcrete-built home under an initiative of Shah Hemp Inno-Ventures (SHIV), Nepal.

"This is the kind of gesture that says a lot about the companies and people working in today's hemp industry," said Nivedita Shah, SHIV's co-founder along with her husband, Dhiraj K. Shah. "It will give a family much needed shelter," Mrs. Shah said of the Dusseldorf-based firms' contribution.

Some 600,000 houses and public buildings were destroyed in last year's massive earthquake in Nepal, which has left many Nepalese living in harsh conditions with little or no shelter. By using locally available raw materials and by employing local labor, SHIV is able to build the four-room dwellings for \$5,000 each.

#### Setting a spark to project

"SHIV's work in Nepal is commendable. We feel a particular responsibility, and take a lot of satisfaction in supporting this initiative," said hemp veteran Daniel Kruse, Managing Director of Hempro Int. and founder of HempConsult. "We hope others will follow us in supporting Nivedita and Dhiraj in their important work to provide shelter and much needed public buildings to the victims of the 2015 earthquake.

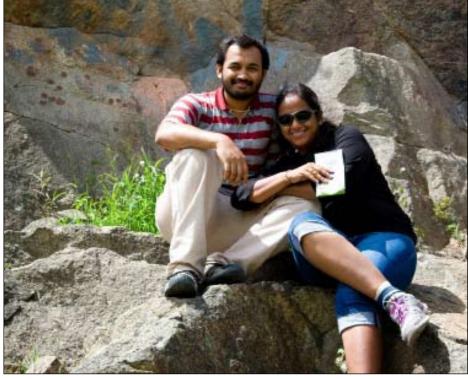
In addition to the financial contribution, HempConsult and Hempro Int. will work with SHIV and HempToday on a broader campaign to start later this month aimed at raising additional funds for more hempcrete homes in Nepal.

Hempro Int. is a leading European producer and wholesaler across an entire range of hemp food (mainly bulk raw materials), textiles, accessories and cosmetics.

Europe's leading hemp advisor, HempConsult has a global client roster of established hemp players. But the company also works with and encourages hemp startups, to which it provides a complex range of services for all aspects of establishing hemp businesses. Both firms are based in Dusseldorf.

#### SHIV's fast startup

Kathmandu-based SHIV, started just



Dhiraj K. Shah and Nivedita Bansal Shah started SHIV just one year ago, and have quickly moved into hemp building, hemp textile accessories and health and beauty products



one year ago, has quickly established itself in construction, hemp-oil based consumer products, and finished hemp-based textile accessories. The company works with local farmers, processors and manufacturers to deliver hemp products by exploiting Nepal's

"We feel a particular responsibility, and take a lot of satisfaction in supporting this initiative."

- Daniel Kruse, Hempro Int. & HempConsult

abundant "wild crop" -- uncultivated, naturally occurring hemp fields -- providing jobs and spurring local economic development in the poorer regions of Nepal.

The centerpiece of the young company's construction efforts so far has been a waiting room and four staff rooms for a hospital at Janakpur under the direction of hemp building veteran Steve Allin, Director of the Ireland-based International Hemp Building Association. The company has now moved into the startup phase of a wide-scale project to build as many homes as possible.

# The Quake

The earthquake that hit Nepal in 2015 destroyed as many as 600,000 homes. Shah Hemp Inno-Ventures is making use of naturally occurring wild hemp for hempcrete to help restore the homes, the economy and the lives of quake victims in a private initiative with no NGO or governmental assistance.



# **We Seek**

- **Trained volunteers** who'd like to enjoy Nepal and contribute to its recovery and development.
- **Basic machines** for hempcrete construction: hemp wood chipper, pan mixer, shuttering panels, etc.
- Basic processing machines to process raw hemp fibers extracted from decorticator into hemp yarns.



For more details: www.shiv.org.np Direct contact: Dhiraj Kumar Shah dksktm@gmail.com +977 98033 19991



# Building Hemp's Future

### Despite market hiccup, investment needed to prepare for a prosperous hemp future

Hana Gabrielova is CEO, Hempoint Ltd., one of Europe's pioneering and most innovative hemp food companies. Hana is a widely recognized expert and consultant on everything from hemp farming to patient focused certification (PFC) for medical cannabis, through her affiliation with the Prague-based International Cannabis and Cannabinoids Institute.

HempToday: You've been around hemp for a long time. What's your analysis of the current situation with hemp food. The European Industrial Hemp Association (EIHA) has predicted fast growth for Europe and beyond. Are you feeling it at Hempoint? What does the market look like now from your perspective? Hana Gabrielova: I agree with EIHA that the Euro hemp food market is growing and this will not stop. But we're still importing around half the seed needed in Europe from China and Canada, which is not environmentally sustainable over long term. So there is obvious demand for locally produced seed across the Europe.

The recent crash in the CBD market had a really negative influence on the European market and its financial stability. Unfortunately, that's blocked the needed investment in infrastructure and temporarily stopped the growth of Europe's hemp fields, which before that were nicely expanding.

Despite the current slowdown, and for the future, we desperately need to build the infrastructure to be able to harvest and process growing amounts of the crop.

#### HT: What does the current legal environment look like for the hemp industry? What advances need to be made in this respect?

**HG:** In many countries sales of hemp foods is still not legal or is in a grey area. That's due to the fact that the market growth was so fast and so big that governments were not flexible enough to react in a positive way. So we're still missing the necessary clinical proof and regulations which will fully, and legally, open those markets. Standards and quality control in production are key to getting this legislation in place. Without a focus on that we're not able to produce the products legally in all EU countries because there are no EUwide guidelines set for THC levels in food products. This is a big problem for all hemp industry players. Some countries are more progressive than others at the national level so the products are more or less accepted. But with zero tolerance products for THC in food in many places -- because of antiquated laws and attitudes toward hemp, and a lack of EU guidance -- it's not always easy to put hemp products on the market.

HT: You mentioned the CBD market crash -- that was mainly brought on after the U.S. Food & Drug Administration warned some CBD marketers in the USA last year about dubious health claims they were making on their products; this really hit the Euro materials suppliers hard. Where does that situation stand now? What effect did the drop in demand from USA have on fields planted this year?

**HG:** Well, some farmers didn't sow hemp this year because they have stocks of hemp flowers piled up from last year's harvest. Those who did plant put in less hemp because of the instability on the market. The discussion about imports of hemp extract to the USA from Europe is still open. In Europe we are trying to open the discussion with European Commission but this is a process which

can take years. Farmers and others in the hemp industry need to better organize themselves to pressure the EC to do something to advance hemp. Lawmakers still need to be educated about hemp so they can create responsible, progressive laws to support the industry's growth.

HT: As you mentioned, there's also an imbalance in the situation regarding hemp seed in Europe, where imports from as far away as China and Canada are required to cover at least 50% of demand. Doesn't that represent a real market opportunity for certified seed growers?

**HG:** Of course it's a great place to start. And Europe should grow hemp for her needs first. But again, we need infrastructure to be able to do it. Farmers need to be educated. Governments need to be educated.

HT: Your work with the International Cannabis and Cannabinoid Institute (ICCI) is centered on Patient Focused Certification (PFC). What does that mean? What are the overall goals of **ICCI's PFC initiative?** 

**HG:** The concept of PFC started with Americans for Safe Access, an NGO working to provide high-standard cannabis to those suffering from different illnesses in the USA. PFC audits growers and manufacturing and distribution operations to ensure that their processes deliver safe medical cannabis. The goal is to make sure that the whole chain of production is closely controlled in order to ensure the products are safe for humans.

#### HT: What other issues is ICCI addressing? What are the organization's other key initiatives and goals?

**HG:** ICCI also works on meta analysis regarding clinical studies of cannabis to continue the process of discovery regarding the many positive benefits the



plant offers. The Institute has a strong working background in data analysis that can yield very important conclusions. ICCI is also connected to many research institutions and universities which participate in new clinical trials and studies that can speed up the process of getting cannabis into the medicinal mainstream.

HT: How do you see hemp fitting in as

#### an engine for economic development?

**HG:** This is the most powerful argument for developing the hemp industry, but we need to grow big amounts of hemp to fully realize its potential to positively impact the economy -- and human health. Why are we still importing other materials that could be replaced by hemp? Hemp can give us everything from paper -- which will reduce deforestation -- to healthy buildings with

lower energy consumption. It's a proven material for producing bio-plastics instead of the petroleum-based plastics we now use, and which create a huge environmental problem. Eating hemp foods can prolong our lives and save our health.

More importantly, hemp is perfect as a component in local economic development. It can help revive the small, agrarian economic model if we set up systems in which the hemp is grown, processed and used as close to the fields as possible. It could create a vast number of jobs. But we have to overcome the mentality that comes from 55 years of prohibition. That limits the economic development hemp promises -- and it still leaves hemp with a cloud over it because of the drug war that made people think of hemp and marijuana as the same thing.

#### HT: What's your analysis of the current market for certified organic hemp products shaping up? Is there a growing demand for organic hemp products in

**HG:** I would like to see all hemp food production made organic. The reason is simple. Hemp is often planted for phytoremediation -- as a method of cleaning up polluted land. That means as it grows it's absorbing heavy metals, pesticides, etc. from the earth. So if we want to eat healthy hemp food, it should not be grown in a conventional way because it's difficult or even impossible to ensure the highest quality. This is why the demand for organic seeds is growing much faster than the demand for conventional seeds.

#### HT: What will Hempoint look like five years from now?

**HG:** I see a big need for more research and education in hemp, so my strategy is to develop the company in that direction. There are still so many questions which haven't been answered. I'm planning to start further PhD studies this autumn at Mendel University in Brno, where they're researching all forms of cannabis intently, to further expand my knowledge and to take my knowledge into their program.

#### HT: What would be your advice to a young entrepreneur who is interested in starting a hemp business?

**HG:** Study it first, and study it deeply. Then go to work at a hemp farm even if you have to do it as a volunteer. Get close to hemp products by eating hemp food, and wearing clothing made of hemp materials; attend some of the great hemp building seminars that are out there. Share your experience with others and spread the word. Then think about what you like to do, your background and how you could build a hemp business based on your skills, strengths and interests.



"We see very little organiccertified production and too much of non-GMO natural product."

- Boris Baňas

# Hype, and profits

### Green parts suppliers must manage risk better, Euro vet says

A hemp activist since 1998, Boris Baňas started growing hemp for research under Slovak government licenses in 1999, and ultimately helped to push the Slovak government to adopt EU hemp-related farming rules in 2008. He launched CBDepot.eu in 2014 with a mission to provide legal, high quality cannabidiol-enriched products for the industrial and consumer markets. He is also co-founder and co-owner of Hemp Seed Oil Europe, Ltd, a supplier of bulk and private label hemp seed derivatives. Boris is a graduate of the School of Finance, Matej Bel University, Slovakia

HempToday: The numbers from the **European Industrial Hemp Association** (EIHA) project a slowdown in European hemp fields for 2016. We've already noted problems in the CBD market in the USA as a contributor to the slowdown, but what's your overall perspective on this situation?

Boris Baňas: The real picture is much broader that just a CBD perspective. Yes, it's a challenging task to get exact acreage because not all member states are responsive enough in reporting figures. Without prejudice to the common efforts to collect these numbers, I think the recently published figures for hemp cultivation in Europe are, in fact, lower than reality.

But we are not talking about Europe only. Canadian non-organic grain silos are still piling up with 2014 crop. The reasons were rather different over there: better agronomics resulted in much higher yields than anticipated.

Then again, we see very little organiccertified production and too much of non-GMO natural product. I'd think consumers wouldn't want to pay 50% more just for organic paperwork. After all, we're talking about pesticide-free hemp.

Anyway, even when global hemp

market keeps expanding, we seem to experience one of the inevitable short-term corrections. The hemp business is just a business like any other.

HT: A lot of this seems to be put on the current CBD market in the USA, but are there other structural challenges?

BB: I think many suppliers of hemp green parts have not been managing their entrepreneurial risk very well in the last two years, in the first place. That may be because visions of short-term profits riding the CBD hype have blinded quite a few of them? The FDA (Food and Drug Administration) interventions (in USA in 2015), as I understand them, were targeting unsubstantiated health claims on certain edible products on the US consumer market. While I am not familiar with US food labelling rules in detail, I greatly appreciate the strict rules we have in the EU, and which all food suppliers have to follow, including my own companies.

The February 2016 warning letters, however, already may mean something more serious, when FDA argues for Investigational New Drug (IND) status for CBD. I hope the industry will prove CBD has been part of the US diet in one form or another before FDA granted IND status on CBD to GW Pharmaceuticals.

HT: What about Europe specifically? What are the main challenges there?

**BB:** I see major possibilities for growth in food and feed from hemp seeds. That's because imports of hemp seed from third-party countries are still much higher than domestic production. But we have to remember that viable business models in the food industry must strictly follow applicable rules on product labelling, health claims and THC values.

Without EU-wide recognition of

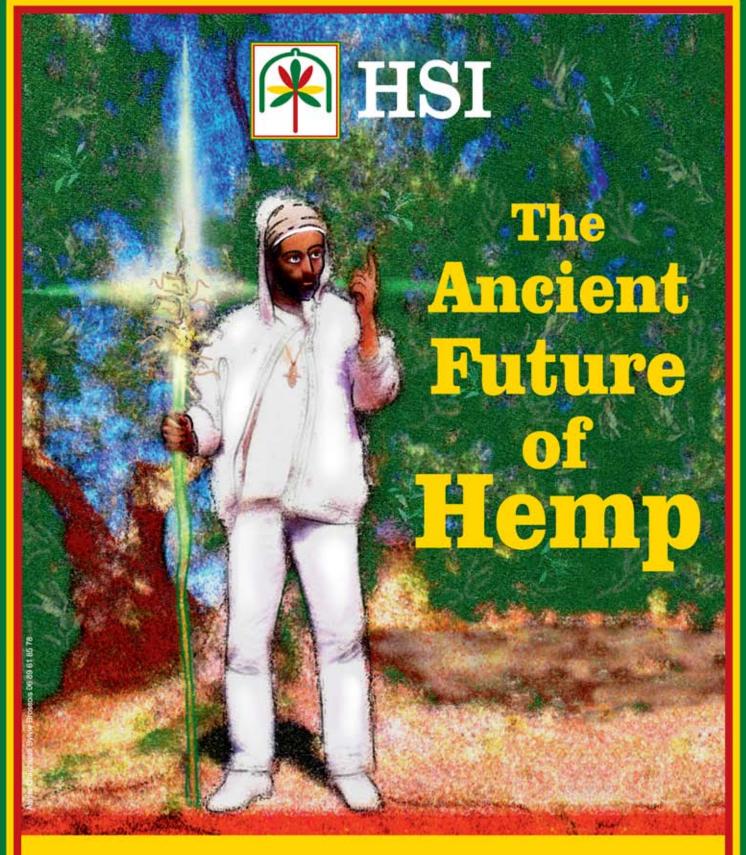
THC as an endogenous agricultural contaminant, we, in hemp food business, have to face a zero tolerance rule, with only some flexibility of national market regulators. Food poppy seed, with its trace amounts of opium alkaloids, is currently in the same unfortunate position.

HT: What's your view on the application of the EU's Novel Food Directive?

**BB:** This happens to be a completely new playground. I can see a rather different approach by member states with a gamechanging and positive precedent statement from the market regulator in Czech Republic, for example, while in Austria the official view is different.

HT: What's your perspective on the general outlook for CBD over the next 3-5 years. In other words, what needs to happen to create more development of the CBD markets in a responsible, dynamic way?

**BB:** It is pursuit of compliance, in the first place. The fact Cannabidiol is not scheduled by UNO Conventions does not mean it is not regulated and if the supply side plays the game responsibly, there are major chances for growth. However, a difference between multicomponent hemp extract (containing CBD) and Cannabidiol as a chemical substance (isolated from plant or synthetic) has to be considered, and end-users and market regulators must not be misled. I see major applications for Cannabidiol in lifestyle applications like e-liquids, functional cosmetics and food supplements. Marketing gurus need to understand there is no room for health or medicinal claims for CBD in free access end user products. The only other way is a pharmaceutical product. And there is no 'and' in between these two: there is only 'either/or'.



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# The Big Hemp Tent

## NoCo founder sees hemp industry as 'unstoppable'

Morris Beegle spent more than 20 years in the American entertainment industry before turning his attention to the growing U.S. market for ecological, sustainable products. He is the founder and owner of the Colorado Hemp Company (CHC), organizer of NoCo Expo, one of the premier U.S.-based hemp industry trade shows, which held its third annual Expo in 2016. CHC also offers a wide range of marketing, product and brand development services for hemp-based producers and retailers. Morris is on the business advisory council of the (U.S.) National Hemp Association.

HempToday: Compare NoCo 2016 to 2015. Morris Beegle: The event this year was significantly larger than last year. We moved from 13,000 square feet with 73-74 vendors and 1,300 attendees to 36,000 square feet, 130+ vendors and 3,200 attendees. The number of industry oriented people increased significantly as did attendance from consumers and the general public.

HT: What surprised you this past NoCo? MB: I'm not sure it's so much of a surprise but what continues to blow me away are the number of really smart and passionate people who increase in numbers at this event every year. From industry pioneers to new blood and energy from multiple sectors of industry who are truly committed to the plant and pushing the boundaries of science, technology and innovation. I can't tell you how gratifying and

HT: How do you see the demographics of the hemp movement, and the growing industry? MB: Here's what's amazing about the demographics: They are extremely diverse. We have a very calculated approach to creating a "big

exciting it is to see this happening.

tent" in which everybody is welcome. We feel this plant is important to all of humanity, and we want everybody to have the opportunity to experience and understand its importance to our species and the health of the planet. Of course we have the overall cannabis choir that has been growing in numbers over the years. But now we're reaching consumers and businesses from almost all the green, organic, sustainable, holistic, alternative markets, as well as standard petroleum-chemical-GMO driven industries where folks are having a moral awakening about the impacts of those products on the environment and health of society. We have a long way to go to further penetrate all these demographics, but the good news is they all seem receptive.

HT: NoCo's an obvious marriage of your background in entertainment combined with your passion for a sustainable future. Do you see your business expanding around this combination?



NoCo founder Morris Beegle

MB: Absolutely. I've been in the music and entertainment industries since the mid 1980's, right out of high school. Being able to mix music, education, advocacy, commerce, networking and interaction, and more than anything, the awakening of consciousness - I most certainly believe there is a future in that. We will continue to be involved in a variety of events and projects that combine entertainment and sustainability.

HT: Aside from the barrier the DEA still represents in the States, what do you think are the other challenges facing industrial hemp -- in Colorado and around North America? What do you think the industry should really be focused on over the next five years?

MB: There are three things outside of the DEA and government policy follies that need to be ironed out and put in place the next 5 years:

First, seed. Everyone needs access to certified seed varieties from around the world to get the domestic industry in the USA off the ground. At the same time, the development of localized seed breeding so that in the next 5-10 years, we have a multitude of varieties for different areas and climates of the country.

Second, we need infrastructure and processing; this is just beginning to be put into place. Processing implementation of all the raw materials is key and needs to happen in conjunction with manufacturing and product development. Delivery and distribution channel development beyond the internet is also key.

Finally, the industry obviously needs funding and capital infusion. We've seen the need for this in the UK and Canada the last 15-20 years and it's no different here.

 $HT: The\ FDA$ 's guidance to some hemp-health re-sellers in the USA late last year has hemp seed and oil players in Europe nervous, as North America is a key export market for these companies. How do you see that whole situation playing out with regard to health claims,

labeling, etc. for hemp products?

MB: This will be very interesting to watch. I wish I could predict a positive outcome for all, but I see it as being fairly messy and a pain in the ass for the industry. In regards to health claims, it's pretty simple: We cannot not make specific health or medical claims regarding hemp products in the USA. The vast majority, if not a consensus, believe that hemp related extract products containing CBD and other cannabinoids are nutritional supplements, just like vitamins, minerals, essential oils, medicinal herbs and teas, etc., as long as there is low or no THC in the product. If it's non-psychoactive, and these compounds are good for personal health - science is pretty clear that they are - these are nutritional supplements and should be classified and regulated as such.

The FDA has unfortunately taken what seems to be a position that is anti-science and anti-consumer health and leaning towards big pharma. If the FDA actually does it's job to act in the best interest of the people and their general health, hemp related supplements should line the shelves of retailers across the country and be treated the same as everything else.

HT: Who are the main customers for your in-house hemp-paper brand, TreeFreeHemp? How do you approach the sales of these products? Who are the customers and why do they buy?

MB: The majority of customers are cannabis hemp and cannabis marijuana businesses. We're also producing materials for events and conferences, bands doing CD ecosleeves, coffee shops, eco-conscious and sustainability organizations, and specialty design and marketing companies. Most leads and customers are generated at events and through our website.

#### HT: How do you see the U.S. retail market taking shape?

MB: Like I mentioned before, delivery and distribution channels are part of the infrastructure development over the next 5 years. Right now the food and body-care side of hemp are the largest segments of hemp retail sales. I think this will continue and you'll see the CBD products fall under this umbrella. It's my opinion that the broad category of "nutritional hemp" encompasses all of these. Textiles and clothing will continue to grow, although more slowly as we will not be growing for this sector to any scale for quite some time. The infrastructure required to develop that market is a long ways off, if it ever happens. Areas where I think the U.S. will excel at in the coming years will be in building materials, composites, bio-plastics, chemical replacement and alternatives, and other high-end technical applications.

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