

Cannabis Industry Gas Detection Issues and Answers



*Bob Henderson
GfG Instrumentation, Inc.*

*1194 Oak Valley Drive, Suite 20, Ann Arbor,
Michigan 48108*

Toll free (USA and Canada): (800) 959-0329

Local: 734-769-0573

Internet: www.goodforgas.com

GfG Instrumentation



*World-wide manufacturer of fixed
and portable gas detection solutions*



Cannabis Industry Gas Detection Questions

- Try to assess your needs beforehand so you will know the questions to ask and understand the answers.
- Try to characterize your needs to frame the discussion.
 - Safety?
 - Facilities?
 - License requirement?
- Discuss the ground rules for confidentiality
 - You need to be able to share at least to the extent necessary to discuss the issues and possible solutions



What are your most urgent concerns and problems?

- What can the distributor or equipment manufacturer do to help?
- Gas detection issues are not necessarily limited to safety!
- And cannabis gas detection requirements and solutions are definitely not limited to portable instruments!
 - The strictest cannabis industry requirements are for fixed CO₂ and LEL measurement



Fixed or Portable solution?

- Growers:

What are the most common cannabis industry gas detection applications?

- Production (grower ops)
- Process (extraction)
- Manufacturing
- Facilities
- Industrial hygiene
- Community (such as fence line or nuisance odor)
- Regulatory (state, county, municipal)
- Disaster response (explosion)
- Construction
- Confined space

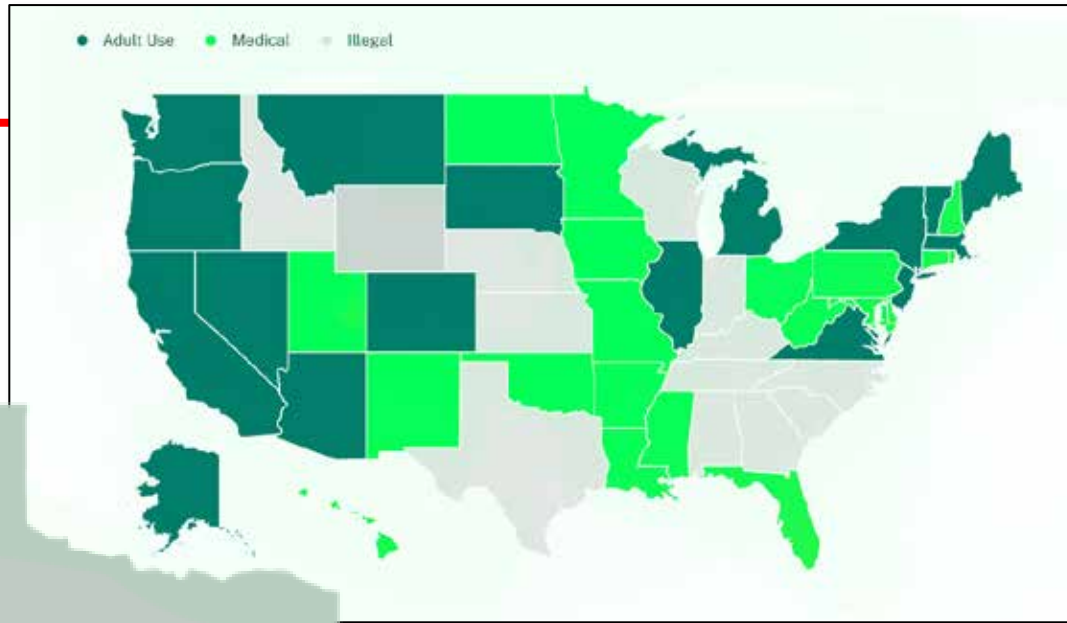


Growth and extraction of marijuana products now legal in some form in 36 states and all of Canada

- What is the status in your jurisdiction?
- Use and possession of cannabis still officially illegal under federal law.
 - “Controlled Substances Act of 1970” lists cannabis as a Schedule I drug, which prohibits even medical use.
 - Laws at state and local level increasingly at variance with federal law.
- Medical use is legal in 36 states.
 - Rohrabacher–Farr amendment of 2014 prohibits federal prosecution of individuals in compliance with state medical cannabis laws.
- Recreational use of cannabis is legal in 16 states
 - Another 14 states have partly or completely decriminalized its use.
 - Twelve additional states have laws that allow access to cannabidiol (CBD) products that are very low in THC



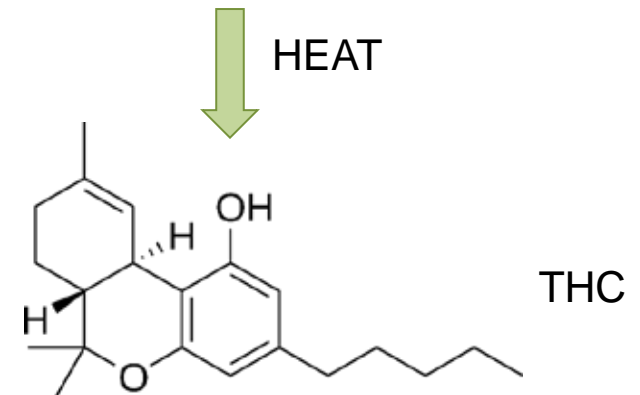
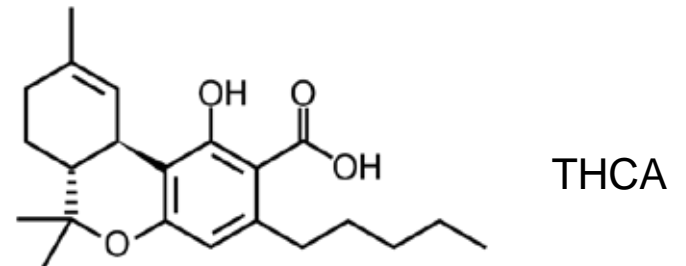
Legalization status often murky



- De facto legalization status can vary within a state
- Current status possibly subject to future revision
- Consider Texas:
 - Officially illegal to cultivate or use cannabis throughout Texas
 - In some cities (e.g. Austin) possession of less than 4 oz. not prosecuted
 - CBD is legal if it has under 0.3% THC



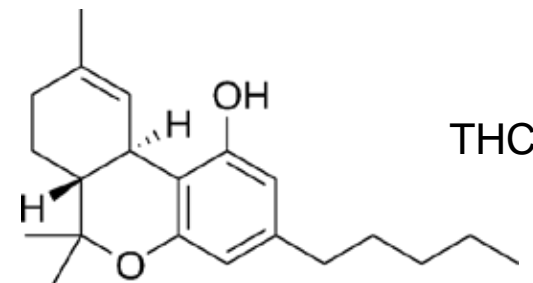
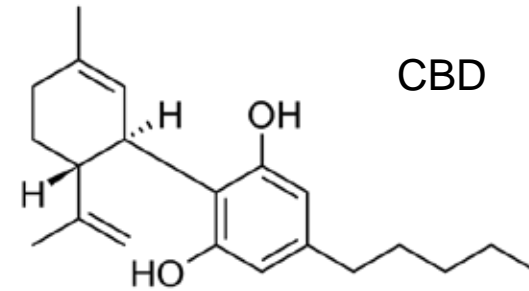
What is the difference between THCA and THC?



- THCA (tetrahydrocannabinolic acid) is found fresh, undried cannabis
 - THCA is non-psychoactive precursor chemical to THC in raw cannabis
 - Converted into THC by decarboxylation when dried or by heating (as when smoked or cooked into edibles)
 - Decarboxylation is a chemical reaction that removes a carboxyl group (COOH) from molecule and releases carbon dioxide (CO₂)
 - THCA is often the major constituent in cannabis resin concentrates, such hashish and hash oil

What is the difference between CBD and THC?

- THC (tetrahydrocannabinol) is the principal psychoactive component in cannabis
- CBD (cannabidiol) second most prevalent of the active ingredients of cannabis (marijuana)
 - Active but not psychoactive!
 - One of over 85 terpenes and cannabinoids present in hemp and cannabis plants
- Both hemp plant and cannabis plant produce CBD
 - Up to 40% of total extract from cannabis is CBD
- Is cannabidiol legal?
 - Legal status of CBD is in flux
 - Federal government still considers CBD in the same class as marijuana
 - State position depends in part on whether the CBD comes from hemp or marijuana
 - Legality of CBD is expected to change, as there is currently bipartisan consensus in Congress to make the hemp crop legal

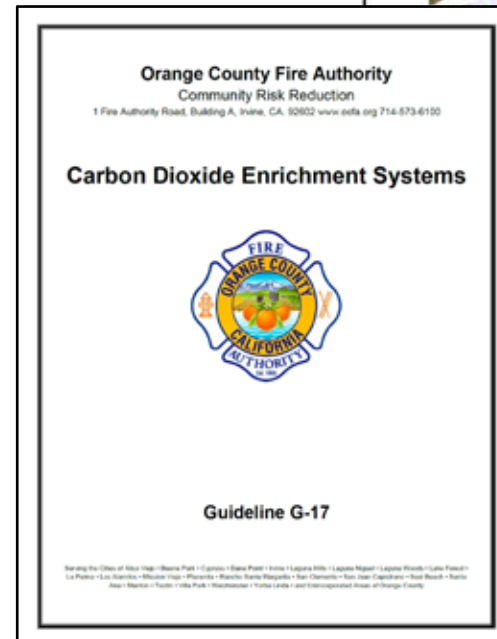


Where do cannabis industry regulations come from?

- Cannabis enterprises highly regulated, with many requirements for monitoring atmospheric hazards
- Regulated at:
 - State level
 - County level
 - City / community level
- Atmospheric hazards exist in many enclosed areas such as greenhouses and extraction rooms
- Municipal and fire service personnel perform periodic inspections at licensed commercial sites, and are exposed to potentially dangerous atmospheric conditions
- Emergency response can expose fire department personnel to additional risks



Guide to Worker Safety and Health in the Marijuana Industry
Marijuana Occupational Health and Safety Work Group
January 2017



What are the types of cannabis enterprises?

- Non-commercial
 - Products for personal use only
 - Non licensed
 - May or may not be legal depending on jurisdiction
- Commercial (licensed) enterprises
 - Recreational marijuana
 - Grower operations are distinct from extractor operations
 - Smaller scale, heavily taxed, (may be) minimally funded
 - Medical marijuana
 - Larger scale, integrated growth and extraction, better funded, well managed, increasingly big business
 - CBD products (non psychoactive)



What are the types of cannabis enterprises?

- Non-commercial
 - Products for personal use only
 - Non licensed
 - May or may not be legal depending on jurisdiction
- Commercial (licensed) enterprises
 - Recreational marijuana
 - Grower operations are distinct from extractor operations
 - Smaller scale, heavily taxed, (may be) minimally funded
 - Medical marijuana
 - Larger scale, integrated growth and extraction, better funded, well managed, increasingly big business
 - CBD products (non psychoactive)



What are the typical gas detection requirements for licensed cannabis enterprises?

- Colorado and California requirements are models for regulations in other states
- License requires signoff and periodic inspection by local fire department and municipal authorities
- “Grow” areas (greenhouses):
 - Cultivation areas where atmosphere often artificially enriched by adding CO₂
 - Required to be monitored by means of fixed CO₂ detection system with alarm at 5000 ppm
- “Extraction” rooms:
 - Rooms where LPG (butane) or solvents used to extract “hash oil” (BHO) and other fractionated products deemed to be Class I Division 1 hazardous locations
 - Adjacent areas deemed to be Class I Division 2 areas
 - Required to be monitored for combustible gas
 - Rooms where supercritical CO₂ used for extraction must be monitored for carbon dioxide

Infrared (IR) CO₂ transmitter for use in greenhouses and areas which do not have the presence of combustible gas



Explosion proof CC LEL transmitter for use in Class I Div 1 Hazardous Locations (Zone 1)

What are the grower hazards?

- CO₂ necessary for plant growth (photosynthesis)
 - Increasing light (lumens), temperature, humidity and CO₂ concentration used to accelerate growth
- Optimal CO₂ concentration for growth between 1200 and 1500 ppm
 - Grow area tightly sealed
- At most licensed enterprises CO₂ introduced via:
 - Compressed CO₂ gas: cylinders of high concentration gas controlled with solenoids and valves
 - CO₂ generators: make CO₂ by burning alcohol or natural gas
- At non-commercial sites CO₂ generation via:
 - Open flame burners, fermentation (sugar yeast and water), dry ice, vinegar + baking soda, composting (aerobic decomposition)



How do CO₂ enrichment systems work?

- CO₂ from gas burner
- CO₂ from cylinder



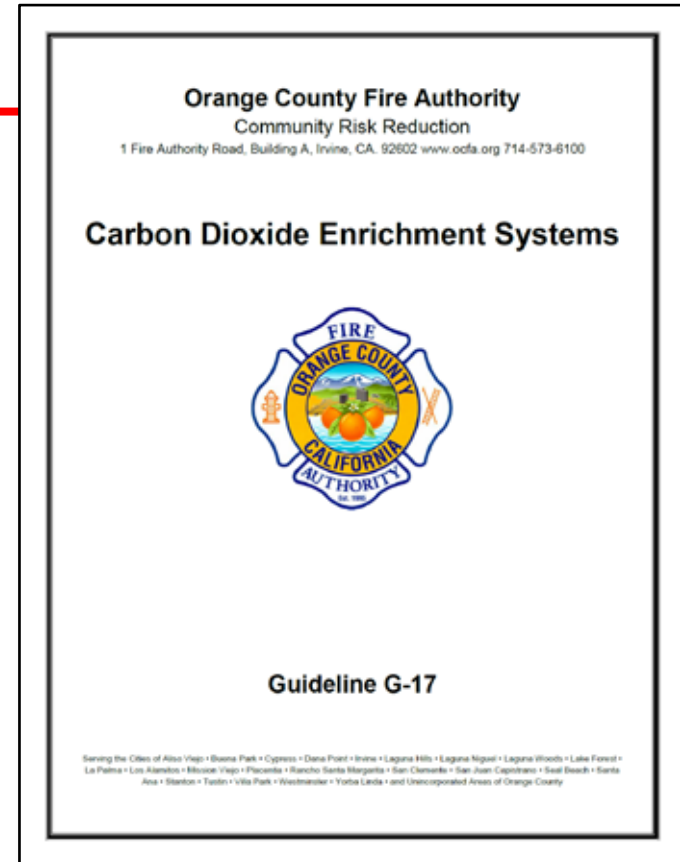
CO released near ceiling, flows downward as consequence of density

Localized pockets of CO or elevated O can affect growth

Use fans to disperse and bring gas to plants

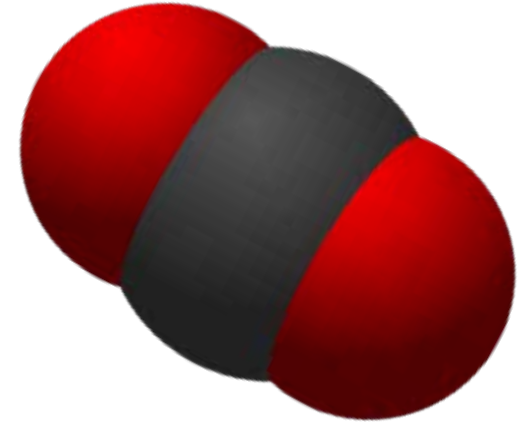
Orange County, CA carbon dioxide gas enrichment system policy

- Gas Detection System:
 - A gas detection system shall be provided in rooms or indoor areas in which the CO₂ enrichment process is located
 - CO₂ sensors shall be provided within 12 inches of the floor in the area where the gas is expected to accumulate
 - Activate low-level alarm upon detection at 5,000 ppm
 - Activate high-level alarm 30,000 ppm
- Activation of low-level gas alarm shall automatically:
 - Stop the flow of carbon dioxide (CO₂) to the piping system
 - Activate the mechanical exhaust ventilation system
 - Activate an audible and visible supervisory alarm signal at an approved location within the building
 - Readings visible from outside
- Activation of high-level alarm shall automatically:
 - Stop the flow of CO₂ to the piping system
 - Activate the mechanical exhaust ventilation system
 - Activate an audible and visible evacuation alarm both inside and outside of the CO₂ enrichment area, and the area in which the carbon dioxide (CO₂) containers are located



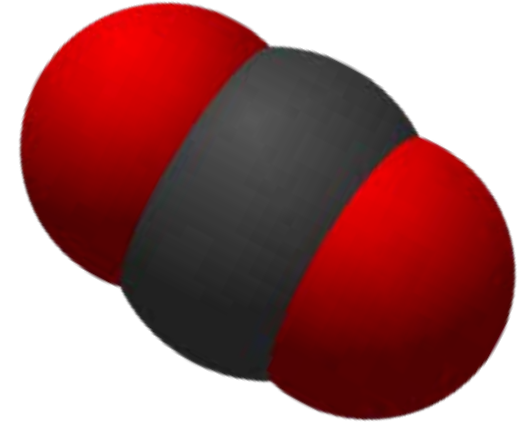
What are the properties of CO₂ ?

- Present as a natural component in fresh air (approximately 420 ppm)
 - Colorless
 - Odorless
 - Tasteless
 - Heavier than air (density of 1.5 times that of fresh air)
 - When released into enclosed space it tends settle to bottom
 - Because of tendency to settle, as CO₂ produced it can reach higher and higher concentrations



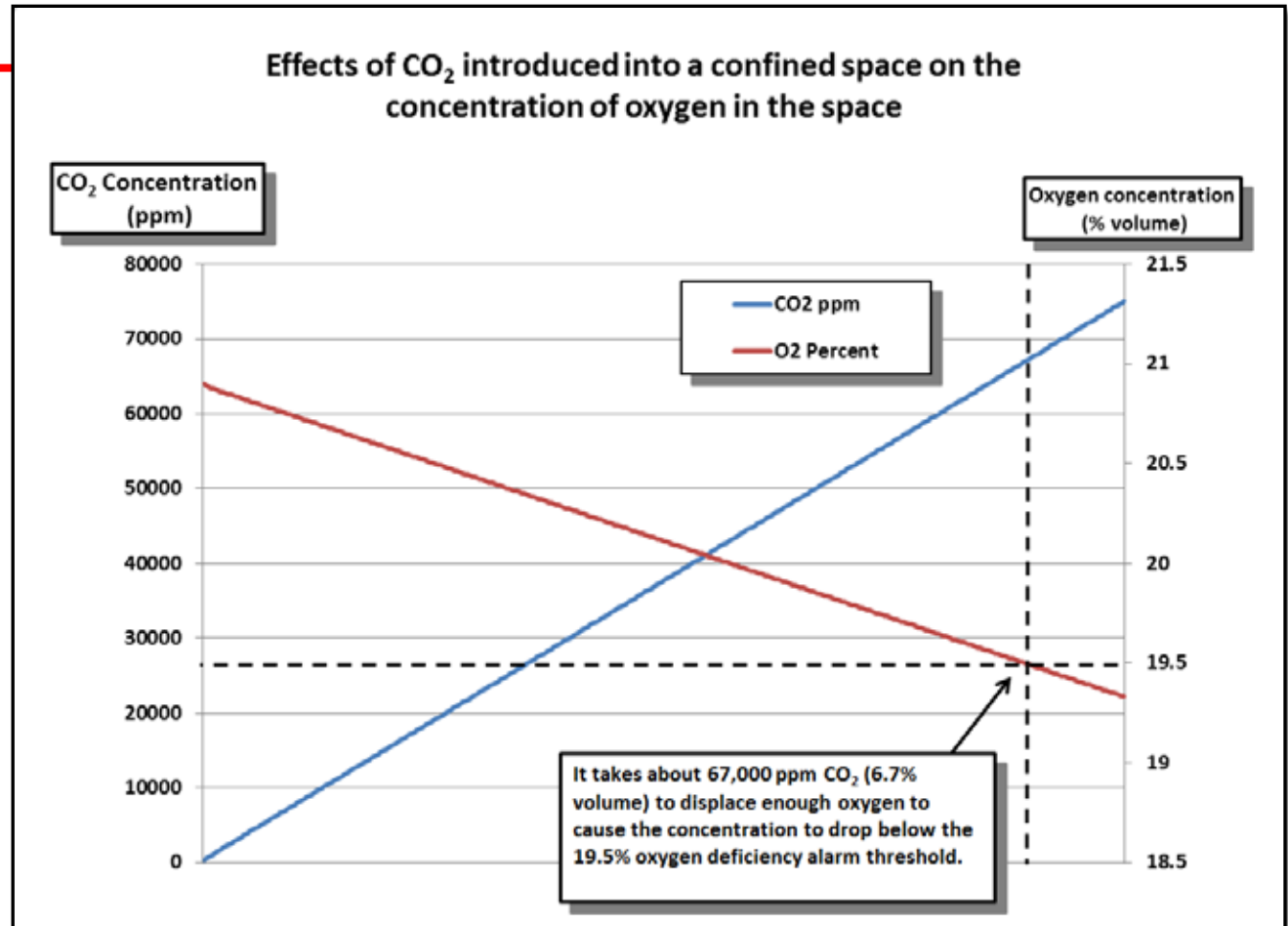
What are the symptoms of exposure to CO₂ ?

- Besides displacing oxygen in fresh air, high concentrations may worsen symptoms related to oxygen deficiency, and interfere with successful resuscitation
- Exposure Symptoms include:
 - Headaches
 - Dizziness
 - Shortness of breath
 - Nausea
 - Rapid or irregular pulse
 - Depression of central nervous system
- Even moderate exposure can be serious
 - Normal indoor fresh air concentration: 420 – 1000 ppm
 - 1000 – 2000 ppm: complaints of drowsiness
 - Optimal cannabis greenhouse concentration: 1200– 1500 ppm
 - OSHA / NIOSH / TLV: 5000 ppm TWA limit
 - IDLH: 30,000 ppm
 - Exposure to very high concentrations (30% volume CO₂ for 20-30 seconds) linked to losing consciousness and permanent heart damage



Presence of displacing gas on oxygen concentration

- Be very cautious when using O₂ concentration to estimate concentration of some other displacing gas
- Every 5% of displacing gas introduced into an enclosed space reduces O₂ concentration by only about 1%



What are the periodic calibration and inspection requirements?

- All CO₂ Detectors must be calibrated, and pass inspection by the licensing and inspection authorities
- Typically inspected quarterly or biannually
- Typically calibrated or tested by exposure to gas at least biannually

CO₂ gas sensor assembly (transmitter) with display



GMA 200 MW/4 one to four-point controller



"Blind" CO₂ gas sensor assembly (transmitter) w/o display

What about exposure to terpenes and nuisance odors?

- “Terpenes” are the aromatic compounds that give plants and extracts their distinctive flavors and aromas
 - Greenhouses often equipped with scrubber systems to remove nuisance odors and keep the smell from reaching nearby neighborhoods.
 - Many terpenes are known to be respiratory irritants, but exposure limits for most terpenes remain to be determined.
 - The dominant terpenes that produce the characteristic cannabis odor are myrcene, pinene and limonene.
 - Pinene is an exception to this general rule.
 - Pinene is the major component in turpentine (about 65%).
 - OSHA PEL for pinene is 100 ppm (as turpentine) and the threshold limit value (TLV®) is 20 ppm averaged over an 8-hour workshift.
 - The IDLH concentration is 800 ppm.



How do you measure terpenes and where do you set the alarms?

- Best way to measure terpenes is by means of PID
 - Stationary PID sensors can be installed within the greenhouse as part of an integrated fixed gas detection system or
 - Positioned downstream from air scrubbing systems to alert operators if there is breakthrough, and odors have started to escape.
 - Health and Safety:
 - Low instantaneous alarm at 3X TWA (= 300 ppm)
 - High instantaneous alarm at 5X TWA (= 500 ppm)
 - IDLH 800 ppm
- Where should you set nuisance odor alarm?
 - Many of the terpenes in cannabis, such as limonene, are nose detectable by human beings at concentrations as low as 1.0 ppm.
 - Set nuisance odor alarm as low as possible



Ion Science Falco
Fixed PID transmitter

What are the hazards associated with extraction rooms and activities?

- Cannabis can be sold in the form of leaf or buds, but the most valuable products are essential oils and extracts.
- Extraction is the process of separating the active chemicals from the raw material and turning it into a usable form.
- Medical extracts are mostly based on cannabidiol (CBD) while recreational extracts are based on tetrahydrocannabinol (THC).
- The most common extraction techniques involve the use of flammable gas (like butane or propane) or solvents (like ethanol or methanol) to separate the chemicals from the plant material.
- Extraction rooms are hazardous locations where explosive concentrations of gas or vapor can easily develop.
 - Using butane is the cheapest but potentially most dangerous method of extraction
 - When using liquefied petroleum gas, (like butane or propane) only closed-loop type extraction equipment is permitted
 - Supercritical CO₂ is more expensive, but safer, and produces better results



What are the requirements for extraction rooms?



CITY AND COUNTY OF DENVER	POLICY	DENVER FIRE DEPARTMENT
Subject: PLANT EXTRACTION SYSTEMS		
Reference: IFC Denver Amendments, NFPA		
Approved: <i>Joseph I. Santalesa</i>		
Joseph I. Santalesa, Division Chief, Fire Prevention Division		
Number: IFC-2206	Effective Date: March 1, 2014	Page 1 of 8

This policy is meant to provide basic information based on currently available information regarding Marijuana/other plant extraction processes for most common conditions and situations. In any given occupancy, many other Fire Code requirements may be enforced. These will be addressed during the next code book inspection. Questions can be addressed to the Fire Prevention Division at 6:30 a.m. and 4:30 p.m. Monday through Friday. For more information, visit DENVERGOV.ORG.

I. SCOPE

This policy covers the safety requirements for the use of plant material extraction systems within the City and County of Denver. This policy applies to any other method of plant extraction.

Exemption: Extraction processes.

II. OTHER REQUIREMENTS

Any Denver Building Department permit process (i.e. electrical, mechanical, etc.) must be completed and inspected prior to the start of any extraction process. See Denver Fire Department Establishment or Business for the review of extraction process(es) and equipment.

All marijuana occupancies in the City and County of Denver must have a hazardous material storage amount, a hazardous material operator, and a hazardous material operator.

III. PERMITS

An annual operational permit shall be required for any extraction process. All annual operational permits shall be reviewed and approved by the Fire Prevention Division. The following information must be provided:



Denver Fire Department
Fire Inspection Division
1500 94th Street
Denver, CO 80231
P: 720.442.2474
F: 720.442.1000
www.denverfire.org

MARIJUANA EXTRACTION GUIDELINE FOR COMMERCIAL / LICENSED FACILITIES

The information contained within this guideline is provided solely for the convenience of the reader to help clarify how the Denver Fire Code (DFC) applies to marijuana extraction processes and equipment at commercial facilities licensed by the Denver Department of Excise and Licenses. Because every process and building differs, this guideline is not intended to identify or discuss every code requirement applicable and it is not intended to be a regulatory document. Therefore, it is the responsibility of the persons performing these processes and/or their otherwise responsible for the design or construction of extraction rooms, equipment, and operations to follow all applicable Codes and Standards as adopted by the City and County of Denver. This guideline is based upon the 2015 Denver Fire Code.

Part I – Extraction Process Equipment

Extraction equipment, including equipment used for extraction or other of refining processes, that use hazardous materials (i.e. flammable / combustible liquids, Carbon Dioxide (CO₂), liquefied petroleum gases (i.e. butane), etc) are required to be listed or approved per DFC Section 2703.2.3.

1.A. Liquefied Petroleum Gas (LPG) and CO₂ Extraction Equipment

Only closed-loop type LPG extraction equipment is permitted. Open blasting extraction or equipment that releases butane to the atmosphere during the extraction process is strictly prohibited.

Because there is no listing (such as UL, ETL, etc) available for compressed-gas extraction systems using hazardous materials, extraction equipment approval is required from the Denver Fire Department for use in the City and County of Denver. To obtain equipment approval, an engineering report (signed and sealed by a licensed Colorado engineer) must be submitted for approval. This approval report is required by DFC Section 704.7.2. It is the responsibility of the engineer to justify how the system meets the Denver Fire Code and any other national standards as a basis of design, including an analysis / description of every component of the system. Thus far, approved LPG (i.e. butane or propane) only closed-loop systems have been designed to applicable sections of NFPA 55. Open-blast LPG extractors are prohibited. In addition to the engineering report, an owners operation manual must be submitted with specific instructions regarding proper use of the equipment and any safety provisions identified. Equipment may be submitted / approved either by a Master Engineering Report or a Site Specific Engineering Report. Engineering reports can be submitted in hard copy, signed and sealed by the licensed design professional, at 745 W. Colfax, attention Brian Lukas.

In addition to this engineering report approval process, if the extraction equipment uses electrical components, a National Recognized Testing Laboratory (NRTL) listing is also required in addition to the engineering report certifying that the electrical components are compliant with appropriate electrical standards.

DenverFire.org | 311

Page 1 of 8

- Extraction rooms where combustible gas or flammable solvents used are Class I Division 1 Hazardous Locations which must be continuously monitored for combustible gas
- Adjacent rooms are Class I Division 2 Hazardous locations which must also be monitored

Butane (BHO) extraction

- Less expensive, much more dangerous
- Butane (LPG) run through macerated plant matter, pulling out the desirable oils
- To remove the residual solvent, the solution is heated (butane evaporates in low temperatures) in a vacuum
- Only closed loop BHO systems permitted at licensed facilities
- 90% of the cannabinoids remain in the extracts



What is supercritical CO₂ extraction?

- Extraction techniques need to separate the active molecules from the plant material without causing them to "deactivate" or lose their bioactive potency.
- Supercritical CO₂ extraction is the most expensive extraction method, but also the safest as it avoids the use or creation of explosive gases or vapors.
- In certain pressure and temperature conditions, CO₂ behaves as both a gas and a liquid at the same time.
 - This "critical" point is reached at around 1,071 psi (the critical pressure) and 90° F (the critical temperature).
 - The temperature is well below the deactivation temperature for the cannabinoids and terpenes that are targeted for extraction.
 - The supercritical CO₂ is forced through the macerated plant material.
 - The liquid passes through separators where CO₂ is removed and the various fractions of the extract are collected.



What is winterizing?

- Subcritical CO₂ extraction, known as winterizing, requires less pressure and uses a lower temperature, non-supercritical liquid form of CO₂.
 - Winterizing takes longer, is less efficient and produces lower yields, but is easier on the fragile molecules being extracted, which can produce higher quality (and higher priced) extracts.
 - The winterization process usually uses ethanol to further separate the pure cannabinoids and terpenes from other byproducts.
 - Constituents that are not soluble in alcohol or water can be extracted using a range of other solvents such as ether, naphtha, benzene, butane, methanol, isopropyl alcohol, and even olive oil.



What are best detection techniques for use in Class I Div 1 and Class I Div 2 extraction room hazardous locations?

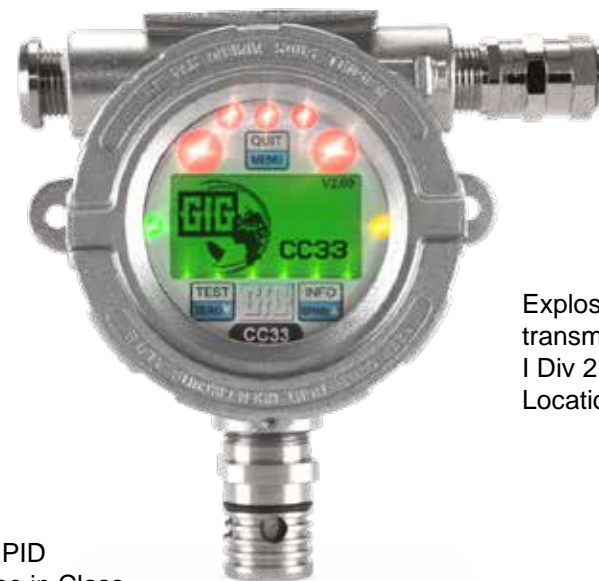
- For butane or propane use either catalytic (CC) LEL or IR LEL transmitters
- For LEL alcohol measurement use IR LEL transmitters
- For ppm solvent measurement use PID
- For CO₂ measurement recommend IR CO₂



Intrinsically safe CC LEL or IR CO₂ transmitter for use in Class I Div 1 Hazardous Locations



Explosion Proof PID transmitter for use in Class I Div 1 Hazardous Locations



Explosion Proof CC LEL transmitter for use in Class I Div 2 Hazardous Locations

Don't be afraid of fixed systems!

- Most common solution is often small standalone system with 1 to 4 points of detection.
- Larger systems can be complicated, but your manufacturer partners are there to help you through the specification process.



Do you have a “Fixed System Questionnaire” from the manufacturer you are working with?

- Your supplier or manufacturer partner can't provide a solution without the information in this usually simple form.
- If you do not have a copy, contact the manufacturer BEFORE the visit!
 - Clarifying what you need by means of a detailed questionnaire reduces the chances for specifying or purchasing the wrong equipment.
 - Don't be afraid to ask if you need help with the answers.
 - Answer as many questions as you can, but don't worry if you can't answer them all.
 - The manufacturer will tell you if there is something that must be nailed down before you can generate a quote.
- Don't go it alone!
 - Don't be afraid to ask the manufacturer to help.

Example Fixed System Questionnaire

- Simple information but critical to know
- The questionnaire will help you to ask the right questions
- Vital to provide the best solution!

GfG Instrumentation
1194 Oak Valley Drive, Suite 20, Ann Arbor, Michigan 48106 USA • 800-859-0329 • 734-769-0573 • 734-769-1888 fax
Worldwide Manufacturer of Gas Detection Solutions

FIXED SYSTEMS APPLICATION QUESTIONNAIRE

Company: _____
Name and title: _____
Phone: _____
E-mail: _____
Address: _____
City/State/Zip: _____
Date: _____
Salesperson: _____

The information requested on this survey is for GfG Project Engineers.
Exact specifications will help insure proper equipment for your application.

APPLICATION DATA

Describe your application: _____

Is the area considered Hazardous/Classified General purpose
Is the area currently being monitored? No Yes, list technology: _____

TRANSMITTERS

Output 4-20 mA Modbus Two wire Three wire Other: _____
Gas detecting CO NH₃ O₂ CH₄ Other: _____
Calibration gas Standard Special
Range required: _____ to _____ PPM %LEL %volume _____
Temperature range: _____ to _____ °F °C Humidity: _____ %
Possible background gases / sensor poisons No Yes, please list _____
Climate Indoor Outdoor
Voltage input: _____ VDC
Interfacing with PLC? No Yes, load: _____ ohms
Display required? No Yes
Modifications: (explain) _____

Document ID: GfG-F34a Issued: 2/12/15 Revised: 02/08/19 Rev Level: 2.0 Page: 1 of 2
www.goodforgas.com

GfG Instrumentation
1194 Oak Valley Drive, Suite 20, Ann Arbor, Michigan 48106 USA • 800-859-0329 • 734-769-0573 • 734-769-1888 fax
Worldwide Manufacturer of Gas Detection Solutions

_____ mA Modbus NIA
_____ MA _____
_____ door
Bus Two wire Three wire Other: _____
Inductive load Current required: _____ amp
_____ Normally closed
_____ Yes
 Network, what interface is required? _____
_____ Threshold Ascending Descending
_____ Threshold Ascending Descending
_____ Threshold Ascending Descending
 O₂ CH₄ Other: _____
_____ °F °C Humidity: _____ %

18 | Revised: 02/08/19 | Rev Level: 2.0 | Page: 2 of 2
www.goodforgas.com

What about municipal and fire service personnel visiting sites as part of licensing process?

- Fire department and municipal personnel are regularly on site at licensed facilities for periodic inspection
- Fire department personnel also potentially involved in emergency response at licensed and unlicensed facilities
- Standard 4 gas meter with O₂ / LEL / CO / H₂S sensors does not adequately protect inspectors or emergency responders!
- Use same 5 or 6 gas meter you use for HAZMAT response with LEL / O₂ / PID / CO₂ / CO and H₂S sensors.
- Make sure to include LEL sensor capable of both combustible gas and LEL range alcohol
 - Alcohol vapor very hard on CC LEL sensors in portable instruments, and response to alcohol is slow
 - Consider using IR LEL for alcohol measurement
- Make sure to include PID for ppm solvent and terpene detection
- Make sure to include IR CO₂ sensor
 - Many designs offer dual channel IR LEL / IR CO₂ sensor

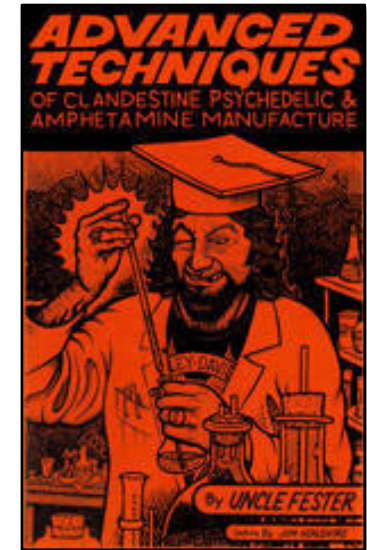
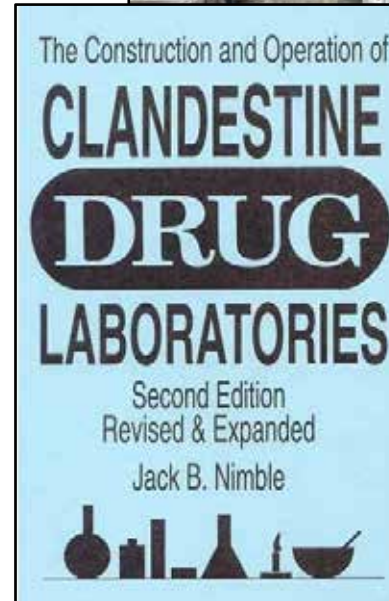


G999 one to seven channel gas detector with IR LEL / IR CO₂ / O₂ / PID and COSH sensors.

Contaminant	LEL (Vol %)	Flashpoint Temp (°F)	OSHA PEL	NIOSH REL	TLV	5% LEL in PPM
Acetone	2.5%	-4°F (-20 °C)	1,000 PPM TWA	250 PPM TWA	500 PPM TWA; 750 PPM STEL	1250 PPM
Diesel (No.2) vapor	0.6%	125°F (51.7°C)	None Listed	None Listed	15 PPM	300 PPM
Ethanol	3.3%	55°F (12.8 °C)	1,000 PPM TWA	1000 PPM TWA	1000 PPM TWA	1,650 PPM
Gasoline	1.3%	-50°F (-45.6°C)	None Listed	None Listed	300 PPM TWA; 500 PPM STEL	650 PPM
n-Hexane	1.1%	-7°F (-21.7 °C)	500 PPM TWA	50 PPM TWA	50 PPM TWA	550 PPM
Isopropyl alcohol	2.0%	53°F (11.7°C)	400 PPM TWA	400 PPM TWA; 500 PPM STEL	200 PPM TWA; 400 PPM STEL	1000 PPM
Kerosene/ Jet Fuels	0.7%	100 – 162°F (37.8 – 72.3°C)	None Listed	100 mg/M3 TWA (approx. 14.4 PPM)	200 mg/M3 TWA (approx. 29 PPM)	350 PPM
MEK	1.4%	16°F (-8.9°C)	200 PPM TWA	200 PPM TWA; 300 PPM STEL	200 PPM TWA; 300 PPM STEL	700 PPM
Turpentine	0.8	95°F (35°C)	100 PPM TWA	100 PPM TWA	20 PPM TWA	400 PPM
Xylenes (o, m & p isomers)	0.9 – 1.1%	81 – 90°F (27.3 – 32.3 °C)	100 PPM TWA	100 PPM TWA; 150 PPM STEL	100 PPM TWA; 150 STEL	450 – 550 PPM

What about clandestine labs?

- Even in states where recreational cannabis is fully legal, unlicensed and clandestine labs are still a concern
- Licensed cannabis enterprises pay their taxes, are generally well run, and willing to conform with local regulations
- In some states no license is required for products manufactured for personal consumption
- Butane extraction is still the cheapest approach, and the equipment is readily available over the Internet
- Some of the instructions you can download from the Internet are pretty good, some are dubious or downright dangerous
- Cannabis lab explosions are still a routine occurrence!



There are many new developments in gas detection!

- New products
- New sensors
- Wireless communication
- Integrated fixed and portable networks
- Third party support through call centers
 - Emergency response
 - Record keeping and notifications
 - Internet based maintenance programs



Avoid being overly focused on price!

- Eventually, the decision of whether to proceed involves price and affordability.
 - There is a difference between the purchase price and the true cost of ownership.
 - Once you fully identify the problems and how the new product is going to help, it's easier to understand the costs.

GfG Instrumentation
Worldwide Manufacturer of Gas Detection Technology

2021 Price Catalog
Portable Gas Detection and
Respiratory Airline Monitors

goodforgas.com | 800.959.0329

smart
GasDetection
Technologies **GfG**

Identify “cost of ownership” issues

- Are you spending a fortune keeping the equipment in service?
- Do you trust your gas detectors?
- Do you have many sensor failures?
 - If so, what kinds of sensors are failing?
- Do you have battery problems?
 - Do the instruments run long enough on a single charge or set of batteries?
- How often do you test and calibrate your instruments?
 - Do you do it yourself or use a service?
- Are there any special conditions or contaminants that are causing problems?
- Do you feel you are currently getting a good deal?



Who is looking after the instruments?

- Do you do it yourself, use a third-party service, or work directly with the factory?
- If you like your current equipment, you might want to talk about maintenance agreements or refurbishment programs.
- Deciding on how to calibrate and maintain fixed detection systems is an important issue.
 - Make sure to discuss!



Questions?

Thank you!

For additional information or
gas detection help:

Bob Henderson

bhenderson@goodforgas.com

GfG Technical Support:

service@goodforgas.com

USA and Canada: 800-959-0329

Local: 1-734-769-0573

