

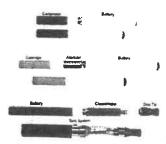


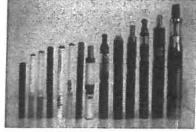
DESCRIPTION:

- ENDS (Electronic Nicotine Delivery System)
- Evolved over 55 years
- · Current design arrived in 2006

MARKETING:

- · By youth for the youth
- "Healthier alternative (than cigarettes)"
- Misinterpret health risks
- Customizability/Variability
- Shops & Online
- No Nicotine Warning required until 2018
- Popular subculture





STATISTICS:

- 1/5 of all US smokers are Vapers
- Average of 9% HS seniors were smokers, now it is 14%
- Smokers are down all categories, e cigs are up, keeping tobacco use steady
- Vapers 3x more likely to smoke
- More than 2 million middle and high school students were current users of e-cigarettes in 2016
- 11% of high school and 4.3% of middle school students were current users of e-cigarettes in 2016
- E-cigarette use rose from 1.5% to 16.0% among high school students and from 0.6% to 5.3% among middle school students from 2011 to 2015
- In 2013-2014, 81% of current youth e-cigarette users cited the availability of appealing flavors as the primary reason for use.

HEALTH RISKS:

- · No limit to amount you smoke
- · Research limited
- FDA issued regs 2016
- Causes impairment
- · Gateway to smoking

SAFETY RISKS

- Imports are poorly made especially batteries
- Mods can change power output
- · DIY liquids
- 51% of Poison control calls were for those under 5
- No safety mechanisms
- Many vaping possibilities

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