We are not including the top-level node “How It Started” as this contains personal and commercially-sensitive information about producers’ livelihoods.

We are not including the top-level node “The Farm” as this contains personal and commercially-sensitive information about producers’ livelihoods.

**Name:** Nodes\\Alternative End-Uses

**<Files\\ - Spanish Grower (1)> - § 3 references coded [1.27% Coverage]**

**Reference 1 - 0.18% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:12:35.00 | S3 | I'd rather that it not be used for cigarettes. If another use is found, I don't know... More... I read recently that it was being used to find a molecule to counter the… |

**Reference 2 - 0.47% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:12:54.27 | S3 | That would give us, I don't know how to describe it… it would be like meeting the Messiah. If tobacco could save lives.  |

**Reference 3 - 0.62% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:13:13.28 | S3 | If a physician were to say that the tobacco plant is no longer used for cigarettes, that the plant we devote ourselves to can save lives, that would… Oh, my… |

**<Files\\Asturias - Spanish Tech. (2)> - § 1 reference coded [0.60% Coverage]**

**Reference 1 - 0.60% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:16:11.01 | S3 | I think that the organizations, the [association] and reaching its members, explaining this fully and I think that… |

**<Files\\Campania - Italian Grower (3)> - § 7 references coded [2.49% Coverage]**

**Reference 1 - 0.17% Coverage**

|  |  |  |
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| 00:11:13 | S1 | Something more useful, it would be good, for sure. |

**Reference 2 - 0.30% Coverage**

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| --- | --- | --- |
| 00:22:46 | S1 | NO, because they are still, I don't know, trying, they are experimenting, so in the end… |

**Reference 3 - 0.17% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:23:45 | S1 | Well, for sure I think the association, something… |

**Reference 4 - 0.63% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:24:30 | S1 | Well, for sure it will be an innovation, something… because anyway [producer association] manages, organizes tobacco, I mean, we discuss, we solve the problems of tobacco, and therefore they are for sure interested in new markets, in new… |

**Reference 5 - 0.98% Coverage**

|  |  |  |
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| 00:26:23 | S1 | Because it is a good association, they are interested in tobacco, we are in tobacco by the way, we believe in tobacco, we are pleased, we can and we hope to continue with this organization, so to support the crop, because otherwise, if they weren't here, everything would have already stopped. |

**Reference 6 - 0.21% Coverage**

|  |  |  |
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| 00:30:16 | S1 | I think for sure it will have a positive impact on the people. |

**Reference 7 - 0.02% Coverage**

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| --- | --- | --- |
| 00:33:00 | S1 | Yes. |

**<Files\\ - Spanish Policy & Grower (4)> - § 1 reference coded [1.48% Coverage]**

**Reference 1 - 1.48% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:14:16.03 | S3 | I think the project is fantastic. I completely agree and besides, if it needs to be supported, we'll support it. In other words, one thing is clear to us, which is what I told you in the beginning. We are tobacco farmers, tobacco; if it's not used to kill people, we're delighted. If it's to heal people, delighted. We are tobacco farmers. And professionals of this crop. We don't want anyone dying from this....  |

**<Files\\ - Spanish Grower & Tech. (5)> - § 6 references coded [6.24% Coverage]**

**Reference 1 - 1.22% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:19:16.23 | S3 | I know that the latest developments are moving towards using tobacco for medications or… I really don't like that the product I make affects people's health. I don't like it. I like to grow a plant, to create life but I don't like it if that plant I create, kills people. So whatever progress is made on tobacco, I'd love to be able to say that it's used to make a medication for whatever.  |

**Reference 2 - 0.42% Coverage**

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| --- | --- | --- |
| 00:19:56.02 | S3 | If it's been shown that tobacco is harmful to people's health, I'd prefer the other, yes. Of course.  |

**Reference 3 - 0.07% Coverage**

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| --- | --- | --- |
| 00:25:21.11 | S3 | The cooperatives |

**Reference 4 - 0.65% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:25:24.15 | S3 | We're talking about... I belong to [associations] which is within [association]. There's nothing else. Work within cooperatives. Is key. Within teams, and in cooperatives.  |

**Reference 5 - 0.85% Coverage**

|  |  |  |
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| 00:26:15.09 | S3 | [Inaudible} But in large concentrations, I mean. A farmer can work on his own of course, but when you have a whole cooperative producing tobacco in a drying system, in a drying center, it's more profitable in the end, and we end up polluting less. It's key.  |

**Reference 6 - 3.03% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:27:16.16 | S3 | If there's just one company remaining, one multinational, you have to offer alternatives, right? They're saying that the tobacco production will end. I think these are very interesting projects. And they shouldn't be left and forgotten. I mean, if it's viable, if it can be used in cosmetics and in medicinal products, I think that's fantastic, the work that can be done. And also to help an area move forward. I was saying earlier, there's no infrastructure for those things but there is for tobacco. We're trying to reduce emissions on the environment, concentrating the drying centers as I said before, we have the equipment, we have everything. I mean, if the tobacco is going to be used for something else, we are going to grow it. We can also grow marihuana because we are in a region that's perfect for it. But it's also genetically illegal.  |

**<Files\\ - Spanish Grower & Tech. (6)> - § 6 references coded [4.39% Coverage]**

**Reference 1 - 1.21% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:06:21.28 | S3 | And if we didn't know about this, I hope it happens, if it's true, that's why we're here… I at least, I don't know about the rest of the farmers, I'm looking for other alternatives. Not removing all of the tobacco production, but I have more land to grow stevia, berry, pistachio, almonds, other types of crops.  |

**Reference 2 - 0.48% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:11:05.06 | S3 | I think I read a link last year, because with all these social networks, we send information around among colleagues… it wasn't about this company exactly, another university, but yes... We did read some article on the internet about many other pharmacological materials that could be extracted from tobacco.  |

**Reference 3 - 0.13% Coverage**

|  |  |  |
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| 00:16:13.29 | S3 | Some have to be the cooperatives. |

**Reference 4 - 1.17% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:16:18.24 | S3 | For sure, for sure. I'm convinced that farmers, and I always refer to that, anything that helps us continue doing what we have done all our lives, would be fabulous, of course. And if the cooperatives see that smoking tobacco is declining and we have a pill to... let's do that. It's very reasonable.  |

**Reference 5 - 0.59% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:16:54.07 | S3 | Who can move it forward… In [region] there are many. There’s [name], there's [name], there's [name], they could promote it. [Name] can move it forward, for sure. |

**Reference 6 - 0.81% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:17:31.29 | S3 | Industry as such, there isn't any. There's no screws factory, there's no wheels factory, there's nothing. So anything that activates this region, would be welcome. And if it's for health purposes, better still. We are not going to be constantly [con las moscas?], with WHO and the green delegates saying that the work yes or no... I understand that, I understand it perfectly well. But if they oppose tobacco, they could also oppose alcohol, and sorry, gambling, or the excessive consumption of sugar, and glutamate in food items.  |

**<Files\\ - Spanish Grower (7)> - § 6 references coded [2.31% Coverage]**

**Reference 1 - 1.11% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:20:17.15 | S3 | I think it's interesting, really, very interesting if it could be used for ecological crops such as insecticides or because really the plant as an insecticide…nicotine… I have a story about my first teacher, I must have been six, seven years old and he'd put the cigarette butts in a cup. And it would turn black. And then he'd use that to water the plant pots so it would repel the insects. |

**Reference 2 - 0.41% Coverage**

|  |  |  |
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| 00:20:51.19 | S3 | That hasn't been studied. It's never been done here, nor was it forbidden to use tobacco for other things, for other purposes. I wish it could.  |

**Reference 3 - 0.09% Coverage**

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| --- | --- | --- |
| 00:22:07.20 | S3 | I think that would be fabulous. |

**Reference 4 - 0.28% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:28:26.15 | S3 | [Inaudible] for the producers. As an alternative. Imagine if 3% of the tobacco produced was for medicinal plants or perfumes  |

**Reference 5 - 0.20% Coverage**

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| --- | --- | --- |
| 00:28:33.15 | S3 | [Inaudible] we wouldn't be embarrassed to say I am a tobacco farmer. |

**Reference 6 - 0.22% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:32:28.12 | S3 | Any other purpose but smoking, but it would have to be monitored, regulated… |

**<Files\\ - Italian Grower (9)> - § 4 references coded [3.24% Coverage]**

**Reference 1 - 0.32% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:14:46 | S1 | For sure I would work for something, that is not harmful, let's say. Because tobacco is always seen as something harmful, it has no benefit, it doesn't give any benefit to the community. |

**Reference 2 - 1.00% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:16:57 | S1 | Let's say, now, as a line of associations, we are living the period in the right way, it works, this thing works, so, if we are able to keep the same line, for sure we'll have good results, I think so, you know. |

**Reference 3 - 1.82% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:17:58 | S1 | By the way, we already know that through associations we have let's say a sort of safety, and we see it with the other growers, who for example produce, I don't know, vegetables or other things, and they have direct contacts with the buyers, therefore they have some difficulties, let's say. On the other hand, we are more protected, let's say: thanks to the associations we are safer. |

**Reference 4 - 0.10% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:21:32 | S1 | Never in the field? |

**<Files\\ - Italian Researcher (10)> - § 9 references coded [5.06% Coverage]**

**Reference 1 - 0.13% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:08:17 | S1 | And moreover there is no supply chain. |

**Reference 2 - 0.29% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:12:52 | S1 | It might be because also the organizations are very present, the producer organisations. |

**Reference 3 - 0.07% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:13:12 | S1 | They are very active. |

**Reference 4 - 1.13% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:21:50 | S1 | According to me, if it can be related to the final use, also for the growers, because the established supply chain is somehow a guarantee that everything is organised and they don't need anything else, with all the problems connected to… instead of… so it's only, well, to change the end use, that you need to build everything again from the beginning. |

**Reference 5 - 0.30% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:22:58 | S1 | That we have an organization, ready like the others, already organized and ready, that can… |

**Reference 6 - 0.56% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:24:36 | S1 | According to me no, however, maybe I don't have all the elements to say that, I mean, as a kind of [system] transformation, I have no idea. But I think no, if there aren't… if it is like a transformation, let's say, if they are registered varieties, well, here is the problem. I mostly look at the practical thing. I mean, they need the possibility to be supplied in an easy way with these varieties, without big problems, and I don't think there is a... |

**Reference 7 - 0.88% Coverage**

|  |  |  |
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| 00:25:10 | S1 | Well, I don't think so, I mean, they are not so interested in the end, however, if they can't find the seed, if it is very expensive, if they have problems with the production of the [seedlings] because, I don't know, in that case it could have a negative response on them. |

**Reference 8 - 0.91% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:26:25 | S1 | Well, they produce the seed in the company, but that seed hasn't got the features, because it is a further generation, so if you really want that variety, with those features, because maybe it is the rule, you have to buy it. It has to be a registered seed, a bought one, you know. |

**Reference 9 - 0.80% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:27:22 | S1 | Or there are the associations of producers that are in charge for supplying the seed to everybody, or even the plants, it depends on the situations. I have seen [some that] produce the plants for all the farmers in an area, and then they sell them. |

**<Files\\ - Italian Tech. (11)> - § 10 references coded [4.05% Coverage]**

**Reference 1 - 0.94% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:12:42 | S1 | Well, I think that most of them don't care. Because if you think that now it is used for smoking, and most of them don't actually even smoke, they are more interested in a resistant plant, where you don't need treatments, more this aspect than… |

**Reference 2 - 0.55% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:19:21 | S1 | The main concern… we should see which kind of plant they are going to create, the development, the maturation, how long the growing cycle is… |

**Reference 3 - 0.08% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:19:49 | S1 | The growing cycle… |

**Reference 4 - 0.16% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:19:52 | S1 | How this tobacco gets mature, if it has… |

**Reference 5 - 0.12% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:20:03 | S1 | If it needs to be trimmed, if… |

**Reference 6 - 0.34% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:20:17 | S1 | If the drying cycle is the same as the current one, or whether they need other kinds of… |

**Reference 7 - 0.22% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:27:42 | S1 | No. Here the 90 per cent is all [producer association]. |

**Reference 8 - 0.96% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:28:08 | S1 | Well, the use of these new products are completely linked to revenue, because they, being expert tobacco growers and having always done this job, they perfectly know that one hectare of tobacco in the end of the year produces a certain amount of Euros. For new crops, the whole province agrees with innovation. Up to some decades ago, 90 per cent of the area of [region] was grown with tobacco. |

**Reference 9 - 0.56% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:30:11 | S1 | Nothing, because when they put the GM corn, they put it. The corn. In the end the grower counts his money. Where you have an income, there you go. |

**Reference 10 - 0.13% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:32:23 | S1 | Any question… is it profitable? |

**<Files\\ - Spanish Tech. & Grower (12)> - § 10 references coded [7.35% Coverage]**

**Reference 1 - 0.43% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:01:55.04 | S3 | The group has been formed recently, when there was a need to join together to pay for… |

**Reference 2 - 0.14% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:02:02.21 | S3 | To take on the investments |

**Reference 3 - 0.24% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:02:17.13 | S3 | Because of the switch of dryers towards biomass |

**Reference 4 - 2.02% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:02:19.13 | S3 | The mechanization of harvesting. So it's a…. Here in [region] there's a legal entity - the [organisation]. It's a legal structure. There's the [name], right? It's a[n] [organisation] that enables joint work towards harvesting, drying or other treatments. So we bought a harvesting machine to for collective use by the association members.  |

**Reference 5 - 1.28% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:13:50.10 | S3 | Well, the farmer, I think is…. If the production changes, let's say if the change in the end use of the production does not imply a change in the farming itself, the production system, and it maintained the crop's profitability and sustainability, I don't know, it wouldn't be a problem |

**Reference 6 - 0.35% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:14:16.12 | S3 | I wouldn't have any problem. The change would never be so great that… |

**Reference 7 - 0.65% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:14:21.27 | Cross-talk | If the end use implied a substantial change in the farming methods, in the production and yield then maybe we'd have a problem. |

**Reference 8 - 0.67% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:15:24.29 | S3 | The success of this idea… of tobacco. I go back to the way in which the sector itself is organized in cooperatives, in a cooperative |

**Reference 9 - 0.38% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:15:35.20 | Cross-talk | [Association], I mean it's the very structure itself that should support this. |

**Reference 10 - 1.18% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:15:46.00 | S3 | It would help a lot, it would help a lot if the change maintained the sustainability and the same yields and the farming methods so that it doesn't imply too many changes, shall we say, it would help a lot to have a structure next to… |

**<Files\\ - Spanish Grower (13)> - § 4 references coded [0.95% Coverage]**

**Reference 1 - 0.19% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:06:56.04 | S3 | We belong to a tobacco cooperative, [association]. |

**Reference 2 - 0.14% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:11:53.05 | S3 | From my point of view, it's not. |

**Reference 3 - 0.33% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:11:56.27 | S3 | In terms of health, even better. If its purpose were to address health issues… |

**Reference 4 - 0.29% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:12:08.00 | S3 | It would change tobacco's bad image. If it wasn't just for smoking. |

**<Files\\ - Spanish Grower (14)> - § 5 references coded [2.69% Coverage]**

**Reference 1 - 0.78% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:16:29.15 | S3 | The same as with obtaining medicines from tobacco, I think it's fantastic, wonderful, isn't it? Very good, I think it's a very good thing. Because it's another alternative and it cures someone who is ill. But tobacco has the resource, and tobacco… What happens is that tobacco is linked to interests, and as I told you in the beginning, tobacco is a consumer product. As of now it's being consumed and if it's very bad, and therefore it should be taken off the shelves. For the time being, as much as it's being criticized by anti-tobacco campaigns, it's still being consumed, right? For now, people still use it. So in that case, what needs to be done is to increase the price of tobacco a bit, in the area where it's grown in Europe... |

**Reference 2 - 0.42% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:17:58.26 | Inaudible | [Inaudible] if this is implemented, etc. etc. it will offer a completely new market for tobacco of course.  |

**Reference 3 - 0.17% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:18:21.20 | S3 | No, not at all, go ahead. On the contrary. |

**Reference 4 - 0.29% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:24:45.25 | S3 | Anything that means looking for alternatives… Alternatives… Not alternatives, because I'm not looking for any alternative to tobacco. |

**Reference 5 - 1.04% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:25:21.16 | S3 | I'm the one to say that if it's bad for society, I don't want to hurt society. I'm the first one to say that if it's bad for society and it has to be banned, we ban it and we stop planting tobacco and that's the end of it. We plant it only for medicines. And that's it.  |

**<Files\\ - Italian Grower (15)> - § 7 references coded [4.82% Coverage]**

**Reference 1 - 0.02% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:13:04 | S1 | No. |

**Reference 2 - 1.30% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:14:07 | S1 | I mean, for me, so much the better, because our companies are bound to tobacco today. In the area, once I am able to harvest tobacco, we are sure we have an income. But it's just for having our food on the table, for a living, there isn’t a substantial margin. |

**Reference 3 - 0.75% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:20:18 | S1 | The association, now we have the association which depends on our interests: they do our contracts, they assist us from the seeding to the delivery. |

**Reference 4 - 0.54% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:21:16 | S1 | No, because I understood what the aim of this interview is, and I am really pleased, because I already have… the period in which they came for the insurance, this is the second year that we suffered hail and wind, and we needed to safeguard ourselves signing some insurance policies, even if last year they didn't refund us, and this year we don't even know whether it is going to be a good amount, but he was telling me that they, let's say, grow tobacco in Zimbabwe per seed, they even grow it for aircraft [biofuel], and they are Italian companies. I mean, in Africa they do... and in [country] you can't... I think, so much the better for this situation. Now tobacco is the only product that you can do in a proper way, you can carry on because the expenses are high. There’s still good money around. |

**Reference 5 - 0.86% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:21:16 | S1 | No, because I understood what the aim of this interview is, and I am really pleased, because I already have… the period in which they came for the insurance, this is the second year that we suffered hail and wind, and we needed to safeguard ourselves signing some insurance policies, even if last year they didn't refund us, and this year we don't even know whether it is going to be a good amount, but he was telling me that they, let's say, grow tobacco in Zimbabwe per seed, they even grow it for aircraft [biofuel], and they are Italian companies. I mean, in Africa they do... and in [country] you can't... I think, so much the better for this situation. Now tobacco is the only product that you can do in a proper way, you can carry on because the expenses are high. There’s still good money around. |

**Reference 6 - 0.63% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:26:20 | S1 | And since I like it, I don't look at the purpose, at the final result, even if I work next to tobacco for ten months a year. |

**Reference 7 - 0.72% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:27:16 | S1 | You know, when we grow tobacco for another purpose, I am really pleased, because I will for sure grow tobacco, but with an earning, let's say. |

**<Files\\ - Italian Grower (16)> - § 12 references coded [6.47% Coverage]**

**References 1-2 - 1.02% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:11:39 | S1 | No, not for me, because my phase is production, and the ability to provide a product. Then they can do cigarettes or something else. The purpose of the company, as for every company, is financial, but the end result, if the company buys and pays for it and then throws it away... I can feel sorry, but not... |

**Reference 3 - 0.39% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:16:42 | S1 | I repeat it, like before, it has no importance. For me, they can do cigarettes, they can do tar, they can do medicines… well, maybe medicines, since there is a big fight against smoking, tobacco has always been considered in a negative way, because as a producer, we make a product that is unhealthy for the population, so - quote unquote - they accuse us as producers. However, with such a situation, a medicine able to help people, maybe also how the world sees us. |

**Reference 4 - 0.33% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:16:42 | S1 | I repeat it, like before, it has no importance. For me, they can do cigarettes, they can do tar, they can do medicines… well, maybe medicines, since there is a big fight against smoking, tobacco has always been considered in a negative way, because as a producer, we make a product that is unhealthy for the population, so - quote unquote - they accuse us as producers. However, with such a situation, a medicine able to help people, maybe also how the world sees us. |

**Reference 5 - 0.64% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:24:53 | S1 | No. Then we must understand the whole process, how everything is done, but I don't see any concern, no. I mean, my task is as a producer, it is to produce plants and produce a final raw product. I don't think it will influence our health, because I don't think the modified product can influence the worker, or the producer, I don't think so. Well, ask him. |

**Reference 6 - 0.68% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:28:53 | S1 | It is good as it is structured, we already have the national association that, at least the organization has to deal with it if necessary, also a direct contract, so that this action, we already have it with… |

**Reference 7 - 0.27% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:29:45 | S1 | We, person, maybe more with the Ministry [of Agriculture], if the agreements, no… |

**Reference 8 - 0.37% Coverage**

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| --- | --- | --- |
| 00:30:30 | S1 | Well, for me it might even be positive. If the final purpose is to help the population, I mean, to do medicines and help, I can’t think of an opposition. I mean, we are growing now that it's used for smoking… I don't see it as negative. More positive than negative. |

**Reference 9 - 0.52% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:31:40 | S1 | Then for sure we need to understand the growing process required by the market, such as, I don't know the complete process that is needed, if it is drying… |

**Reference 10 - 1.17% Coverage**

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| --- | --- | --- |
| 00:32:29 | S1 | For the moment no, I repeat, this is the initial step, then for sure, if you do the project successively, we need to understand, I repeat, I told you before, there are the costs, I don't know if it is mechanized, not mechanized. Well, it is an area of procedures for the growing, in order to understand what final product they want, which features and all. If they don't realize it, I don't think... I mean, it has no sense talking about it now. If they decide to start, we do a trial, then I... You give me this plant, you need a product, I do it like this and like that, then we can talk directly to each other to understand… |

**Reference 11 - 0.90% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:32:29 | S1 | For the moment no, I repeat, this is the initial step, then for sure, if you do the project successively, we need to understand, I repeat, I told you before, there are the costs, I don't know if it is mechanized, not mechanized. Well, it is an area of procedures for the growing, in order to understand what final product they want, which features and all. If they don't realize it, I don't think... I mean, it has no sense talking about it now. If they decide to start, we do a trial, then I... You give me this plant, you need a product, I do it like this and like that, then we can talk directly to each other to understand… |

**Reference 12 - 0.18% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:33:22 | S1 | If it were mechanized, it would be ideal, no workers. |

**<Files\\ - Spanish Ex-Grower (17)> - § 7 references coded [1.65% Coverage]**

**Reference 1 - 0.12% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:04:55.24 | S3 | Yes, yes. To [association]. |

**References 2-3 - 0.48% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:12:17.01 | S3 | If the cultural techniques or the agriculture were the same, no. And if the prices were the same, no. |

**Reference 4 - 0.29% Coverage**

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| 00:12:54.04 | S3 | Just the green leaf? Ah, that changes everything in that case.  |

**Reference 5 - 0.36% Coverage**

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| --- | --- | --- |
| 00:14:25.25 | S3 | Without a doubt, the middleman, a middleman out there, like pharmaceuticals. |

**Reference 6 - 0.25% Coverage**

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| --- | --- | --- |
| 00:14:37.12 | S3 | Ok? The farmers, the cooperatives, without a doubt. |

**Reference 7 - 0.15% Coverage**

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| --- | --- | --- |
| 00:21:57.03 | Inaudible | [Inaudible] It would be perceived better. |

**<Files\\ - Producer Ass. (18)> - § 7 references coded [9.71% Coverage]**

**Reference 1 - 1.05% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:08:52 | S1 | The question is will this thing, I repeat a bit what resulted from the chat with the producers, will this thing create an interest in infrastructure? A supply chain able to, let's say, create something in the area. Now on tobacco, please consider that in [country] the cultivation is much lower. Obviously is not lower because there are no growers, but the market of cigarettes is decreasing, therefore the request is decreasing. Tobacco can't be produced but for one thing, as we already said: to make cigarettes. So, if the market of cigarettes produces less items, requires less items, you need to adapt your production. One of our tasks is that, the organization of producers, adapted to the production in accordance with the request from the market, basically. |

**Reference 2 - 0.76% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:10:03 | S1 | It would be interesting to understand, to be informed on how the project goes, because now I understand we are in the first stage that is a study. If actually it is feasible, it is doable, we find the subject who should buy this produced material and create something to supply it to them, it would be really interesting, for the reason I was explaining before, that tobacco production is by the way decreasing. The use of cigarettes is decreasing, so we could be really interested in something new, that could allow us to keep this crop, also for different purposes. And then, it could be a, how should I say, a new image for tobacco. Today tobacco is seen simply as something negative, harmful, so also in the production, that has nothing to do with, it is an agricultural production like all the others, but it is anyway associated with its final product, it could make this association something useful for the society, we might like this aim. |

**Reference 3 - 1.88% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:10:03 | S1 | It would be interesting to understand, to be informed on how the project goes, because now I understand we are in the first stage that is a study. If actually it is feasible, it is doable, we find the subject who should buy this produced material and create something to supply it to them, it would be really interesting, for the reason I was explaining before, that tobacco production is by the way decreasing. The use of cigarettes is decreasing, so we could be really interested in something new, that could allow us to keep this crop, also for different purposes. And then, it could be a, how should I say, a new image for tobacco. Today tobacco is seen simply as something negative, harmful, so also in the production, that has nothing to do with, it is an agricultural production like all the others, but it is anyway associated with its final product, it could make this association something useful for the society, we might like this aim. |

**Reference 4 - 2.04% Coverage**

|  |  |  |
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| 00:11:36 | S1 | I think the current activity, it is difficult to be more specific, because then we talk about the production technique, but this is what you get when you are ready and when it is clear what you want to produce, so to compare the difficulties around the production and the techniques themselves, with the hypothetical product. But in the current stage of the project, I think these are the elements to know that... |

**Reference 5 - 1.17% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:14:14 | S1 | Yes, they went a bit forward, because everybody is aware of the fact that, by applying technical rules to the production, they can do everything. So there is no limitation. The plant, once you understand how to grow it, how you can grow it, there are the conditions to do all cultivation activities. So they directly went to the final result. In order to do it, you need a commercial value for the operation. |

**Reference 6 - 2.23% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:16:17 | S1 | It is a general concept, the one of feeling, how can I say, to be part of a team, to be a member of an organization of producers, that has the interface with the buyer of the product. And there is a similar thing with another one, instead of doing the name of the [producer association], it would have quoted the name of their organization of producers, because the organization of tobacco, compared to other organizations, is better, they don't have this, let's say… |

**Reference 7 - 0.58% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:16:54 | S1 | They don't exist. I mean, if it isn't [producer association], it is another producer organization, there is no individual producer. |

**<Files\\ - Italian Grower (19)> - § 2 references coded [2.78% Coverage]**

**Reference 1 - 1.42% Coverage**

|  |  |  |
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| 00:11:00 | S1 | Yes, yes, because it seems the consumption of tobacco as it is today, is going to have a short life. All these anti-smoking campaigns, the consumption is getting lower and lower every year, so I would be pleased if tobacco could go, could have a different role. |

**Reference 2 - 1.36% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:18:01 | S1 | I think it should be something inside the already existing supply chain, because there is already a technical staff, we already have a staff in charge for marketing, too, therefore I think the key people to make this thing take off, are already here. |

**<Files\\ - Italian Grower (21)> - § 10 references coded [9.53% Coverage]**

**Reference 1 - 0.98% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:02:03 | S1 | The production cost is automatically higher, let's say, as remuneration, as earning. I have seen that there is more income in my company on this product than on others. Then there is another factor, the history; as I told you, there have been three generations producing tobacco, we have the infrastructures to do it. |

**Reference 2 - 0.77% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:04:39 | S1 | No, it is important, let's say that we can grow it, automatically we say that we do this job in order to earn money. |

**Reference 3 - 0.27% Coverage**

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| --- | --- | --- |
| 00:05:05 | S1 | No, I am not interested in the end use. |

**Reference 4 - 1.32% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:05:07 | S1 | It is important that I - this is my job, something I can do because we have been doing the same job for three generations. Automatically, for me it is enough to have a good income in the end of the year. |

**Reference 5 - 1.24% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:08:00 | S1 | As for me, I agree to let's say the progress. Automatically, apart for the aim of the product, it is important, let's say, to have an income if I work, rightfully, so there are no problems. |

**Reference 6 - 1.71% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:08:43 | S1 | The important thing is that the product obtained, if obtained, if the project will have a good result, the important thing is for me not to have a lower earning compared to another, because automatically my aim is always where the biggest earning is guaranteed. |

**Reference 7 - 1.46% Coverage**

|  |  |  |
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| 00:09:47 | S1 | The only worry, the only unknown: are the structures adequate? I mean, will we have the same tobacco manufacturing as we do today? Or will there be new techniques to produce it? That is, other structures, other investments? |

**Reference 8 - 0.57% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:11:51 | S1 | I think the society we are in today, let's say, ONT, the association we already have. |

**Reference 9 - 0.31% Coverage**

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| 00:12:08 | S1 | I work with them, I am comfortable, therefore… |

**Reference 10 - 0.90% Coverage**

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| --- | --- | --- |
| 00:13:56 | S1 | Three ovens, and then I have the structures for the tobacco, let's say, both for the Burley and for the Havana that are dried in the shade. |

**<Files\\Umbria - Italian Tech. (22)> - § 11 references coded [11.75% Coverage]**

**Reference 1 - 0.38% Coverage**

|  |  |  |
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| 00:04:37 | S1 | It also helps for the financeable fund, also for the deposits. |

**Reference 2 - 1.26% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:04:55 | S1 | Yes, the association takes out a loan in the bank on behalf of all members, who are then gradually paid off if they have some troubles [overlapped voices], I mean, you made an invoice on tobacco, on the delivery… |

**Reference 3 - 1.33% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:05:42 | S1 | The financial problem is for payment, the workers [overlapped voices], then the association is committed to supply the plants, seeds, everything is certified. That is, there is a traceability of the seed up to the provision. |

**Reference 4 - 0.25% Coverage**

|  |  |  |
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| 00:06:07 | S1 | Yes, the plants, it supplies everything. |

**Reference 5 - 1.84% Coverage**

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| --- | --- | --- |
| 00:06:17 | S1 | Well, let's say we have our structure: there are [number] technicians who go around, visiting every member at least twice in a month, and they have a tablet where I can track them, I have a password to enter in my PC and see where the technicians are and what they do, and everything is tracked on the tablet. |

**Reference 6 - 0.65% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:06:54 | S1 | And everything the technician tells the farmer - fertilizers, treatments - everything is noted on the tablet. |

**Reference 7 - 0.82% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:08:36 | S1 | The end use of… it is important if there is a remuneration, an economic [return]. If there is no financial return, there is no importance. |

**Reference 8 - 0.12% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:11:19 | S1 | So much the better. |

**Reference 9 - 3.02% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:15:21 | S1 | No, no, I think that everything is in line, everything is tracked and can be done, and the structure as we created it, because our structure respects, I always repeat, the [name], that is tobacco without agromedicines, without nitrogen, without wrong fertilisations, so much the better. There is the association, let's always start from the association, in order to defend the producers. I use the wrong word, defend, but I mean to follow the producer's interests and to present a product as it is required. |

**Reference 10 - 0.30% Coverage**

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| 00:17:33 | S1 | It is important to explain it in the correct way. |

**Reference 11 - 1.78% Coverage**

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| --- | --- | --- |
| 00:18:48 | S1 | Then our structure, anything you decide, anything you do, it is always reported to all members, not just to me. This is why my members are always informed, because we have a technical meeting every day, twice a week: everything happens, it is then divulged to all our members, with everything you do... |

**<Files\\ - Spanish Tech. (23)> - § 5 references coded [3.78% Coverage]**

**Reference 1 - 0.21% Coverage**

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| 00:14:15.17 | S3 | As long as it's profitable, no, I don’t think so… |

**Reference 2 - 0.99% Coverage**

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| 00:22:44.16 | S3 | By processing companies I mean the ones that do the chopping up, to be clear. I mean, in [country] we have [organisation]; [company], for example sells to [company]. There are others… [company] is another [country] one, [company] another.  |

**Reference 3 - 0.65% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:23:02.20 | S3 | Exactly. Because they are the ones that are in closer contact with the multinationals because I think that multinationals are interested in that, you know? |

**Reference 4 - 1.01% Coverage**

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| 00:23:44.07 | S3 | I don’t know about [organisation]. For example, you should talk to [name] at [association], right? Because [name] can also be interviewed; and [name] who is the commercial director at [company]. And I think that [name] has a different perspective, I think…  |

**Reference 5 - 0.92% Coverage**

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| 00:24:23.01 | S3 | Well yes, I wanted to know… because I got a bit of a superficial explanation about the project but it was a quick phone conversation and I didn't learn much. So what you're looking for is to use the molecule for medicinal use, right? You are not looking for other alternatives or perhaps to develop flowerless plants that could be interesting for the marketing of tobacco or.... |

**<Files\\ - Italian Grower (24)> - § 1 reference coded [1.01% Coverage]**

**Reference 1 - 1.01% Coverage**

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| 00:10:12 | S1 | No, for me it is important, for me it is important - quote unquote - to know that my tobacco is less dangerous than it could be, I mean, I am committed…if there were another use, then, it would be OK for me. |

**Name:** Nodes\\Economics & Policy

**<Files\\ - Spanish Grower (1)> - § 3 references coded [1.93% Coverage]**

**Reference 1 - 0.43% Coverage**

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| 00:17:14.02 | S3 | I think you need to access the political sphere and of course take the farming organisations along with you.  |

**Reference 2 - 0.73% Coverage**

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| 00:17:24.01 | S3 | The grassroots cooperatives, etc. Because we are capable of… We are capable of persuading more people. The more people support these projects, the better we can convince the politicians.  |

**Reference 3 - 0.77% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:18:26.21 | S3 | The farming organizations and the politicians because we're not going to raise the issue of not using tobacco for cigarettes because they're not going to like it, I don't think so, I don't know.  |

**<Files\\ - Spanish Policy & Grower (4)> - § 16 references coded [15.22% Coverage]**

**Reference 1 - 0.38% Coverage**

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| 00:02:57.03 | S3 | Yes, for example the reform of 2004, which was one of the most important ones. |

**Reference 2 - 0.98% Coverage**

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| 00:03:03.09 | S3 | Which is when the aid we were receiving got disassembled. There used to be a full aid packet for a kilo of tobacco, and that aid was split. That was one of the most important reforms, the aid packet of 2004. |

**Reference 3 - 0.29% Coverage**

|  |  |  |
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| 00:03:26.14 | S3 | It was applied to a hectare, no longer to a kilo of tobacco. |

**Reference 4 - 1.12% Coverage**

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| --- | --- | --- |
| 00:03:41.15 | S3 | So when that reform was introduced, a ruling was made within the Social and Economic Council and at the European Parliament… [personal information].  |

**Reference 5 - 0.82% Coverage**

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| --- | --- | --- |
| 00:06:00.04 | S3 | I think that that's the main issue. But it has problems like any other crop, right? I mean, there are daily problems, the crop itself, the generational renewal, is always an important handicap for this crop.  |

**Reference 6 - 1.25% Coverage**

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| 00:06:36.08 | S3 | Of course, because given that the crop is cursed, let's say, it's not easy. And also because it's not easy to gain entry into… The European Union is very closed up because of matters of rights and such. It's not easy. Young people don't get any help to get started. In this, and in other crops. The generational replacement in all farming.  |

**Reference 7 - 0.56% Coverage**

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| 00:07:38.11 | S3 | No, of course, because someone who retires doesn't sell the land so the person who's starting can't have any property. |

**Reference 8 - 3.91% Coverage**

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| --- | --- | --- |
| 00:08:10.09 | S3 | To solve this problem? I think that currently, the European Parliament…in the end we work better with the Parliament because at the end of the day they have to be voted in and when you have to vote for them, people pay attention to you. So I understand that right now, the Parliament can decide, it’s opening up a bit regarding the need for generational renewal. But I think that we all talk a lot, we talk about generational renewal but we are not capable of introducing measures; let's say, a person comes in and contributes to a land bank and when they retire, there's a land bank to which others can access, so they can access and have a right to produce, fruits, tobacco, whatever. I'm talking about tobacco because it's my... So we could talk about these type of reforms, that the Parliament could set up when they have their… |

**Reference 9 - 0.95% Coverage**

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| 00:09:05.08 | S3 | [Inaudible] those trialogues where the Parliament, the Commission and ministers talk and are capable of introducing the creation of land banks, to incentivize the establishment of land banks and at the same time…  |

**Reference 10 - 1.97% Coverage**

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| 00:09:18.12 | S3 | Well it can be public… you tell the farmer that you'll pay him well for that land… and besides he can retire at 63 years old, because a 65 year old farmer is too old. Maybe those of us who work in offices can keep going until we are 80. If you provide incentives to a farmer so that his land can be turned over to others, I think that's the way to go. That can be done. And it has to be done with the Euro delegates.  |

**Reference 11 - 0.48% Coverage**

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| --- | --- | --- |
| 00:15:13.07 | S3 | There will be a bit of everything. I don't know. The tobacco companies have a lot to lose. The labs as well. From here, it goes to a lab. I think that the most powerful lobbies in Europe are the labs and the tobacco companies, in that order. I think that this has already been addressed before and there have been issues around it. Furthermore, the companies themselves which at the end of the day are the ones buying the tobacco from us, haven't threatened but they see the end coming. I'm not clear, I want you to know that we... the relationship will be very important when this is set in motion. |

**Reference 12 - 0.36% Coverage**

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| --- | --- | --- |
| 00:19:33.04 | S3 | I think it's very clear. It has to be the Commission of the European Union. |

**Reference 13 - 1.09% Coverage**

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| 00:19:40.24 | S3 | The one to review it. To bring the project to them, and understanding that something like this doesn't happen overnight. They'll say yes, and forty thousand things need to happen, but… I think it looks good. I think it looks good.  |

**Reference 14 - 0.27% Coverage**

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| --- | --- | --- |
| 00:20:03.10 | S3 | They are the ones to decide, they make the final decision. |

**Reference 15 - 0.13% Coverage**

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| --- | --- | --- |
| 00:20:27.14 | S3 | Even if there were none…  |

**Reference 16 - 0.65% Coverage**

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| --- | --- | --- |
| 00:21:08.00 | S3 | I think that you need to rely a lot on the tobacco growers. In the end, what counts is the number of people who say you speak for them.  |

**<Files\\ - Spanish Grower & Tech. (5)> - § 6 references coded [8.55% Coverage]**

**Reference 1 - 0.44% Coverage**

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| 00:02:22.23 | S3 | No. That's why I'm telling you that I'm trying to diversify… Since tobacco was always turning black and all that, and whether consumption was going to decrease, whether there it would not be produced anymore, I started diversifying when I was younger and I had more energy and I planted plum trees. And then with the crisis, when the border with Russia was closed, they closed the doors to us, fruit farmers. So I was left with the fruit, I spent two or three years not being able to sell the fruit. So I had to pull out the plum trees and I planted a bit more tobacco and… |

**Reference 2 - 0.62% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:07:20.02 | S3 | The first problem has to do with public administration. That is, when a crop does not finance itself, farmers have a hard time. We depend on subsidies.  |

**Reference 3 - 1.72% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:07:51.21 | S3 | I cannot understand how come tobacco generates the revenue it generates for the state and the farmer does not get paid what tobacco really costs him. I mean, I buy, I don't know, any fruit or any processed product, I buy biscuits, and they cost me 2 euros a kilo of biscuits, just to say something, which can be priced at 5 euros per kilo. And I sell tobacco at a laughable price. I mean, gentlemen, if I have no subsidy...  |

**Reference 4 - 2.06% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:08:36.17 | S3 | I can't. I can't live, I mean… Because, I ask myself, I've asked this many times, I've asked politicians why don't you pay me fairly for what tobacco costs? I'm not asking to be paid more than what it's worth. But I do want to have a set price, I mean, that the processing plant said "this is what it costs", so that there is no profit. So that the government doesn't make a profit, from what in the end is our labour. And it's like we are begging for a handout, rather than a subsidy. I can't understand that.  |

**Reference 6 - 1.54% Coverage**

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| --- | --- | --- |
| 00:15:31.10 | Cross-talk | And they benefit, but it's not that much of a benefit. Because in the end, health is all that counts. I'm not thinking about the economic gains, no… I'm thinking about something else. If it's harmful, if it's bad for our well-being, if it harms us Europeans, it's bad for Africans. Gentlemen, the law should be the same everywhere. That's how I see it. No, this product has to be banned around the world. Not just remove it from Europe. I mean, they must.... I don't understand the agreements make for other things... they sign agreements, but why don't they sign agreements and if there's a product that causes cancer, it should be banned everywhere.  |

**<Files\\ - Spanish Grower & Tech. (6)> - § 9 references coded [4.39% Coverage]**

**Reference 1 - 0.50% Coverage**

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| 00:00:29.01 | S3 | Yes, thanks. I do what others have said, I work on tobacco farming, the whole process, which I imagine you already know. They've already described it, everything related to production, drying, and selling. So it's a constant routine for many years. There's always the issue of prices... the typical issues that farmers are faced with. For sure, I have a plantation in [region], I hope it's worth something. But they are not, issues specific to tobacco, because these are really issues specific to the whole sector, right? The energy issue, prices... exactly and ... that there should be greater competitiveness, that farmers should be recognized as important players in the world, because we are underestimated. And it's true, that with no farmers, the world would only last 72 days... And so, that's about it. I also have other projects, having to do with patents and stuff.  |

**Reference 2 - 0.38% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:05:54.01 | S3 | I have other things. Not being able to grow as an entrepreneur because they don't let you. It's a very closed market. |

**Reference 3 - 0.21% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:06:43.07 | S3 | It's a very, very closed market. The subsidies also… |

**Reference 4 - 0.19% Coverage**

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| --- | --- | --- |
| 00:06:47.14 | S3 | The issue of, of [policy] in Europe really hurts us. |

**Reference 5 - 0.28% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:06:57.08 | S3 | It's very tense. How can I explain it. For me to expand my plantation… |

**Reference 6 - 0.65% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:07:19.28 | S3 | It's very restrictive. I doesn't allow you, it doesn't allow you to diversify in your own land. If I want to diversify into other crops, I have to look for more land. |

**Reference 7 - 1.49% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:08:00.04 | S3 | Nothing is secure. In the fields nothing is secure. But to give you an example. You plant broccoli and you can plant as much broccoli as you want, ok? And you have some growth expectations. But with tobacco you don't; with tobacco you have a quota and you can't go over that. This is what there is, period. And you're stuck there. And that's one of the biggest failures in this region.  |

**Reference 9 - 0.59% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:17:12.17 | S3 | We're talking about this area moving 33% of the gross domestic product of the [] province. This region alone. So we're talking about huge amounts. |

**<Files\\Extremadura - Spanish Grower (7)> - § 17 references coded [10.47% Coverage]**

**Reference 1 - 0.79% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:02:45.09 | S3 | Right now… In the world of tobacco, it's always been that we should be making progress. We can't stand this, it's impossible. Right now we're producing at below the cost. Because we are surviving thanks to the subsidies, either agri-environmental, greening, or for integrated production.  |

**Reference 2 - 0.41% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:03:24.27 | S3 | This year, the ministry published the cost of tobacco. The average production cost for tobacco in [country] is at 256 and we're selling it at 230. |

**Reference 3 - 1.06% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:03:44.24 | S3 | And you can't explain that. How can they do that? We do it because the tobacco production sector in [country], introduced such a huge restructuring in 2010 that we are obligated to produce whether we want to or not because otherwise we won't be able to redeem our costs. Whether it's through cooperatives or independently like in my case, where I get an average high yield, we made investments on our farms.  |

**Reference 4 - 0.30% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:04:40.19 | S3 | No, it wasn't in Europe. It was in [country] and we promoted it, this region… |

**Reference 5 - 2.40% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:05:08.29 | S3 | That reduced, it lowered our costs. We stopped producing with a subsidy available to tobacco production in all of Europe, of 2 euros per kilo of tobacco. The subsidy was forbidden for prioritizing production. So those 2 euros were directed to rural development in the country, within the region, and to our region. Within our region, we told the politicians on our [local government] that we needed assistance not directly for tobacco but that if that portion was for rural development, one of the euros we were not given, should go to infrastructure improvements. So we made infrastructure improvements; we made such a huge bet that nobody would believe us and they subsidized 60% of that euro they took from us. We required our administration to keep the other euro they took from us, in tobacco producing villages. One for the farmers, and one for the villages. I don't know if you... I'm talking very...  |

**Reference 6 - 0.07% Coverage**

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| --- | --- | --- |
| 00:06:13.07 | S3 | 2 euros to production. |

**Reference 7 - 0.71% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:06:17.13 | S3 | All of Europe, eh? All of Europe. It wasn't just us [], we weren't the strange ones, it was all of Europe. So the support for production ended but we were very skilled. I say that the tobacco sector in [country], or at least here, is very active. It's very active because... heck! |

**Reference 8 - 0.18% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:06:43.02 | S3 | So we fought tooth and nail to keep those 2 euros in our village.  |

**Reference 9 - 0.04% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:06:51.11 | S3 | Before 2010. |

**Reference 10 - 0.38% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:07:03.02 | S3 | To aid in production. It's called, it came as aid to production. We had assigned quotas [], I don't know how many. In [country]…. |

**Reference 11 - 0.60% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:07:13.00 | S2 | Two euros per kilogram and then they cancelled that and they transferred that help to infrastructure. So they ... and they cut it down to one euro. So they would get one euro to invest money into infrastructure. |

**Reference 12 - 0.48% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:07:36.23 | S3 | And that's when we set up dryers, the new drying equipment with biomass and the rest of the village also received a subsidy for any business set up that wasn't tobacco. |

**Reference 13 - 0.08% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:07:48.06 | S3 | With a maximum of 2 euros. |

**Reference 14 - 0.87% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:08:15.26 | S3 | Yes. It's stayed in the villages. We didn't spend 100% of what we got. We didn't spend all of the money. We didn't produce over those five years, but we did subsidize mechanics shops, hair salons, bars, anything or any business that was set up in tobacco towns that was not for tobacco. Totally different.  |

**Reference 15 - 1.23% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:09:00.22 | S3 | I don't know if I'm going too fast or… From that investment we made in 2010, that's why the [country] sector is the one that experienced the smallest production decrease in all of Europe, because those investments we made at the time, were very well subsidized, but are not paid for 100%. So the [country] tobacco sector is mortgaged. We need to keep on growing tobacco even if we are losing money. Otherwise, we won't meet the objectives and we'd had to return the subsidy.  |

**Reference 16 - 0.73% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:10:02.29 | S3 | It's hard to understand. And why would you grow tobacco if you're not making money? We grow tobacco even if we don't make money because even if we don't make money, we did get the sale of the tobacco. We're obligated. We had a protest two years ago and the [organisation] sat around the table. They said, we don't understand if… |

**Reference 17 - 0.15% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:28:16.11 | S3 | No, in the administration and that it would hurt us. I think it could be studied and it would be a field |

**<Files\\ - Spanish Tech. (8)> - § 15 references coded [7.23% Coverage]**

**Reference 1 - 0.35% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:04:53.13 | S3 | The market, the price of tobacco is very, very low. |

**Reference 2 - 0.52% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:05:00.27 | S3 | And it will be impossible to grow tobacco only with the price of the company. |

**Reference 3 - 0.28% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:05:11.01 | S3 | No. Is the… the community agrarian policy |

**Reference 4 - 0.22% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:05:25.09 | S3 | There's no subsidy for the crop. |

**Reference 5 - 0.20% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:05:30.25 | S3 | To the crop. It's a subsidy. |

**Reference 6 - 0.10% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:05:33.00 | S3 | To the farmers. |

**Reference 7 - 0.11% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:05:41.09 | S3 | Europe, Europe. |

**Reference 8 - 0.14% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:05:53.20 | S3 | No, is for farmers. |

**Reference 9 - 0.30% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:05:57.10 | S3 | No, for the farmer and to maintain the land. |

**Reference 10 - 0.36% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:06:03.17 | S3 | It's the same you know, in other countries of Europe. |

**Reference 11 - 0.41% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:13:45.27 | S3 | With the governments simply not opposing it, it would always…. |

**Reference 12 - 0.67% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:14:00.21 | S3 | If the people who govern, if those you and I know are in the government, this will not move forward. |

**Reference 13 - 0.20% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:14:19.16 | S3 | Today it will be impossible. |

**Reference 14 - 1.17% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:14:41.11 | S3 | No, and even if there were… They'd be out on the streets. The same as the taxi cabs or … they'd be out there. I don't want to get into the political debate because in the end… |

**Reference 15 - 2.19% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:15:02.12 | S2 | Because in [country], politic[cian]s like to talk about everything and it's like a big thing genetic modification, genetic modification is a big thing in here and probably they would use it to I don't know to win a campaign or something, you know... One part would say, it's really bad and the other part would say we need to do this and... |

**<Files\\ - Italian Grower (9)> - § 2 references coded [0.36% Coverage]**

**Reference 1 - 0.23% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:09:06 | S1 | Well, weight, and also the price on the market. |

**Reference 2 - 0.13% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:09:19 | S1 | For the income, that's it… |

**<Files\\ - Italian Researcher (10)> - § 3 references coded [2.67% Coverage]**

**Reference 1 - 0.89% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:05:19 | S1 | Yes, but it is considered as a high-income crop, it was like that in the past, thanks to European funds, and it keeps being somehow now even with the readjustments [subsidies]. Also without European support, and it is difficult to find an alternative option, we have to say that. In the years we tried, but for the moment... |

**Reference 2 - 1.15% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:06:15 | S1 | Yes, that's true, however, compared to the current alternative options, it is because it’s a well-established sector, where you know who to discuss with when you want to obtain something more, because the industry is always the same, therefore it's easier compared to the exploration of new sectors, where there are actually no alternative options, you know. |

**Reference 3 - 0.62% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:23:38 | S1 | I think that, if everything were well-organised, and there were an interesting income, I think that nobody could have… I don't have a mother-son bond for… it is a financial activity, that's it. |

**<Files\\ - Spanish Tech. & Grower (12)> - § 2 references coded [1.20% Coverage]**

**Reference 1 - 0.35% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:03:30.25 | S3 | Just as the independent farmer, you have access to certain subsidies. |

**Reference 2 - 0.85% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:04:06.07 | S3 | The challenge is to make it sustainable, make the farm profitable in terms of the tobacco and for my partners, the people I work with; your own farm and your partners'. |

**<Files\\ - Spanish Grower (13)> - § 4 references coded [1.18% Coverage]**

**Reference 1 - 0.06% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:03:37.01 | S3 | And the costs |

**Reference 2 - 0.71% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:04:56.06 | S3 | In terms of labourers, there was a time when it was going ok. What happens is that we are now mechanizing the process to avoid that type of problems. In terms of costs, we had a bad year. We had water problems. The water problem affects the product. The price goes down. The rest of the costs, the phytosanitary product, etc. etc. have gone up and that affects us. Why? Because the production costs are greater than the earnings, no more, no less. But in terms of the rest, as I'm telling you, it's what's common with any company crop. |

**Reference 3 - 0.37% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:19:27.12 | S3 | The central offices. The central office at the European level, the tobacco companies.  |

**Reference 4 - 0.04% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:19:38.27 | S3 | The WHO |

**<Files\\Navarra - Spanish Grower (14)> - § 14 references coded [7.96% Coverage]**

**Reference 1 - 0.34% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:03:28.24 | S3 | The main problems in growing tobacco, are clear, aren't they? The price of the product. |

**Reference 2 - 0.62% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:03:35.23 | S3 | There are more requirements of tobacco every day; every day you need to be more competitive, like with everything else but the price of tobacco is falling behind. And it's embarrassing to produce a product like tobacco which is a consumer product.  |

**Reference 3 - 1.18% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:03:58.26 | S3 | It doesn't need to be used for other things. Tobacco is… in [country], for example. In [country], half of the tobacco is consumed. Half of the tobacco produced, is consumed. Which is absurd. And the tons of taxes on tobacco… It's absurd for tobacco to have such a price, nobody understands it, nobody understands it.  |

**Reference 4 - 0.63% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:04:59.10 | S3 | Currently the problem with tobacco is the price, because we've made lots of investments and tobacco is always short, it's always 1 euro short, depending, or more.  |

**Reference 5 - 0.13% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:05:19.11 | S3 | The price is increasingly worse. |

**Reference 6 - 0.29% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:05:22.20 | S3 | Because all the inputs, everything is going up, to a normal level, right? |

**Reference 7 - 0.10% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:05:27.10 | S3 | Tobacco doesn't go up, even |

**Reference 8 - 0.16% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:19:45.13 | Inaudible | [Inaudible] Politicians, decision-makers |

**Reference 9 - 0.20% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:19:52.17 | S3 | Politicians are the ones who can fix these things. |

**Reference 10 - 0.24% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:19:58.16 | S3 | Because in the end, they are the ones who make the decisions. |

**Reference 11 - 2.14% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:20:20.01 | S3 | Absolutely. It's totally political. I've said it before, the price of tobacco is very high, right? Because of taxes. According to the governments, tobacco is very bad, very bad. I am a tobacco farmer and I farm [area] but if it's very bad, very bad, very bad, what I want is for tobacco to be removed, to not be sold any longer. And not to strangle us, as I say. Ban it from the shelves. If it's so bad, forbid its sale. If we grow tobacco, we'll grow something else. We'll live off something else, so as not to kill anyone. But it's ridiculous, isn't it? They say it kills people, and what they do  |

**Reference 12 - 0.60% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:21:03.06 | Inaudible | [Inaudible] taxes. They get rich.. But are not capable of giving a cent to the one growing it; they attack, attack, attack. Of course, that's the problem. |

**Reference 13 - 0.87% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:21:57.06 | S3 | I don't know what we should do. It depends on them… With my farmer friends we always say, the best thing we can do as tobacco farmers is to go to [city] and hold up posters and march asking that they stop the sale of tobacco. |

**Reference 14 - 0.47% Coverage**

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| --- | --- | --- |
| 00:22:21.13 | S3 | Even if it sounds foolish, it's the truth. Because it's the same thing, we shut up because of something to do with money. |

**<Files\\ - Italian Grower (15)> - § 3 references coded [4.12% Coverage]**

**Reference 1 - 0.73% Coverage**

|  |  |  |
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| 00:21:16 | S1 | No, because I understood what the aim of this interview is, and I am really pleased, because I already have… the period in which they came for the insurance, this is the second year that we suffered hail and wind, and we needed to safeguard ourselves signing some insurance policies, even if last year they didn't refund us, and this year we don't even know whether it is going to be a good amount, but he was telling me that they, let's say, grow tobacco in Zimbabwe per seed, they even grow it for aircraft [biofuel], and they are Italian companies. I mean, in Africa they do... and in [country] you can't... I think, so much the better for this situation. Now tobacco is the only product that you can do in a proper way, you can carry on because the expenses are high. There’s still good money around. |

**Reference 2 - 2.23% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:24:14 | S1 | Well, let's say in the province of [region] [overlapped voices], we know that until 2020 we can earn a living, we can go on with this product, that currently in agricolture there are no other products that give you such an income. Even if we need a lot of money, there is quite a lot of money to be used here, because considering fertilizer, fuel, workers... selling fields because... I have [area], I rent the others. |

**Reference 3 - 1.17% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:25:30 | S1 | Two years ago I had to build a series of iron greenhouses, and I sincerely consider it a bit difficult, because you can use them for other crops, but you can’t say that vegetables, wheat or corn give you the same margins as tobacco. |

**<Files\\Puglia - Italian Grower (16)> - § 2 references coded [2.18% Coverage]**

**Reference 1 - 0.41% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:06:47 | S1 | These are the two main factors: workers, no workers and you can't do anything, and production costs, that is low margins. |

**Reference 2 - 1.77% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:07:35 | S1 | No with the costs, because with the [company] contract, we have reduced to the minimum. I mean, the production costs are fixed, so you can't reduce so much… you can’t use underage labour as it is illegal. As far as production costs, you buy according to fixed-price lists, so we can't do anything in this respect. Only sales, and if you have a high margin, you have a high margin, but you can't narrow so much... we narrowed the supply chain, eliminated the middlemen... in my opinion it's finished, there is nothing more we can do. |

**<Files\\ - Spanish Ex-Grower (17)> - § 3 references coded [1.45% Coverage]**

**Reference 1 - 0.11% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:00:46.15 | S3 | First because of numbers |

**Reference 2 - 1.12% Coverage**

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| --- | --- | --- |
| 00:01:53.22 | S3 | As I said before, the economic issue. In the last five years I was growing tobacco, the commercial price of tobacco went down, the income from the crop went down and since I had other alternatives I decided to leave tobacco farming behind. |

**Reference 3 - 0.21% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:14:53.07 | S3 | And since it's something… the administration |

**<Files\\ - Producer Ass. (18)> - § 2 references coded [2.69% Coverage]**

**Reference 1 - 1.99% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:08:52 | S1 | The question is will this thing, I repeat a bit what resulted from the chat with the producers, will this thing create an interest in infrastructure? A supply chain able to, let's say, create something in the area. Now on tobacco, please consider that in [country] the cultivation is much lower. Obviously is not lower because there are no growers, but the market of cigarettes is decreasing, therefore the request is decreasing. Tobacco can't be produced but for one thing, as we already said: to make cigarettes. So, if the market of cigarettes produces less items, requires less items, you need to adapt your production. One of our tasks is that, the organization of producers, adapted to the production in accordance with the request from the market, basically. |

**Reference 2 - 0.70% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:08:52 | S1 | The question is will this thing, I repeat a bit what resulted from the chat with the producers, will this thing create an interest in infrastructure? A supply chain able to, let's say, create something in the area. Now on tobacco, please consider that in [country] the cultivation is much lower. Obviously is not lower because there are no growers, but the market of cigarettes is decreasing, therefore the request is decreasing. Tobacco can't be produced but for one thing, as we already said: to make cigarettes. So, if the market of cigarettes produces less items, requires less items, you need to adapt your production. One of our tasks is that, the organization of producers, adapted to the production in accordance with the request from the market, basically. |

**<Files\\ - Italian Grower (19)> - § 2 references coded [2.04% Coverage]**

**Reference 1 - 0.65% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:01:56 | S1 | Once it was mainly tobacco, now the income is lower, so we had to find other resources, this is why I participate with… |

**Reference 2 - 1.39% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:07:54 | S1 | And then another problem, but I think it is not surprising, is that the market is requiring less and less. The production difficulties, [company] gives us some standard and they are more and more strict, demanding, and so it is more and more difficult. |

**<Files\\ - Spanish Tech. (23)> - § 7 references coded [5.00% Coverage]**

**Reference 1 - 0.27% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:02:59.12 | S3 | Yes, problems. The first thing they complain about the price. |

**Reference 2 - 1.83% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:03:07.00 | S3 | That's the main thing. The price because it's what … it used to be, I'm talking about when there was a change in the crop… because here they used to grow… Burley, the dark tobacco and it was switched to Virginia, which is bright and they were paying the same price as they are now. And everything would be included, good, bad, everything was paid for at the same price and of course, the expenses before, I'm talking about 50, 40, 50 years ago were… |

**Reference 3 - 0.29% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:03:43.25 | S3 | They were minimal compared to today's. So thanks to the subsidies, thanks to subsidies this can move forward. It's that tobacco is actually a politicized product. So its price is politicized, and it has a standard price that they regulate up or down, these are the costs, you get this much in subsidies, so this is more or less what I need to pay you. So that you can make a living. You know, more or less... |

**References 4-5 - 1.24% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:03:43.25 | S3 | They were minimal compared to today's. So thanks to the subsidies, thanks to subsidies this can move forward. It's that tobacco is actually a politicized product. So its price is politicized, and it has a standard price that they regulate up or down, these are the costs, you get this much in subsidies, so this is more or less what I need to pay you. So that you can make a living. You know, more or less... |

**Reference 6 - 0.94% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:15:36.22 | S3 | Of course. You must realize that the word tobacco is taboo. I mean… Those are the contradictions. Because a pack of tobacco takes up 80%. I mean… And it's 8 grams of tobacco. And on average, let's say on average, they're paying between 2.20 and 2.30 euros per kilo. Meaning. it's a contradiction. But now you.... I am an agronomist for example, right? I studied in [city]. So it's reasonable that when you study, you study the main crops in your region, right? Because that's probably where you will be working, right? And tobacco is one of the main crops in the region, in the northern region of [area] with… |

**Reference 7 - 0.44% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:19:22.10 | S3 | I don't, I don't think…. I mean, if the end use is beneficial when it comes to the way the farmer grows the crop in such a way that it avoids certain treatments or that it avoids doing certain things that have an impact on the farmer in terms of money, or time and such.... I don't think that's bad. What happens is that there's legislation that sets the conditions. If the legislation opens this up, I... |

**Name:** Nodes\\Growing Tobacco

**<Files\\ - Spanish Grower (1)> - § 27 references coded [12.33% Coverage]**

Reference 1 - 0.56% Coverage

|  |  |  |
| --- | --- | --- |
| 00:00:19.00 | S3 | I'm just another farmer. I grow tobacco. I bring green tobacco to have it dried, etc. I'm … part of the chain. From there, the tobacco goes into the trucks to the processing industry. |

Reference 2 - 0.54% Coverage

|  |  |  |
| --- | --- | --- |
| 00:00:48.25 | S3 | From the seed stage to the point it's taken to… to be processed. I'm the one who sows, waters, fertilizes, makes it grow, harvests, etc.  |

Reference 3 - 0.02% Coverage

|  |  |  |
| --- | --- | --- |
| 00:01:14.20 | S3 | Yes. |

Reference 4 - 0.31% Coverage

|  |  |  |
| --- | --- | --- |
| 00:02:44.17 | S3 | There are many problems but… The main problem is… What can I tell you? What we can't, what still can't control is the weather.  |

Reference 5 - 0.37% Coverage

|  |  |  |
| --- | --- | --- |
| 00:03:05.02 | S3 | The workforce is now turning out to be a problem too, but the bigger problem is the weather.  |

Reference 6 - 0.15% Coverage

|  |  |  |
| --- | --- | --- |
| 00:03:13.18 | S3 | Because that's how it is, it's scarce. And not under-specialized.  |

Reference 7 - 0.11% Coverage

|  |  |  |
| --- | --- | --- |
| 00:03:18.27 | S3 | And not very responsible. |

Reference 8 - 0.48% Coverage

|  |  |  |
| --- | --- | --- |
| 00:03:51.07 | S3 | No, not qualified. Responsible. Because any qualified person can do what we need to do with the plants, anybody can do that.  |

Reference 9 - 0.42% Coverage

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| --- | --- | --- |
| 00:04:12.27 | S3 | Anybody can do what we do. Except for carrying the… except for the driver who maybe takes a few courses, etc., the rest…  |

Reference 10 - 0.11% Coverage

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| --- | --- | --- |
| 00:04:57.21 | S3 | No, the workers need to sow… |

Reference 11 - 0.08% Coverage

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| --- | --- | --- |
| 00:05:01.29 | S3 | They remove weeds. |

Reference 12 - 0.51% Coverage

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| --- | --- | --- |
| 00:05:19.07 | S3 | The tipping… That's very important, as [name] said who was watching over there… Make plants that don't flower. With no blooming. |

Reference 13 - 0.14% Coverage

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| --- | --- | --- |
| 00:06:38.01 | S3 | I mean, you need a large workforce. |

Reference 14 - 0.76% Coverage

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| --- | --- | --- |
| 00:06:52.13 | S3 | And as I've said, it depends on the weather. If you transplant, and it starts raining, you can't go through with the tractor, etc. The weeds start to grow and you have to remove them by hand.  |

Reference 15 - 0.12% Coverage

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| --- | --- | --- |
| 00:07:41.23 | S3 | Yes, we have more heat waves.  |

Reference 16 - 0.79% Coverage

|  |  |  |
| --- | --- | --- |
| 00:07:48.08 | S3 | What happens is that we don't have the plants there in winter, right? But we have more heat waves. Let's say that we used to have more constant temperatures and there now there are more ups and downs.  |

Reference 17 - 1.10% Coverage

|  |  |  |
| --- | --- | --- |
| 00:08:14.27 | S3 | We used to have maybe fifteen days with 36, 37 degrees and it was fifteen days. Ok, with irrigation you were sort of able to give the plant some relief. Now there's a heat wave during a week with 40 degrees and no matter how much you water you can't recover that plant in a week.  |

Reference 18 - 1.72% Coverage

|  |  |  |
| --- | --- | --- |
| 00:09:01.16 | S3 | Before, it used to rain at the end of August, beginning of September, or mid-August. And on the days when humidity changes, were great for the plants. It saved water and yielded much better quality. And not only that… It opened up sooner and ripened better. You could harvest a lot better. But now we no longer have that. We don't have that rain. Not even in August. Nor early September. Now it's the end of September and it doesn't help.  |

Reference 19 - 0.36% Coverage

|  |  |  |
| --- | --- | --- |
| 00:10:26.26 | S3 | Now summers are drier and less rainy than before. They used to be drier and with more rain. |

Reference 20 - 0.31% Coverage

|  |  |  |
| --- | --- | --- |
| 00:10:50.28 | S3 | I myself on the internet. But … here through the cooperative or word of mouth. |

Reference 21 - 0.32% Coverage

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| --- | --- | --- |
| 00:11:36.12 | S3 | I go to just about all of them. The ones in [names and locations removed]. |

Reference 22 - 0.69% Coverage

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| --- | --- | --- |
| 00:21:38.20 | S3 | I imagine they'd appreciate the harvesting process and the drying process. So it's gathered, dropped into containers and dried. That's what would be most interesting for them.  |

Reference 23 - 0.53% Coverage

|  |  |  |
| --- | --- | --- |
| 00:22:29.19 | S3 | That's what I'm seeing, if they don't need to dry it to extract that molecule. That's what I was thinking. Much better, fewer expenses.  |

Reference 24 - 0.47% Coverage

|  |  |  |
| --- | --- | --- |
| 00:22:57.00 | S3 | That's what we're doing. This is simple. We'll decrease costs, increase the sales prices, if we don't have to dry it.  |

Reference 25 - 0.58% Coverage

|  |  |  |
| --- | --- | --- |
| 00:23:34.05 | S3 | No, because you already told me you're working on hybridization. I'm waiting for you to come up with a flowerless plant and without apical sprouts. |

Reference 26 - 0.56% Coverage

|  |  |  |
| --- | --- | --- |
| 00:23:47.05 | S3 | With that, we save15, for sure 10 percent of the… of the production costs. It's cutting off the flower, treat it, remove the apical sprouts.  |

Reference 27 - 0.23% Coverage

|  |  |  |
| --- | --- | --- |
| 00:24:53.23 | S3 | Poured into the rivers, etc. etc. Nitrogen and phosphates. |

**<Files\\ - Spanish Tech. (2)> - § 13 references coded [7.95% Coverage]**

Reference 1 - 1.10% Coverage

|  |  |  |
| --- | --- | --- |
| 00:03:23.23 | S3 | Farmers? Tobacco farmers… Well, in terms of plagues and diseases and such, many chemical products are disappearing, many active [ingredients] are being regulated. So we have to search for other means of controlling that…  |

Reference 2 - 1.60% Coverage

|  |  |  |
| --- | --- | --- |
| 00:04:04.13 | S3 | Tobacco is a plant that blooms. So given that what is used is the leaf, you have to cut the flower off so that the flower doesn't take up all the strength. And when you cut off the flower in each axillary bud, there are sprouts that take up all the plant's strength and the leaves... |

Reference 3 - 0.62% Coverage

|  |  |  |
| --- | --- | --- |
| 00:04:26.07 | S3 | Right, and we use inhibitors, a product for those sprouts. And those are the products that are disappearing. |

Reference 4 - 0.16% Coverage

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| --- | --- | --- |
| 00:05:03.23 | S3 | It could be pentamethylene. |

Reference 5 - 0.40% Coverage

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| --- | --- | --- |
| 00:05:12.29 | S3 | Now we're testing other products to see if they get approval for use. |

Reference 6 - 0.78% Coverage

|  |  |  |
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| 00:05:35.26 | S3 | Yes, we're working with the [local government], there are tests and with… for example with [organisations] and we're running tests, trying products… |

Reference 7 - 1.13% Coverage

|  |  |  |
| --- | --- | --- |
| 00:06:48.08 | S3 | In the tobacco world. So through… since we are in a … we are an association, a [name], we are, we have an agreement with the [local government] and we work together with them. And any event, any course… we'll attend.  |

Reference 8 - 0.95% Coverage

|  |  |  |
| --- | --- | --- |
| 00:07:45.24 | S3 | The different… Well, among the ones we have the most, since the main problem in the area are the nematodes, varieties that are resistant to nematodes, to problems in the roots and such… And also, we try to work with the ones that ripen earlier, or later. For them to have cycles, longer and shorter cycles.  |

Reference 9 - 0.45% Coverage

|  |  |  |
| --- | --- | --- |
| 00:08:52.19 | S3 | Through [company], we buy them from [country]. Yes, it's called… Oh, what is it? |

**[Reference redacted]**

Reference 13 - 0.36% Coverage

|  |  |  |
| --- | --- | --- |
| 00:10:31.29 | S3 | To the cigarette manufacturers. The ones making the cigarettes. |

<Files\\Campania - Italian Grower (3)> - § 3 references coded [2.78% Coverage]

Reference 1 - 0.88% Coverage

|  |  |  |
| --- | --- | --- |
| 00:02:42 | S1 | Because at the time, when we still produced vegetables because we still had existing contracts, then we signed the contract with [company], therefore we have some more certainty, so we chose to eliminate the vegetables and get specialized just on one thing... because the area where we grow the vegetables doesn't allow the same length of season as other areas, our summer cycle is very short, so it doesn't allow us to... |

Reference 2 - 0.55% Coverage

|  |  |  |
| --- | --- | --- |
| 00:06:00 | S1 | The month of August they did a number of hours, and we couldn't work them, because the weather has prevented us from that. We didn't work for 15 days for example. |

Reference 3 - 1.34% Coverage

|  |  |  |
| --- | --- | --- |
| 00:08:07 | S1 | For sure the request by the company influences that a lot. Then you have to see the structure, because there are several varieties of tobacco, and maybe they are harvested and dried in the sun, and so some people are structured for these kinds of exsiccation. Then maybe the crops need to, for example the Kentucky is used to produce cigars, there are particular structures. We have the sun drying. |

<Files\\Castilla - Spanish Grower & Tech. (5)> - § 12 references coded [8.26% Coverage]

Reference 1 - 0.89% Coverage

|  |  |  |
| --- | --- | --- |
| 00:09:49.21 | S3 | Yes. Speaking about the costs, right? Right now, electricity. We are next to a nuclear power plant, which I'll give you some data which you might not know. The nuclear power plant at [location] does not serve [region].  |

Reference 2 - 0.65% Coverage

|  |  |  |
| --- | --- | --- |
| 00:12:22.04 | S3 | Then, what's also important is that I think the issue with [agromentales?], the products that are banned because of environmental issues, for the consumer, right? There are products that  |

Reference 3 - 1.22% Coverage

|  |  |  |
| --- | --- | --- |
| 00:12:37.13 | S3 | [Inaudible] but I also think it's normal that they be banned in other countries. I mean, I cannot buy oranges from Morocco that carry a product banned in [country]. And many people in [country] are buying those oranges with a product that is banned in [country]. So I think that there is unfair competition around health issues.  |

Reference 4 - 0.60% Coverage

|  |  |  |
| --- | --- | --- |
| 00:13:51.10 | S3 | Right now I'd have to search the internet to find out what products are banned. But I don't know… banned products in tobacco, there's chloropyrifos |

Reference 5 - 0.69% Coverage

|  |  |  |
| --- | --- | --- |
| 00:14:33.24 | S3 | Right now there's a discussion going on Facebook about oranges brought in from South Africa. They are treated with a product, that's being used, but it's banned here.  |

Reference 6 - 1.54% Coverage

|  |  |  |
| --- | --- | --- |
| 00:15:31.10 | Cross-talk | And they benefit, but it's not that much of a benefit. Because in the end, health is all that counts. I'm not thinking about the economic gains, no… I'm thinking about something else. If it's harmful, if it's bad for our well being, if it harms us Europeans, it's bad for Africans. Gentlemen, the law should be the same everywhere. That's how I see it. No, this product has to be banned around the world. Not just remove it from Europe. I mean, they must.... I don't understand the agreements make for other things... they sign agreements, but why don't they sign agreements and if there's a product that causes cancer, it should be banned everywhere.  |

Reference 7 - 0.19% Coverage

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| 00:16:51.08 | S3 | We find out through the unions, the cooperatives and  |

Reference 8 - 0.09% Coverage

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| --- | --- | --- |
| 00:16:59.28 | S3 | Fairs, I go to fairs |

Reference 9 - 0.14% Coverage

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| --- | --- | --- |
| 00:17:05.25 | S3 | The Fair at San Benito, Congreso |

Reference 10 - 0.73% Coverage

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| --- | --- | --- |
| 00:17:11.14 | S3 | We've attended the [name] of Zaragoza, about machinery, about innovations. There are courses, there's lots of things, with any product there's a course. There's lots of information |

Reference 11 - 0.66% Coverage

|  |  |  |
| --- | --- | --- |
| 00:17:31.08 | S3 | Through [association], we get lots of good information. In order to apply the products properly, we always get a course first. There's information and advice as well. I… Yes, I want to say that nowadays the farming carried out today in [country], is impressive, it's excellent. We have products with lots of controls, I mean you can eat a fruit without washing it first because it's...  |

Reference 12 - 0.86% Coverage

|  |  |  |
| --- | --- | --- |
| 00:17:31.08 | S3 | Through [association], we get lots of good information. In order to apply the products properly, we always get a course first. There's information and advice as well. I… Yes, I want to say that nowadays the farming carried out today in [country], is impressive, it's excellent. We have products with lots of controls, I mean you can eat a fruit without washing it first because it's...  |

**<Files\\ - Spanish Grower & Tech. (6)> - § 7 references coded [4.46% Coverage]**

Reference 1 - 0.79% Coverage

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| --- | --- | --- |
| 00:00:29.01 | S3 | Yes, thanks. I do what others have said, I work on tabacco farming, the whole process, which I imagine you already know. They've already described it, everything related to production, drying, and selling. So it's a constant routine for many years. There's always the issue of prices... the typical issues that farmers are faced with. For sure, I have a plantation in [region], I hope it's worth something. But they are not, issues specific to tobacco, because these are really issues specific to the whole sector, right? The energy issue, prices... exactly and ... that there should be greater competitiveness, that farmers should be recognized as important players in the world, because we are underestimated. And it's true, that with no farmers, the world would only last 72 days... And so, that's about it. I also have other projects, having to do with patents and stuff.  |

Reference 2 - 0.21% Coverage

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| 00:04:59.15 | S3 | The challenges: the uncertainty, the single year contracts, the fear… |

Reference 3 - 0.36% Coverage

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| --- | --- | --- |
| 00:05:06.03 | S2 | Ok, the insecurity, the contracts for one year, the ... they're scared of the situations... |

Reference 4 - 1.49% Coverage

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| 00:08:00.04 | S3 | Nothing is secure. In the fields nothing is secure. But to give you an example. You plant broccoli and you can plant as much broccoli as you want, ok? And you have some growth expectations. But with tobacco you don't; with tobacco you have a quota and you can't go over that. This is what there is, period. And you're stuck there. And that's one of the biggest failures in this region.  |

Reference 5 - 0.63% Coverage

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| --- | --- | --- |
| 00:09:06.28 | S3 | Everything is much too closed… Very closed. We learn maybe via the internet of course. Because you search by tabacco or tabacco technology and you get everything. |

Reference 6 - 0.54% Coverage

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| --- | --- | --- |
| 00:09:46.15 | S3 | But it's not through the cooperative but because [name] works at [association] I believe that's where she works and is very… Unless someone comes…  |

Reference 7 - 0.45% Coverage

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| --- | --- | --- |
| 00:11:05.06 | S3 | I think I read a link last year, because with all these social networks, we send information around among colleagues… it wasn't about this company exactly, another university, but yes... We did read some article on the internet about many other pharmacological materials that could be extracted from tobacco.  |

**<Files\\ - Spanish Grower (7)> - § 23 references coded [13.66% Coverage]**

References 1-2 - 0.88% Coverage

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| --- | --- | --- |
| 00:10:31.14 | S3 | [Inaudible] In no country in the world is anybody producing tobacco, 90plus % with biomass with infrastructure, with good technologies, with lower costs, with lower gas emissions and all that, the whole world is watching. [company] brings farmers from [country] to see it. The cooperatives, the drying methods.  |

Reference 3 - 0.72% Coverage

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| --- | --- | --- |
| 00:11:47.20 | S3 | Our region is very rich and one of its characteristics is that we have pure water. And when you talk about pure water it means that it has not minerals. Completely, the water from up there. And that gives the tobacco a special characteristic. In [country]. |

Reference 4 - 1.12% Coverage

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| --- | --- | --- |
| 00:12:08.25 | S3 | [Inaudible] [redacted]… in [region] they stopped producing tobacco because the water had lots of minerals and chlorine. The burning process was not right. In fact, when those types of tobacco were produced they were paid less and now it's only produced here. We are producing 90% of the sector.  |

Reference 5 - 0.45% Coverage

|  |  |  |
| --- | --- | --- |
| 00:13:46.24 | S3 | [Inaudible], from time to time the cigarette burns off. The combustion is perfect. And that was one of its features. So our method for other crops, we don't have neither the experience nor infrastructure… we are… the region is growing tobacco since Columbus brought it over.  |

Reference 6 - 0.33% Coverage

|  |  |  |
| --- | --- | --- |
| 00:14:36.17 | S3 | [Inaudible] a tobacco inter-professional organization. Besides, we belong to the ICA of European tobacco producers… |

Reference 7 - 0.98% Coverage

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| --- | --- | --- |
| 00:14:45.01 | S3 | Yes, so we are fully inter-connected. Anything, any innovation in the world of tobacco, spills over to all other countries. And of course, it's a very well structured group. We belong to cooperatives, to groups, those groups have a professional body which are the processors and the producers and everything at the new European level is connected.  |

Reference 8 - 0.86% Coverage

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| 00:15:39.29 | S3 | In any case, the inter-professional associations are external to each country and last year a European inter-professional association was established among different countries. All the European producers are members of that association. That doesn't exist anywhere else in the world. In no other continent. All... |

Reference 9 - 0.63% Coverage

|  |  |  |
| --- | --- | --- |
| 00:16:24.23 | S3 | An inter-professional association that meets, the producers and processors from different countries. I can't remember the name. Juanjo must know; it's the European inter-professional asssociation. It was formed last year.  |

Reference 10 - 0.16% Coverage

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| 00:16:51.28 | S3 | Here we mostly have 6 tobacco varieties, seven varieties. This one… |

Reference 11 - 0.12% Coverage

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| --- | --- | --- |
| 00:16:57.23 | S3 | I also grow the five or six varieties.  |

Reference 12 - 0.37% Coverage

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| 00:17:09.08 | S3 | No, for tobacco, for cigarettes. New varieties are being created, that are nematode-resistant but we can't reach 100% resistance.  |

Reference 13 - 0.51% Coverage

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| --- | --- | --- |
| 00:17:39.11 | S3 | Of each variety? There are some that are kind of resistant to nematodes; nematodes attack the roots and can destroy the production. And these new varieties are resistant or at least less tolerant. And |

References 14-15 - 1.14% Coverage

|  |  |  |
| --- | --- | --- |
| 00:18:04.24 | S3 | That one does. It's not resistant at all. For that one we need to disinfect the soil with dichloropropane and dichloropropene and it lasts for three, four months. In the end, we can hardly harvest the production but with the other varieties, half a dosage yields better results. What happens is that we can't always put in the same amount in the soil because the nematodes become immune to that variety.  |

Reference 16 - 0.72% Coverage

|  |  |  |
| --- | --- | --- |
| 00:18:33.24 | S3 | What it does is, to make it repellent. In the world of tobacco we're always saying that because of the multinationals, the transgenics are banned. We do nothing but hybridisation, natural varieties. One variety with another, we hybridise and that's it.  |

Reference 17 - 0.21% Coverage

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| 00:19:22.16 | S3 | In [country], we have a serious production problem because of the nematodes |

Reference 18 - 0.65% Coverage

|  |  |  |
| --- | --- | --- |
| 00:19:37.24 | S3 | We disinfect the soil, disinfecting the soil with dichloropropane and dichloropropene or something like that, active matter that is which is gasified, it's treated in the spring at 20 degrees and put in the soil and you make the |

Reference 19 - 0.14% Coverage

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| 00:19:49.18 | S3 | [Inaudible] and that's where you put the plant.  |

Reference 20 - 1.82% Coverage

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| 00:30:15.02 | S3 | Tell him that last year, the [local government] approved a traceability decree. Traceability means that from the moment the farmer sows a seed, we can plant that seed just to be used as set in that contract, for that seed and for that traceability. When we move the boxes from the field or to the first processing stage we implement, it's deployed for sale. All that process follows very rigorous guidelines, where it comes from, where it's going. Because there's been illegal trafficking of tobacco. So that's one of the problems. We can't sell tobacco like any other normal crop. It follows norms, it has traceability, a traceability decree.  |

Reference 21 - 0.31% Coverage

|  |  |  |
| --- | --- | --- |
| 00:31:37.17 | S3 | An inter-professional association that regulates the production contracts as well as the processing contracts. All the tobacco that |

Reference 22 - 0.90% Coverage

|  |  |  |
| --- | --- | --- |
| 00:31:48.15 | S3 | [Inaudible] and a traceability decree that was approved last year. The tobacco that was planted for such and such company, the production is completely regulated, where it comes from, which field it comes from, which drying center does it go to, from which drying center does it go to the processing plan. A whole... |

Reference 23 - 0.65% Coverage

|  |  |  |
| --- | --- | --- |
| 00:32:07.10 | S3 | Imagine that we set up a contract with them to develop ecological plants. We'd have to go to [local government] and say I'm going to plant thousands of meters of another type of tobacco. It would have to be regulated.  |

**<Files\\ - Spanish Tech. (8)> - § 13 references coded [6.18% Coverage]**

Reference 1 - 0.11% Coverage

|  |  |  |
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| 00:01:20.25 | S3 | Burley to Flue |

Reference 2 - 0.09% Coverage

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| --- | --- | --- |
| 00:01:30.00 | S3 | The market. |

Reference 3 - 0.38% Coverage

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| --- | --- | --- |
| 00:02:32.12 | S3 | Yields, for the different yields and disease resistance. |

Reference 4 - 0.16% Coverage

|  |  |  |
| --- | --- | --- |
| 00:02:42.09 | S3 | Viruses, and nematodes. |

Reference 5 - 0.63% Coverage

|  |  |  |
| --- | --- | --- |
| 00:02:53.23 | S3 | Yeah, it's a problem but they are not resistant... a breeding program to have the resistance. |

Reference 6 - 0.38% Coverage

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| --- | --- | --- |
| 00:03:08.13 | S3 | Who develops the program. A geneticist in [country] [name]. |

Reference 7 - 0.46% Coverage

|  |  |  |
| --- | --- | --- |
| 00:03:47.18 | S3 | The… [company] and there are another company, [country] [name]. |

**[Reference redacted]**

Reference 9 - 1.29% Coverage

|  |  |  |
| --- | --- | --- |
| 00:06:32.19 | S3 | In terms of technicians, the tobacco sector is very well structured. The information from technicians to producers is shared very quickly. And there's a very fast and very close communication.  |

Reference 10 - 0.15% Coverage

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| --- | --- | --- |
| 00:07:11.16 | S3 | A little bit family. |

Reference 11 - 0.47% Coverage

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| --- | --- | --- |
| 00:07:28.02 | S3 | There are clearly no alternative crops. The dimensions, the size of … |

Reference 12 - 0.44% Coverage

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| --- | --- | --- |
| 00:07:41.09 | S3 | Because the size of the farms, the... is very small and is not... |

Reference 13 - 1.15% Coverage

|  |  |  |
| --- | --- | --- |
| 00:12:44.00 | S3 | Something similar; there was a company from [region] that advocated, we ran tests to… in fact we ran some tests, some production tests in the field to obtain more biomass. |

<Files\\Lazio - Italian Grower (9)> - § 11 references coded [6.22% Coverage]

Reference 1 - 0.29% Coverage

|  |  |  |
| --- | --- | --- |
| 00:02:40 | S1 | We have found problems in the last years in finding workers. |

Reference 2 - 0.57% Coverage

|  |  |  |
| --- | --- | --- |
| 00:03:00 | S1 | Yes, of course because our harvest method is traditional, leaf by leaf, and you need proficiency, it's not possible to… |

Reference 3 - 0.75% Coverage

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| --- | --- | --- |
| 00:04:06 | S1 | The tobacco we produce mustn't be too ruined, then there is the exsiccation, it is done under some structures, then you have to sew it, the harvest is by hand. I tried… |

Reference 4 - 0.48% Coverage

|  |  |  |
| --- | --- | --- |
| 00:05:55 | S1 | There are some crops that can't be harvested, I mean, the harvest must necessarily be done manually. |

Reference 5 - 0.56% Coverage

|  |  |  |
| --- | --- | --- |
| 00:06:10 | S1 | We did some tests with the harvest in plant: it made the work easier, but it is still manual, not really mechanised. |

Reference 6 - 0.60% Coverage

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| --- | --- | --- |
| 00:07:41 | S1 | Yes, but with tobacco you have to control [overlapped voices]. Then sometimes you have the Downey mildew attack, and you try… |

Reference 7 - 0.61% Coverage

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| --- | --- | --- |
| 00:07:58 | S1 | Downey mildew, it is a pest of tobacco. In fact, you try to solve it with some more treatments and you try to limit the problem. |

Reference 8 - 0.80% Coverage

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| --- | --- | --- |
| 00:08:14 | S1 | In order to balance, well, we do some more treatment, because you know that when it rains it is humid, and the humidity triggers this pest that is called Downey mildew. |

Reference 9 - 0.62% Coverage

|  |  |  |
| --- | --- | --- |
| 00:15:39 | S1 | Well, no worries, I mean, well, it is necessary to test in advance, naturally, in order to see how it reacts [overlapped voices]. |

Reference 10 - 0.28% Coverage

|  |  |  |
| --- | --- | --- |
| 00:16:18 | S1 | We are always prone to these, to projects, these new offers. |

Reference 11 - 0.66% Coverage

|  |  |  |
| --- | --- | --- |
| 00:22:11 | S1 | But, I mean, are they going to do some tests, for example, I mean, are they interested in dried tobacco, dried, have they already tested… |

**<Files\\ - Italian Researcher (10)> - § 4 references coded [3.02% Coverage]**

Reference 1 - 1.21% Coverage

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| --- | --- | --- |
| 00:10:01 | S1 | In the varieties? Well according to me, limited to what I understand, they are mainly linked to the varieties that have a history, that they have always used, you know. But in the end they also follow a dictat by the industry which then buys the product, because for instance the Kentucky is used for the Tuscan cigar, and they receive some advice, by the way, by the final buyer of the product. |

Reference 2 - 0.62% Coverage

|  |  |  |
| --- | --- | --- |
| 00:11:37 | S1 | It is important only because they are strongly specialized, in that sense their procedure is consolidated, you understand? Therefore that is important for them, because they don't have to change. But it's true that young people, and by the way the field of tobacco, they show a quite good ability in innovation, let's say. They are quite open, that is, compared to other branches, and that is surprising because it is a traditional crop, so you would expect... |

Reference 3 - 0.85% Coverage

|  |  |  |
| --- | --- | --- |
| 00:11:37 | S1 | It is important only because they are strongly specialized, in that sense their procedure is consolidated, you understand? Therefore that is important for them, because they don't have to change. But it's true that young people, and by the way the field of tobacco, they show a quite good ability in innovation, let's say. They are quite open, that is, compared to other branches, and that is surprising because it is a traditional crop, so you would expect... |

Reference 4 - 0.33% Coverage

|  |  |  |
| --- | --- | --- |
| 00:12:11 | S1 | And it's the opposite, they are quite innovative compared to others, even if the change is not easy. |

**<Files\\ - Italian Tech. (11)> - § 21 references coded [8.57% Coverage]**

Reference 1 - 0.54% Coverage

|  |  |  |
| --- | --- | --- |
| 00:01:52 | S1 | Well, let's start with the purchase of the seed, to see the soils of every farm, its composition, which kind of seed is ideal for that soil. |

Reference 2 - 0.33% Coverage

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| --- | --- | --- |
| 00:02:38 | S1 | And then, step by step, how the external temperature goes, I mean, the climatic base. |

Reference 3 - 0.50% Coverage

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| --- | --- | --- |
| 00:02:52 | S1 | You need to understand if some treatments are necessary or not, if water is necessary or not, if fertilizer is necessary or not. |

Reference 4 - 0.55% Coverage

|  |  |  |
| --- | --- | --- |
| 00:03:16 | S1 | With pesticides we go further. In the beginning, let's say, the first thing is understanding if there are attacks at the plants, at the roots… |

Reference 5 - 0.35% Coverage

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| --- | --- | --- |
| 00:03:57 | S1 | Well, the 'nottue' [nematodes], when it has just been transplanted, they attack the roots. |

Reference 6 - 0.32% Coverage

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| --- | --- | --- |
| 00:04:33 | S1 | Then, afterwards, when the plant is big, you can see the attacks from downy mildew. |

Reference 7 - 0.39% Coverage

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| --- | --- | --- |
| 00:04:45 | S1 | And then, let's say, here in the province of [region], at the beginning of August we have the flea… |

Reference 8 - 0.34% Coverage

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| --- | --- | --- |
| 00:05:13 | S1 | There are various attacks, normally end of July, beginning August, and every 15-20 days. |

Reference 9 - 0.27% Coverage

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| --- | --- | --- |
| 00:05:36 | S1 | Yes, evolution, and causes holes on tobacco, it produces little holes. |

Reference 10 - 0.05% Coverage

|  |  |  |
| --- | --- | --- |
| 00:06:12 | S1 | Pesticides. |

Reference 11 - 0.52% Coverage

|  |  |  |
| --- | --- | --- |
| 00:06:53 | S1 | No, there are rougher varieties that for example, if we consider the hybrids of Guedertheimer, they are more resistant to Downy Mildew. |

Reference 12 - 0.51% Coverage

|  |  |  |
| --- | --- | --- |
| 00:08:05 | S1 | These are the main ones, then it depends on the outside temperature. If there are years with no rain, years with too much rain, so…. |

Reference 13 - 0.91% Coverage

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| --- | --- | --- |
| 00:09:29 | S1 | Yes, we did some tests with the [local university], with [name], but the chemicals are always the same. We use some traps, for example for the flea, in order to understand when the treatment is necessary, but the chemicals are the same. |

Reference 14 - 0.61% Coverage

|  |  |  |
| --- | --- | --- |
| 00:10:15 | S1 | And in any case, these are always products which are authorized on tobacco. For tobacco you can't use products that are not marked with an authorization label. |

Reference 15 - 0.64% Coverage

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| --- | --- | --- |
| 00:11:26 | S1 | Well, the first thing is, for the variety, they prefer more resistant varieties, and since [region] is a hill area, they prefer the varieties that go towards the Dark. |

Reference 16 - 0.07% Coverage

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| --- | --- | --- |
| 00:12:14 | S1 | It is resistant. |

Reference 17 - 0.31% Coverage

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| --- | --- | --- |
| 00:17:22 | S1 | Well, let's say here we are in a territory where tobacco has always been present. And I think it is important to make a plant with less necessity for treatments, less use of water… then, as for the others, since it is used for a good aim - not an evil one. I don't see any problems at all. |

Reference 18 - 0.57% Coverage

|  |  |  |
| --- | --- | --- |
| 00:20:34 | S1 | That's it, more or less, then I think that before starting there will be some trials, and we will have the chance to see the problems step by step. |

Reference 19 - 0.22% Coverage

|  |  |  |
| --- | --- | --- |
| 00:28:08 | S1 | Well, the use of these new products are completely linked to revenue, because they, being expert tobacco growers and having always done this job, they perfectly know that one hectare of tobacco in the end of the year produces a certain amount of Euros. For new crops, the whole province agrees with innovation. Up to some decades ago, 90 per cent of the area of [region] was grown with tobacco. |

Reference 20 - 0.32% Coverage

|  |  |  |
| --- | --- | --- |
| 00:28:08 | S1 | Well, the use of these new products are completely linked to revenue, because they, being expert tobacco growers and having always done this job, they perfectly know that one hectare of tobacco in the end of the year produces a certain amount of Euros. For new crops, the whole province agrees with innovation. Up to some decades ago, 90 per cent of the area of [region] was grown with tobacco. |

Reference 21 - 0.23% Coverage

|  |  |  |
| --- | --- | --- |
| 00:29:29 | S1 | Yes, but in [region] tobacco was also put on the balconies. |

**<Files\\ - Spanish Tech. & Grower (12)> - § 15 references coded [11.61% Coverage**]

Reference 1 - 0.97% Coverage

|  |  |  |
| --- | --- | --- |
| 00:04:23.17 | S3 | [Inaudible] over there. Making the farms sustainable, reaching minimal production and quality thresholds for sustainability, commercial quantities and kilos per hectare. That's in general terms.  |

Reference 2 - 1.32% Coverage

|  |  |  |
| --- | --- | --- |
| 00:05:13.20 | S3 | [Inaudible] of the farmers it's different because the lands are different and from different areas, the productive areas are different and have their own challenges. It's clear that our own, it's a lot smaller, a lot less, so in the end it looks like a single farm. |

Reference 3 - 1.18% Coverage

|  |  |  |
| --- | --- | --- |
| 00:06:19.01 | S3 | No, making it profitable within our obligations, the programs that are being set up, both for the clients who buy tobacco from us and at the level of integrated production in Europe, the requirements that the crop has on either side.  |

Reference 4 - 0.53% Coverage

|  |  |  |
| --- | --- | --- |
| 00:08:00.17 | S4 | Well, we have, we always, we are in contact very often with clients, they share ideas with us, especially |

Reference 5 - 0.65% Coverage

|  |  |  |
| --- | --- | --- |
| 00:08:12.07 | S4 | [Inaudible] and such… access to suppliers too, who have a technological development of seeds or from who we buy seeds or at the input level,  |

Reference 6 - 1.03% Coverage

|  |  |  |
| --- | --- | --- |
| 00:08:27.14 | S4 | [Inaudible] phytosanitary level too… the suppliers themselves are the ones… And also, our own experience, you carry along, the direct experience in your daily work and how things work on a day to day basis |

Reference 7 - 0.24% Coverage

|  |  |  |
| --- | --- | --- |
| 00:09:22.09 | S3 | We've been using around six or seven varieties |

Reference 8 - 0.25% Coverage

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| --- | --- | --- |
| 00:10:00.25 | S3 | [association name] is the one in charge of seed supplies. |

Reference 9 - 0.34% Coverage

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| --- | --- | --- |
| 00:10:08.05 | S3 | The one selling the seeds but [association name] buys according to what you… |

Reference 10 - 0.04% Coverage

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| --- | --- | --- |
| 00:10:13.12 | S3 | … request. |

Reference 11 - 0.24% Coverage

|  |  |  |
| --- | --- | --- |
| 00:10:44.11 | S3 | Within the cooperative. Within the cooperative. |

Reference 12 - 0.36% Coverage

|  |  |  |
| --- | --- | --- |
| 00:11:02.17 | S3 | Today we try to look for profitability, for it to be clearly sustainable. You try looking for tobacco that reaches commercial quality without too many farming problems, drying problems, harvesting problems, and that meet the qualities the supplier is looking for. Without getting into tobacco with any problems, problems in yield, in green, problems in... |

Reference 13 - 3.42% Coverage

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| --- | --- | --- |
| 00:19:45.21 | S3 | Well, what would be important to convey to, let's say, the people in the labs who are trying to develop all that, it would be important to convey that there's a certain way of growing it. To produce this, it should be oriented towards… maybe the crop doesn't allow for... I'll say something outrageous... that the crop doesn't allow for 50,000 plants per hectare. The crop doesn't allow for it to be watered in such a way. To the North, if it rains every eleven days, the crop doesn't allow for... in such a way, the use of nematicides, at certain times. But it can, it can bear it with more resistant varieties, so let's say farming in this area, it has certain limitations in [country]. |

Reference 14 - 0.42% Coverage

|  |  |  |
| --- | --- | --- |
| 00:21:44.09 | S3 | For example in this area, we're irrigating, up to once or twice a week and using… |

Reference 15 - 0.59% Coverage

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| --- | --- | --- |
| 00:22:00.27 | S3 | Yes, there's a distribution network from the canal. The water here is mainly from the river, from the marsh at the head. |

**<Files\\ - Spanish Grower (13)> - § 22 references coded [8.50% Coverage]**

Reference 1 - 0.06% Coverage

|  |  |  |
| --- | --- | --- |
| 00:03:28.07 | S3 | To find workers. |

Reference 2 - 0.16% Coverage

|  |  |  |
| --- | --- | --- |
| 00:03:41.28 | S3 | The rest… anything plantation-related, a disease, the worries when… but mainly finding the people who really want to commit to… and the rest are the problems common to farming, or a disease that begins to spread, having a good greenhouse, things like that. Laws... we simply have to comply and want to keep on growing, but we're not free to... |

Reference 3 - 0.24% Coverage

|  |  |  |
| --- | --- | --- |
| 00:03:41.28 | S3 | The rest… anything plantation-related, a disease, the worries when… but mainly finding the people who really want to commit to… and the rest are the problems common to farming, or a disease that begins to spread, having a good greenhouse, things like that. Laws... we simply have to comply and want to keep on growing, but we're not free to... |

Reference 4 - 0.34% Coverage

|  |  |  |
| --- | --- | --- |
| 00:03:41.28 | S3 | The rest… anything plantation-related, a disease, the worries when… but mainly finding the people who really want to commit to… and the rest are the problems common to farming, or a disease that begins to spread, having a good greenhouse, things like that. Laws... we simply have to comply and want to keep on growing, but we're not free to... |

References 5-6 - 1.12% Coverage

|  |  |  |
| --- | --- | --- |
| 00:04:56.06 | S3 | In terms of laborers, there was a time when it was going ok. What happens is that we are now mechanizing the process to avoid that type of problems. In terms of costs, we had a bad year. We had water problems. The water problem affects the product. The price goes down. The rest of the costs, the phytosanitary product, etc. etc. have gone up and that affects us. Why? Because the production costs are greater than the earnings, no more, no less. But in terms of the rest, as I'm telling you, it's what's common with any company crop. |

Reference 7 - 0.06% Coverage

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| 00:06:38.29 | S3 | Yes, yes, yes |

Reference 8 - 0.12% Coverage

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| --- | --- | --- |
| 00:06:44.07 | S3 | We don't need the cooperative. It's the same |

Reference 9 - 0.20% Coverage

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| --- | --- | --- |
| 00:07:02.08 | S3 | Because in order to sell we need a cooperative. |

Reference 10 - 0.38% Coverage

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| --- | --- | --- |
| 00:07:47.07 | S3 | The cooperative sends us information. Farmers publish information on the internet, right? |

Reference 11 - 0.20% Coverage

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| --- | --- | --- |
| 00:07:54.09 | S3 | Right, you visit the official pages of the Board, of |

Reference 12 - 0.73% Coverage

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| --- | --- | --- |
| 00:07:59.01 | Inaudible | [Inaudible], [name], etc.etc. And as needs arise, they are published and we get the information. There's a course on such and such. We attend the course so that we can improve. We need xyz… the [Inaudible] |

Reference 13 - 0.39% Coverage

|  |  |  |
| --- | --- | --- |
| 00:08:15.10 | Inaudible | [epi?] The training of … Everything about the training of trainers. For example, [name] will be coming. For us, [name]… Now we want to monitor from the raw material phase to the sale of our own |

Reference 14 - 1.39% Coverage

|  |  |  |
| --- | --- | --- |
| 00:08:47.27 | S3 | Subsidies. That whole kind of, and besides as I'm saying, you get on the official page of the Board and get all kinds of announcements, what's being offered as it's announced and the cooperative itself sends out information. They say, hey listen, there's a new subsidy, or aid or that we need to comply with a certain law, everything.  |

Reference 15 - 0.40% Coverage

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| 00:09:48.12 | S3 | We select, we want that variety because of the specifications, the climate, the terrain we have.  |

Reference 16 - 0.83% Coverage

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| --- | --- | --- |
| 00:10:00.06 | S3 | And the average profitability, within the varieties we have, issues related to nematodes, etc.etc. So… we look for the most resistant to… exactly. Whatever is better adapted to our crop, our own soil.  |

Reference 17 - 0.24% Coverage

|  |  |  |
| --- | --- | --- |
| 00:10:41.12 | S3 | Sure, depending on the… we have a good climate overall. |

Reference 18 - 0.59% Coverage

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| --- | --- | --- |
| 00:10:51.02 | S3 | From my own point of view, it's not a bad climate to farm tobacco. When the temperatures get to be very high, 42, 43…then it does affect us. |

Reference 19 - 0.24% Coverage

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| --- | --- | --- |
| 00:22:47.03 | S3 | The drying structures for example, are very big. You give people a lot of work, you have lots of laborers.  |

Reference 20 - 0.56% Coverage

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| --- | --- | --- |
| 00:23:01.08 | S3 | You also work at an environmental level, I mean, we don't use gasoils, you use a lot of biomass, it's ecological, that's also the case.  |

Reference 21 - 0.06% Coverage

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| --- | --- | --- |
| 00:23:47.14 | S3 | Drying is hard. |

Reference 22 - 0.20% Coverage

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| --- | --- | --- |
| 00:25:04.21 | S3 | For planting, germination of the plant itself. |

**<Files\\ - Spanish Grower (14)> - § 22 references coded [8.82% Coverage]**

Reference 1 - 1.39% Coverage

|  |  |  |
| --- | --- | --- |
| 00:06:05.17 | S3 | Usually… It's been many, many years since there's been any research done on tobacco. One of the things why… Because there used to be a research center, which closed down. There was good research being done in that center. And when something new comes up, it's through the technicians, somebody does something, it's word of mouth, and the neighbour finds out and... |

Reference 2 - 0.34% Coverage

|  |  |  |
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| 00:06:30.14 | Inaudible | And tobacco lately… Tobacco lately, it hasn't moved in 20 years. I mean, we're the same. |

Reference 3 - 0.40% Coverage

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| --- | --- | --- |
| 00:06:33.11 | S3 | I mean, varieties have been improved, and at the end of the day it's the technicians who introduce the… |

Reference 4 - 0.13% Coverage

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| --- | --- | --- |
| 00:06:57.22 | S3 | Yes, yes, yes. The coooperatives… |

Reference 5 - 0.28% Coverage

|  |  |  |
| --- | --- | --- |
| 00:07:03.07 | S3 | But I'm telling you, when it comes to research tobacco is left behind. |

Reference 6 - 0.39% Coverage

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| --- | --- | --- |
| 00:07:12.29 | Inaudible | [Inaudible] through [association] and its dryer… we obtained varieties, farming techniques, many things that we don't… |

Reference 7 - 0.31% Coverage

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| --- | --- | --- |
| 00:07:28.19 | S3 | It's been closed for 15 years. I don't know, but it must be at least 15 years. |

Reference 8 - 0.17% Coverage

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| --- | --- | --- |
| 00:07:50.25 | S3 | Yes, it was the [name] research center. |

Reference 9 - 0.17% Coverage

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| --- | --- | --- |
| 00:07:56.06 | S3 | It belonged to [association], the public company. |

Reference 10 - 0.13% Coverage

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| --- | --- | --- |
| 00:08:15.28 | S3 | All types, on farming techniques, |

Reference 11 - 0.59% Coverage

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| --- | --- | --- |
| 00:08:18.09 | Inaudible | [Inaudible] in each hectare, where they'd run lots of tests. Farming techniques, herbicides, everything, tobacco was treated. Also in the dryers. They… |

Reference 12 - 0.31% Coverage

|  |  |  |
| --- | --- | --- |
| 00:08:30.29 | Inaudible | [Inaudible] it was treated. Everything, everything, everything. New varieties. |

Reference 13 - 0.55% Coverage

|  |  |  |
| --- | --- | --- |
| 00:09:35.14 | S3 | And even more so nowadays when other farming techniques are needed, you increasingly need varieties that are resistant to more things because… |

Reference 14 - 0.51% Coverage

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| --- | --- | --- |
| 00:10:31.15 | S3 | No, I don't have Burley. I only have Virginia. But within Virginia there's lots of varieties. But Virginia is the tobacco that sells.  |

Reference 15 - 0.29% Coverage

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| --- | --- | --- |
| 00:10:44.28 | S3 | Of course. There's practically no company that would buy Burley from you. |

Reference 16 - 0.13% Coverage

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| --- | --- | --- |
| 00:10:52.07 | S3 | You grow Virginia, or Virginia. |

Reference 17 - 0.46% Coverage

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| --- | --- | --- |
| 00:11:23.25 | S3 | Plagues, fungus? There's always a problem. In the soil where we farm for example, we have "tilabia" fungi for example. |

Reference 18 - 0.26% Coverage

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| --- | --- | --- |
| 00:11:47.19 | S3 | So we use more resistant varieties because of that, for example.  |

Reference 19 - 0.19% Coverage

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| --- | --- | --- |
| 00:12:22.21 | S3 | The most important fungus in tobacco is blue mould. |

Reference 20 - 0.20% Coverage

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| --- | --- | --- |
| 00:12:59.23 | S3 | The mold? With anti-fungal treatments. With mancozeb… |

Reference 21 - 0.29% Coverage

|  |  |  |
| --- | --- | --- |
| 00:13:20.25 | S3 | Right. When there's an attack, herbicidal treatment. Anti-fungal treatment |

Reference 22 - 1.35% Coverage

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| --- | --- | --- |
| 00:15:57.27 | S3 | Around here, everyone… us, the farmers, are the ones who take the greatest care of the environment, as unlikely as it sounds. But everyone is against the farmer, around here everyone is against him; we are the ones who take the greatest care of the environment. Much more so than those who call themselves environmentalists and all those people, right? |

**<Files\\ - Italian Grower (15)> - § 16 references coded [11.31% Coverage]**

Reference 1 - 0.44% Coverage

|  |  |  |
| --- | --- | --- |
| 00:02:55 | S1 | Many problems related to the temperature and let's say to the climate, and other things… When you have the harvest, there is the problem of workers, it is not easy to find them. |

Reference 2 - 0.45% Coverage

|  |  |  |
| --- | --- | --- |
| 00:02:55 | S1 | Many problems related to the temperature and let's say to the climate, and other things… When you have the harvest, there is the problem of workers, it is not easy to find them. |

Reference 3 - 1.26% Coverage

|  |  |  |
| --- | --- | --- |
| 00:03:52 | S1 | Changes from good to bad weather from one day to the other. First you had the wind, but it wasn't a strong wind; now it is strong. First the frost, let's say maximum up to the middle of March, then it stopped. Now in the end of April we still have ice. |

Reference 4 - 0.42% Coverage

|  |  |  |
| --- | --- | --- |
| 00:04:32 | S1 | Hail: once it happened hardly ever, now we have it every year in different months. |

Reference 5 - 1.00% Coverage

|  |  |  |
| --- | --- | --- |
| 00:05:18 | S1 | No, well, ten years ago, there was hail, it punctured the leaf, it didn't really destroy them. Now you get the hail, the ice cubes are so big to destroy everything. Now hail means total destruction. |

Reference 6 - 0.78% Coverage

|  |  |  |
| --- | --- | --- |
| 00:06:22 | S1 | Okay. When it is the right time, it is not easy to find them, because here in [country] we are a bit subject to the immigrants, for the production of tobacco. |

Reference 7 - 0.29% Coverage

|  |  |  |
| --- | --- | --- |
| 00:07:22 | S1 | I don't know how to call it, it is a kind of grass that we… |

Reference 8 - 0.18% Coverage

|  |  |  |
| --- | --- | --- |
| 00:07:34 | S1 | Yes, this year was the year of fleas. |

Reference 9 - 1.58% Coverage

|  |  |  |
| --- | --- | --- |
| 00:08:42 | S1 | We also go with a hoe to eliminate the bad grass. The problem is that if tobacco was transplanted, the plant grows and the bad grass is under it, there is no problem, but in case tobacco has some little problem and isn't able to start, let's say, the bad grass overwhelms it, and in that case there are some problems |

Reference 10 - 0.58% Coverage

|  |  |  |
| --- | --- | --- |
| 00:10:27 | S1 | Yes, then it is planted in February, end February, beginning March. With the external temperatures it doesn't grow. |

Reference 11 - 0.53% Coverage

|  |  |  |
| --- | --- | --- |
| 00:11:30 | S1 | There are, well, I choose among several varieties of Burley, but I choose more or less with the soils that… |

Reference 12 - 0.26% Coverage

|  |  |  |
| --- | --- | --- |
| 00:11:45 | S1 | Yes, always Burley, but there are twenty varieties. |

Reference 13 - 0.53% Coverage

|  |  |  |
| --- | --- | --- |
| 00:11:52 | S1 | No, usually every company chooses 3-4 because they match the soil that you have, if it is clay, or sand. |

Reference 14 - 0.83% Coverage

|  |  |  |
| --- | --- | --- |
| 00:12:15 | S1 | It's not [company] that, let's say, it is the society that, with certified plants, there are twenty certified varieties, because we put only certified varieties. |

Reference 15 - 1.26% Coverage

|  |  |  |
| --- | --- | --- |
| 00:18:08 | S1 | Nothing. I would be pleased, because I already cooperate, I have already cooperated in the past with the [local university] for studies on phytosanitary products, I have already worked for them. The highest collaboration from me, so much the better. |

Reference 16 - 0.91% Coverage

|  |  |  |
| --- | --- | --- |
| 00:26:39 | S1 | It is enough that I can earn a living, because the situation is not perfect, but it is enough to live, and to guarantee, let's say, to my workers, I can guarantee a salary for them. |

**<Files\\ - Italian Grower (16)> - § 10 references coded [4.72% Coverage]**

Reference 1 - 0.23% Coverage

|  |  |  |
| --- | --- | --- |
| 00:02:05 | S1 | No, sun drying, air drying, because Burley and Dark need air drying. |

Reference 2 - 0.39% Coverage

|  |  |  |
| --- | --- | --- |
| 00:03:39 | S1 | Many. Well, partly in the last years, because the weather, climatic changes, it is putting us to the test, and then… |

Reference 3 - 0.13% Coverage

|  |  |  |
| --- | --- | --- |
| 00:03:57 | S2 | Workers. The main problem is workers. |

Reference 4 - 0.28% Coverage

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| 00:04:07 | S1 | Cost and lack. First the lack, I mean, you don't find people, and then high costs. |

Reference 5 - 0.63% Coverage

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| 00:04:21 | S1 | Both, in this company, until this year, we have worked with foreigners, that is foreign workers. But already this year we had some difficulties to face… you don't find foreign workers anymore. |

Reference 6 - 0.83% Coverage

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| 00:05:16 | S1 | Eh, I don't know. Well, we can't find local workers, because it is a manual work, so everybody: young people want to study, they don't want to do a manual job, they want a place. It is a dirty job - willing or not - and hard, because it is manual, so it is difficult... |

Reference 7 - 0.28% Coverage

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| 00:05:43 | S1 | Because tobacco, not so hard, but in the summer, the sun, it is a specialised job. |

Reference 8 - 0.41% Coverage

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| 00:06:47 | S1 | These are the two main factors: workers, no workers and you can't do anything, and production costs, that is low margins. |

Reference 9 - 0.74% Coverage

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| 00:09:07 | S1 | Features… are we talking about the product? Well, as final product I don't see… well, for somebody who grows tobacco, we can do everything: if the company asks us for some product, we are able to do it, always within the limits of the land, but it is not a problem of features of the variety, that's it. I mean, it is the company that's asking us, so you need to do a different fertilization plan? We can do it. You have to follow all the rules, I think you already know how [company] works, with fixed [pesticide] residue limits. |

Reference 10 - 0.81% Coverage

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| 00:10:50 | S1 | Yes, a little, they have different features, because they have different needs. Also if the [inaudible] is the same, but the fertilization can be different, can change a little bit. Some anti-peronospera treatments, there are some differences. |

**<Files\\ - Spanish Ex-Grower (17)> - § 14 references coded [5.54% Coverage]**

Reference 1 - 0.09% Coverage

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| 00:00:57.16 | S3 | To find personnel |

Reference 2 - 0.60% Coverage

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| 00:01:23.25 | S3 | On the day to day producing tobacco? The most important challenges as with everything is, as I said before, the personnel issue. I mean, the most important challenge for me was finding… |

Reference 3 - 0.13% Coverage

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| --- | --- | --- |
| 00:01:37.00 | S3 | … qualified personal, right? |

Reference 4 - 0.53% Coverage

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| 00:03:32.25 | S3 | Yes, yes, it's going better, much better now. In the crops I manage, the issue of mechanization is very important. We are completely mechanized. In tobacco, even if there is mechanization, there's still a lot of labour involved. So we are fully mechanized.  |

Reference 5 - 0.53% Coverage

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| 00:05:00.02 | S3 | Excuse me for a moment, besides all that, in terms of tobacco farming I still… There's an area devoted to the farming of two hectares and a half where we do research on the subject of tobacco. |

Reference 6 - 0.79% Coverage

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| 00:05:46.00 | S3 | So… [name] And there are some projects, we research topics related to fatty alcohols, what products can be used, which don't work well, the… We don't use herbicides. |

Reference 7 - 0.46% Coverage

|  |  |  |
| --- | --- | --- |
| 00:06:30.16 | S3 | No, no. Everything is connected to not using any pesticide. We are trying to use no pesticides.  |

Reference 8 - 0.13% Coverage

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| --- | --- | --- |
| 00:06:37.21 | S3 | Organic is equally harmful. |

Reference 9 - 0.41% Coverage

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| 00:07:58.01 | S3 | I personally would travel. I took and still many trips to Bologna, Germany, to fairs.. |

Reference 10 - 0.14% Coverage

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| 00:08:19.21 | S3 | No, I still do, I still do.  |

Reference 11 - 0.46% Coverage

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| --- | --- | --- |
| 00:08:26.21 | S2 | Do you think most of the tobacco farmers do that as well or…? |
| 00:08:32.08 | S3 | No |

Reference 12 - 0.12% Coverage

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| --- | --- | --- |
| 00:08:36.21 | S3 | Through the cooperatives. |

Reference 13 - 0.64% Coverage

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| 00:09:09.07 | S3 | Because of, market trends. So for me, the person who bought tobacco from me, preferred Virginia over any other, black tobacco, or Burley |

Reference 14 - 0.51% Coverage

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| 00:09:32.24 | S3 | In fact we had been growing Burley but no… it stopped being interesting to process and had to move towards… |

**<Files\\ - Producer Ass. (18)> - § 6 references coded [4.02% Coverage]**

Reference 1 - 1.68% Coverage

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| 00:14:14 | S1 | Yes, they went a bit forward, because everybody is aware of the fact that, by applying technical rules to the production, they can do everything. So there is no limitation. The plant, once you understand how to grow it, how you can grow it, there are the conditions to do all cultivation activities. So they directly went to the final result. In order to do it, you need a commercial value for the operation. |

References 2-3 - 1.17% Coverage

|  |  |  |
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| 00:17:02 | S1 | The Italian regulation imposes that: a contract with the buyer, and the contract is through a producer organization, so there are no tobacco producers who are not members, if they have no [p.a.], they have another association, but not… |

Reference 4 - 0.03% Coverage

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| 00:22:06 | S1 | Yes. |

Reference 5 - 0.47% Coverage

|  |  |  |
| --- | --- | --- |
| 00:22:12 | S1 | We take part in, we are members of the Unitab Europa, as [p.a.], we are Unitab Europa members. |

Reference 6 - 0.66% Coverage

|  |  |  |
| --- | --- | --- |
| 00:22:28 | S1 | And then, of course, we have the Inter-professional in [country], of tobacco growers, that represents industry and the agricultural side. |

**<Files\\ - Italian Grower (19)> - § 9 references coded [7.54% Coverage]**

Reference 1 - 0.85% Coverage

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| --- | --- | --- |
| 00:02:34 | S1 | This year we experimented this… we are obliged to use certified seeds, so we can choose from the basket that [company] allows us to grow: [names]. |

Reference 2 - 1.17% Coverage

|  |  |  |
| --- | --- | --- |
| 00:03:20 | S1 | The technical staff of the [producer association] suggests which soils, some soils, maybe some variety are better, fitter for the cultivation of, for example [name] rather than… it is an experience that year after year… |

Reference 3 - 0.92% Coverage

|  |  |  |
| --- | --- | --- |
| 00:05:33 | S1 | Mainly climatic, because draught, wind. In fact, tobacco is a crop with a very fast cycle, so two weeks of draught partially jeopardize the harvest. Like the wind, like… |

Reference 4 - 1.35% Coverage

|  |  |  |
| --- | --- | --- |
| 00:06:09 | S1 | Yes, yes, a lot, actually I am convinced that the effect of man is real on the climate. I mainly noticed a drier situation, draught of course. Rains are concentrated in a limited period, maybe the rain is the same, but it's just a month instead of… |

Reference 5 - 0.35% Coverage

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| 00:06:40 | S1 | We are getting tropicalised, the climate is becoming like that. |

Reference 6 - 0.90% Coverage

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| --- | --- | --- |
| 00:07:15 | S1 | No, I see. I remember when I was a kid I used to go to the fields and there was a lot of dew, wetting your shoes until 10, 11 in the morning. Now it's like the desert. |

Reference 7 - 0.56% Coverage

|  |  |  |
| --- | --- | --- |
| 00:09:14 | S1 | Yes, to follow the various standards. They impose some growing [rules], either for the workers who must be treated properly, in the right way. And for the residual phytochemicals, they perform chemicals analysis on tobacco |

Reference 8 - 0.44% Coverage

|  |  |  |
| --- | --- | --- |
| 00:09:14 | S1 | Yes, to follow the various standards. They impose some growing [rules], either for the workers who must be treated properly, in the right way. And for the residual phytochemicals, they perform chemicals analysis on tobacco. |

Reference 9 - 1.01% Coverage

|  |  |  |
| --- | --- | --- |
| 00:10:01 | S1 | Yes, maybe some years are more prone to aphids, but there are registered phytochemicals for tobacco, and we use them to fight these pests. It is enough to be precise with the treatment. |

**<Files\\ - Italian Grower (20)> - § 9 references coded [8.98% Coverage]**

Reference 1 - 1.33% Coverage

|  |  |  |
| --- | --- | --- |
| 00:01:42 | S1 | Because, these ones for a greater, also because we have introduced this year, we have worked on it for a while, and this year we started, also with a new, let's say, research with [company]: we are trying to do a kind of tobacco that requires less workers and has more quality, because they want a product with whole leaves, which will be used... Yes. |

Reference 2 - 3.03% Coverage

|  |  |  |
| --- | --- | --- |
| 00:02:31 | S1 | Yes, to obtain the necessity of less workers, and more quality. Because now, in the past, we have always had manual work, manual, but practically there is a summer phase, that is the main phase of the work, where you have limited time, and anyway you work a lot, that is you need a lot of workers in this phase. By doing this experiment that we are practically starting, actually, instead of doing different harvesting, four or five harvestings, we do just one cut. Afterwards we can have a dry product, and we can therefore better handle the working times and the workers. For example, now we need 60 concentrated days, 10 workers, 12 workers. On the other hand we could be able to have 2-3 workers for more months, to do the same job, also with better environmental and working possibilities. |

Reference 3 - 0.33% Coverage

|  |  |  |
| --- | --- | --- |
| 00:03:56 | S1 | No, there are also other growers. There are few of us now, but there are some others. |

Reference 4 - 0.57% Coverage

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| 00:04:18 | S1 | In this case we try to produce leaves, above all, that have a good quality in colour, and let's say in bigger size compared to the traditional ones. |

Reference 5 - 0.70% Coverage

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| 00:05:40 | S1 | In general there is a great attention to the subject, and by the way we say qualified workers are anyway compulsory in this branch, because in order to do a quality product, you need… |

Reference 6 - 0.53% Coverage

|  |  |  |
| --- | --- | --- |
| 00:07:22 | S1 | In general we can say that, I can say for sure workers have a big effect on our product, because there is a lot of manual work, so the workers have a great influence. Then there is the so called cryptogram part: you need to be very careful with the deficiency of the kind of product, also because we have, with [company], a very strict procedural guideline. Then in the last years there is also the fact that the number of workers doing tobacco in general has decreased, also in [country], and there also less registered products. So we are actually also bound on the products to use, the deficiency we have, and they control a lot, and we have to be very careful on this thing. |

Reference 7 - 1.21% Coverage

|  |  |  |
| --- | --- | --- |
| 00:07:22 | S1 | In general we can say that, I can say for sure workers have a big effect on our product, because there is a lot of manual work, so the workers have a great influence. Then there is the so called cryptogram part: you need to be very careful with the deficiency of the kind of product, also because we have, with [company], a very strict procedural guideline. Then in the last years there is also the fact that the number of workers doing tobacco in general has decreased, also in [country], and there also less registered products. So we are actually also bound on the products to use, the deficiency we have, and they control a lot, and we have to be very careful on this thing. |

References 8-9 - 1.27% Coverage

|  |  |  |
| --- | --- | --- |
| 00:08:51 | S1 | The most harmful are, so as far as this new crop is concerned, we need to pay attention to insects, also with insecticides, apart for fungicides. Basically the fungicides are those ones, the downy mildew in particular, that is a fungus that attacks the tobacco leaves, and that one is lethal on the crop that needs to be controlled. |

**<Files\\ - Italian Grower (21)> - § 5 references coded [3.76% Coverage]**

Reference 1 - 0.44% Coverage

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| 00:00:29 | S1 | The problems, the main ones, let's say, are the weather adversities and the lack of more specialized workers, let's say. |

Reference 2 - 0.35% Coverage

|  |  |  |
| --- | --- | --- |
| 00:00:29 | S1 | The problems, the main ones, let's say, are the weather adversities and the lack of more specialized workers, let's say. |

Reference 3 - 2.26% Coverage

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| 00:00:46 | S1 | It is a particular situation. The Kentucky, compared to other tobacco varieties, excuse me if I intervene, it's just to clear the idea, it is a more refined product. They do handmade cigars, therefore it is a tobacco for whose production a deep knowledge of the production phases is required, also in the harvesting. In practice, you have to pick the leaves from the plant... |

Reference 4 - 0.54% Coverage

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| 00:01:47 | S1 | Yes there is a difference, there is a higher remuneration, there is more earning. |

Reference 5 - 0.18% Coverage

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| 00:14:41 | S1 | They are all manual, yes. |

**<Files\\ - Italian Tech. (22)> - § 9 references coded [7.19% Coverage]**

Reference 1 - 0.16% Coverage

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| 00:02:29 | S1 | Well, above all, workers. |

References 2-3 - 1.92% Coverage

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| 00:02:34 | S1 | It is one of the most serious problems because you can't find them, and Italian people don't want to work [with] tobacco, so we are trying to automate tobacco. And since our tobacco is a product that must be harvested per single plant, by hand, we are trying to implement some new mechanised harvesting [of the] whole plant. |

Reference 4 - 0.44% Coverage

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| 00:03:26 | S1 | They are partly Italian and partly from Romania, Romanian. Few Albanian. |

Reference 5 - 0.69% Coverage

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| --- | --- | --- |
| 00:03:54 | S1 | Yes, Romania and Albania are the only ones with the allowance to have a place, you know, they have [legal permission]. |

Reference 6 - 1.26% Coverage

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| 00:07:38 | S1 | Based on the area, based on the climate, because we live, we cover [regions]. Based on the average climatic [conditions], we suggest certified plants that are fit for that kind of ground. |

Reference 7 - 0.24% Coverage

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| --- | --- | --- |
| 00:08:23 | S1 | And always with certified seed, you know. |

Reference 8 - 1.71% Coverage

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| 00:12:24 | S1 | Not only, but tobacco already has its proteins, that become gradually lower, therefore… because it isn't genetically transformed. So, tobacco is very rich. We have also tried to give… when it is dried we are waiting for analysis results from the university in order to give it to animals. |

Reference 9 - 0.78% Coverage

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| 00:17:46 | S1 | No problem, because if a project… actually, I am available if there is the need to do [field trials in order to test the project]. |

**<Files\\ - Spanish Tech. (23)> - § 7 references coded [9.40% Coverage]**

Reference 1 - 1.17% Coverage

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| 00:05:38.12 | S3 | Diseases and plagues. Usually, Once it's transplanted… well, there can be problems at the greenhouse … you can have the problem of 'tilabia", tilabia is a fungus, a soil fungus and there's no… the solution is to throw away the tray because there's no product that gets rid of it 100%. Although we are running tests with, through Vegetable Health, they are testing different products, greenhouse solarization, copper, bleach, things like that to see what works better to eliminate up to 95% of the diseases. Then the fungi of… |

Reference 2 - 0.91% Coverage

|  |  |  |
| --- | --- | --- |
| 00:05:38.12 | S3 | Diseases and plagues. Usually, Once it's transplanted… well, there can be problems at the greenhouse … you can have the problem of 'tilabia", tilabia is a fungus, a soil fungus and there's no… the solution is to throw away the tray because there's no product that gets rid of it 100%. Although we are running tests with, through Vegetable Health, they are testing different products, greenhouse solarization, copper, bleach, things like that to see what works better to eliminate up to 95% of the diseases. Then the fungi of… |

Reference 3 - 0.55% Coverage

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| --- | --- | --- |
| 00:07:07.24 | S2 | All right. He says whether what caused the problem was removing some of the pesticides.  |
| 00:07:12.02 | S3 | Of course. |

Reference 4 - 0.64% Coverage

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| 00:07:14.11 | S3 | It's that every year they decrease all the anti-fungal substances both in the greenhouse and on the field. You know? It's not just at the greenhouse level. Therefore, there's very little that can be used, so… |

Reference 5 - 3.84% Coverage

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| 00:08:01.11 | S3 | There's quite a bit of interaction between… it's how the world of tobacco operates, because there is in fact, a lot of interaction between the end buyer say, and what we're talking about through the processing plants which in this case, for example [company] sells 98% to [company]. [company], is a [country] tobacco treatment plant, meaning that it chops it. So to make sure we're clear. They chop it, generally speaking, right? So [company], is in touch with, I think that... It's that I don't know how this might work at [company] but they probably contract directly with, because they subcontract with one of the [company] companies. I don't know exactly. So any change, is shared. Furthermore, look, I'm taking a course through [company], developed by [company]. It's about entrepreneurship and after the trip, I mean after the course there's a trip to [country] to visit the [company] installations over there. |

Reference 6 - 1.38% Coverage

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| 00:10:58.20 | S3 | There are, of course. There are many varieties. Ok. All those… all these which are… [PBH]… Yes, not all are sown, right? Otherwise, it would be madness. There are two big production companies. At least here, that are bought in [country]. One is [company], which as a processing company must have a registry for how to create different hybrids which are all these, all these, all these. And then there's a [country] company that develops another type of hybrid that is also sown quite a lot.  |

Reference 7 - 0.92% Coverage

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| 00:16:30.09 | Inaudible | … and it's not studied. As a crop, it's completely taboo. If you want to learn about tobacco, either you get yourself involved in the region, or do some kind of practical work or find a way to make a living, but it's not studied. It's a totally taboo crop, you know? People don't want to give it any publicity; tobacco kills. So the first thing they say is that tobacco kills. So... |

**<Files\\ - Italian Grower (24)> - § 8 references coded [9.64% Coverage]**

Reference 1 - 0.42% Coverage

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| 00:04:26 | S1 | Well, the challenges are, let's say, the pests, the pest which can affect the plant. |

Reference 2 - 2.30% Coverage

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| 00:04:43 | S1 | And then, let's say, since it is a crop that, I mean, it has a three months life as a crop, that is, the challenges, while waiting, let's say the good year, I mean the weather. Because, I mean, I'll try to let you understand, we do three or four hand harvests. The first, then it grows, the second, the third and then the fourth, therefore the wind, or the hail, or... these are the challenges that you can... I am speaking about the growing. Then there is the challenge... |

Reference 3 - 0.77% Coverage

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| 00:05:45 | S1 | No, no, in a period… well, April, beginning of May the transplant, and then around the end of June the harvest, which lasts about three months, ninety days. |

Reference 4 - 1.24% Coverage

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| 00:06:04 | S1 | Let's say step-by-step, because the plant grows, then the plant is growing, it grows and you do the first harvest, that is the first harvest of these leaves… ten or twelve, twelve to fifteen leaves per harvest, because they must all be harvested by hand. |

Reference 5 - 0.71% Coverage

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| --- | --- | --- |
| 00:06:38 | S1 | Right, because it is completely manual, because in this kind of area, in this characteristic of this Burley, it is a completely by hand harvest. |

Reference 6 - 0.30% Coverage

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| --- | --- | --- |
| 00:07:41 | S1 | Here is the same, let's say, I… the same here, the same here. |

Reference 7 - 0.74% Coverage

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| --- | --- | --- |
| 00:07:57 | S1 | No, no, actually, with the years they [improve with] job because… every year you can hire somebody new, but then, step-by-step, they get used [to it]. |

Reference 8 - 3.17% Coverage

|  |  |  |
| --- | --- | --- |
| 00:08:30 | S1 | Well, the most important features [of] Burley, as we have always said, always explained, is a kind of blotting paper, I mean, it eliminates the smells of all tobacco [in the] worldwide mixtures, that is, I let you understand, I'll explain to you. As I have always been told and as it was handed down to me: in the worldwide mixtures, in the worldwide tobaccos, the multinational corporations take this kind of tobacco, that is a kind of, it eliminates the smells, it is a kind of blotting paper, it is used as filler. Because actually, some tobacco could fix the smell, thus being a bit more unpleasant, so it is necessary as mixture, a blotting paper. |

**Name:** Nodes\\Perception of GM

**<Files\\ - Spanish Grower (1)> - § 7 references coded [4.03% Coverage]**

**Reference 1 - 0.57% Coverage**

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| 00:14:21.02 | S3 | Genetic modification is banned. As long as it's from animals to plants, from plants to animals, between plants, I think it's allowed, isn't it? |

**Reference 2 - 0.94% Coverage**

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| 00:14:48.04 | S3 | In theory, that's already being done with hybrids. With hybrid plants. Hybridization for what? For the plants to be stronger against plagues, to yield more kilos. So at the end of the day, we get a larger yield. That's already being done.  |

**Reference 3 - 0.18% Coverage**

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| 00:15:21.20 | S3 | It would also give us a greater added value. |

**Reference 4 - 0.49% Coverage**

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| --- | --- | --- |
| 00:15:25.28 | S3 | And competition… the added value would give us a huge added value when selling the tobacco plant. It would be, as I'm saying… |

**Reference 5 - 0.68% Coverage**

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| 00:15:52.05 | S3 | I think they'd see it favourably. If you're telling them that they only think you're hybridizing is one plant with another, that's already happening. And it will save lives. |

**Reference 6 - 0.89% Coverage**

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| 00:16:11.15 | S3 | I don't care. I don't think it would… In fact, transgenic corn is being consumed. One way or another. If they're not going to do it here in Europe, it will be done someplace else. And we're going to miss out on that ability to… |

**Reference 7 - 0.28% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:16:34.15 | S3 | And for our tobacco to be the one used. Not the one from [country], etc.  |

**<Files\\ - Spanish Tech. (2)> - § 6 references coded [4.52% Coverage]**

**Reference 1 - 1.63% Coverage**

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| 00:12:13.29 | S3 | No, I think from my point of view, it's not transgenic because according to what I've been told, I consider something is transgenic when you are combining different genes from different plants and such. Here it's about a plant within itself, and changing its DNA to help, I don't see it... |

**Reference 2 - 0.71% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:13:06.05 | S3 | No. I think, for me transgenic, and perhaps I'm mistaken, when you modify it with things that are not from the plant itself. |

**Reference 3 - 0.59% Coverage**

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| --- | --- | --- |
| 00:14:19.15 | S3 | I don't think farmers see it as something bad. If you're giving them a way to sell their product, welcome. No… I think that overall there's always some… someone who nitpicks, who will see it differently. But I don't think… |

**Reference 4 - 0.66% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:14:19.15 | S3 | I don't think farmers see it as something bad. If you're giving them a way to sell their product, welcome. No… I think that overall there's always some… someone who nitpicks, who will see it differently. But I don't think… |

**Reference 5 - 0.69% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:14:41.03 | S3 | Well, it's that public opinion is often not well informed of what… and what they're told about transgenics is oof, oof, oof… |

**Reference 6 - 0.24% Coverage**

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| --- | --- | --- |
| 00:15:24.23 | S3 | Yes, but they're being given… I think so. |

**<Files\\ - Italian Grower (3)> - § 3 references coded [0.87% Coverage]**

**Reference 1 - 0.29% Coverage**

|  |  |  |
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| 00:22:07 | S1 | It would be good, in the end the product is good for everybody, so it would be good. |

**Reference 2 - 0.43% Coverage**

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| 00:30:23 | S1 | At least, if it has a different use, maybe pharmaceutical, I think for sure, compared to the cigarette, it will be different. |

**Reference 3 - 0.15% Coverage**

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| --- | --- | --- |
| 00:34:42 | S1 | If the product has a good purpose, why not? |

**<Files\\ - Spanish Policy & Grower (4)> - § 3 references coded [1.53% Coverage]**

**Reference 1 - 0.93% Coverage**

|  |  |  |
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| 00:12:24.21 | S3 | What's the… It's done, it's truly modified, genetically when … Because you, the project will… I agree with genetic modification. But these matters have different nuances and such. I agree. What I don't know is when you do… because for it to produce a lot more, it has a large biomass, you say? And from there you extract...  |

**Reference 2 - 0.23% Coverage**

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| 00:15:13.07 | S3 | There will be a bit of everything. I don't know. The tobacco companies have a lot to lose. The labs as well. From here, it goes to a lab. I think that the most powerful lobbies in Europe are the labs and the tobacco companies, in that order. I think that this has already been addressed before and there have been issues around it. Furthermore, the companies themselves which at the end of the day are the ones buying the tobacco from us, haven't threatened but they see the end coming. I'm not clear, I want you to know that we... the relationship will be very important when this is set in motion. |

**Reference 3 - 0.37% Coverage**

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| 00:20:36.25 | S3 | I think that the biggest problem is genetic modification because in Europe…  |

**<Files\\ - Spanish Grower & Tech. (5)> - § 2 references coded [0.96% Coverage]**

**Reference 1 - 0.64% Coverage**

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| 00:21:53.22 | S3 | Let's be consistent. Tobacco is not a plant that has naturally been growing here forever, it's not. Tobacco came from America, it came from someplace else…  |

**[Reference redacted]**

**<Files\\ - Spanish Grower & Tech. (6)> - § 5 references coded [3.44% Coverage]**

**Reference 1 - 0.30% Coverage**

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| 00:12:43.11 | S3 | Yes so new plant breeding techniques allow you to do non transgenic breeding. |

**Reference 2 - 0.24% Coverage**

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| 00:13:27.11 | S3 | No, because anything that means evolution, is fine with me.  |

**Reference 3 - 1.87% Coverage**

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| 00:13:56.17 | S3 | Why? Because I don't know exactly what you're doing. Once I sow and then take my produce over there, I don't know what they do. It's true that we know that many people smoke this tobacco, and it's healthier and we also know that companies like [companies], all those companies introduce other things later. So I think that if I know that our tobacco kills, and through those other means it will not kill, well then that's a huge point in favour. It's changing the role of tobacco.  |

**Reference 4 - 0.67% Coverage**

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| 00:15:15.03 | S3 | Perfect. All of it, for me anything that has to do with, apart from the scientific aspects, anything that has to do with changing tobacco so it won't kill, as I said before |

**Reference 5 - 0.37% Coverage**

|  |  |  |
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| 00:15:26.09 | S3 | [Inaudible] life in a way, how many people don't know how are some medications used and they're not useful. I mean, I think it's perfect.  |

**<Files\\ - Spanish Grower (7)> - § 8 references coded [3.57% Coverage]**

**Reference 1 - 0.12% Coverage**

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| 00:18:52.14 | S3 | Not through transgenics. That's banned.  |

**Reference 2 - 0.16% Coverage**

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| 00:24:05.02 | S3 | In terms of tobacco we wouldn't be able to talk about |

**Reference 3 - 0.07% Coverage**

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| --- | --- | --- |
| 00:24:08.11 | S3 | Natural hybridizations |

**Reference 4 - 1.37% Coverage**

|  |  |  |
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| 00:24:36.14 | S3 | Yes, that's what I was going to say. Tobacco cannot be genetically altered. But wheat can, and corn can too. What the heck! And tobacco is grown to be burned. You know I always say that it will always be bad for your health, but if corn is transgenically modified and wheat is transgenically modified, as well as many cereals, and tobacco could never be touched. It was frowned upon, it would be very bad... I don't know... If something is going to kill you, it's going to kill you... |

**Reference 5 - 0.08% Coverage**

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| 00:25:53.12 | S3 | I think it would be positive. |

**Reference 6 - 0.31% Coverage**

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| --- | --- | --- |
| 00:26:07.09 | S3 | I think it would be positive. But I think that tobacco is always linked to the idea that tobacco is bad. That tobacco kills. So very often, as a farmer we'd feel embarrassed to say I am a tobacco farmer. You say it reluctantly, Heck! If tobacco could be used for research and be used for other purposes, heck, then tobacco wouldn’t be that bad.  |

**Reference 7 - 0.14% Coverage**

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| 00:28:13.28 | S3 | No, just that it would cause quite a reaction… |

**Reference 8 - 1.33% Coverage**

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| 00:29:33.15 | S3 | I think that the only thing would be, let's say for the producers or farmers to say, ok, we're going to plant, we're going to run an experiment in the fields to develop perfumes or insecticides. And the rest wouldn't be compatible with the integrated production or the agro-environmental production we have there. The rest would be a positive thing for the whole village, for everyone in the area. For us to produce something other than something to smoke, of course.  |

**<Files\\ - Spanish Tech. (8)> - § 7 references coded [3.91% Coverage]**

**Reference 1 - 0.62% Coverage**

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| 00:09:31.10 | S3 | I think that if it's a genetic modification, I think it is but I'm not especially concerned. |

**Reference 2 - 0.09% Coverage**

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| 00:09:54.05 | S3 | I don't care. |

**Reference 3 - 0.38% Coverage**

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| --- | --- | --- |
| 00:10:02.08 | S3 | We are the result of a genetic modification, of course. |

**Reference 4 - 0.14% Coverage**

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| --- | --- | --- |
| 00:10:14.17 | S3 | They wouldn't mind. |

**Reference 5 - 1.24% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:10:25.28 | S3 | I'd say that in [country], some parties would agree and others would not. Those that… the ones who think about well-being would say it's bad, and the practical thinkers would say it's good. |

**Reference 6 - 0.84% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:10:48.01 | S3 | The good thinkers... I think say No, it's a crime. But the practical people say ok. Even I'd say in Europe. Is the difference. |

**Reference 7 - 0.60% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:12:09.28 | S3 | The use of tobacco because the tobacco kills people so the tobacco is good for the people |

**<Files\\ - Italian Grower (9)> - § 1 reference coded [0.56% Coverage]**

**Reference 1 - 0.56% Coverage**

|  |  |  |
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| 00:14:46 | S1 | For sure I would work for something, that is not harmful, let's say. Because tobacco is always seen as something harmful, it has no benefit, it doesn't give any benefit to the community. |

**<Files\\ - Italian Researcher (10)> - § 3 references coded [2.07% Coverage]**

**Reference 1 - 1.32% Coverage**

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| 00:21:09 | S1 | No, I mean, the problem I see is not the fact that the plant is genetically transformed, without the introduction of foreign genetic material, that is taken for granted, right? But I don't see the difference between these two things. I mean, the modified plant and the traditional one, but in the final use, that is, only the use of molecules, or the use only for smoking, or maybe a double use smoke-molecules. |

**Reference 2 - 0.69% Coverage**

|  |  |  |
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| 00:35:40 | S1 | As far as the change of use of tobacco, I think that nobody has anything to say, since now the policies against smoking, that is, people more and more agree on this point. We came to that quite late, but… about genetic transformation, considering how people react even to the smallest things, I think there would be a... because nobody would really understand the difference. I mean, the message is difficult to convey. |

**Reference 3 - 0.05% Coverage**

|  |  |  |
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| 00:37:00 | S1 | Yeah, for sure! |

**<Files\\ - Italian Tech. (11)> - § 3 references coded [1.13% Coverage]**

**Reference 1 - 0.80% Coverage**

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| 00:17:22 | S1 | Well, let's say here we are in a territory where tobacco has always been present. And I think it is important to make a plant with less necessity for treatments, less use of water… then, as for the others, since it is used for a good aim - not an evil one. I don't see any problems at all. |

**Reference 2 - 0.13% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:18:53 | S1 | I don't see why it can't be OK. |

**Reference 3 - 0.20% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:30:53 | S1 | Well, if it is a product for my health, I'll take it. |

**<Files\\ - Spanish Tech. & Grower (12)> - § 2 references coded [4.82% Coverage]**

**Reference 1 - 1.93% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:17:01.04 | S3 | [Inaudible] there are, it has its advocates and its detractors and the same as with tobacco; it has its advocates and its detractors; I think that there will be people who say, let's see how can tobacco be used for something else? There would be some people in the general public who would say, these people keep on producing tobacco and it's not to cause what we know it causes and... |

**Reference 2 - 2.88% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:17:57.12 | S3 | Often it's the media. What happens nowadays, what happens today when news leaks through that there are talks about using tobacco in medicine, it's leaked, Oh, the cells… and you've read, you've seen that it can… make tobacco so that… I mean, it happens. People will be waiting for, or will be against, I mean to know what's the crop like and how it will be used. I've seen you can grow... So, we'll see how it is, how it's not, in what volumes, what are the needs, what volumes does it achieve, how many hectares in [country], how many hectares in the world... It's happening now. |

**<Files\\ - Spanish Grower (13)> - § 4 references coded [2.31% Coverage]**

**Reference 1 - 0.10% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:16:28.14 | S3 | No. I think it's fine. |

**Reference 2 - 0.43% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:16:31.27 | S3 | Always improving the… taking into account the farmer's needs in terms of climate, etc. etc. the purpose… They will do what you were talking about… And for them to show us that variety. |

**Reference 3 - 1.17% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:17:15.05 | S3 | If the end use is public health, fine. The image of tobacco needs to change. In terms of genetically modifying the crop itself to… I mean, you are not genetically modifying it to yield more kilos, or against a certain disease. At the farmer level, I don't think there would be... |

**Reference 4 - 0.61% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:17:39.06 | S3 | I don't think so either… When it comes to health… everyone around the world nowadays, health comes first. Listen, if something is found to beat cancer, welcome, for example. Or like… |

**<Files\\ - Spanish Grower (14)> - § 5 references coded [2.38% Coverage]**

**Reference 1 - 0.55% Coverage**

|  |  |  |
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| 00:16:16.11 | S3 | That's why I always say one thing; as long as genetic modification does not affect others, or the environment, other crops, whatever, why not? |

**Reference 2 - 0.50% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:18:50.00 | S3 | I think that… I don't know, in principle I think people would be ok, as long as it's… I think that, as long as it's for health-related purposes… |

**Reference 3 - 0.28% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:19:02.13 | S3 | You're talking about changing something to its complete opposite, right? |

**Reference 4 - 0.43% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:19:06.06 | S3 | Tobacco is killing people, to the opposite, right? I don't think anybody… I don't think anybody would complain. |

**Reference 5 - 0.61% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:26:10.05 | S3 | Of course. As I said before, you're changing one thing, you're taking it to the other extreme, from something that kills to something that gives life, right? |

**<Files\\ - Italian Grower (15)> - § 2 references coded [0.75% Coverage]**

**Reference 1 - 0.61% Coverage**

|  |  |  |
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| 00:19:18 | S1 | I think that from within, I mean, I don't know, because everybody, I mean, in our dialect we say: every head is a court. |

**Reference 2 - 0.14% Coverage**

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| 00:19:40 | S1 | I don't know how to answer. |

**<Files\\ - Italian Grower (16)> - § 12 references coded [5.41% Coverage]**

**Reference 1 - 0.51% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:15:01 | S1 | No, although, as you said, for the community they ask you for other products, but we have to see the final purpose, if it has a healthy purpose, why not? |

**Reference 2 - 0.29% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:19:55 | S1 | I think so, it is a theory, it's not because we are discriminated or accused, no, absolutely no, but it has an influence, quote unquote… But as modified… Well, in agriculture we have always been against modified seed, also with cereals, and… |

**Reference 3 - 0.42% Coverage**

|  |  |  |
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| 00:20:29 | S1 | I mean, as grower, we have always been against it. But in this case, you understand, it is different, the product is different. |

**Reference 4 - 0.51% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:20:49 | S1 | Yes, for humans, nutritional, so I believe, in my opinion, I don't believe there can be damages, I mean, we don't make damage for humanity, but benefit. |

**Reference 5 - 0.23% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:21:26 | S1 | Well, personal and market. Above all for consumption I am against it. Because when you modify on food, all the, always… |

**Reference 6 - 0.40% Coverage**

|  |  |  |
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| 00:22:32 | S1 | Using the same plant is OK, because it improves… [overlapped voices], it’s when instead the gene comes from another plant. |

**Reference 7 - 0.40% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:22:39 | S1 | You overturn it. For example, also with animals it is the same: if you improve the same product it is ok, but when you cross, you do… no. |

**Reference 8 - 0.76% Coverage**

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| 00:23:39 | S1 | I repeat it, on tobacco I don't see a big problem, because in tobacco most is destined for smoking, it is used for smoke, so modifying it and producing a medicine, I don't see a damage for humanity, maybe the opposite, an advantage! |

**Reference 9 - 0.12% Coverage**

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| --- | --- | --- |
| 00:24:24 | S1 | That is, an advantage, not harmful. |

**Reference 10 - 0.48% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:24:53 | S1 | No. Then we must understand the whole process, how everything is done, but I don't see any concern, no. I mean, my task is as a producer, it is to produce plants and produce a final raw product. I don't think it will influence our health, because I don't think the modified product can influence the worker, or the producer, I don't think so. Well, ask him. |

**Reference 11 - 0.50% Coverage**

|  |  |  |
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| 00:30:30 | S1 | Well, for me it might even be positive. If the final purpose is to help the population, I mean, to do medicines and help, I can’t think of an opposition. I mean, we are growing now that it's used for smoking… I don't see it as negative. More positive than negative. |

**Reference 12 - 0.77% Coverage**

|  |  |  |
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| 00:31:07 | S1 | According to me yes. I repeat, as I said before, if it were for food, but on a plant like that, where the purpose is smoking, you don't have other nutritional purposes, I don't see anything negative on the modification of the plant. |

**<Files\\ - Spanish Ex-Grower (17)> - § 5 references coded [2.33% Coverage]**

**Reference 1 - 0.32% Coverage**

|  |  |  |
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| 00:11:24.12 | S3 | No, no. For me, it's not. In fact, I've used transgenic products in crops and no, not at all.  |

**Reference 2 - 0.40% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:13:33.07 | S3 | Public opinion would depend on what reporters said and how they addressed the issue. |

**Reference 3 - 0.48% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:15:16.24 | S3 | It can be used in corn. You can make 30% of your farm, to be transgenic. On the other 70% you cannot.  |

**Reference 4 - 0.96% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:15:45.09 | S3 | And then when… because we produce corn for cattle and corn for human consumption. The distance between the area for human consumption corn and the one for transgenic corn for cattle has to be 2 kilometers. |

**Reference 5 - 0.17% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:16:06.25 | S3 | And the human corn is not transgenic |

**<Files\\ - Producer Ass. (18)> - § 2 references coded [2.57% Coverage]**

**Reference 1 - 2.12% Coverage**

|  |  |  |
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| 00:01:55 | S3 | Yes, because, I repeat, GM scares a bit, but what is the reason of this fear? For its effect on human health. I mean, when you eat something, yes, a food produced from GM plants, so you are worried about the effect on your health. When the product is simply used to extract some molecules... it doesn't have a negative impact on that: it is the only way to have that molecule in the product, otherwise you wouldn't have it, so... |

**Reference 2 - 0.45% Coverage**

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| 00:08:33 | S1 | Yes, instead of making a hundred years of crosses, you make the final product in the lab. |

**<Files\\ - Italian Grower (19)> - § 8 references coded [6.09% Coverage]**

**Reference 1 - 0.16% Coverage**

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| 00:13:34 | S1 | We are worried about the GM. |

**Reference 2 - 0.51% Coverage**

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| --- | --- | --- |
| 00:14:26 | S1 | For me, as far as GM modifications, I don't think I have the proficiency to express an opinion, but since this thing isn't for a nutritional purpose, and by the way this tobacco would be used for other aims, I really don't have anything against it, on the other hand, I mean, I am positive, I am in favour of this thing. |

**Reference 3 - 1.22% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:14:26 | S1 | For me, as far as GM modifications, I don't think I have the proficiency to express an opinion, but since this thing isn't for a nutritional purpose, and by the way this tobacco would be used for other aims, I really don't have anything against it, on the other hand, I mean, I am positive, I am in favour of this thing. |

**Reference 4 - 1.29% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:15:24 | S1 | I can't see any side effect: also in the animal field, I don't know. Actually there are experiments with the aim of making animal components useful in the medical field, for a human use. I don't see why we couldn't do it with vegetables. |

**Reference 5 - 0.33% Coverage**

|  |  |  |
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| 00:16:12 | S1 | I hope in a good way, but I am not sure, I am not convinced. |

**References 6-7 - 1.56% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:16:24 | S1 | Because of this current propaganda, this publicity, that GM is seen as a devil, this word, although in the end people are not informed on what it really is, on what it implies, so I don't see… I don't think it can pass. But if in a short time there are some advantages, public opinion... |

**Reference 8 - 1.03% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:16:55 | S1 | Yes, however, if in a short time there are some advantages, something directly connected to this project, I think the people would change their mind, because the mass, the people, so they do. |

**<Files\\ - Italian Grower (21)> - § 3 references coded [1.68% Coverage]**

**Reference 1 - 0.11% Coverage**

|  |  |  |
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| 00:08:39 | S1 | Of course, yes. |

**Reference 2 - 0.23% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:15:39 | S1 | There will be no problems for me. |

**Reference 3 - 1.34% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:15:58 | S1 | There is nothing to ask. Everything was well-explained, according to me. I mean, this is an offer for a product that, let's say, has a benevolent - and not evil - aim, eventually then, so much the better. |

**<Files\\ - Italian Tech. (22)> - § 2 references coded [1.79% Coverage]**

**Reference 1 - 1.26% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:13:50 | S1 | There is no concern, the concern about whether it is allowed in [country] to modify the plants, and not for smoking, but for a different situation, for medicines, in order to produce something else… so much the better. Because we are at a point where we are really in trouble. The production is only almost, we have a structure of eight hundred members, we have troubles looking for what to do. |

**Reference 2 - 0.54% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:14:46 | S1 | I also read an article saying that from tobacco you can take medicines against HIV, AIDS. |

**<Files\\ - Spanish Tech. (23)> - § 6 references coded [5.26% Coverage]**

**Reference 1 - 0.43% Coverage**

|  |  |  |
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| 00:18:11.12 | S3 | Let's see… According to the integrated production norms no genetically modified organisms can be used in tobacco. |

**Reference 2 - 0.22% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:19:11.26 | S3 | Yes, well in that case it's not a modified organism. |

**Reference 3 - 1.13% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:19:22.10 | S3 | I don't, I don't think…. I mean, if the end use is beneficial when it comes to the way the farmer grows the crop in such a way that it avoids certain treatments or that it avoids doing certain things that have an impact on the farmer in terms of money, or time and such.... I don't think that's bad. What happens is that there's legislation that sets the conditions. If the legislation opens this up, I... |

**Reference 4 - 0.47% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:20:12.01 | S2 | Because you don't care if it's for medicines or a use other than smoking? |
| 00:20:15.28 | S3 | Indeed |

**Reference 5 - 0.92% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:20:33.22 | S3 | I don't know. I don't know how it would react… I don't know because I don't think it's bad, you know? What would people think of… I think that it wouldn't, within the world of tobacco, I don't think that… I don't think it would cause… |

**Reference 6 - 2.09% Coverage**

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| --- | --- | --- |
| 00:20:54.12 | S3 | I know that in [country] they try to portray genetically modified organisms as bad, you know? But I don't think that way, you know? I think that… if you really modify a plant for your benefit in a way that doesn't cause side effects or weird things, you know? It means, I think that the people who make genetically modified organisms are people who have studied, they've studied the process and all the impacts it might have. These are plants that have been thoroughly studied. I don't think it's done lightly. |

**Name:** Nodes\\Perception of Tobacco

**<Files\\ - Spanish Grower (1)> - § 3 references coded [0.69% Coverage]**

**Reference 1 - 0.16% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:00:19.00 | S3 | I'm just another farmer. I grow tobacco. I bring green tobacco to have it dried, etc. I'm … part of the chain. From there, the tobacco goes into the trucks to the processing industry. |

**Reference 2 - 0.46% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:11:52.14 | S3 | No, no. Those are general. There are no tobacco-exclusive fairs. Tobacco is not well thought of, it has a very bad… |

**Reference 3 - 0.08% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:12:08.26 | S3 | Very bad publicity. |

**<Files\\ - Spanish Tech. (2)> - § 1 reference coded [0.59% Coverage]**

**Reference 1 - 0.59% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:11:19.07 | S3 | The end product, right. There are probably many people who have asked themselves about this fact, but they are tobacco farmers. |

**<Files\\ - Spanish Policy & Grower (4)> - § 5 references coded [3.33% Coverage]**

**Reference 1 - 0.73% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:04:38.01 | S3 | Ok, then. The greatest problem in tobacco farming is that it's a crop that's constantly threatened. It is a crop we know is unhealthy and it's constantly threatened. So the most important challenge now is trying to raise awareness about the fact that we do not cause cancer. We produce a plant called tobacco, we are farmers, and it is legal in the European Union.  |

**Reference 2 - 0.93% Coverage**

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| --- | --- | --- |
| 00:04:38.01 | S3 | Ok, then. The greatest problem in tobacco farming is that it's a crop that's constantly threatened. It is a crop we know is unhealthy and it's constantly threatened. So the most important challenge now is trying to raise awareness about the fact that we do not cause cancer. We produce a plant called tobacco, we are farmers, and it is legal in the European Union.  |

**Reference 3 - 0.35% Coverage**

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| --- | --- | --- |
| 00:06:36.08 | S3 | Of course, because given that the crop is cursed, let's say, it's not easy. And also because it's not easy to gain entry into… The European Union is very closed up because of matters of rights and such. It's not easy. Young people don't get any help to get started. In this, and in other crops. The generational replacement in all farming.  |

**Reference 4 - 0.73% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:15:13.07 | S3 | There will be a bit of everything. I don't know. The tobacco companies have a lot to lose. The labs as well. From here, it goes to a lab. I think that the most powerful lobbies in Europe are the labs and the tobacco companies, in that order. I think that this has already been addressed before and there have been issues around it. Furthermore, the companies themselves which at the end of the day are the ones buying the tobacco from us, haven't threatened but they see the end coming. I'm not clear, I want you to know that we... the relationship will be very important when this is set in motion. |

**Reference 5 - 0.59% Coverage**

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| --- | --- | --- |
| 00:16:03.14 | S3 | The ones making the cigarettes. Those are the manufacturers, the ones that, the ones with the power. In terms of the labs, they have the same power. I think there will be, there will be. And there will be debate, that's very clear; we're talking about a crop that leads to debate, the crop itself, leads to debate, and I think that...  |

**<Files\\ - Spanish Grower & Tech. (5)> - § 1 reference coded [1.19% Coverage]**

**Reference 1 - 1.19% Coverage**

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| 00:02:22.23 | S3 | No. That's why I'm telling you that I'm trying to diversify… Since tobacco was always turning black and all that, and whether consumption was going to decrease, whether there it would not be produced anymore, I started diversifying when I was younger and I had more energy and I planted plum trees. And then with the crisis, when the border with Russia was closed, they closed the doors to us, fruit farmers. So I was left with the fruit, I spent two or three years not being able to sell the fruit. So I had to pull out the plum trees and I planted a bit more tobacco and  |

**<Files\\ - Spanish Grower & Tech. (6)> - § 3 references coded [2.15% Coverage]**

**Reference 1 - 0.28% Coverage**

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| --- | --- | --- |
| 00:13:56.17 | S3 | Why? Because I don't know exactly what you're doing. Once I sow and then take my produce over there, I don't know what they do. It's true that we know that many people smoke this tobacco, and it's healthier and we also know that companies like [companies], all those companies introduce other things later. So I think that if I know that our tobacco kills, and through those other means it will not kill, well then that's a huge point in favor. It's changing the role of tobacco.  |

**Reference 2 - 1.23% Coverage**

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| 00:17:31.29 | S3 | Industry as such, there isn't any. There's no screws factory, there's no wheels factory, there's nothing. So anything that activates this region, would be welcome. And if it's for health purposes, better still. We are not going to be constantly… with WHO and the green delegates saying that the work yes or no... I understand that, I understand it perfectly well. But if they oppose tobacco, they could also oppose alcohol, and sorry, gambling, or the excessive consumption of sugar, and glutamate in food items.  |

**Reference 3 - 0.63% Coverage**

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| 00:18:49.27 | S3 | There are studies that show that in the largest capital cities, in the largest cities more people die from toxic nitrogen emissions than from tobacco consumption.  |

**<Files\\ - Spanish Grower (7)> - § 5 references coded [3.21% Coverage]**

**Reference 1 - 0.66% Coverage**

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| 00:26:07.09 | S3 | I think it would be positive. But I think that tobacco is always linked to the idea that tobacco is bad. That tobacco kills. So very often, as a farmer we'd feel embarrassed to say I am a tobacco farmer. You say it reluctantly, Heck! If tobacco could be used for research and be used for other purposes, heck, then tobacco wouldn’t be that bad.  |

**Reference 2 - 0.38% Coverage**

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| 00:27:19.09 | S3 | [Inaudible] for them to take away the subsidies, take away the subsidies, the assistance. And if you get out of [region], more so. You go to [city]. What do you do? What kind of farmer? I am a farmer, I grow tobacco. Oh? |

**Reference 3 - 0.95% Coverage**

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| --- | --- | --- |
| 00:33:10.26 | S3 | Ok, I say that tobacco is neither good nor does it make you fatter. But neither is medicine and we still have to use. And if we go back to prehistoric times, if it's properly used tobacco isn't that bad or toxic. And it can possibly be therapeutic. I remember, I am a smoker. I no longer smoke. I'm already 59 years old and stopped smoking. But I remember that I would be very stressed, nervous, |

**Reference 4 - 0.27% Coverage**

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| --- | --- | --- |
| 00:33:37.27 | S3 | [Inaudible] and it would calm me down. It's true that smoking improperly like a chimney, or smoking in a public place and your clothes would smell of tobacco. Nowadays, you don't smell that. People who manage tobacco, I say that tobacco farmers, are farmers. We do not produce smokers. No. I'm telling you that I think it's a good idea to use tobacco for other purposes because for sure |

**Reference 5 - 0.95% Coverage**

|  |  |  |
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| 00:34:06.12 | S3 | … the tobacco drug is not that bad, so as to curse it saying that it kills you, that it drugs you, without a doubt. I'm not saying it's good or bad but as a farmer, I am a tobacco farmer, the same way I could be a paprika farmer [product]. It's smoked and it also has nitrosamine and causes cancer. And it's used in foods. You see what I'm saying. So it's the same. Everything happens and it's bad depending on the amounts or the dosage. |

**<Files\\ - Italian Grower (9)> - § 1 reference coded [0.80% Coverage]**

**Reference 1 - 0.80% Coverage**

|  |  |  |
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| 00:19:17 | S1 | For sure they see this thing in a positive way, because it helps. Well, always the same thing, because tobacco is something harmful, I mean, if it used for cigarettes. |

**<Files\\Liguria - Italian Researcher (10)> - § 3 references coded [2.60% Coverage]**

**Reference 1 - 1.23% Coverage**

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| 00:03:48 | S1 | Well, actually I would like to point out that tobacco, since I started working with it, has always been experienced, in the field of tobacco and research, always as if it were the last year, because it seemed to be a crop going to the end. It has always been a weird crop, because it seemed it had to suddenly stop, but actually we have arrived here from 1997, and it still exists. |

**Reference 2 - 0.82% Coverage**

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| 00:04:41 | S1 | Because this is the problem: actually tobacco is seen in a bad way for the problems connected to health, tobacco for smoking, so it has always been badly judged in general, I mean, ghettoized from this point of view, also in terms of agronomic production. |

**Reference 3 - 0.55% Coverage**

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| 00:35:40 | S1 | As far as the change of use of tobacco, I think that nobody has anything to say, since now the policies against smoking, that is, people more and more agree on this point. We came to that quite late, but… about genetic transformation, considering how people react even to the smallest things, I think there would be a... because nobody would really understand the difference. I mean, the message is difficult to convey. |

**<Files\\ - Spanish Grower (13)> - § 4 references coded [3.00% Coverage]**

**References 1-2 - 1.77% Coverage**

|  |  |  |
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| 00:12:38.02 | S3 | I think, from my own point of view, which is my personal opinion, is that we do it to ourselves… The farmer himself has a conflict about planting tobacco. I'm sorry but that needs to change. It's a crop. How it's used, that's different. And the farmer himself must believe that. I mean, no, I'm not doing anything wrong. I'm not killing anybody. So people who make alcohol, right? Or drugs... This is a plantation, isn't it? |

**Reference 3 - 0.88% Coverage**

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| 00:13:10.18 | S3 | Exactly. I don't find myself at all… on the contrary, I'm proud to be a tobacco farmer. Because it is a p plantation. The end use, ok. It's the context we were given, the crop we were given, the more the better.  |

**Reference 4 - 0.36% Coverage**

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| 00:15:03.18 | S3 | I feel great. Let's see, I don't feel guilty at all in creating a crop like tobacco. |

**<Files\\ - Spanish Grower (14)> - § 4 references coded [1.92% Coverage]**

**Reference 1 - 0.32% Coverage**

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| 00:03:35.23 | S3 | There are more requirements of tobacco every day; every day you need to be more competitive, like with everything else but the price of tobacco is falling behind. And it's embarrassing to produce a product like tobacco which is a consumer product.  |

**Reference 2 - 0.32% Coverage**

|  |  |  |
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| 00:13:46.18 | S3 | Well, in principle I don't think it's too important. If in the end, I make tobacco… |

**Reference 3 - 0.84% Coverage**

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| --- | --- | --- |
| 00:16:29.15 | S3 | The same as with obtaining medicines from tobacco, I think it's fantastic, wonderful, isn't it? Very good, I think it's a very good thing. Because it's another alternative and it cures someone who is ill. But tobacco has the resource, and tobacco… What happens is that tobacco is linked to interests, and as I told you in the beginning, tobacco is a consumer product. As of now it's being consumed and if it's very bad, and therefore it should be taken off the shelves. For the time being, as much as it's being criticized by anti-tobacco campaigns, it's still being consumed, right? For now, people still use it. So in that case, what needs to be done is to increase the price of tobacco a bit, in the area where it's grown in Europe... |

**Reference 4 - 0.43% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:16:29.15 | S3 | The same as with obtaining medicines from tobacco, I think it's fantastic, wonderful, isn't it? Very good, I think it's a very good thing. Because it's another alternative and it cures someone who is ill. But tobacco has the resource, and tobacco… What happens is that tobacco is linked to interests, and as I told you in the beginning, tobacco is a consumer product. As of now it's being consumed and if it's very bad, and therefore it should be taken off the shelves. For the time being, as much as it's being criticized by anti-tobacco campaigns, it's still being consumed, right? For now, people still use it. So in that case, what needs to be done is to increase the price of tobacco a bit, in the area where it's grown in Europe... |

**<Files\\ - Italian Grower (15)> - § 3 references coded [2.35% Coverage]**

**Reference 1 - 1.20% Coverage**

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| 00:16:16 | S1 | If this thing is feasible according to the law, so much the better, then, because already now, as a tobacco grower, listening to and looking at the news, watching TV, they accuse us, like we were cultivating opium, I don't know, some drugs… |

**Reference 2 - 0.31% Coverage**

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| 00:17:24 | S1 | It's a, no, no, no, it is something personal, because on TV… |

**Reference 3 - 0.84% Coverage**

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| --- | --- | --- |
| 00:17:34 | S1 | Hearing things, how they are going, everybody accuses tobacco, still a packet of cigarettes next to you, it's like you are an outlaw, I don't know. This is my opinion. |

**<Files\\ - Italian Grower (16)> - § 4 references coded [1.40% Coverage]**

**Reference 1 - 0.14% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:16:42 | S1 | I repeat it, like before, it has no importance. For me, they can do cigarettes, they can do tar, they can do medicines… well, maybe medicines, since there is a big fight against smoking, tobacco has always been considered in a negative way, because as a producer, we make a product that is unhealthy for the population, so - quote unquote - they accuse us as producers. However, with such a situation, a medicine able to help people, maybe also how the world sees us. |

**Reference 2 - 0.60% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:16:42 | S1 | I repeat it, like before, it has no importance. For me, they can do cigarettes, they can do tar, they can do medicines… well, maybe medicines, since there is a big fight against smoking, tobacco has always been considered in a negative way, because as a producer, we make a product that is unhealthy for the population, so - quote unquote - they accuse us as producers. However, with such a situation, a medicine able to help people, maybe also how the world sees us. |

**Reference 3 - 0.28% Coverage**

|  |  |  |
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| 00:18:10 | S1 | No, no, well, we are not badly judged, in the sense that they discriminate us, but… |

**Reference 4 - 0.39% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:18:18 | S1 | But of course, by fighting against smoking, quote unquote it is a harmful product… but no discrimination, not this. |

**<Files\\ - Spanish Ex-Grower (17)> - § 1 reference coded [0.64% Coverage]**

**Reference 1 - 0.64% Coverage**

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| 00:21:17.28 | S3 | Because for me, tobacco farming, it's a beautiful crop. It has the problems that led me to stop growing it. But it is a beautiful crop. |

**<Files\\ - Italian Grower (19)> - § 1 reference coded [1.01% Coverage]**

**Reference 1 - 1.01% Coverage**

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| 00:11:00 | S1 | Yes, yes, because it seems the consumption of tobacco as it is today, is going to have a short life. All these anti-smoking campaigns, the consumption is getting lower and lower every year, so I would be pleased if tobacco could go, could have a different role. |

**<Files\\ - Italian Tech. (22)> - § 2 references coded [2.62% Coverage]**

**Reference 1 - 1.58% Coverage**

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| 00:08:57 | S1 | Yes, I am trying to find out something else that can… because we already know that tobacco is harmful, therefore we are studying, trying to understand what we can do in order to address the producer toward a crop, or a tobacco that is less harmful with the aim to... |

**Reference 2 - 1.04% Coverage**

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| 00:13:50 | S1 | There is no concern, the concern about whether it is allowed in [country] to modify the plants, and not for smoking, but for a different situation, for medicines, in order to produce something else… so much the better. Because we are at a point where we are really in trouble. The production is only almost, we have a structure of eight hundred members, we have troubles looking for what to do. |

**<Files\\ - Spanish Tech. (23)> - § 3 references coded [2.15% Coverage]**

**Reference 1 - 1.27% Coverage**

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| 00:14:31.18 | S3 | Right. Yes, because in fact, they are not really aware, I mean, yes, they know it's smoked. But no…they don't care, in quotation marks. They sell it, period. Saying, no… They don't care whether it ends up being used in medicinal, if it ends up in medicine, if it ends up as cigarettes, if it ends up as biomass... |

**Reference 2 - 0.24% Coverage**

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| 00:15:36.22 | S3 | Of course. You must realize that the word tobacco is taboo. I mean… Those are the contradictions. Because a pack of tobacco takes up 80%. I mean… And it's 8 grams of tobacco. And on average, let's say on average, they're paying between 2.20 and 2.30 euros per kilo. Meaning. it's a contradiction. But now you.... I am an agronomist for example, right? I studies in [city]. So it's reasonable that when you study, you study the main crops in your region, right? Because that's probably where you will be working, right? And tobacco is one of the main crops in the region, in the northern region of [region] with… |

**Reference 3 - 0.63% Coverage**

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| 00:16:30.09 | Inaudible | … and it's not studied. As a crop, it's completely taboo. If you want to learn about tobacco, either you get yourself involved in the region, or do some kind of practical work or find a way to make a living, but it's not studied. It's a totally taboo crop, you know? People don't want to give it any publicity; tobacco kills. So the first thing they say is that tobacco kills. So... |

**Name:** Nodes\\PMI & 'Big Tobacco'

**<Files\\ - Spanish Grower (1)> - § 1 reference coded [0.55% Coverage]**

**Reference 1 - 0.55% Coverage**

|  |  |  |
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| 00:19:42.19 | S3 | Yes, yes because there will still be tobacco for them, I don't know how much will be needed to do this. But there will be tobacco for them.  |

**<Files\\ - Italian Grower (3)> - § 1 reference coded [0.89% Coverage]**

**Reference 1 - 0.89% Coverage**

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| 00:02:42 | S1 | Because at the time, when we still produced vegetables because we still had existing contracts, then we signed the contract with [companies], therefore we have some more certainty, so we chose to eliminate the vegetables and get specialized just on one thing... because the area where we grow the vegetables doesn't allow the same length of season as other areas, our summer cycle is very short, so it doesn't allow us to... |

**<Files\\ - Spanish Policy & Grower (4)> - § 5 references coded [2.39% Coverage]**

**Reference 1 - 0.20% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:15:13.07 | S3 | There will be a bit of everything. I don't know. The tobacco companies have a lot to lose. The labs as well. From here, it goes to a lab. I think that the most powerful lobbies in Europe are the labs and the tobacco companies, in that order. I think that this has already been addressed before and there have been issues around it. Furthermore, the companies themselves which at the end of the day are the ones buying the tobacco from us, haven't threatened but they see the end coming. I'm not clear, I want you to know that we... the relationship will be very important when this is set in motion. |

**Reference 2 - 0.10% Coverage**

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| 00:17:00.00 | S3 | They don't want it. |

**Reference 3 - 0.21% Coverage**

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| 00:17:06.22 | S3 | First, because they would face competition. |

**Reference 4 - 0.41% Coverage**

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| 00:17:13.28 | S3 | They'd never be let in. New stuff is for others. They are not getting involved in this. They are getting involved in [country], with the legalization of…  |

**Reference 5 - 1.47% Coverage**

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| 00:18:36.06 | S3 | Right but… In theory, if they change their opinion, because they change their opinion a lot, you have to be able to adapt. Until now, they have not been in favour of this kind of things. And when there were talks about genetically modifying tobacco farming, they never agreed. So, this is not a coincidence, there's a reason.  |

**<Files\\ - Spanish Grower & Tech. (6)> - § 1 reference coded [0.94% Coverage]**

**Reference 1 - 0.94% Coverage**

|  |  |  |
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| 00:19:20.22 | S3 | Yes. I don't know if you know that [company] created an electronic cigarette that reduces the damage cause by tobacco by almost 95%. And they're trying to reduce it, if not by 100%, by 99%. It's getting some traction. That's good for us too.  |

**<Files\\ - Spanish Grower (7)> - § 1 reference coded [0.72% Coverage]**

**Reference 1 - 0.72% Coverage**

|  |  |  |
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| 00:18:33.24 | S3 | What it does is, to make it repellent. In the world of tobacco we're always saying that because of the multinationals, the transgenics are banned. We do nothing but hybridisation, natural varieties. One variety with another, we hybridise and that's it.  |

**<Files\\ - Spanish Tech. (8)> - § 3 references coded [1.71% Coverage]**

**Reference 1 - 0.28% Coverage**

|  |  |  |
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| 00:11:23.18 | S3 | Mainly the manufacturers. [Company].  |

**Reference 2 - 0.34% Coverage**

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| 00:11:34.02 | S3 | They would be the ones to push the project forward |

**Reference 3 - 1.09% Coverage**

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| 00:11:45.02 | S3 | Besides, it would be a good argument because it would justify in a way, it would show the big companies' interest in doing away with tobacco for smoking purposes.  |

**<Files\\ - Italian Researcher (10)> - § 3 references coded [3.59% Coverage]**

**Reference 1 - 0.17% Coverage**

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| 00:30:32 | S1 | As far as I know, [company] follows the growers. |

**Reference 2 - 0.21% Coverage**

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| 00:31:00 | S1 | I saw them there and… I was surprised. I had a surprise for this. |

**Reference 3 - 3.21% Coverage**

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| --- | --- | --- |
| 00:32:51 | S1 | No, I was surprised that it was involved just for one reason: every time in the past, when speaking about alternatives to tobacco as substitution of the crop obviously the industry that buys the Italian tobacco to produce cigarettes, the filling with some features of quality, [the industry] isn't happy, because it thinks, where can I buy tobacco now? Now [company] is in a phase of evolution on the products, they are doing other things, but they never consider total substitution as a positive. For this reason I said, just tobacco for proteins, I don't see it, on the basis of my past impressions, as something... it was even difficult to use the word 'conversion'. It is more about "restoration"... I organised a little meeting, then you can translate briefly, I organized a conference where we said: "Conversion or restoration?" because people get upset about the term [total] conversion. Also because the associations are made of tobacco growers, so they earn a living as tobacco growers. |

**<Files\\ - Spanish Grower (13)> - § 5 references coded [2.44% Coverage]**

**Reference 1 - 0.10% Coverage**

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| 00:19:27.12 | S3 | The central offices. The central office at the European level, the tobacco companies.  |

**Reference 2 - 0.69% Coverage**

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| 00:20:06.24 | S3 | My opinion, right? I think that for everyone's benefit sake, they should have an open mind In fact, right now, I'm taking the [company] course and we go to the… |

**Reference 3 - 0.72% Coverage**

|  |  |  |
| --- | --- | --- |
| 00:20:21.17 | Inaudible | [Inaudible] D+D? Institute and all that's being done with inhaler cigarettes. I think they would because it would benefit everyone. It would benefit the manufacturer himself.  |

**Reference 4 - 0.56% Coverage**

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| 00:20:36.26 | S3 | Ok, but they are developing another type of inhalation that maybe can address health issues. They are making electronic cigarettes. |

**Reference 5 - 0.37% Coverage**

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| --- | --- | --- |
| 00:21:02.25 | S3 | If the manufacturing company doesn't benefit from it, it won't happen. That's very clear.  |

**<Files\\ - Italian Grower (16)> - § 2 references coded [0.75% Coverage]**

**Reference 1 - 0.30% Coverage**

|  |  |  |
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| 00:07:35 | S1 | No with the costs, because with the [company] contract, we have reduced to the minimum. I mean, the production costs are fixed, so you can't reduce so much… you can’t use underage labour as it is illegal. As far as production costs, you buy according to fixed-price lists, so we can't do anything in this respect. Only sales, and if you have a high margin, you have a high margin, but you can't narrow so much... we narrowed the supply chain, eliminated the middlemen... in my opinion it's finished, there is nothing more we can do. |

**Reference 2 - 0.45% Coverage**

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| 00:09:07 | S1 | Features… are we talking about the product? Well, as final product I don't see… well, for somebody who grows tobacco, we can do everything: if the company asks us for some product, we are able to do it, always within the limits of the land, but it is not a problem of features of the variety, that's it. I mean, it is the company that's asking us, so you need to do a different fertilization plan? We can do it. You have to follow all the rules, I think you already know how [company] works, with fixed [pesticide] residue limits. |

**<Files\\ - Italian Grower (19)> - § 1 reference coded [0.60% Coverage]**

**Reference 1 - 0.60% Coverage**

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| 00:08:34 | S1 | And then, sorry, because we are by the way in a situation of monopoly, where [company] is the only buyer. |

**<Files\\ - Italian Grower (20)> - § 1 reference coded [0.74% Coverage]**

**Reference 1 - 0.74% Coverage**

|  |  |  |
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| 00:07:22 | S1 | In general we can say that, I can say for sure workers have a big effect on our product, because there is a lot of manual work, so the workers have a great influence. Then there is the so called cryptogram part: you need to be very careful with the deficiency of the kind of product, also because we have, with [company], a very strict procedural guideline. Then in the last years there is also the fact that the number of workers doing tobacco in general has decreased, also in [country], and there also less registered products. So we are actually also bound on the products to use, the deficiency we have, and they control a lot, and we have to be very careful on this thing. |

**<Files\\ - Italian Tech. (22)> - § 1 reference coded [0.61% Coverage]**

**Reference 1 - 0.61% Coverage**

|  |  |  |
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| 00:01:58 | S1 | Of all producers who sell their product to [company], because we sell to [company], don't we? |

**<Files\\ - Spanish Tech. (23)> - § 5 references coded [4.72% Coverage]**

**Reference 1 - 1.22% Coverage**

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| 00:04:10.22 | S3 | That's how it works. So the main thing, the main problem is that one and that it's a politicized product, it's a very regulated crop. It's controlled by [companies], which are the main multinationals which take the tobacco, as you know. |

**Reference 2 - 0.19% Coverage**

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| 00:05:10.09 | S3 | And they have a lot of restrictions over it. |

**Reference 3 - 1.13% Coverage**

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| 00:09:08.27 | Inaudible | [Inaudible] And now they've been studying for three or four years … because smoking through combustion will disappear. In the future, it will disappear. What we're moving towards is smoking through heat. So research can take four or five years… And it requires a higher quality tobacco. That's also why the set up restrictions, I don't know... Because that's also quite contradictory because here in Europe they, we're all here. But tobacco is produced around the world, because of course what Europe produces is a shitty amount, compared to what is produced around the world. But in Brazil, in South Africa, they produce a lot more tobacco with minimal pesticide restrictions. You know? And that tobacco is also sold around the world, not just in that country. So then, there are contradictions.  |

**Reference 4 - 2.10% Coverage**

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| 00:09:08.27 | Inaudible | [Inaudible] And now they've been studying for three or four years … because smoking through combustion will disappear. In the future, it will disappear. What we're moving towards is smoking through heat. So research can take four or five years… And it requires a higher quality tobacco. That's also why the set up restrictions, I don't know... Because that's also quite contradictory because here in Europe they, we're all here. But tobacco is produced around the world, because of course what Europe produces is a shitty amount, compared to what is produced around the world. But in Brazil, in South Africa, they produce a lot more tobacco with minimal pesticide restrictions. You know? And that tobacco is also sold around the world, not just in that country. So then, there are contradictions.  |

**Reference 5 - 0.09% Coverage**

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| 00:10:04.00 | S3 | Many contradictions |