


PAX TRAINING BOOKLET

# KNOW IT INSIDE OUT.
# EXPLAIN IT IN ONE LINE.

Everything your team needs to know about PAX: who we are, PAX Mini and PAX Four spec by spec, how to use and care for them, and answers to the questions customers ask.

TAKE THIS GUIDE HOME

**Scan to download.**

Or tap here to download the PDF

INSIDE


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MEET PAX

# WE DIDN'T JUST ENTER THE CATEGORY. WE DEFINED IT.

Established in 2007, PAX is the undisputed dry herb leader: award-winning hardware, built for national scale.

| 2007 | 5M+ | 50+ | +44% | 34 |
|---|---|---|---|---|
| Established | Customers | Markets activated | Basket ring vs. typical vape customer | Average customer age |

## IN THE PRESS

VOGUE · VANITY FAIR · GQ · Esquire · BAZAAR

GEAR PATROL · VICE · Forbes · MAXIM · WIRED

salon · COOL HUNTING · Rolling Stone · FAST COMPANY · HIGH TIMES

## THE DRY HERB LEADER



### PAX MINI

**Simplicity**

Conduction heating · 4 heat modes

FOR ON-THE-GO SESSIONS



### PAX FOUR

**Power**

Hybrid heating · 4 heat modes

FOR FULL-POWER SESSIONS

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ABOUT PAX

# ENHANCE EVERY MOMENT.



OUR PROMISE

## THE FUTURE OF FLOWER. DESIGNED FOR YOU.

PAX is the leader in premium dry herb (flower) vaporizers, crafted for precision and consistency, delivering the best of the flower and nothing else. All PAX products are backed by two decades of research and development.

### NEXT-LEVEL TECHNOLOGY

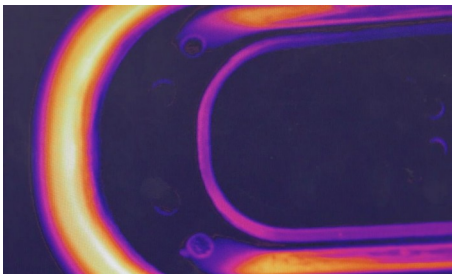
PAX is an innovator of products that extract the best of the flower with unparalleled precision, control, and consistency—preserving the full essence of the plant.

### PREMIUM DESIGN

PAX creates products that enhance every part of the experience, with elegant designs that complement every mood and moment.







IN THE LAB

**State-of-the-art lab**
**PhD scientists on staff**
**Peer-reviewed & published**
**200+ patents held**
**ECCO-certified (CA)**

**PLASTIC NEGATIVE ACROSS ALL PRODUCTS**

**2x**

We remove 2x as much plastic from nature as we use, through partnership with rePurpose Global.

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# THE LINEUP, SPEC BY SPEC.

| | PAX MINI | PAX FOUR |
|---|---|---|
| **OVERVIEW** | | |
| Best for | ON-THE-GO SESSIONS | FULL-POWER SESSIONS |
| Use with | Dry herb (flower) | Dry herb (flower), not concentrate compatible |
| **HEATING** | | |
| Heat type | Conduction | Hybrid: 1 heater, conduction + convection |
| Heat-up time | 22 seconds | 55–70 seconds (about 60 on average) |
| Heat modes (°F) | 4 · 356 / 374 / 392 / 419°F | 4 · 374 / 392 / 410 / 428°F |
| Heat modes (°C) | 4 · 180 / 190 / 200 / 215°C | 4 · 190 / 200 / 210 / 220°C |
| **OVEN & AIRFLOW** | | |
| Oven capacity | .25–.5g | Up to .3g |
| Packing | Firm | Loose (light pack) |
| Oven material | Stainless steel | Stainless steel |
| Airflow | 1.5 L/min | 2.5 L/min |
| Airpath | Closed · clean with wire brush | Closed · clean with wire brush |
| **BATTERY & CHARGING** | | |
| Battery life | 60 minutes | 50 minutes · 5 sessions per charge |
| Charge time | 90 minutes | 100 minutes |
| Charging | PAX magnetic charger with USB-C | USB-C |
| **DESIGN & FEATURES** | | |
| Size (H × W × D) | 9.3 × 3.0 × 2.1 cm | 10.8 × 3.6 × 2.7 cm |
| Weight | 89 g | 125 g |
| Haptic feedback | Yes | Yes |
| LED brightness control | Yes | No |
| Motion features | Accelerometer auto shut-off & battery indicator | Shake for battery life; shake to set heat |
| **WARRANTY & PRICE TIER** | | |
| Warranty | 2-yr limited + 1 yr if registered in 30 days | 2-yr limited + 1 yr if registered in 30 days |
| Price tier | $ | $$ |

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IN DEPTH

# PAX® MINI

## THE ORIGINAL DISCREET VAPORIZER, REFINED.

Same iconic, ultra-portable design — now with greater oven capacity and refined temperature control.



### HOW IT HEATS

Conduction. The oven heats the dry herb (flower) through direct contact, so a firm, dense pack heats most evenly.

**Ready in 22 seconds.**

### 4 HEAT MODES

| | |
|---|---|
| Mode 1 | **356°F / 180°C** |
| Mode 2 | **374°F / 190°C** |
| Mode 3 | **392°F / 200°C** |
| Mode 4 | **419°F / 215°C** |

### OVEN & LIDS

Holds .25–.5g of flower. Full and half-size oven lids are included, so customers can choose a full or smaller session.

### THOUGHTFUL DETAILS

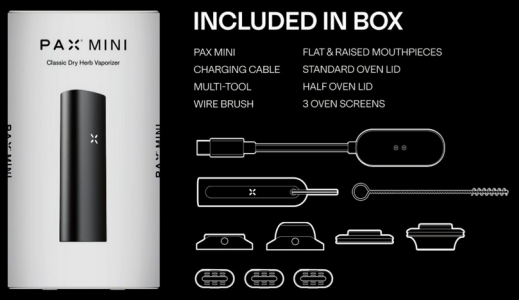
- Accelerometer-driven auto shut-off
- Accelerometer-driven battery indicator
- Haptic feedback
- LED brightness control

### BATTERY & CHARGING

- 60-minute battery life
- 90-minute charge time
- PAX magnetic charger with USB-C

### IN THE BOX

PAX Mini, charging cable, multi-tool, wire brush, flat & raised mouthpieces, standard oven lid, half oven lid, 3 oven screens.




BEST FOR

**ON-THE-GO SESSIONS**

SAY IT LIKE THIS

**“PAX Mini fits in your pocket and is ready in 22 seconds.”**

Watch the PAX Mini video

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PAX

IN DEPTH

# PAX® FOUR

## POWER YOU CAN FEEL.

Heavy clouds and high potency for customers moving away from combustion. One hybrid heater, four intuitive heat modes, five sessions per charge.




### HOW IT HEATS

Hybrid. A single heater combines conduction (heat through contact with the oven) and convection (heated air moving through the dry herb (flower)). Temperature is managed by a thermistor.

**Heats up in 55–70 seconds.**

### 4 HEAT MODES

| | |
|---|---|
| Petal 1 | **374°F / 190°C** |
| Petal 2 | **392°F / 200°C** |
| Petal 3 | **410°F / 210°C** |
| Petal 4 | **428°F / 220°C** |

### OVEN & AIRFLOW

Stainless steel oven that holds up to .3g. Pack it loose. Draw resistance is 2.5 L/min.

### CONTROLS & FEEL

- Shake to check battery life
- Shake to set heat settings
- Haptic feedback

### BATTERY & CHARGING

- 50-minute battery life
- 5 sessions per charge
- 100-minute charge via USB-C

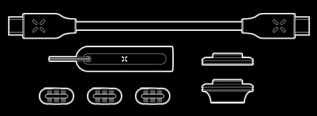
### IN THE BOX

PAX Four, USB-C cable, multi-tool, wire brush, 3 extra oven screens, flat & raised mouthpieces.




**INCLUDED IN BOX**

PAX FOUR
MULTI-TOOL
3 SCREENS
FLAT & RAISED MOUTHPIECES
USB-C CABLE



BEST FOR

**FULL-POWER SESSIONS**

SAY IT LIKE THIS

**“Heavy clouds and high potency. PAX Four is power you can feel.”**

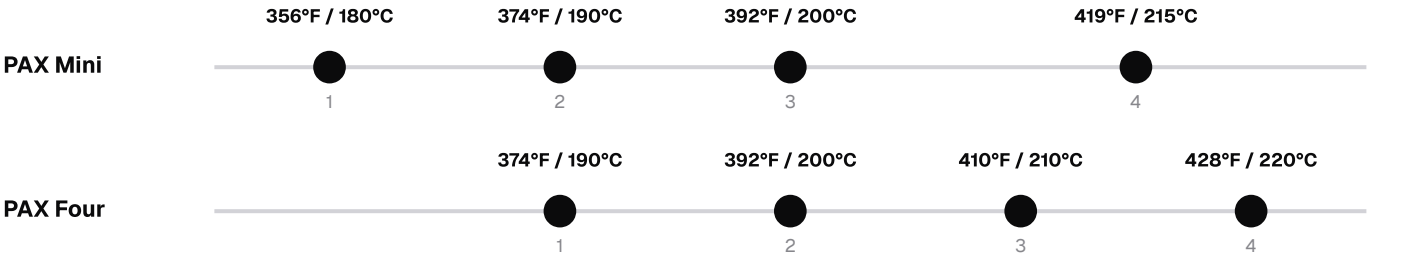
**Watch the PAX Four video**

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# HEAT, PACKING & CARE.

Small adjustments, big difference. Walk customers through these at the counter.

## HEAT MODES AT A GLANCE




**Low heat (Heat Mode 1)**

Delivers maximum flavor.

**Medium heat (Heat Mode 2–3)**

Delivers a balanced experience.

**High heat (Heat Mode 4)**

Produces warmer, denser vapor.

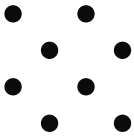
## PACKING THE OVEN



PAX Mini **Pack it firmly.**

**Capacity: .25–.5g**

Grind to a fine-to-medium consistency and pack firmly: 0.25g with the half pack oven lid, 0.5g with the full oven lid.



PAX Four **Pack it loosely.**

**Capacity: Up to .3g**

Grind to a fine-to-medium consistency and pack loosely, up to 0.3g. Don't press the flower down.

## KEEP IT CLEAN

- Both have a closed airpath that is cleaned with a wire brush.
- A wire brush and multi-tool come with both devices.
- Full cleaning steps: see the FAQ, p.10.

## SCREENS & PARTS

- PAX Mini: 3 oven screens, standard and half oven lids.
- PAX Four: 3 extra oven screens.
- Both: flat & raised mouthpieces.

## CHARGING

- PAX Mini: PAX magnetic charger with USB-C, 90 min.
- PAX Four: USB-C, 100 min.
- PAX Four battery is not user-replaceable.

**2+1**

YEAR WARRANTY

PAX Mini and PAX Four come with a 2-year limited warranty. Customers who register their device within 30 days get 1 more year.

Make it part of every checkout: "Register it in the next 30 days for an extra year of coverage."

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# CUSTOMER CONVERSATIONS.

Listen first. Recommend second. Match the device to the person, then let the product do the talking.

| IF THEY SAY… | RECOMMEND | BECAUSE |
|---|---|---|
| “I want something I can take anywhere.” | **PAX Mini** | For on-the-go sessions. Our smallest, most pocketable vaporizer: 89 g. |
| “I want it ready fast.” | **PAX Mini** | Ready in 22 seconds. |
| “I want big clouds.” | **PAX Four** | For full-power sessions. Hybrid heating for strong, dense clouds with potent effects. |
| “I’m moving away from combustion.” | **PAX Four** | Heavy clouds and high potency for customers moving away from combustion. |

### ASK THREE QUESTIONS

**1** “Will you mostly use it on the go, or do you want full-power sessions?”

**2** “What matters more: small and discreet, or big clouds and potency?”

**3** “Do you want a quick heat-up, or a bigger, more powerful session?”

### BOTH PAX VAPORIZERS

- Are made for flower
- Have 4 heat modes and haptic feedback
- Use a closed airpath that cleans with a wire brush
- Come in Onyx and Greenstone
- Carry a 2-year limited warranty, +1 year when registered within 30 days

SHOW, THEN SELL

## Let the video do the demo.

Scan with a phone camera, or share the link with customers at checkout.

Watch the PAX Mini video

Watch the PAX Four video

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# FREQUENTLY ASKED QUESTIONS.

Clear answers for the questions customers ask most.

## DEVICE BASICS & TERMINOLOGY

**What is a dry herb vaporizer (DHV)?**

A dry herb vaporizer works like a miniature pocket oven: it gently warms dry herb (flower) to make vapor, without burning it.

Heats without combustion: vapor, not smoke.

**Can I use concentrates?**

Both are made for flower. PAX Four is not concentrate compatible.

**Is there an app?**

PAX Four is not app-enabled. You set heat and check battery right on the device.

## LOADING & OPERATION

**How do I load and operate PAX Mini and PAX Four?**

**Loading:** Grind material to a fine-to-medium consistency. For PAX Mini, pack firmly (0.25g for half pack oven lid – 0.5g for full oven lid). For PAX Four, pack loosely (up to 0.3g).

**Powering on:** Press and hold the mouthpiece button for 2 seconds (the unit will vibrate). The LED pulses pink while heating (22s for PAX Mini, 55–70s for PAX Four) and turns solid or pulsing green with a vibration when ready.

**Inhaling:** Take gentle, slow “sips” from the mouthpiece rather than hard drags.

**Session control:** You don’t have to finish the whole oven at once; you can take a single puff and power off by holding the mouthpiece button for 2 seconds.

## HEAT MODES

**What are the 4 heat modes?**

**PAX Mini:** 356 / 374 / 392 / 419°F (180 / 190 / 200 / 215°C)

**PAX Four:** 374 / 392 / 410 / 428°F (190 / 200 / 210 / 220°C)

**How does temperature affect my session?**

**Low heat (Heat Mode 1):** Delivers maximum flavor.

**Medium heat (Heat Mode 2–3):** Delivers a balanced experience.

**High heat (Heat Mode 4):** Produces warmer, denser vapor.

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## POST-SESSION

| | |
|---|---|
| **How do I know when the session is finished?** | The chamber is finished when the vapor thins, the flavor turns to toasted popcorn, and the material turns a toasted brown color. |

## MAINTENANCE & STORAGE

| | |
|---|---|
| **How do I clean and maintain my device?** | Clean every few sessions to maintain optimal airflow.<br>Wait for your device to cool completely before handling – at least 15 minutes following a session. Never open a hot device, as this may cause burns or other injury.<br>Remove the mouthpiece and oven lid. Dip a wire brush or pipe cleaner in isopropyl alcohol, push it down the vapor path to pop out the oven screen, and floss through. Clean the oven interior with an alcohol-moistened Q-tip. Soak the silicone mouthpiece and metal screen in isopropyl alcohol.<br>**Watch the cleaning video** or scan the cleaning video QR code below. |
| **How should I travel with or troubleshoot my vaporizer?** | **Storage & travel:** Power off completely and store in a protective case. Always verify local legal regulations before taking a device abroad.<br>**Functionality check:** If the LED indicators cycle correctly and inhalable vapor is produced, the device is operating normally. |

## WARRANTY & PRICE TIER

| | |
|---|---|
| **What's the warranty?** | 2-year limited, plus 1 more year when registered within 30 days. |
| **Why does PAX Four cost more?** | PAX Four ($$) sits a tier above PAX Mini ($): hybrid heating built for strong, dense clouds and potent effects. |

CLEANING VIDEO

### How to clean your PAX.

Scan the code with a phone camera to watch, or **tap here to open the video**. Share it with customers at checkout.

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