



THE DOCTOR GANJA

# PEDRO COVES

Buyer Representative  
GACP/GMP Consultant

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About Me •

# Pedro Coves

Known as TheDoctorGanja, Pedro is a leading figure in the global medical cannabis industry. With experience in over a dozen countries, he has evolved from expert grower to high-level advisor, specializing in GACP/GMP compliance, pharmaceutical project development, and international business strategy. Based in Thailand, Pedro supports cannabis operations in emerging markets like Germany, Switzerland, Morocco, and Pakistan, while mentoring professionals and designing scalable, legally compliant business models.

His expertise spans plant physiology, cultivation technology, and post-harvest processes, and he is known for his clarity in teaching complex subjects and his commitment to excellence. Despite facing social media censorship, he remains influential as a consultant, educator, and industry strategist. Pedro's current mission focuses on educating, standardizing, and scaling the industry, with the goal of leaving a lasting impact.

Discover Portfolio





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# Medical International Experience Cannabis



- Canada / USA / Colombia
- Portugal / Spain / Italy / Switzerland / The Netherlands / Morocco
- Thailand

What sets me apart •

## **Experience**

- ✓ Technical mastery + business vision
- ✓ Real on-field experience
- ✓ Ability to train and lead teams
- ✓ SOP writing, traceability, audit preparation, and ongoing support

## **Content Creator**

TheDoctorGanja, my technical identity, followed by thousands, was removed due to social media censorship. I now operate under strategic anonymity, focused on delivering high value to serious businesses.

## **Vision & Propose**

I help companies transform conventional cultivation into pharmaceutical-standard facilities, always seeking sustainable results, efficient processes, and strong regulatory compliance in a single structure.



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# Buyer Representative



## Sourcing objective as Buyer Representative and quality auditor in Thailand

This year, I undertake with responsibility and commitment the challenge of securing a total supply of 1,400 kilograms of pharmaceutical-grade cannabis flowers for two of my international clients.

As the official representative in Thailand for these buyers, my primary role is to personally audit and validate the quality of the flowers offered by local producers, ensuring they meet the highest standards required for acceptance and subsequent purchase.

This initial batch is intended for two clients who have decided to conduct a trial supply phase. At the same time, I travel regularly to Europe to meet with some of the most prominent pharmaceutical distributors and buyers across the continent, particularly in countries such as the United Kingdom, Germany, Switzerland, Portugal, and Spain, among others.

The projected demand for 2026 exceeds 5,000 kilograms per year, in line with the growing confidence of buyers in Thai producers who demonstrate consistency, traceability, and regulatory compliance.

My objective is to identify and work closely with the best certified producers in the country, fostering stable, sustainable, and auditable commercial relationships that position Thailand as a reliable supplier in the international medical cannabis market.



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# My Export & Market Services

## Connecting to the European Market

I act as a bridge between Thai producers (GACP-compliant) and European buyers (EU-GMP-compliant), ensuring traceability, legality, and quality.

## Connection Process

- Facility and crop assessment
- Legal and technical document review
- Risk assessment
- Logistical and commercial coordination
- Fair terms negotiation

## Quality Control at Origin

I ensure the product meets microbiological and cannabinoid standards before shipment, avoiding the need for post-shipment irradiation.

## Contractual Assistance

I help prevent abusive contract clauses. I protect both buyers and producers, ensuring traceability and full regulatory compliance.

## GMP Project in Spain

Currently developing a GMP facility in Spain to import, reprocess, and distribute Thai GACP material within the EU.

## Complete Export Structure

From cultivation in Thailand through inspection → packaging → documentation → delivery to the European destination. All under technical supervision.

## Seed Traceability & White Label Project

Parallel project: legal seed sales with full traceability, for collectors or licensed clients. International wholesale model.

## Active Buyers & Contact Network

Collaborations with distributors, labs, wholesalers, and pharmaceutical firms in Germany, Spain, Portugal, and the UK. Direct and trusting relationships.

## Added Value for Both Sides

Faster timelines, reduced legal risks, ongoing advisory, and a win-win approach in every international connection.

## Buyer Representatives

*Specialized in the sourcing and negotiation of the purchase of pharmaceutical grade cannabis for mainly European companies but also in other countries, such as currently in Thailand.*

*I act as a strategic link between suppliers and customers, ensuring compliance with regulatory standards, product quality and supply chain efficiency.*



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## My Services •

### Facility Advisor

I support companies from facility design to export preparation, ensuring GACP compliance, risk reduction, and productivity enhancement.

### Facility Diagnosis & Redesign

Initial technical audits, process evaluation, workflow redesign, climate control, nutrition, sanitation, security, and HR strategies.

### Implementation of Pharmaceutical Standards

GACP implementation, SOP development, technical team training, and document validation for inspections or certification.

### Environmental Monitoring & Control

Use of sensors like Pulse Grow to monitor temperature, humidity, CO<sub>2</sub>, VPD, dew point, and light levels. Enables real-time data analysis and proactive adjustments.

### Nutrition, Irrigation & Cultivation Cycles

Fertigation strategy design, EC and pH control, substrate management, vegetative and flowering phases, and agronomic standardization.

### Microbial & Sanitary Control

Protocols to reduce microbial load, management of diseases such as septoria, powdery mildew, botrytis, and implementation of prevention practices.

### Harvest & Post-Harvest Support

From cutting to curing: technical drying, trimming, curing under controlled atmosphere, and final quality analysis.

### Internal Staff Training

On-site and online training. Tailored to staff level: workers, supervisors, or technical managers. Practical and pharmaceutical-based approach.

### GrowthPartner Program

Exclusive technical-strategic support service with regular meetings, real-time problem solving, and comprehensive guidance.

## Research & Development

*From the Quality control for export and GACP/GMP consultant unit, I lead projects aimed at improving agronomic practices, analyzing genetic and environmental variables, and implementing cultivation, harvest, and post-harvest protocols. This dual perspective enhances production efficiency and ensures consistent, high-quality medical cannabis flower in line with international standards..*



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# Real Cases & Proven Results



2013  
Morocco Project



2015  
Spain Hemp Project



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2020  
Colombia Project



2022  
Thailand Project



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2024  
Thailand Project



2024  
Thailand Project

# Facility Advisor in Thailand



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2024

Thailand Project



2024

Thailand Project



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## The Cultivation That Marked a Before and After: TropCherry, a Demonstration of Mastery

In 2024, I decided to take on a challenge that many considered impossible: unlocking the full potential of the famous *TropCherry* variety, widely cultivated across Thailand from the same clone purchased by all local growers. Until that moment, the results achieved were, in my view, far from optimal, with yields barely reaching 1 kilogram per square meter and visibly poorly managed crops.

While others blamed the genetics, I saw an opportunity to prove that it is not the variety, but the hands and knowledge of the cultivator that make the real difference. Applying my advanced cultivation methods —based on plant physiology, precise canopy management, high-efficiency nutrition, and precision environmental control— I designed a TropCherry cultivation that quickly captured international attention.

Each plant was handled to maximize its potential: I covered every centimeter of the growing space with productive tops, creating a perfect, uniform, and balanced canopy where air could circulate freely and light could reach all the tops evenly —a fundamental aspect when aiming for top-level production.

The result was a true visual spectacle: a red sea of intensely pigmented flowers in shades of red, violet, and purple, showcasing exceptional health and vigor. But it wasn't just a matter of aesthetics: I successfully produced 180 grams of premium-quality flowers per plant, with 9 plants per light, exceeding 1.6 kilograms in just the first cultivation cycle. A performance that surpassed any previous record for this variety in the country.

The impact was immediate: major international brands like Athena shared and reposted my work, with my posts breaking all previous records for views, likes, shares, and saves in the history of their social media.

This achievement not only consolidated my position as an international reference in cannabis cultivation, but also sent a clear message to the industry: the true difference lies in the cultivator's knowledge, technique, and passion.

With TropCherry, I didn't just cultivate exceptional flowers.

I cultivated a legend.

# Success cases in Thailand



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Thailand Project - GACP



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Growth phase



Beginning of flowering



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Intermediate flowering phase



Intermediate flowering phase



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Maturation phase



Maturation phase

# Process – Success cases in Thailand



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Maturation phase



Maturation phase



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Ready to harvest



Ready to harvest



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Day of the harvest



Finished product


# Medical Results Cannabis Success cases in Thailand



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Material	Unit of measure	Yield (per m <sup>2</sup> )	Notes
Cannabis	1.2 m <sup>2</sup>	16 kg	Strain - Trop Cherry

## COA Certificate



**CANNALYSIS**  
SIAM HERBAL LABORATORIES

Cannalysis Co., Ltd. Laboratory  
No.15, 8 Floor Soi Raminthra 55/8 Tharaeng Bangkhen Bangkok 10220  
Tel. 0639789974 E-mail: sales@cannalysis-th.com




Accreditation No. 1373/66

### TEST REPORT

Page: 1/1

Date of Issue : 26 March 2024  
Report No. : TR 67/0112  
Test application : TA 67/0041

Customer Name  
Address  
Sample Number  
Sample Name : Tropicana Cherry  
Date of sample received : 22 March 2024  
Sample Type : inflorescences of cannabis  
Weight/Volume : 5 g  
Amount : 1 Bag

Date of analysis : 25 March 2024  
Packaging : Ziploc bag  
Temperature : Room temperature  
Sample Condition : Normal

Test Item	LOQ (mg/L)	% w/w	Reference Method
Cannabidiol (CBD)	0.5	ND	
Cannabidiolic Acid (CBDA)	0.5	ND	In-house method WI-04 based on Journal of
Delta-9-Tetrahydrocannabinol (THC)	0.5	0.817	UNODC 2022, Recommended Methods for the
Tetrahydrocannabinol Acid (THCA)	0.5	29.370	Identification and Analysis of Cannabis and
Total Cannabidiol (Total CBD)		ND	Cannabis Products P. 56-57
Total Delta-9-Tetrahydrocannabinol (Total THC)		26.574	

Total CBD = %CBD+(%CBDA\*0.877)  
Total THC = %Delta-9-THC+(%THCA\*0.877)

Remark: N/A = Not Applicable  
ND = Not Detected  
\* = Test method is/are not covered complying with the ISO/IEC 17025

End of Report

Approved by  
  
(Pornprapa Proythip)  
Tee Anit Waijidee  
**CANNALYSIS**  
SIAM HERBAL LABORATORIES

1. The report is certified only on the sample received tested.  
2. The report shall not be reproduced, without the written official approval of Cannalysis Laboratory  
3. The laboratory has been accepted as an accredited laboratory complying with the ISO/IEC 17025

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# Medical Professional recognition Cannabis



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## University of Alicante, Spain

2017 – Present

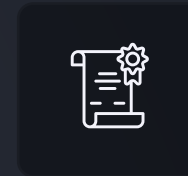
Recognized for my contribution to the professionalization of the medical cannabis sector. Leader in advanced technical mentorship. Master in Cannabis.



## Colaborations

2018 – Present

Collaboration with the Spanish Agency for Medicines and Health Products (AEMPS) to obtain a research license on the medical cannabis value chain in collaboration with the Ars-Innovatio research group of the University of Alicante, Spain.



## Colaborations

2022 – Present

Collaborator of the Scientific Unit of Business Innovation of the University of Alicante, Spain.



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Últimas noticias

El Confidencial

Iniciar sesión

España Cotizalia Opinión Salud Internacional Cultura Teknautas Deportes ACyV Televisión Vanitatis

## Mundo ■

DEL PORRO AL PELOTAZO

# Perseguidos en España, adorados en Tailandia: los reyes del oro verde

Cómo los pioneros de la marihuana pasaron de la semi clandestinidad en España a la asesoría de alto nivel en Tailandia, primer país asiático en despenalizar completamente el cannabis



Pedro Coves en una plantación de marihuana en Tailandia. (Cedida)

Por Carlos Prieto



Última hora



El Confidencial

2024

Interviewed by leading Spanish media such as 'The Confidential'.

[Perseguidos en España, adorados en Tailandia: los reyes del oro verde](#)



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# Medical

Let's talk .

# Cannabis

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- ✓ GACP/GMP Consultant
- ✓ Facility Advisor
- ✓ Cannabis Mentor

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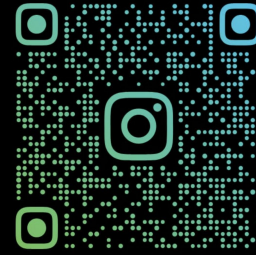
in

(Pedro Covas |  
[LinkedIn](#))



X

@Pedro\_Covas



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Go to website



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Thank you!

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