

## Hey North R. Cultivators team,

We value your partnership, and we're rolling out these monthly reviews so we can both optimize for success. The cannabis market is dynamic, and regular working discussions help us move with it.

As a retailer, we're constantly fighting for customer attention — and to keep them coming back. To do that, we offer a 100% return policy and run a steady stream of discounts and promotions. All with one goal: keep customers happy, and move as much product as we can at a margin that lets us keep the doors open.

### **That margin number is 50%. When we sell below it, the economics get tough fast.**

We're starting to ask our vendors for help covering the cost of discounts and promotions that pull us below 50%, so we can keep moving your product at high velocity. Think of it as a shared marketing expense — much like splitting the cost of a billboard. We need your help to stay competitive in this market.

We're also asking for help on returns that turn out to be product issues, and on products that expire on the shelf.

All of this is collaborative — up for discussion, never forced. If anything in the data on the next pages doesn't sit right, reply "Let's discuss" to the email this came on, or reach us at [ap@pinegrovecannabis.example](mailto:ap@pinegrovecannabis.example).

We value this partnership and want to grow with you.

— The AP team at Pinegrove Cannabis Co.

# Monthly Review and Credit Request

Pinegrove Cannabis Co. | North Ridge Cultivators

CM-1042

April 2026

**FROM (RETAILER)**

**Pinegrove Cannabis Co.**

200 Main Street

Springfield, MA, 01103

**TO (VENDOR)**

**North Ridge Cultivators**

MA

<b>GENERATED</b> 05/03/2026	<b>PERIOD</b> 04/01/2026 – 04/30/2026	<b>STATUS</b> Pending Admin
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## Net Retail Sales this month

**\$38,184.11**

### We carried 75 of your products this month

**TOP 5 BY REVENUE**

- \$2,955.00 D00000001234: North Ridge-Aurora Mist-Flower-28.0g
- \$2,080.00 D00000001235: Cascade Reserve-Velvet Dawn-Flower-28.0g
- \$1,790.00 D00000001241: Cascade Reserve-Northern Tide-Flower-28.0g
- \$1,646.50 D00000001242: Cascade Reserve-Snowbank-Flower-28.0g
- \$1,462.00 D00000001243: Cascade Reserve-Slate Hill-Flower-28.0g

**TOP 5 BY UNITS SOLD**

- 700.0g D00000001234: North Ridge-Aurora Mist-Flower-28.0g
- 644.0g D00000001235: Cascade Reserve-Velvet Dawn-Flower-28.0g
- 560.0g D00000001241: Cascade Reserve-Northern Tide-Flower-28.0g
- 504.0g D00000001242: Cascade Reserve-Snowbank-Flower-28.0g
- 448.0g D00000004201: Cascade Reserve-River Bend-Ready to Roll-7.0g

## INVENTORY TURNOVER

How quickly your products moved off our shelves this month. Faster turnover puts cash in your pocket sooner. Average and median shelf age (days from receipt to sale) plus the share of units that sold within 30 days of arriving on our shelves.

METRIC	VALUE
Average shelf age at sale	29 days
Median shelf age at sale	24 days
Sold within 30 days of receipt	61%
Sample size	1,094 sales
<b>INVENTORY TURNOVER METRICS</b>	<b>1,094 sales observed</b>

## PROMOTIONS RUN ON YOUR PRODUCTS

Customer-facing promotions we ran that included your products this month — vendor-specific promos we discussed with you, store-wide promos that swept in your products, and bulk / bundle deals (e.g. 5-for-\$40). Customer loyalty, employee discounts, and POS adjustments are separated at the bottom — those are not promotions we ran on your behalf. The goal here is improved inventory velocity for you: more cash in your pocket per year, less inventory risk.

PROMOTION	ORDERS
\$90 Ounces: North Ridge	59
20% Off Any 3 Grams Of Vapes V.3	47
10 for \$42: North Ridge 1g Singles	44
5 for \$100: Full Gram Vapes From Select Brands	35
5 for \$90: North Ridge and Cascade Reserve 1g Carts	23
20% Off When You Spend \$65+ On Edibles V.3	6
Any 5 Pre-Rolls for \$40	5
Loyalty program	126
POS adjustments	18
Manual Discount	4
Employee discount	4
<b>Subtotal (7 promotions + 4 adjustments)</b>	
<b>TOTAL ORDERS WITH PROMOTIONS</b>	<b>369</b>

## CUSTOMER RETURNS

These products were returned to us by customers and the return reason indicates the issue was a vendor-side problem (defective product, improper hardware, or customer was unsatisfied).

DESCRIPTION	QTY	INVENTORY COST
Customer Return — Defective Product (2026-04-04) POS: D00000001234: North Ridge-Aurora Mist-Flower-28.0g Metric: D00000001234: North Ridge-Aurora Mist-Flower-28.0g Pkg: 1ADEM0000000000000000000A1	27.9994	\$60.00
Customer Return — Customer was unsatisfied (2026-04-16) POS: D00000001235: Cascade Reserve-Velvet Dawn-Flower-28.0g Metric: D00000001235: Cascade Reserve-Velvet Dawn-Flower-28.0g Pkg: 1ADEM0000000000000000000A2	28	\$46.01

Customer Return — Defective Product (2026-04-21) POS: D00000002101: Ember Trail-Coastal Haze-Disposable Distillate Vape-1.0g Metr: D00000002101: Ember Trail-Coastal Haze-Disposable Distillate Vape-1.0g Pkg: 1A DEMO000000000000000000B1	1	\$12.50
Customer Return — Defective Product (2026-04-03) POS: D00000002102: Ember Trail-Granite Peak-Disposable Distillate Vape-1.0g Metr: D00000002102: Ember Trail-Granite Peak-Disposable Distillate Vape-1.0g Pkg: 1A DEMO000000000000000000B2	—	\$11.75
Customer Return — Defective Product (2026-04-04) POS: D00000003011: Quietwater Farms-Driftwood OG-Distillate Cart-1.0g Metr: D00000003011: Quietwater Farms-Driftwood OG-Distillate Cart-1.0g Pkg: 1A DEMO000000000000000000C1	1	\$10.00
Customer Return — Defective Product (2026-04-12) POS: D00000003012: Quietwater Farms-Harbor Light-Distillate Cart-1.00g Metr: D00000003012: Quietwater Farms-Harbor Light-Distillate Cart-1.00g Pkg: 1A DEMO000000000000000000C2	—	\$9.25
Customer Return — Customer was unsatisfied (2026-04-24) POS: D00000003013: Quietwater Farms-Saltwater Sage-Distillate Cart-1.00g Metr: D00000003013: Quietwater Farms-Saltwater Sage-Distillate Cart-1.00g Pkg: 1A DEMO000000000000000000C3	—	\$9.25
Customer Return — Defective Product (2026-04-05) POS: D00000003014: Salt Marsh-Pinegrove Reserve-Distillate Cart-1.00g Metr: D00000003014: Salt Marsh-Pinegrove Reserve-Distillate Cart-1.00g Pkg: 1A DEMO000000000000000000D1	1	\$9.25
Customer Return — Defective Product (2026-04-20) POS: D00000003015: Cascade Reserve-Cedar Hollow-Distillate Cart-1.00g Metr: D00000003015: Cascade Reserve-Cedar Hollow-Distillate Cart-1.00g Pkg: 1A DEMO000000000000000000E1	1	\$9.25
<b>Subtotal (9 items)</b>		<b>\$177.26</b>
<b>CUSTOMER RETURN CREDIT (100%)</b>		<b>\$177.26</b>

## DESTRUCTION

These products were destroyed by us and recorded as Waste in Metr because they were expired or defective on receipt.

DESCRIPTION	QTY	INVENTORY COST
Destruction — Waste (2026-04-09) Metr: D00000001234: North Ridge-Aurora Mist-Flower-28.0g Pkg: 1A DEMO000000000000000000F1	27.9994	\$60.00
Destruction — Waste (2026-04-17) POS: D00000001235: Cascade Reserve-Velvet Dawn-Flower-28.0g Metr: D00000001235: Cascade Reserve-Velvet Dawn-Flower-28.0g Pkg: 1A DEMO000000000000000000F2	28	\$46.01
Destruction — Waste (2026-04-17) Metr: D00000001241: Cascade Reserve-Northern Tide-Flower-28.0g Pkg: 1A DEMO000000000000000000F3	28	\$46.01
Destruction — Waste (2026-04-09) Metr: D00000002102: Ember Trail-Granite Peak-Disposable Distillate Vape-1.0g Pkg: 1A DEMO000000000000000000G1	1	\$12.50
Destruction — Waste (2026-04-22) Metr: D00000002103: Ember Trail-Lantern Glow-Disposable Distillate Vape-1.0g Pkg: 1A DEMO000000000000000000G2	1	\$12.50
Destruction — Waste (2026-04-09) Metr: D00000003011: Quietwater Farms-Driftwood OG-Distillate Cart-1.0g Pkg: 1A DEMO000000000000000000H1	1	\$10.00
Destruction — Waste (2026-04-13) POS: D00000003012: Quietwater Farms-Harbor Light-Distillate Cart-1.00g Metr: D00000003012: Quietwater Farms-Harbor Light-Distillate Cart-1.00g Pkg: 1A DEMO000000000000000000H2	1	\$10.00
Destruction — Waste (2026-04-18) POS: D00000003021: Quietwater Farms-Marsh Reed-Distillate Cart-1.00g Metr: D00000003021: Quietwater Farms-Marsh Reed-Distillate Cart-1.00g Pkg: 1A DEMO000000000000000000H3	1	\$10.00

Destruction — Waste (2026-04-28) Metrc: D0000003012: Quietwater Farms-Harbor Light-Distillate Cart-1.00g Pkg: 1ADEM000000000000000000H4	1	\$10.00
Destruction — Waste (2026-04-28) Metrc: D0000004101: North Ridge-Tidewater-Pre Rolls Single-1.0g Pkg: 1ADEM000000000000000000J1	1	\$3.25
<b>Subtotal (10 items)</b>		<b>\$220.27</b>
<b>DESTRUCTION CREDIT (100%)</b>		<b>\$220.27</b>

### SALES BELOW TARGET MARGIN

We target a 50% gross margin: for every dollar a product sells for, we aim to keep 50¢ after paying you wholesale. The table below shows sales below that target — discounted via promotions we discussed with you and inventory turnover markdowns to move slow-moving stock. The Margin Shortfall column is the dollar gap between what we actually sold each product for and what we needed to sell it for to hit the target margin. The total below represents the dollars we left on the table to move your products.

PRODUCT	SALES	SHORTFALL
D0000005001: North Ridge-Lantern Glow-Flower-14.0g	8	\$146.50
D0000005002: Cascade Reserve-Cedar Hollow-Flower-7.0g	7	\$142.05
D0000005003: Cascade Reserve-Marsh Reed-Pre Rolls Single-1.0g	9	\$136.80
D0000005004: Cascade Reserve-Northern Tide-Flower-3.5g	25	\$129.65
D0000005005: Cascade Reserve-Tidewater-Pre Rolls Single-1.0g	9	\$110.60
D0000005006: Cascade Reserve-Cedar Hollow-Pre Rolls Single-1.0g	12	\$98.48
D0000005007: Cascade Reserve-Pebble Cove-Ready to Roll-7.0g	10	\$88.95
D0000005008: Cascade Reserve-Grey Harbor-Pre Rolls Single-1.0g	3	\$79.35
D0000001241: Cascade Reserve-Northern Tide-Flower-28.0g	14	\$68.19
D0000001243: Cascade Reserve-Slate Hill-Flower-28.0g	13	\$66.00
D0000001235: Cascade Reserve-Velvet Dawn-Flower-28.0g	15	\$52.22
D0000005012: Cascade Reserve-Lighthouse OG-Distillate Cart-1.0g	6	\$46.04
D0000001242: Cascade Reserve-Snowbank-Flower-28.0g	5	\$42.59
D0000005014: Salt Marsh-Coastal Fog-Cannabis Infused Soft Chew-100mg	4	\$34.00
D0000001234: North Ridge-Aurora Mist-Flower-28.0g	4	\$30.07
D0000005016: North Ridge-Sand Dune-Flower-14.0g	1	\$30.00
D0000002103: Ember Trail-Lantern Glow-Disposable Distillate Vape-1.0g	4	\$29.51
D0000003021: Quietwater Farms-Marsh Reed-Distillate Cart-1.00g	8	\$28.82
D0000005019: Salt Marsh-Sea Salt-Cannabis Infused Soft Chew-100mg	5	\$26.62
D0000005020: Salt Marsh-Mountain Mint-Crumble and THCa Infused Pre Rolls Single-1.0g	5	\$25.00
... and 5 more products		
<b>Subtotal (25 products)</b>		<b>\$1,500.00</b>
<b>TOTAL MARGIN SHORTFALL</b>		<b>\$1,500.00</b>

## SUMMARY

The dollar impact of returns, destruction, and below-target-margin sales on your products this month. Each row is the underlying dollar movement; the credit ask comes next.

CATEGORY	AMOUNT
Total Returns	\$177.26
Total Destruction Waste	\$220.27
Total Margin Shortfall	\$1,500.00
<b>Subtotal</b>	<b>\$1,897.53</b>
<b>TOTAL FINANCIAL IMPACT ON RETAILER</b>	<b>\$1,897.53</b>

## CREDIT REQUEST

We humbly request a credit based on the data above. For returns and destruction, we've filtered to only product-related issues — defective product, expired stock, customer-unsatisfied — and ask you to cover 100% of those. For co-marketing, we worked hard to move your products, and we ask you to split the margin hit 50/50 with us as a partner.

CREDIT REQUEST	AMOUNT
Returns (100% vendor coverage)	\$177.26
Destruction Waste (100% vendor coverage)	\$220.27
Co-Marketing (50% of margin shortfall)	\$750.00
<b>TOTAL CREDIT REQUEST</b>	<b>\$1,147.53</b>

We've generated and attached this credit memo for your accounting department. If you approve, we'll apply this credit to your next invoice payable on account. To approve, simply reply to the email this was sent on, or log in to your vendor portal at [ourself.space](#). If you'd like to set up a meeting to discuss, please email [ap@pinegrovecannabis.example](mailto:ap@pinegrovecannabis.example).

# Pinegrove Cannabis Co.

APRIL 2026

## CREDIT MEMO

CM-1042

### ISSUE DATE

05/03/2026

### PERIOD COVERED

April 2026

### REFERENCE

CM-1042

### ISSUED BY

**Pinegrove Cannabis Co.**

200 Main Street  
Springfield, MA, 01103

License: MR000000

### ISSUED TO

**North Ridge Cultivators**

MA

License: MP000000,MC000000

### DESCRIPTION

### AMOUNT

#### Customer Returns

**\$177.26**

100% vendor coverage per partnership agreement.  
Defective product, improper hardware, or customer was unsatisfied. See preceding pages for line-item detail.

#### Destruction Waste

**\$220.27**

100% vendor coverage per partnership agreement.  
Products destroyed and recorded as Waste in Metrc (expired or defective on receipt).

#### Co-Marketing

**\$750.00**

50% of margin shortfall on sales below target margin.  
Promotions and pricing actions detailed in preceding pages.

## TOTAL CREDIT MEMO

**\$1,147.53**

### TERMS

- Apply to next invoice payment.
- 14-day vendor review window before auto-approval.
- Detailed line items provided in the preceding pages of this Monthly Account Review.

Questions: ap@pinegrovecannabis.example