

BC CANNABIS WHOLESALE

Ordering & Forecasting FAQs

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Inventory Offers

Licensed Producers with active products registered in the LDB's Central Delivery assortment are responsible for maintaining healthy in-stock availability.

Monitoring weekly inventory data and working closely with LDB's Demand Planning team are key to managing inventory performance.

Inventory Availability offers should be sent on a weekly basis to cannabis.demand@bcldb.com to ensure that inventory can remain stocked and available for purchase.

Inventory Availability offers should be sent using the template found on the supplier website:

Link: <https://www.bcldbcannabisupdates.com/bcldb-cannabis-supplier-information>

Location: "Ordering & Forecasting"

For any further questions regarding Inventory Availability offers, please contact cannabis.demand@bcldb.com.

How do I check how much inventory remains in the DC?

On hand inventory levels are available on a weekly basis via LDB's free weekly reporting.

Refer to the LDB's Sales Data website for further information on reporting:

<https://www.bcldbcannabisupdates.com/cannabis-sales-data>

I've run into an issue with supply, what should I do?

Notify both the respective Category Manager and central Demand Planning inbox as soon as possible, so a decision can be made on how best to manage the inventory shortage.

Can my product be de-listed due to a lack of available inventory?

Yes. Failure to consistently supply inventory on an actively registered SKU may result in a product being de-listed from the central delivery channel. Frequent inventory offers and clear communication on any inventory shortages can help reduce the risk of potential de-list.

How does the LDB forecast when placing Purchase Orders?

All products selected will be purchased by the LDB and are stocked in our central distribution center. A forecasted 30 - 45 days of inventory will be purchased initially, and then regular replenishment orders will follow depending on product sales.

Sales Data

LDB provides free weekly data reporting to all active licensed producers registered with the LDB. These reports include information about each individual LPs own portfolio of products, including shipped cases (sales), on-hand inventory, and product life cycle status.

LPs are strongly encouraged to monitor these reports on a weekly basis to effectively manage inventory levels, sales and their overall portfolio.

Please note that there are also data package options available for purchase. The paid data packages provide product-level sales data for all cannabis products sold through the Central Delivery channel.

For more information on available packages, please visit <https://www.bcldbcannabisupdates.com/cannabis-sales-data>.

For any questions relation to registration or reporting, please reach out to cannabis.data@bcldb.com

How do I access my free data reports?

The data is made available in your licensed producer SFTP folder. <https://filetransfer.bcldb.com/login>

If you don't have access, please reach out cannabis.data@bcldb.com.

How do I understand the reports?

There is a guide that explains what each column in the report is referencing. That guide is available in the cannabis sales website in the "Guides and Glossaries" section.

What is the frequency that the reports are updated?

The free data reports are updated weekly on Sunday night and are available Monday morning.

How far back does the data go on the free reports?

The free data reports the last 4 weeks of recorded shipped cases. If you want to track for a longer period, we recommend downloading the data on a weekly basis for future reference.

Can you tell me which retail stores carry my product?

LDB includes retail level sales data within each Licensed Producers free weekly reporting.

Refer to the LDB's Sales Data website for further information on reporting: <https://www.bcldbcannabisupdates.com/cannabis-sales-data>