

What a client receives: *Larkspur & Oat*

SAMPLE, FICTIONAL DATA. Larkspur & Oat is an invented brand. Every product, supplier and number below is made up to show the format. A real pilot covers one product line of up to 15 SKUs; this sample shows a wider catalog, three states and calendar year 2026, so you can see every kind of row.

10 products	2 shipment types (orders, cases)	25 packaging components	21 of 25 weights confirmed	5 open data gaps	7 assumptions awaiting approval
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POUNDS BY STATE (SAMPLE TOTALS)

State	Total pounds
Oregon	23,936
Colorado	16,943
California	61,719

Pounds = grams per unit x units shipped into the state / 453.59237. The workbook breaks each total down by reporting category.

HOW TO READ THE COLUMNS

- **Source:** where the weight came from: spec sheet, client weigh-in, or estimate.
- **Method / reference:** the exact document, or how it was measured or estimated.
- **Confidence:** High, Medium or Low, for the weight and material together.
- **Status:** Confirmed (spec sheet or weigh-in), Estimate (documented estimate), or Missing (placeholder until data arrives).

2 components are low confidence. Each one has a matching line in the missing-data list.

PACKAGING COMPONENTS

ID	SKU	Component	Material	Pieces per unit	Grams per piece	Source	Method / reference	Confidence	Status	Oregon lb
C-001	LO-GR-MP12	Stand-up pouch with zipper Primary	PET/PE laminate, printed	1	14.0	Spec sheet	Coastline Flexibles spec CF-1204 (2025)	High	Confirmed	1,271.6
C-002	LO-GR-CA12	Stand-up pouch with zipper Primary	PET/PE laminate, printed	1	14.0	Spec sheet	Coastline Flexibles spec CF-1204 (2025)	High	Confirmed	1,043.2
C-003	LO-GR-BF12	Stand-up pouch with zipper Primary	Laminate, structure not yet confirmed	1	14.0	Estimate	Same size as C-001; spec requested (MD-01) New supplier since Aug 2026	Medium	Estimate	567.9
C-004	LO-GR-MP32	Gusseted club bag Primary	PET/PE laminate, printed	1	26.5	Client weigh-in	Kitchen scale, average of 5 bags, Oct 2026	Medium	Confirmed	362.2
C-005	LO-AB-12	Glass jar Primary	Flint glass, 12 oz	1	212.0	Spec sheet	Harbor Glass Supply spec HG-12J	High	Confirmed	4,533.6
C-006	LO-AB-12	Lug lid Primary	Tinplate steel with plastisol liner	1	11.8	Spec sheet	Harbor Glass Supply spec HG-70L	High	Confirmed	252.3
C-007	LO-AB-12	Front label Primary	Coated paper label, glued	1	1.9	Client weigh-in	Kitchen scale, 10 labels weighed together See A-04	Medium	Confirmed	40.6
C-008	LO-AB-12	Tamper shrink band Primary	Clear shrink film, resin not confirmed	1	0.9	Client weigh-in	Kitchen scale, 20 bands weighed together Resin requested (MD-04)	Low	Estimate	19.2
C-009	LO-BAR-OH6	Folding carton Secondary	Uncoated paperboard, printed	1	31.5	Spec sheet	Ridgeline Carton spec RC-6B	High	Confirmed	1,569.5
C-010	LO-BAR-OH6	Bar wrapper (6 per carton) Primary	Metallized film laminate	6	2.4	Spec sheet	Coastline Flexibles spec CF-BW2 Mapping confidence low (A-10)	High	Confirmed	717.5
C-011	LO-BAR-CC6	Folding carton Secondary	Uncoated paperboard, printed	1	31.5	Spec sheet	Ridgeline Carton spec RC-6B	High	Confirmed	1,340.3
C-012	LO-BAR-CC6	Bar wrapper (6 per carton) Primary	Metallized film laminate	6	2.4	Spec sheet	Coastline Flexibles spec CF-BW2	High	Confirmed	612.7
C-013	LO-SN-MP2	Snack pouch Primary	PET/PE laminate, printed	1	4.2	Client weigh-in	Kitchen scale, average of 10 pouches	Medium	Confirmed	500.0
C-014	LO-SN-MP2	Display tray (holds 12) Secondary	Uncoated paperboard	1/12	88.0	Spec sheet	Ridgeline Carton spec RC-DT12 One tray per 12 packs	High	Confirmed	873.0
C-015	LO-GFT-TRIO	Gift box Secondary	Printed paperboard	1	142.0	Spec sheet	Ridgeline Carton spec RC-GT3	High	Confirmed	657.4
C-016	LO-GFT-TRIO	Crinkle paper fill Secondary	Kraft paper	1	18.0	Client weigh-in	Kitchen scale, average of 5 boxes	Medium	Confirmed	83.3
C-017	LO-GFT-TRIO	Stand-up pouch (3 per box) Primary	PET/PE laminate, printed	3	14.0	Spec sheet	Coastline Flexibles spec CF-1204 (2025) See A-03	High	Confirmed	194.4

ID	SKU	Component	Material	Pieces per unit	Grams per piece	Source	Method / reference	Confidence	Status	Oregon lb
C-018	LO-MU-14	Canister body Primary	Spiral-wound paperboard with foil liner	1	54.0	Spec sheet	Northfork Can & Tube spec NT-14 Liner build requested (MD-03)	High	Confirmed	928.6
C-019	LO-MU-14	Bottom end Primary	Tinplate steel	1	8.6	Spec sheet	Northfork Can & Tube spec NT-14	High	Confirmed	147.9
C-020	LO-MU-14	Overcap lid Primary	LDPE	1	6.1	Spec sheet	Northfork Can & Tube spec NT-14C	High	Confirmed	104.9
C-021	LO-MU-14	Membrane seal Primary	Aluminum foil, heat-seal layer not confirmed	1	1.3	Estimate	Industry-typical weight for a 3 in seal; supplier asked (MD-02) Weight and build requested	Low	Missing	22.4
C-022	SHIP-DTC	Mailer box Shipping	Corrugated, kraft	1	182.0	Spec sheet	Packline Supply spec PL-M10	High	Confirmed	1,966.1
C-023	SHIP-DTC	Paper void fill Shipping	Kraft paper	1	34.0	Client weigh-in	Average fill per order, 20 orders, Oct 2026	Medium	Confirmed	367.3
C-024	SHIP-DTC	Paper tape Shipping	Water-activated kraft tape	1	3.2	Estimate	About 60 cm per order at supplier's grams per meter	Medium	Estimate	34.6
C-025	SHIP-CASE12	Shipper case (12 ct) Shipping	Corrugated, kraft	1	265.0	Spec sheet	Packline Supply spec PL-SC12 Client decision pending (A-05)	High	Confirmed	5,725.4

The full workbook also carries Colorado and California pounds, the category mapping for each state, and units by state for every SKU.

MISSING DATA AND DRAFT SUPPLIER REQUESTS

Every gap that blocks a confirmed weight or category, who likely has the answer, and the request we drafted for it.

ID	SKU / component	What's missing	Who has it	Draft request	Requested	Status
MD-01	LO-GR-BF12 C-003	Spec sheet: film structure and empty pouch weight	Supplier Coastline Flexibles, customer service	Hi Coastline team, we're updating Larkspur & Oat's packaging records for our annual state packaging reports. Could you send the spec sheet for the 12 oz stand-up pouch we started ordering in August 2026 (Blueberry Flax), including each film layer's material and the empty pouch weight in grams? Thank you.	2026-10-14	Requested
MD-02	LO-MU-14 C-021	Membrane seal weight and whether it has a plastic heat-seal layer	Supplier Northfork Can & Tube, quality team	Hi Northfork team, for our state packaging reports we need two details on the 14 oz canister membrane seal: its weight in grams, and whether it has a plastic heat-seal or coating layer (and which plastic). A spec sheet would be perfect. Thank you.	2026-10-14	Requested
MD-03	LO-MU-14 C-018	Canister liner build: foil only, or foil plus plastic	Supplier Northfork Can & Tube, quality team	Same email as MD-02. Please also confirm the inner liner of the canister body: foil only, or foil laminated with a plastic layer?	2026-10-14	Requested
MD-04	LO-AB-12 C-008	Shrink band resin (PETG, PVC or other)	Client team Larkspur & Oat operations (co-packer contact)	Could you ask the co-packer which resin the almond butter tamper bands are made of (PETG, PVC or other)? A photo of the roll label works.	2026-10-15	Open
MD-05	Units by state	Amazon units by ship-to state	Client team Larkspur & Oat ecommerce lead	Could you download Amazon's sales report with ship-to state for 2026? Until then we're spreading Amazon units by state population (see A-02).	2026-10-15	Open
MD-06	LO-GR-MP32 C-004	Club bag weight	Client team Larkspur & Oat operations	Could you weigh 5 empty club bags on a kitchen scale and send the total? Resolution: Weighed by client Oct 12, 2026: average 26.5 g	2026-10-10	Closed

ASSUMPTIONS FOR THE CLIENT TO APPROVE

ID	Applies to	Assumption	Client decision
A-01	All	Reporting period is calendar year 2026. Jan-Sep units are actual; Oct-Dec are the client's forecast, to be replaced with actuals in January.	Pending
A-02	Units by State	Amazon units are spread across states by population share until the client provides Amazon's ship-to-state report (MD-05).	Pending
A-03	LO-GFT-TRIO	The three pouches inside each gift box are counted under the gift SKU only; gift units are not also counted under the single-pouch SKUs.	Approved
A-04	LO-AB-12 label	In California the glued paper label is counted with the glass jar. In Oregon and Colorado it is listed separately as paper until the portal category list is checked.	Pending
A-05	SHIP-CASE12	Wholesale shipper cases are counted in all three states until the client decides. Whether these cases qualify for Colorado's exclusion is the client's call with CAA or counsel.	Pending
A-06	Pallets	Pallets and pallet wrap are not included: the client's 3PL adds them, not the client.	Approved
A-07	Weigh-ins	Kitchen-scale weights are averages of 5 to 20 pieces, rounded to 0.1 g.	Approved
A-08	Category Map	Oregon and Colorado category labels are drafts. Exact names come from the client's CAA portal lists.	Pending
A-09	C-008	The shrink band is mapped to PET film pending resin confirmation (MD-04).	Pending
A-10	C-010, C-012	Bar wrappers are mapped as laminate pouches and envelopes in California; the alternative is laminate, other forms.	Pending

This sample is data preparation only, not legal advice. The producer decides coverage and exemptions, reviews every number, and submits its own reports. Oregon and Colorado category labels in the workbook are drafts until checked against the client's CAA portal list.