

# MEMORANDUM



**DATE:** July 29, 2024  
**TO:** All Grovara Buyer Partners  
**FROM:** Peter Groverman, CEO - Grovara Inc.  
**SUBJECT:** Update To Grovara Terms of Service

## Buyer Partners -

Most of you have seen the transformative changes evolving here at [www.Grovara.com](http://www.Grovara.com). The first half of 2024 saw a massive leadership change and pivot in direction to be a technology-first organization. We are no longer "export only" - and position ourselves as a Master Broker Network with a proprietary "relationship management tool" (RMT) for the entire global B2B CPG industry.

I am writing to introduce you to Grovara's latest catalogue and TOS - for all licenses and users in our proprietary trading platform and master broker network. We have launched a HotDeals sheet, a broker model, started selling to USA retailers, opened up to manufacturers overseas, expanded into multiple verticals including beauty/pet/cleaning products, and restructured the codebase of our technology portal.

All of these enhancements mean more security and more opportunity for your products. Our network is one of the best trading communities on the planet - if you are reading this, you were hand picked to be in our eco-system.

We have tinkered with our sales structure - we are seeing more and more engagement on our platform. We have begun setting up directed sequences to buyers across the globe and have started selling products on TikTok Shop (which if you are interested in exploring - please let us know).

Finally, you will see our subscription model for our services coming online - **anyone receiving this message with a Grovara login registered before July 1st, 2024 is getting your first year free.**

My contact information is below - please see the below specific enhancements and let me know if any of you would like a private demo of our \$2,000,000+ proprietary built technology system.

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Founder & CEO  
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BTW: If you have any ideas for how to make our systems/processes better - let us know!

## **MEMORANDUM**

### **Notable New Terms For Buyers Enacted August 1st, 2024:**

#### **a. Ordering On The Platform Requirement**

- i. For security purposes, all orders must be placed on the platform moving forward
- ii. Orders emailed, text messaged, or phone called-in will be charged a \$49.95 per order "GrovaraCares" concierge support service fee

#### **b. Missed Scheduled Pick-up Penalties**

- i. Buyers are responsible for co-ordinating their own pick-ups
- ii. If a Buyer needs Grovara support in scheduling pick-ups a GrovaraCares charge of \$49.95 will be billed per-order
- iii. In the event a scheduled pick-up is missed because of a Buyer scheduling or logistical fault - a penalty will be assessed:

**\$300 Per Day For LTC Orders**

**\$500 Per Day For FCL Orders**

#### **c. Payment Terms**

- i. All orders are cash-in-advance unless agreed upon in writing on the platform messaging board by the brand/supplier
- ii. Credit terms will be approved only when Buyer has EXIM bank trade finance insurance coverage

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