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## Northern Diversified Solutions Attends MJBizCon 2025

Northern Diversified Solutions (NDS) was proud to attend MJBizCon 2025, the cannabis industry's premier global business conference and tradeshow. Held annually at the Las Vegas Convention Center, this year's event marked the 13th year of MJBizCon—bringing together more than 30,000 cannabis executives, entrepreneurs, and industry leaders from around the world.

As pioneers in risk management and product integrity through our proprietary Q-SET™ (Quality, Safety, Efficacy, and Traceability) system, NDS stepped into MJBizCon not just as participants, but as thought leaders driving the future of cannabis. With over 1,400 exhibitors, 100+ expert speakers, and a robust 3-day conference and expo, the energy was electric, and we were thrilled to be a part of it.

Throughout the event, our team engaged with fellow industry professionals, emerging brands, and established multi-state operators (MSOs) to share insights, forge partnerships, and highlight our commitment to setting new standards in cannabis safety, compliance, and transparency. From cutting-edge innovations to real-world applications, MJBizCon gave us the opportunity to demonstrate how NDS continues to lead with purpose and precision.

What stood out most was the sense of community—thousands of voices united by a common goal to elevate and legitimize the cannabis industry. Whether it was on the expo floor, during pre-show forums, or at networking mixers, we found inspiration in every conversation and connection.

We left MJBizCon 2025 energized, informed, and even more committed to our mission: delivering the highest-quality cannabis solutions while shaping a safer, more sustainable industry.

Thank you, MJBizCon, for another unforgettable year. We'll see you next time!

Article written by Madison Gulli-Callaghan

December 6, 2024

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## Northern Diversified Solutions Attends WSWA Access Live 2025



This year, WSWA Access Live brought together the brightest minds and boldest brands in the beverage alcohol space, and Northern Diversified Solutions (NDS) was proud to be part of the action.



Our very own Account Executive, Patrice Valene, led the charge by offering one-on-one meetings with brands looking to gain deeper industry insight and discover how to stay ahead in an ever-evolving market. With her extensive knowledge and approachable style, Patrice delivered meaningful conversations that sparked ideas, opened doors, and laid the groundwork for future collaboration.

From the moment we arrived, it was clear: WSWA Access Live was more than a convention—it was a launchpad. We immersed ourselves in high-energy networking, exchanged valuable expertise, and found inspiration in every corner. Whether it was connecting with distributors, suppliers, or emerging brands, our team was there to offer value and strategic solutions.

The experience was not only educational, but incredibly fun. The event was filled with vibrant energy, fresh ideas, and passionate people who are shaping the future of the industry – exactly the kind of environment NDS thrives in.

As we continue to expand our presence and build lasting relationships, we look forward to attending more events like WSWA Access Live, where innovation meets action and opportunities are always on tap.

Article written by Madison Gulli-Callaghan

February 6, 2025

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# Northern Diversified Solutions Attends Natural Products Expo West 2025



At Northern Diversified Solutions (NDS), we believe in showing up, standing out, and making meaningful connections. That's exactly what we did at this year's Natural Products Expo West (NPEW) convention.

Our Founder and CEO, Kyle Marinkovich, led the charge by offering one-on-one meetings to explore how we can help brands scale with confidence. With his hands-on leadership and commitment to excellence, Kyle engaged with emerging and established companies alike, diving into what makes their products unique and how our proven process can elevate their vision.

Throughout the convention, our dedicated team connected with a wide range of innovative brands. The atmosphere was electric, buzzing with curiosity, collaboration, and forward-thinking solutions. We were proud to share our commitment to quality, safety, efficacy, and traceability – the cornerstones of our Q-SET™ model – with entrepreneurs and industry leaders looking to bring their products to life with integrity.

From insightful conversations to energetic networking, we had an absolute blast. The event center was alive with possibility and we left energized, inspired, and more excited than ever for what's ahead.

As we continue to act as leaders in the natural products space, we're thrilled to keep the momentum going. We're already looking forward to future conventions where we'll continue empowering brands and pushing industry standards forward.

Let's create something extraordinary together.

Article written by Madison Gulli-Callaghan

March 7, 2025

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## Northern Diversified Solutions Volunteers at JA Biztown



At Northern Diversified Solutions (NDS), we believe that real-world experience is one of the most powerful teachers. On April 10th of 2025, our team had the honor of helping shape tomorrow's business leaders at JA BizCon.

Spending five energetic hours with fourth- and fifth-grade students, we guided participants through a dynamic, hands-on business simulation hosted by Junior Achievement (JA). Students were challenged to start and run a business from the ground up, learn how to secure and repay a startup loan, manage a budget, make smart spending choices, and, most importantly, work as a team.

Throughout the simulation, we watched these young entrepreneurs brainstorm ideas, make critical financial decisions, and bring their businesses to life. It was an inspiring experience to witness their creativity, resilience, and willingness to learn. The room buzzed with enthusiasm as students realized the value of strategic thinking, communication, and risk management.

To further support JA, NDS proudly pledged a \$1,000.00 donation. We view this contribution as an investment in the future. The young minds we mentored today could very well become the leaders, innovators, and changemakers of tomorrow.

Volunteering at JA BizCon was more than a community outreach effort; it was a chance to inspire, be inspired, and reinforce our commitment to education, empowerment, and excellence. We're already looking forward to the next opportunity to give back and grow forward together.

Article written by Madison Gulli-Callaghan

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## Celebrating Northern Diversified Solutions' Expansion Ribbon-Cutting



On April 17 of 2025, Northern Diversified Solutions (NDS) enthusiastically hosted a ribbon-cutting celebration to mark a major expansion at their facility in Burnsville, Minnesota. NDS was honored to welcome esteemed guests, including: Senators, State Representatives, Commissioners, the City of Burnsville, the Burnsville Chamber of Commerce, and many other valued partners and supporters.

This exciting event highlights NDS' continued commitment to advancing the food science and hemp industries. As a leading provider of low potency hemp-derived edibles and functional specialty ingredient solutions, NDS is committed to be at the forefront of a growing, dynamic market.

### How Does NDS Support its Local Community?

- Supports Minnesota-based growers by strategically sourcing locally grown hemp, ensuring a reliable market for the growers and an assured supply for partners.
- Creates jobs, strengthening the workforce and driving economic growth.
- Empowers local and national brands with low-potency hemp-derived edibles that meet evolving market demands.
- Leads capital investment and innovation in advanced hemp processing and product development.

NDS prioritizes transparency, integrity, and innovation. NDS' proven process ensures the highest standards of quality, safety, efficacy, and traceability (Q-SET™)—making NDS a trusted partner for formulators, brands, and manufacturers nationwide.

Article written by Madison Gulli-Callaghan

April 21, 2025

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# Why Your Supply Chain Needs a Memory



## How Repeatability Builds Growth

In hemp beverage production, one great run isn't enough. To build a brand that scales, you need to deliver consistent, compliant performance.

That's why **your supply chain needs a memory**.

A "memory" means more than just keeping records. It means full visibility into what worked before so you can do it again—without cutting corners or retracing your steps.



## Vertical Integration Is Your Advantage

At Northern Diversified Solutions (NDS), **vertical integration** means we manage every step from hemp cultivation to final THC emulsion. That gives you more than just consistency. It gives you speed, traceability, and accountability. With **food-grade quality** and **GMP-certified** practices built in, there's no guesswork nor gaps—just dependable, dispersible performance batch after batch.



## Consistency Drives Brand Trust

Beverage brands rely on repeatable performance to build loyalty and earn shelf space. A supply chain that captures every input—from hemp origin to final THC emulsion—ensures each batch meets the same quality and dosing standards as the last. Dispersible cannabinoid delivery depends on reliable emulsification.

**You can't scale what you can't repeat.**



## Reliable Inputs Reduce Risk for Co-Packers

Manufacturing teams are under pressure to deliver speed, quality, and compliance. When THC emulsions arrive with consistent specs and complete documentation, they can be integrated smoothly into production. That reduces risk, simplifies compliance, and keeps production on schedule—especially when working with dispersible cannabinoids.



## Documentation Enables Speed at Scale

Reformulating or retesting with every order wastes time and creates bottlenecks. A supply chain with memory captures what worked so your next run can move faster with fewer variables. Efficient emulsification backed by documentation is how you move with confidence.



## At Northern Diversified, Memory is Built In

We don't just ship THC emulsions—we deliver consistency, documentation, and support that make every production run smoother. Our vertically integrated model ensures traceable cannabinoid inputs, trusted emulsification practices, and the kind of supply chain memory that builds lasting brands.

**The best supply chains don't just react. They remember.**

Article written by Madison Gulli-Callaghan

May 28, 2025

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# What Beverage Performance Really Means

## Shelf-Stable. Taste-Neutral. Fast Onset.

When you're developing a THC beverage, your THC emulsion isn't just an ingredient—it's a critical driver of the customer experience. At Northern Diversified Solutions (NDS), we understand what beverage brands and co-packers need to succeed: a THC emulsion that's consistent, clean, and built for the demands of real production.

## Shelf-Stability That Protects Your Brand

For mid-size brands, product quality and consistency are make-or-break. If your THC emulsion separates or degrades, your product reputation is at risk. Our emulsification process creates reliable, stable inputs that stay uniform over time—no floating or settling. This dependability protects both your shelf life and brand trust.

## Taste-Neutral So You Stay On-Brand

Your flavor is your signature. That's why our THC emulsions are taste-neutral and compatible with a range of profiles—from citrus seltzers to herbal blends. We emulsify cannabinoids in a way that delivers performance without interfering with your flavor goals.

## Fast Onset That Delivers on Consumer Expectations

Today's consumers expect a THC beverage to work, and fast. Our formulations ensure a reliable, swift experience using finely tuned emulsification that helps make cannabinoids fast acting. That means more control, less variability, and higher satisfaction.

## Simplified for Production Teams

For co-packers, production-ready inputs reduce risk. Our THC emulsions are pretested for clarity and compatibility, backed by documentation, and ready to integrate. We simplify cannabinoid delivery with proven formats that work reliably during production.

## Performance You Can Count On

Whether you're launching your first THC beverage or scaling to new markets, your product has to perform. NDS' THC emulsions are built for shelf-stability, clean taste, and precise onset through verified emulsification and dispersible cannabinoid delivery systems.

We don't just deliver performance. We deliver cannabinoid reliability because that's what your customers remember.

**Ready to develop a beverage that performs as well on the shelf as it does in the market?**

Get a sample or talk to our team and see the NDS difference for yourself.

Article written by Madison Gulli-Callaghan

June 3, 2025

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## Why “Water-Soluble THC” Isn’t Accurate and Why That Matters

Clarity in cannabinoid science starts with the right terms.

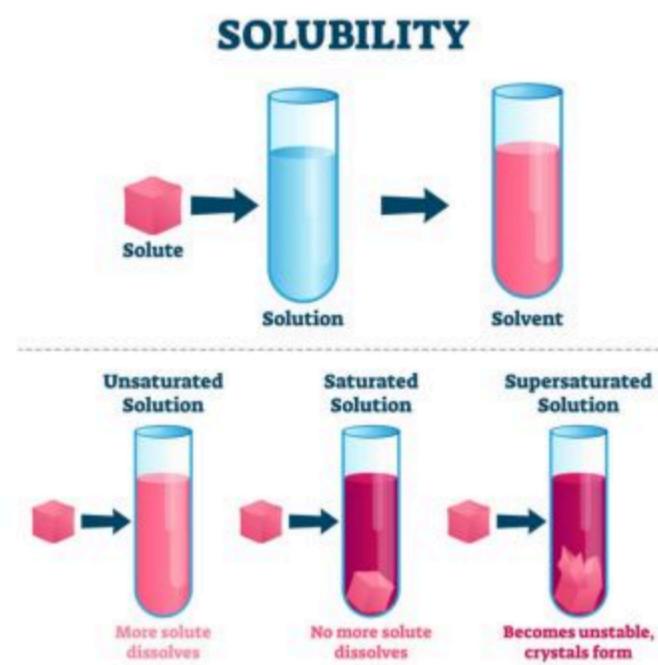
In the world of cannabis beverages, terms like “water-soluble THC” show up everywhere. Despite the appeal, **the phrase is scientifically inaccurate and has real implications** for formulation, labeling, and consumer trust.

Let's clear up the confusion.

### Solubility vs. Dispersibility: It's a Physical Property—Not a Preference

In science, solubility is a physical property—a measure of whether a substance can truly dissolve in a solvent, like water. THC is a hydrophobic molecule. It does not dissolve in water and cannot become water-soluble without changing its chemical structure.

Dispersibility, on the other hand, means a substance is suspended in water as tiny particles or droplets—often stabilized by surfactants or emulsifiers. This is what's happening in cannabis emulsions. These are not solutions, even if they look clear or transparent. They are emulsions, and that matters.



### Can THC Be Made Water-Soluble? Yes, but Then It's No Longer THC

While you can chemically modify THC to attach it to something, like sugar molecules, this creates a new compound entirely. It may be water-soluble, but it's no longer tetrahydrocannabinol as we know it. That being said, the idea that “scientific advancements” will one day make THC water-soluble without altering its identity is a myth.

#### Fat- and water-soluble compounds in the body

	WATER-SOLUBLE (sugar, alcohol)	FAT-SOLUBLE (cannabinoids)
Chemical property	Dissolves in water	Dissolves in fat
Absorption	Direct to blood	Lymph to blood
Excretion	In urine	Stored in fatty tissues
Speed of onset	Fast	Slow

### Why This Distinction Matters

Misusing the term “water-soluble THC” doesn’t just create confusion—it can lead to:

- Misunderstood expectations around onset time or dosing
- Errors in formulation or shelf-stability assumptions
- Misinformation in regulatory filings and product labeling
- Erosion of trust in a market that depends on compliance and consistency

Transparent emulsions can appear similar to solutions, but they're still emulsions. As Dr. David Julian McClements puts it, emulsions are “thermodynamically unstable systems” that require precise formulation to stay effective.

## What We Call It at NDS and Why

At Northern Diversified Solutions (NDS), we don't cut corners in language or in formulation. Our emulsions are water-dispersible, not water-soluble. If you're curious about cannabinoid science or want to dive deeper into industry vocabulary, we're always here for a conversation grounded in truth.

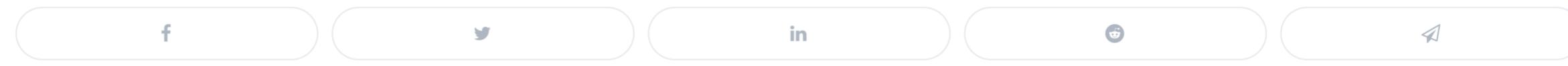
### Bottom Line

If you're building a THC beverage, using the right terms and the right partners matters. At NDS, we provide clarity, consistency, and support rooted in food science and ingredient integrity.

Article written by Madison Gulli-Callaghan

June 5, 2025

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# Bottled Brilliance: Behind the Scenes of a THC Beverage Launch

The hemp-derived beverage market is booming, but behind every successful product is a carefully orchestrated process. From formulation to final packaging, launching a THC beverage is more than just a great idea. It's about expertise, planning, and the right partnerships.

If you're a brand looking to enter this space, here's what it really takes to bring your beverage to life, and how Northern Diversified Solutions (NDS) can help guide the way.

## 1. An Expert Formulator & A Vetted Formula

The **foundation** of every successful THC beverage is a **sound formula**. It's not enough to throw together trendy ingredients. You need a formulator with real expertise in ingredient interactions, flavor balancing and shelf stability—especially when cannabinoids are involved.

If your formula isn't professionally developed and thoroughly vetted, production will almost certainly hit roadblocks. Ingredient compatibility, bad taste or analytical testing issues can all surface unexpectedly, and cost you time, money and credibility.

Here at NDS, we evaluate your formula early on, offering insight into common pitfalls and providing guidance on cannabinoid integration, flavor and shelf stability.

## 2. A Process Authority

Even if your formula looks great on paper, it still needs a **process authority** to review and approve it. This expert—often required by regulatory bodies—examines your product, process and packaging to determine if your beverage is safe and feasible to produce commercially.

Think of them as your product's official stamp of approval. Without one, you're opening yourself up to production problems or compliance issues.

NDS can connect you with trusted processing authorities and ensure you're asking the right questions upfront, and not after production begins.

## 3. A Reputable, Hemp-Friendly Co-packing Partner

Next comes the search for a **co-packing partner**, or the team who will produce your beverage at scale. This isn't a relationship you want to rush into. It's essential to thoroughly vet your co-partner and make sure their equipment, process and standards align with your needs—especially when it comes to hemp.

Many brands don't realize until late in the game that not all co-packers are comfortable or compliant with hemp-derived ingredients, and inconsistent batching, contamination or process gaps can sink your product before it hits shelves.

At NDS, we can help you evaluate potential co-partners, ask the right questions and avoid the kinds of surprises that could derail your launch.

Choosing a co-partner that is hemp-friendly, transparent and experienced is critical for compliance and a smooth supply chain.

NDS has established relationships with co-partners across the country and can help you find the right fit for your product and your values.

## Your Competitive Advantage: Let NDS' Experience Work for You

At NDS, we don't just supply high-quality hemp-derived ingredients—we partner with beverage brands looking to enter or elevate their position in the market.

Whether you're just starting out or troubleshooting mid-process, we offer:

- Formula reviews and recommendations
- Ingredient compatibility analysis
- Flavor selection and shelf stability insights
- Access to vetted formulators, authorities, co-mans and co-packers
- Problem-solving at every stage of the process

Our deep industry knowledge, expansive network and commitment to quality make us more than a supplier.

**We're your competitive advantage.**

## Final Thoughts

Launching a hemp-derived beverage isn't easy, but it doesn't have to be overwhelming. With the right support and strategy, your product can move from idea to shelf with confidence and clarity.

Launching a hemp drink is complex, but with NDS on your side, you're already ahead.

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# The Real Cost of Cheap: Why Predictable Pricing Beats Price Chasing

In the thriving THC beverage market, **pricing pressure is prevalent** from retailers back to suppliers. However, when emulsions are priced far below the cost of quality production, it's worth asking: "What am I missing?"

## The Illusion of a “Good Deal”

At first glance, low-priced emulsions may seem like a strategic win. Brands eager to enter or scale in the cannabis industry are drawn to offerings that promise high-quality emulsions at very low costs. However, as the saying goes: "**If it seems too good to be true, it probably is.**"

Creating a high-performance, shelf-stable cannabinoid emulsion is a complex, multi-step process involving specialized equipment, expensive ingredients, and scientific expertise. That being said, how are some companies offering prices that appear to undercut the actual cost of production? One explanation is that **they might be cutting corners**—using active from questionable sources, skipping testing protocols, or offering shock-appeal pricing that may win a sale today, but won't sustain a business tomorrow.

## The Cost of Compromise

There's more at stake than just dollars and cents. Sacrificing quality to chase a low price comes with long-term consequences: unpredictable product performance, formulation failures, regulatory risks, and diminished consumer trust.

Inconsistent emulsions can result in separation, off flavors, and unreliable dosing. In an industry where consumers are increasingly educated and regulators are catching up fast, offering subpar products is a fast track to reputational damage.

The fallout isn't limited to consumers. Partners who invest in underpriced emulsions may find themselves locked into reformulation cycles, wasting time and resources trying to fix what was never built to last.

## NDS' Promise to Partners

At Northern Diversified Solutions (NDS), we've watched the industry fluctuate wildly, and we've remained grounded in one belief: **pricing should reflect value, not illusion.** We recognize that partners are looking for value, but true value is measured in reliability, consistency, and long-term performance.

Our pricing is fair, competitive, and predictable. **We never compromise** on quality, and we never chase fads. What we do offer is:

- Consistent, safe ingredient solutions
- Start-to-end ingredient integrity and traceability
- An assured supply
- Industry-leading turnaround times
- Responsive communication and best in class service
- Start-to-end support for your product journey

## Let's Build Something Real

If you're tired of wondering what's behind the curtain with ultra-cheap emulsions, it's time to partner with a company that values science, integrity, and sustainability. At NDS, we're not here for the quick buck. **We're here for the long game.**

Contact us today to start the conversation.

Article written by Madison Gulli-Callaghan

June 19, 2025

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## From Field to Formula: NDS' Vertical Integration Model

At Northern Diversified Solutions (NDS), excellence isn't just a goal—it's our foundation. Our **vertically integrated model** ensures that every product we offer is rooted in quality, traceability and trust. From seed to shelf, we're proud to control each step of the journey so you can be confident in what you're putting into your formulations and consumers' hands.

### Strategic Sourcing

It all begins at the source. **NDS strategically partners** with trusted growers to secure premium biomass. This direct-from-the-field sourcing allows us to provide full transparency and traceability, giving you the peace of mind that comes from knowing exactly where your product comes from. In fact, you can even meet our growers. At NDS, we believe that using high-quality biomass is essential to delivering refined products because **exceptional inputs lead to elite results**.

### From Integral Biomass to Innovative Ingredients

Once we've secured our biomass, our **GMP-certified** facility transforms these raw materials into high-performing ingredients, such as emulsions or distillates. Every batch is tested rigorously throughout the process, and a final Certificate of Analysis (COA) is always provided. Our testing protocol ensures safety, compliance and consistency in every drop. **Quality should never be a question.**

### Assured Supply = Unrivaled Turnarounds

Thanks to our long-standing contracts with growers and our vertically integrated system, we maintain a reliable, **assured supply** of popular products. This enables us to offer **industry-leading turnaround times** without sacrificing regulatory alignment. Whether you're scaling up, launching a new line or in a time crunch, we have your back.

### Seed-to-Shelf Confidence

In today's market, consumers are more informed and discerning than ever. That's why knowing exactly where your products come from is of the utmost importance to us here at NDS. Our vertical integration gives us full traceability from **field to formula**, allowing us confidence that every ingredient meets the highest standards for safety and integrity. This commitment ensures that you receive not only high-performing, consistent and shelf-stable products, but also products that you, and your customers, can trust with confidence.

### NDS: Your Competitive Advantage

At NDS, we don't just deliver products. We deliver **confidence**.

Our direct relationships with growers set us apart in the industry, giving us a unique advantage that few competitors can match. By working straight with the source, we control every step of the supply chain, ensuring the purity and consistency of our

biomass from its origin to your brand. This direct sourcing means faster turnaround times, assured supply and unparalleled transparency—benefits that translate into reliable, high-performing ingredients for your formulations.

When you choose NDS, you're not just getting a supplier; you're gaining a dedicated partner who prioritizes your success by providing ingredients that meet today's demanding standards. That's **the NDS difference**—the smart, safe and paramount choice in a crowded marketplace.

Article written by Madison Gulli-Callaghan

June 24, 2025

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## Hemp-Derived Ingredients & Why They Matter

In recent years, hemp-derived ingredients have gone from **niche to necessity**, making their way into wellness routines, skincare shelves, low-dosed edibles, innovative beverages and more. Why the seemingly sudden boost in popularity?

**Because of the experience.**

At the heart of this growing industry is Northern Diversified Solutions (NDS), a company rooted in integrity, driven by science and committed to quality. In an often misunderstood and rapidly evolving market, NDS stands out by doing more than just producing hemp-derived ingredients—we lead by example.

### What Are Hemp-Derived Ingredients?

Hemp-derived ingredients are compounds extracted from the industrial hemp plant, a cannabis plant that contains **less than 0.3% THC**. When produced responsibly, these compounds may help people feel better and engage more fully with their own wellness.

### A History Rooted in Healing

Hemp has ancient origins. The use of hemp for diverse purposes was recorded as early as 8000 BCE. Archaeological evidence shows that hemp was used in ancient China around 8000 BCE, specifically for making fabric, rope and paper. In 2000 BCE, Indians used hemp in medicine as a cure for physical, emotional and spiritual pain. From the Middle East to Europe to the Americas, people have and continue to utilize hemp as a **tool** to support health, wellness, lifestyle and more.

### Why Hemp Matters Today

**Hemp supports happier, healthier lives** by offering a range of natural benefits that nurture both the body and mind. Hemp-derived CBD (cannabidiol), a non-psychoactive compound, has gained recognition for its potential to relieve anxiety, improve sleep, reduce chronic pain and ease symptoms of conditions like epilepsy and arthritis, and without the psychoactive effects of THC.

Beyond physical wellness, hemp may also promote emotional well-being by helping individuals manage stress and maintain balance in their daily lives.

As a sustainable, plant-based remedy, hemp aligns with holistic approaches to health, offering people **a natural way** to care for themselves and their environment.

In an age where consumers are demanding transparency and plant-based alternatives, hemp offers a compelling answer. However, the value of hemp-derived products goes far beyond the ingredient label. It's about how they're made, where they come from and who stands behind them.

That's where Northern Diversified Solutions (NDS) comes in.

### Leading with Integrity and Innovation

At NDS, we're not interested in cutting corners or cashing in on the latest trends. We built our foundation on science-backed practices, transparency and long-term partnerships. Every product we offer is rooted in our **Q-SET™** philosophy—quality, safety, efficacy and traceability.

We believe that consistency isn't a perk; it's a **requirement**. That's why our processes are designed to ensure every batch meets the highest standards, not only for compliance, but for peace of mind. Our clients know exactly what they're getting every time: a premium, high-quality, compliant and highly effective product.

## What Sets NDS Apart?

While the hemp industry continues to grow, it can also be murky—clouded by inconsistent regulations, questionable sourcing and unverified claims. We don't just navigate this terrain; we help **define** it. NDS collaborates with brands and industry partners to elevate the standard. From ingredient sourcing to particle size validation and everything in between, we're deeply involved in the process and committed to transparency.

**We also go beyond supplying ingredients.** We offer expert-led consulting services and support for special projects. Whether a brand is just entering the hemp space or looking to refine its current offerings, NDS is the trusted partner for scaling with integrity.

## Final Thoughts

Hemp-derived ingredients aren't just a trend—they're a **movement**, and one rooted in natural wellness, thoughtful innovation and consumer empowerment. However, not all suppliers are created equal.

At NDS, we're proud to lead the way. By prioritizing quality, compliance and consistency, we're shaping the future of hemp—one partnership, one product and one purpose at a time.

If you're looking to work with a team that believes in doing things the right way, not the easy way, let's talk. We're not just in the hemp business—**we're in the business of trust.**

Article written by Madison Gulli-Callaghan

June 26, 2025

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# More Than a Supplier: How NDS Empowers You

In today's fast-moving, ever-evolving market, you don't just need a supplier—you need a partner.

At Northern Diversified Solutions (NDS), we pride ourselves on being exactly that: a trusted, long-term, service-oriented partner for your brand. Whether you're launching a startup or scaling an established brand, we're committed to your success from the first conversation to your latest product launch.

## We're Built for More Than Transactions. We're Built for Partnerships.

**Many suppliers provide ingredients. Fewer provide ongoing support.** At NDS, we deliver both and more because **we believe success comes from collaboration.**

When you work with us, you gain a partner who:

- Offers premium, high-performing ingredients derived from top-tier genetics
- Ensures start-to-finish ingredient integrity, from cultivation to finished form
- Prioritizes compliance and safety so you don't have to stress about it
- Delivers fast, reliable turnaround times thanks to our grower contracts and assured supply
- Provides ongoing support and expertise
- Opens doors to valuable industry connections through our expansive network
- Responds quickly when problems or questions arise with solutions that work fast

## Premium Inputs. Proven Outcomes.

Our ingredients don't just meet the standard — they set it. Through meticulous sourcing, innovative processing and shelf-stable ingredients, we ensure your products are powered by compliance, quality and consistency. That means fewer headaches for your team, better experiences for your customers and stronger results for your brand. Plus, our **vertically integrated** model allows us to maintain **competitive, predictable pricing without compromising quality** because we believe you shouldn't have to choose between affordability and performance.

## Empowering Brands at Every Stage

Whether you're navigating formulation, scaling production or entering a new market, NDS is here to reduce delays, offer insight and empower your next move.

We're here to save you time and resources by streamlining your supply chain and removing operational roadblocks.

We want to see startups rise and established companies stay ahead. Our loyalty isn't transactional—it's foundational.

**When you win, we win.**

If you're ready for a supplier who invests in your success, not just your order, we're ready to talk. Reach out today and experience what it means to have a partner who truly has your back.

July 1, 2025

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## Q-SET™ in Action: NDS' Proven Process

At Northern Diversified Solutions (NDS), risk management isn't an afterthought—it's at the core of everything we do.

That's why we developed **Q-SET™**, our proprietary process rooted in four critical pillars: Quality, Safety, Efficacy, and Traceability. By weaving Q-SET™ into every step of our **vertically integrated** supply chain, **from seed to solution**, we're able to consistently deliver high-performing, compliant and reliable ingredients you can count on.

Here's how Q-SET™ sets us apart:

### Q: Quality That Starts at the Source

**The standard for quality is set long before an ingredient enters your facility.** It starts in the field. At NDS, we partner with trusted growers who cultivate premium genetics under strict standards. Our internal team vets and verifies incoming biomass before it becomes part of your product.

We implement rigorous Standard Operating Procedures (SOPs) at every stage of production—from post-harvest handling to processing to our quality control checklist. Through ongoing R&D, robust internal audits and consistent third-party testing, we ensure each batch meets (or exceeds) industry standards. No shortcuts. No inconsistencies. Just compliant, reliable ingredients that back your brand's identity.

### S: Safety You Can Rely On

In a rapidly evolving regulatory landscape, **safety must be proactive versus reactive**. NDS prioritizes consumer and employee safety by integrating safety into the core of our operations.

From strategic sourcing to establishing and enforcing clear SOPs, our operations are designed to mitigate risk before it becomes a problem. We don't wait for issues to arise. Our food safety systems are built to prevent them.

### E: Efficacy That Consistently Performs Every Time

Your brand deserves ingredients that do more than just meet the minimum. Our formulations are built for consistency, performance and scalability so your products work as promised, **batch after batch**.

We achieve this by meticulously monitoring our processes and dialing in repeatable, optimized methods. Our team works hard to ensure you get high-performing, shelf-stable, compliant ingredients that integrate easily into your workflow—reducing complications and improving time to market. The ordering process is simple and efficient because we know your time is valuable.

### T: Traceability That Builds Trust

In an industry where transparency often takes a backseat, NDS leads by example. Every ingredient we provide is fully traceable, from **soil to shelf**. We document **every** step, maintain detailed batch records, and ensure full visibility into sourcing and processing.

Yes, you can even meet our growers.

We believe in radical transparency because it builds trust, fosters accountability and empowers you to stand behind your products with confidence. When your customers ask where your ingredients come from, you'll have the answer, and the paperwork to back it up.

## Q-SET™ Is Not Just a Framework. It's Our Proven Process.

By embedding Q-SET™ into our vertically integrated model, we reduce risk, enhance consistency and elevate product performance for every partner we work with. It's how we keep our operations tight, ingredients exceptional and clients empowered.

Whether you're launching a new line or scaling your top seller, Q-SET™ ensures your success is built on a process **proven** to work.

Let's raise the bar together.

Article written by Madison Gulli-Callaghan

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July 8, 2025

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## Why Co-Packers Choose Northern Diversified Solutions

In the fast-paced, compliance-heavy world of THC-infused beverages and hemp-derived products, co-packers are under pressure to deliver on-time, on-budget and in full compliance. Sound familiar? That's where Northern Diversified Solutions (NDS) comes in.

At NDS, we don't just supply ingredients. We deliver turnkey support that simplifies your production process. With deep industry expertise, vertically integrated operations and a team that's been in the trenches with co-packers like you, we know how to eliminate friction from your workflow. Whether you're navigating flavor challenges, testing concerns or evolving testing regulations, **we've got your back.**

## Why Partnering with NDS Works for You

### 1. We Know the Industry Inside and Out

Working with hemp can be complicated. Cannabinoid regulations regularly shift and formulation can be tricky, particularly due to ingredient incompatibility. Our team brings years of specialized experience in hemp-derived ingredients, emulsion technologies and compliance testing to prevent problems from occurring, and efficiently helping when inevitable issues arise.

### 2. Vertical Integration = Smoother Production

Because we oversee every step from sourcing biomass to processing emulsion, we're able to offer consistent quality, fast turnaround times and fewer surprises. That means fewer supply chain issues, more predictable lead times and more efficient production runs for you.

### 3. Predictable Pricing in a Volatile Market

With frequently fluctuating pricing, NDS offers something rare: price risk mitigation. Thanks to our long-term sourcing contracts, we can lock in predictable, competitive pricing for you, helping you plan ahead without getting blindsided by being caught in the spot.

### 4. Full Transparency & On-Site Support

We don't just drop off ingredients and disappear. With full traceability, detailed COAs and on-demand onsite technical service, our goal is to make sure your line keeps moving and your customers stay happy. When you succeed, we succeed.

### 5. Built-In Connections to Help You Grow

At NDS, we're a connector in the hemp space. Thanks to our extensive network of cultivators, brands, labs, process authorities and more, we're in constant conversation with individuals or organizations actively looking for reliable, knowledgeable co-packers. When we find a strong match, we're happy to make introductions. We believe in building a thriving ecosystem, where brands and co-packers grow together. When you win, we win, and so does the industry.

## Turning Common Co-Packing Issues into Wins

Let's face it: co-packing in the hemp space isn't always smooth sailing. Common issues like ingredient incompatibility, oxidation or testing inconsistencies can derail a project fast. That's why NDS takes a proactive approach.

## Reliable, Compliant Ingredients

- GMP-quality, third-party tested and fully traceable
- Created for consistency, compliance and high-performance
- Ready for real-world production, and not just the lab

## Advanced Emulsions

- Water-dispersible emulsions designed for smooth integration, flavor and performance
- Ingredient compatibility expertise
- Support with stability testing and formulation optimization

## Testing Accuracy & Regulatory Confidence

- Third-party tested emulsions that reduce sampling or implementation issues
- Expert guidance on compliance testing standards
- Help navigating regulatory shifts at the state and federal level

## Why Co-Packers Choose NDS

When you partner with NDS, you're not just buying ingredients. You're investing in a vertically integrated, reliable partner who helps you:

- Protect margins with competitive, predictable pricing
- Hit deadlines with fewer production delays
- Keep your brands happy with compliant, stable and nicely flavored products
- Access new markets and scale faster with our extensive network
- Ongoing support from our expert team from ingredient incompatibility to new regulations explained

## Ready to Streamline Your Process?

Our job is to make your job easier. With NDS as your ingredient partner, you get a seamless, strategic extension of your own team. From day one, we're here to support your success with real solutions.

Reach out to us today and see how working with NDS can transform your production process.

Article written by Madison Gulli-Callaghan

July 15, 2025

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