

Janis Auyang

From: Brittney Driebel <brittney.driebel@kohls.com>
Sent: Thursday, December 14, 2023 4:45 AM
To: Kelly Jungmann
Cc: Kari Wittig; christine.sun@jlapets.com; Sara Land; Joan Scotto; Sarah McMullen
Subject: Re: SP24 Friends Forever Pet

Ship windows have been updated and urgent edi

On Wed, Dec 13, 2023 at 4:39 PM Kelly Jungmann <kelly.jungmann@kohls.com> wrote:
Hi Kari,

We can update those to a March wk 5 INDC (ships 3/25). Please see the updated buy sheets.

Brittney please update the below POs to a 3/25 ship.

14970828

14970837

14970808

14970811

14969372

14969375

14969380

Thank you!

On Wed, Dec 13, 2023 at 9:38 AM Kari Wittig <kari.wittig@jlahome.com> wrote:

⚠ External Sender: Be Aware of Links, Attachments and Requests. ⚠

Thanks, Brittney & Kelly!

Kelly,

We need to request an additional update. The orders with a 3/18-3/23 ship window will be difficult to hit due to Chinese New Year and the date that they would need to ship ex-China. Would it be possible to update the ship window to one week later for those orders? Sorry we didn't realize this before confirming the buy plan.

Thanks,

Kari Wittig

JLA Home (a division of E&E Co., Ltd)

VP of Sales

Cell: 262-221-3999

From: Brittney Driebel <brittney.driebel@kohls.com>

Sent: Wednesday, December 13, 2023 8:50 AM

To: Kelly Jungmann <kelly.jungmann@kohls.com>

Cc: Kari Wittig <kari.wittig@jlahome.com>; christine.sun@jlapets.com; Sara Land <sara.land@kohls.com>; Joan Scotto <joan.scotto@jlahome.com>; Sarah McMullen <sarah.mcmullen@kohls.com>

Subject: Re: SP24 Friends Forever Pet

po's have been updated and urgent edi

On Wed, Dec 13, 2023 at 8:31 AM Kelly Jungmann <kelly.jungmann@kohls.com> wrote:

Hi Brittney,

These are approved to be updated to Landed. I will reach out to our internal team to see if that function can be added to the new system.

Thank you!

On Tue, Dec 12, 2023 at 10:40 AM Brittney Driebel <brittney.driebel@kohls.com> wrote:

Hi Kelly and Sara,

on the buysheets I noticed none of them were marked as landed. Can you confirm this is how they should be, as once I flip them they cant be changed back from none landed

On Tue, Dec 12, 2023 at 10:37 AM Kari Wittig <kari.wittig@jlahome.com> wrote:

⚠ **External Sender:** Be Aware of Links, Attachments and Requests. ⚠

Hi Brittney,

One order came across so far, but it was Domestic. Could you please change PO 14969363 to Landed/POE and confirm the other orders were written as POE?

Thanks!

Kari Wittig

JLA Home (a division of E&E Co., Ltd)

VP of Sales

Cell: 262-221-3999

From: Brittney Driebel <brittney.driebel@kohls.com>

Sent: Tuesday, December 12, 2023 9:07 AM

To: Kari Wittig <kari.wittig@jlahome.com>

Cc: Kelly Jungmann <kelly.jungmann@kohls.com>; christine.sun@jlapets.com; Sara Land <sara.land@kohls.com>; Joan Scotto <joan.scotto@jlahome.com>; Sarah McMullen <sarah.mcmullen@kohls.com>

Subject: Re: SP24 Friends Forever Pet

Hi,

These orders have been written

On Tue, Nov 28, 2023 at 2:14 PM Kari Wittig <kari.wittig@jlahome.com> wrote:

⚠ **External Sender:** Be Aware of Links, Attachments and Requests. ⚠

Thanks, Brittney!

Kari Wittig

JLA Home (a division of E&E Co., Ltd)

VP of Sales

Cell: 262-221-3999

From: Brittney Driebel <brittney.driebel@kohls.com>
Sent: Tuesday, November 28, 2023 2:03 PM
To: Kelly Jungmann <kelly.jungmann@kohls.com>
Cc: Kari Wittig <kari.wittig@jlahome.com>; christine.sun@jlapets.com; Sara Land <sara.land@kohls.com>; Joan Scotto <joan.scotto@jlahome.com>; Sarah McMullen <sarah.mcmullen@kohls.com>
Subject: Re: SP24 Friends Forever Pet

these have been sent to K-link for set up

On Tue, Nov 28, 2023 at 11:55 AM Kelly Jungmann <kelly.jungmann@kohls.com> wrote:

Great, thank you!

Brittney, please send to Klink & write the orders!

Thank you,

On Tue, Nov 28, 2023 at 11:33 AM Kari Wittig <kari.wittig@jlahome.com> wrote:

⚠ External Sender: Be Aware of Links, Attachments and Requests. ⚠

Hi Kelly,

Thanks very much! Everything is approved and Brittney can proceed with setting up items and writing orders.

Thanks,

Kari Wittig

JLA Home (a division of E&E Co., Ltd)

VP of Sales

Cell: 262-221-3999

From: Kelly Jungmann <kelly.jungmann@kohls.com>
Sent: Monday, November 27, 2023 11:11 AM
To: Kari Wittig <kari.wittig@jlahome.com>
Cc: Brittney Driebel <brittney.driebel@kohls.com>; christine.sun@jlapets.com; Sara Land <sara.land@kohls.com>; Joan Scotto <joan.scotto@jlahome.com>; Sarah McMullen <sarah.mcmullen@kohls.com>
Subject: Re: SP24 Friends Forever Pet

Great, thank you! For the backpack, let's do a 2:10. I attached the updated buy sheet.

Thank you for working through all of this! Let us know if you are good with Brittney sending the newness for setup & then writing the orders.

Brittney, once Kari approves, please check all inners/outers in KLink match the buy sheets before writing the orders. There were a lot of updates here.

Thank you,

On Mon, Nov 27, 2023 at 11:02 AM Kari Wittig <kari.wittig@jlahome.com> wrote:

⚠ **External Sender:** Be Aware of Links, Attachments and Requests. ⚠

Hi Kelly,

Hope you had a nice Thanksgiving! Thanks for reviewing and providing comments and the updated buy sheet.

- For the Crate Mats, we can confirm inners of 1.
- For the Backpack, there are a couple options, please let us know what works best for you.
 1. Changing the inner to 4 and the outer to 12
 2. Changing the inner to 2 with the current outer of 10

Also, the new Plaid Cuddler sample will be ready to send soon.

Thanks,

Kari Wittig

JLA Home (a division of E&E Co., Ltd)

VP of Sales

Cell: 262-221-3999

From: Kelly Jungmann <kelly.jungmann@kohls.com>

Sent: Wednesday, November 22, 2023 1:18 PM

To: Kari Wittig <kari.wittig@jlahome.com>

Cc: Brittney Driebel <brittney.driebel@kohls.com>; christine.sun@jlapets.com; Sara Land <sara.land@kohls.com>; Joan Scotto <joan.scotto@jlahome.com>; Sarah McMullen <sarah.mcmullen@kohls.com>

Subject: Re: SP24 Friends Forever Pet

Hi Kari,

Please use the attached Beds buy sheet. The one sent didn't have all the information for that new bed.

Thank you!

On Wed, Nov 22, 2023 at 1:04 PM Kelly Jungmann <kelly.jungmann@kohls.com> wrote:

Hi Kari,

Thank you! Please see my comments in red below:

Beds –

- Columns AA/AB/AC were added with our current inner/outer and comments, changes are highlighted in column Y/Z/AA **Thank you for working with us! All crate matts will stay with an inner of 1 as previously discussed. I attached the updated buy sheet.**
- The Plaid cuddler is added at the bottom. **Great, thank you! I added additional information for our end for setup**
- There was one typo on the price in cell D32, the corrected price of \$5.65 is highlighted. **Sorry about that, thank you for updating!**

Travel –

- Columns added with current inner/outer and comments. Is 10/10 okay for the Backpack or does the inner need to be less? **If we could get this down to at least a 3 or 4, that would be best! If we kept the inner of 10, each store would have to get 10 units at a time.**

Furniture –

- Highlighted quantities were rounded up by 1 unit to be divisible by the case pack quantity of 2. **Great, thank you!**

I am out starting at noon on 11/28-12/12 so if we can try to wrap this all up by then, that would be great! I think the only outstanding items are confirming all crate mats are at an inner of 1 and lowering the backpack if possible. Once this is confirmed, we will send for setup and Brittney will write the orders. Brittney, please double check all inners.outers and that Klink matches the

buy sheets as there are a lot of updates here before writing the orders. I will put a note in the tracker to make sure as well.

As a reminder, the retails for the carry-over items are highlighted in purple. Please note that once you receive the POs, the old/current retails will be reflected as we cannot update in our system until February. Please use the buy sheets as the source of truth for the retails.

Thank you and have a great Thanksgiving!

On Wed, Nov 22, 2023 at 11:42 AM Kari Wittig <kari.wittig@jlahome.com> wrote:

⚠ External Sender: Be Aware of Links, Attachments and Requests. ⚠

Hi Kelly,

Our team has reviewed everything and buy sheets are attached with updates. General notes are below as well as additional notes for each buy sheet.

- Costing will remain the same for the 2:2 inner/outers on the carryover beds and the new bed.
- All new items have been set up in the UPC catalog.

Buy Sheets:

Beds –

- Columns AA/AB/AC were added with our current inner/outer and comments, changes are highlighted in column Y/Z/AA
- The Plaid cuddler is added at the bottom.
- There was one typo on the price in cell D32, the corrected price of \$5.65 is highlighted.

Travel –

- Columns added with current inner/outer and comments. Is 10/10 okay for the Backpack or does the inner need to be less?

Furniture –

- Highlighted quantities were rounded up by 1 unit to be divisible by the case pack quantity of 2.

Please let me know if you have any questions or need anything else.

Hope you have a Happy Thanksgiving!

Thanks,

Kari Wittig

JLA Home (a division of E&E Co., Ltd)

VP of Sales

Cell: 262-221-3999

From: Kelly Jungmann <kelly.jungmann@kohls.com>

Sent: Friday, November 17, 2023 10:09 AM

To: Kari Wittig <kari.wittig@jlahome.com>

Cc: Brittney Driebel <brittney.driebel@kohls.com>; christine.sun@jlapets.com; Sara Land <sara.land@kohls.com>; Joan Scotto <joan.scotto@jlahome.com>; Sarah McMullen <sarah.mcmullen@kohls.com>

Subject: Re: SP24 Friends Forever Pet

Great, thank you!

On Thu, Nov 16, 2023 at 5:13 PM Kari Wittig <kari.wittig@jlahome.com> wrote:

⚠ External Sender: Be Aware of Links, Attachments and Requests. ⚠

Hi Kelly,

Thanks so much for your time yesterday! And, thank you for sending the updated buy sheets, recap, and confirmations.

Our team is reviewing, and we will get back to you with the outstanding costing, packaging, and set up information needed as well as confirming the order quantities and ship dates.

Thanks!

Kari Wittig

JLA Home (a division of E&E Co., Ltd)

VP of Sales

Cell: 262-221-3999

From: Kelly Jungmann <kelly.jungmann@kohls.com>
Sent: Wednesday, November 15, 2023 4:14 PM
To: Kari Wittig <kari.wittig@jlahome.com>
Cc: Brittney Driebel <brittney.driebel@kohls.com>; christine.sun@jlapets.com; Sara Land <sara.land@kohls.com>; Joan Scotto <joan.scotto@jlahome.com>; Sarah McMullen <sarah.mcmullen@kohls.com>
Subject: Re: SP24 Friends Forever Pet

Hi Kari,

It was great seeing you today! I wanted to recap what we had spoken about earlier:

- Samples look great and are approved!
- Beds: your team will work on costing for 2:2s. I confirmed ecom can remain at a 1:2
- New Bed: your team will work on getting new costing for a 2:2 and the remaining information needed
- Crates: we decided to do the 2 containers so I have that reflected in the buy sheet.

I have the buysheets attached. I also included May as I will be out from 11/29-12/12.

The retails for the carry-over items are highlighted in purple. Please note that once you receive the POs, the old/current retails will be reflected as we cannot update in our system until February. Please use the buy sheets as the source of truth for the retails.

Once everything has been confirmed and updates made with costing/packaging, we will send them for setup and start writing the orders.

If there is anything I missed, please let me know!

Thank you,

On Wed, Nov 15, 2023 at 11:07 AM Kelly Jungmann <kelly.jungmann@kohls.com> wrote:

Hi Kari,

I will come down now quick!

Thanks!

On Wed, Nov 15, 2023 at 11:05 AM Kari Wittig <kari.wittig@jlahome.com> wrote:

⚠ External Sender: Be Aware of Links, Attachments and Requests. ⚠

Hi Kelly,

Thanks for all the updates! Sorry I didn't see this sooner, I was on my way to Kohl's office. Do you have any other times available today? I'm done with my meeting and have the samples in the North lobby now, but could come back this afternoon.

Thanks,

Kari Wittig

JLA Home (a division of E&E Co., Ltd)

VP of Sales

Cell: 262-221-3999

From: Kelly Jungmann <kelly.jungmann@kohls.com>

Sent: Wednesday, November 15, 2023 9:20 AM

To: Kari Wittig <kari.wittig@jlahome.com>

Cc: Brittney Driebel <brittney.driebel@kohls.com>; christine.sun@jlapets.com; Sara Land <sara.land@kohls.com>; Joan Scotto <joan.scotto@jlahome.com>; Sarah McMullen <sarah.mcmullen@kohls.com>

Subject: Re: SP24 Friends Forever Pet

Sorry for the second email, I forgot to attach the FA23 buy sheet to cross reference for our current inners/outers.

Thank you!

On Wed, Nov 15, 2023 at 9:17 AM Kelly Jungmann <kelly.jungmann@kohls.com> wrote:

Hi Kari,

Great thanks! We would go with option 1 with the different inner fabric. Would you be able to send over updated costs for a 2:2 packaging and style numbers?

For the crate containers, would we be able to do 3 full containers and only use the units needed for the set and then use the leftover units for additional flow? Similar to how we work with the MOQs.

For the beds, noted on the Ortho Napper & Hide Mat Large. For the other 2 styles, Hide Mat Med & Tufted Bone Pillow, would you be able to send over updated costs for the 2:2

packaging? We would need a 2:2 to be cross dockable in our DCs. I will also update the buy sheet and any POs/system updates we need for those 2 styles that should be a 2:2. Our FA23 Buysheet reflects all inners as a 1. Are you able to send over a list by style number on what the correct inners and outers should be? For example I have the Hide Mat Large as a 1:2 reflected on the buy sheet and in our system vs it should be at a 2:2. I have attached our FA23 buy sheet for reference.

I am free at 10am this morning if we want to meet quick and we can also talk through the inners/outer needs.

Thank you!

On Mon, Nov 13, 2023 at 12:32 PM Kari Wittig <kari.wittig@jlahome.com> wrote:

⚠ External Sender: Be Aware of Links, Attachments and Requests. ⚠

Hi Kelly,

Thanks for all the updates!

Please see the attached quote sheet for the new plaid beds. There are 2 options for the style with different inner fabrics, costs, and quantities to use the remaining fabric. Let us know which you would like to go forward with and if there are any questions.

Please also see the attached furniture buysheet for clarification on the options of order quantities for 2 or 3 full containers of the crates. You can adjust the store and digital quantities as needed if the total omni units stay the same.

Regarding the case packs of 2:2 for carryover beds, we want to be sure we are clear on this and think it might be helpful to discuss. Do you need inners of 2 rather than 1 to be cross dockable? It seems that inners of 1 have been listed on the buysheet, but are not

what we are currently doing for stores. Were they listed that way for Ecom where the inner of 1 with a PE bag is required?

- Ortho Napper – currently 2:2
- Hide Mat Medium – currently 6:6, can do 1:6
- Hide Mat Large – currently 2:2
- Tufted Bone Pillow – currently 4:4, will check on doing 2:2, but there may be an upcharge

Also, I have received pre-production samples of the Tufted Crate Mat, Hands-free Leash, and Carrier. I'll be at Kohl's office on Wednesday morning and can drop them off. Please let me know if you have a little time to meet and review them.

Thanks,

Kari Wittig

JLA Home (a division of E&E Co., Ltd)

VP of Sales

Cell: 262-221-3999

From: Kelly Jungmann <kelly.jungmann@kohls.com>

Sent: Thursday, November 9, 2023 4:50 PM

To: Kari Wittig <kari.wittig@jlahome.com>

Cc: Brittney Driebel <brittney.driebel@kohls.com>; christine.sun@jlapets.com; Sara Land <sara.land@kohls.com>; Joan Scotto <joan.scotto@jlahome.com>; Sarah McMullen <sarah.mcmullen@kohls.com>

Subject: Re: SP24 Friends Forever Pet

Hi Kari,

Please see my comments in red below:

- With some of the quantities being low, are you able to provide either additional orders or forecasts for the SP24 season? **Yes, we will work through this to get a forecast by choice**
- Christine noticed some changes on the ticketing/subclass information for carryover items, is that correct? **Correct! The ticket updates reflect our new pricing structure of an everyday low. Once written, the POs will still reflect the old tickets as we cannot update our system until February. The Subclass information was updated as we did a reclass a couple months ago. There was one on your sheet that I had highlighted in yellow with the correct subclass.**
- March and April orders are due by 11/20 due to Chinese New Year. Would you be able to add those orders to the buy sheets now? **Yes, I will send this over when we send the forecasts. We will also be setting the new bed using the leftover slope fabric. Would you be able to send us over those details?**
- The inners and outers and the ship windows are confirmed. **Great!**
- There are a few quantities that will need adjustments
 - Crate covers – will need to be canceled, the two sizes with 24pcs each total 48pcs and the MOQ is 300pcs of each size **I will look into this and send over when I send over the forecasts.**
 - Pet stairs - two sizes combined are 796pcs, MOQ needs to be 1000pcs. Can this be increased to 1000? **This should be fine! I will send over the updates when I send over the forecasts.**
 - Wire crates - 40/1052/1052/40, total is over 2 full containers, we recommend to adjust quantities to total omni 40/920/827/40 for two full containers or total omni 40/1300/1300/40 for 3 full containers. **Would you be able to clarify this?**

We will work on getting you the updates by early next week with the forecasts. Keep us posted on the carry-over beds packaging and if we are able to do a 2:2 to be cross dockable in our DCs as it could cause the units to change slightly.

Thank you!

On Thu, Nov 9, 2023 at 3:41 PM Kari Wittig <kari.wittig@jlahome.com> wrote:

⚠ External Sender: Be Aware of Links, Attachments and Requests. ⚠

Hi Kelly,

Our team has reviewed the buy plans and our feedback is below.

- The inners and outers and the ship windows are confirmed.
- There are a few quantities that will need adjustments:
 - Crate covers – will need to be canceled, the two sizes with 24pcs each total 48pcs and the MOQ is 300pcs of each size
 - Pet stairs - two sizes combined are 796pcs, MOQ needs to be 1000pcs. Can this be increased to 1000?
 - Wire crates - 40/1052/1052/40, total is over 2 full containers, we recommend to adjust quantities to total omni 40/920/827/40 for two full containers or total omni 40/1300/1300/40 for 3 full containers.

Also, regarding our question on the ticketing class/subclass information, please see the attached spreadsheet and help to advise if the changes are correct.

Please let us know if there are any questions.

Thanks!

Kari Wittig

JLA Home (a division of E&E Co., Ltd)

VP of Sales

Cell: 262-221-3999

From: Kari Wittig <kari.wittig@jlahome.com>

Sent: Wednesday, November 8, 2023 3:00 PM

To: 'Kelly Jungmann' <kelly.jungmann@kohls.com>; 'Brittney Driebel' <brittney.driebel@kohls.com>

Cc: 'christine.sun@jlapets.com' <christine.sun@jlapets.com>; 'Sara Land' <sara.land@kohls.com>; 'Joan Scotto' <joan.scotto@jlahome.com>; 'Sarah McMullen' <sarah.mcmullen@kohls.com>

Subject: RE: SP24 Friends Forever Pet

Hi Kelly,

As another update on the request for additional orders, both the March and April orders are due by 11/20 due to Chinese New Year. Would you be able to add those orders to the buy sheets now?

Thanks,

Kari Wittig

JLA Home (a division of E&E Co., Ltd)

VP of Sales

Cell: 262-221-3999

From: Kari Wittig <kari.wittig@jlahome.com>

Sent: Wednesday, November 8, 2023 9:37 AM

To: 'Kelly Jungmann' <kelly.jungmann@kohls.com>; 'Brittney Driebel' <brittney.driebel@kohls.com>

Cc: 'christine.sun@jlapets.com' <christine.sun@jlapets.com>; 'Sara Land' <sara.land@kohls.com>; 'Joan Scotto' <joan.scotto@jlahome.com>; 'Sarah McMullen' <sarah.mcmullen@kohls.com>

Subject: RE: SP24 Friends Forever Pet

Hi Kelly,

Thanks for sending the buy plans and updated SP24 pricing! We will update the retail ticketing on the carryover styles according to the buy sheets.

Our team is reviewing everything and we will get back to you soon with confirmations and any adjustments needed for full containers.

A couple of initial questions:

- With some of the quantities being low, are you able to provide either additional orders or forecasts for the SP24 season?
- Christine noticed some changes on the ticketing/subclass information for carryover items, is that correct?

Thanks,

Kari Wittig

JLA Home (a division of E&E Co., Ltd)

VP of Sales

Cell: 262-221-3999

From: Kelly Jungmann <kelly.jungmann@kohls.com>

Sent: Monday, November 6, 2023 3:47 PM

To: Kari Wittig <kari.wittig@jlahome.com>; Brittney Driebel <brittney.driebel@kohls.com>

Cc: christine.sun@jlapets.com; Sara Land <sara.land@kohls.com>; Joan Scotto <joan.scotto@jlahome.com>; Sarah McMullen <sarah.mcmullen@kohls.com>

Subject: Re: SP24 Friends Forever Pet

Hi Kari,

Please see the updated buy sheets reflecting the new SP24 pricing structure. The retails for the carry-over items are highlighted in purple. Please note that once you receive the POs, the old/current retails will be reflected as we cannot update in our system until February. Please use the buy sheets as the source of truth for the retails.

Thank you!

On Mon, Nov 6, 2023 at 2:39 PM Kelly Jungmann <kelly.jungmann@kohls.com> wrote:

Hi Kari,

Thank you for updating! I have the buy sheets attached. Let us know once approved and Brittney will start the setups of the new items.

Please keep us posted on the c/o beds. I have those inners/outers highlighted in yellow on the buy sheet. For the new bed with the slope fabric, we plan to set that in March but let us know how many units we will be looking at to bring in along with costing, style numbers, etc. We would also need the inners/outers to be a 2:2 here as well.

Thank you!

On Mon, Nov 6, 2023 at 12:12 PM Kari Wittig <kari.wittig@jlahome.com> wrote:

⚠ External Sender: Be Aware of Links, Attachments and Requests. ⚠

Hi Kelly,

Thanks for checking and providing the update!

Please see attached updated item set up information and below replies.

Pet Couch: We will go with the one with the convoluted foam with the cost of \$17.97
Thanks, the other option has been removed.

Tufted Crate Mat: Inners are 4 here vs the other crate mats have inners of 1. Are we able to do inners of 1 here? **Yes, we will do inners of 1 in PE bags.**

Hands Free Leash: Inners are 30 here, are we able to get inners of 4 or lower? With inners of 30, each store would get 30 units at a time which will cause us to be overstocked. **We can do inners of 4 in PE bags and will change the outer to 32.**

Car Cover & Hammock: Inners are 10 here, similar to the leash, are we able to be lower here? **Since these are fully boxed, the inner will be 1.**

Carrier: Inners are 10 here, similar to the above, are we able to be lower here? **We will do inners of 2 in PE bags.**

Crate: We will continue with your recommendation on the white, full color packaging with the stickers. **The store sizes/orders will be in full color packaging and Ecom orders sizes/orders will be in regular cartons.**

Please let me know if there are questions. Also, please send the buy plans as soon as possible or provide units so that we can begin preparing materials.

Thanks!

Kari Wittig

JLA Home (a division of E&E Co., Ltd)

VP of Sales

Cell: 262-221-3999

From: Kelly Jungmann <kelly.jungmann@kohls.com>

Sent: Friday, November 3, 2023 2:07 PM

To: Kari Wittig <kari.wittig@jlahome.com>

Cc: christine.sun@jlapets.com; Sara Land <sara.land@kohls.com>; Joan Scotto <joan.scotto@jlahome.com>; Sarah McMullen <sarah.mcmullen@kohls.com>

Subject: Re: SP24 Friends Forever Pet

Hi Kari,

I just heard back. Please see the below response:

"As long as the item is fully contained in its own box for sale, it does not need a poly bag."

Thank you!

On Fri, Nov 3, 2023 at 12:56 PM Kelly Jungmann <kelly.jungmann@kohls.com> wrote:

Hi Kari,

Thank you for getting back to me so quickly! I have reached out to our packaging contact to help advise on your question. Once I hear back, I will let you know!

Thank you,

On Thu, Nov 2, 2023 at 4:05 PM Kari Wittig <kari.wittig@jlahome.com> wrote:

⚠ External Sender: Be Aware of Links, Attachments and Requests. ⚠

Hi Kelly,

Thanks for confirming the Pet Couch option, we'll get a revised sample prepared.

We will be able to do lower inners, sorry for any confusion. I'll get back to you to confirm the inner/outers by item soon. One question though, the Car Seat Cover and

Hammock will be packaged in boxes, does that work for an inner of 1 or would it also need a poly bag?

Thanks also for the bed style selection for the remaining Slope Couch fabric. We will get costing and the quantity to you soon.

Thanks,

Kari Wittig

JLA Home (a division of E&E Co., Ltd)

VP of Sales

Cell: 262-221-3999

From: Kelly Jungmann <kelly.jungmann@kohls.com>

Sent: Thursday, November 2, 2023 9:16 AM

To: Kari Wittig <kari.wittig@jlahome.com>

Cc: christine.sun@jlapets.com; Sara Land <sara.land@kohls.com>; Joan Scotto <joan.scotto@jlahome.com>; Sarah McMullen <sarah.mcmullen@kohls.com>

Subject: Re: SP24 Friends Forever Pet

Hi Kari,

We reviewed all the information you had sent over, please see my notes below:

Pet Couch: We will go with the one with the convoluted foam with the cost of \$17.97

Tufted Crate Mat: Inners are 4 here vs the other crate mats have inners of 1. Are we able to do inners of 1 here?

Hands Free Leash: Inners are 30 here, are we able to get inners of 4 or lower? With inners of 30, each store would get 30 units at a time which will cause us to be overstocked.

Car Cover & Hammock: Inners are 10 here, similar to the leash, are we able to be lower here?

Carrier: Inners are 10 here, similar to the above, are we able to be lower here?

Crate: We will continue with your recommendation on the white, full color packaging with the stickers

For the inners, the lower the better as it gives us more flexibility with allocations which will avoid us becoming overstocked in certain doors. Ideally, we would want inners of 1 to give the most flexibility.

For the Slope Couch fabric we would like to do #7 below. With doing this silhouette how many units would we need to take in to use up the fabric?

Once you hear about the 2:2 packaging on the c/o beds, let us know!

Thank you!

On Tue, Oct 31, 2023 at 11:07 AM Kelly Jungmann <kelly.jungmann@kohls.com> wrote:

Hi Kari,

Thank you for sending! We will review the information and get back to you.

For the beds, we would also want to adjust the carry-forward items. Let us know what you find out!

Thank you,

On Tue, Oct 31, 2023 at 9:09 AM Kari Wittig <kari.wittig@jlahome.com> wrote:

⚠ External Sender: Be Aware of Links, Attachments and Requests. ⚠

Good Morning Kelly,

The document with the item set up information included for all items is attached here. Again, apologies for the delays, there were several details to confirm on the products and packaging and then Christine and I had some IT issues.

A couple notes to callout:

- There are 2 options on the Couch because the original doesn't quite fall within Kohl's max carton size requirements. One is adjusting the size spec of the depth slightly and the other is changing the fill from convoluted foam to chipped memory foam.
- For the Crates, we recommend the full color carton and unfortunately after checking with the factory using stickers on kraft cartons isn't going to be a workable option. And, as you called out in our meeting, the kraft box option wouldn't show an actual photography image.

Regarding the case packs of 2 for pet beds, you would like us to check on adjusting the current carryforward Bone Pillows from 4 to 2, correct?

Please let me know if there are any questions.

Thanks,

Kari Wittig

JLA Home (a division of E&E Co., Ltd)

VP of Sales

Cell: 262-221-3999

From: Kelly Jungmann <kelly.jungmann@kohls.com>

Sent: Thursday, October 5, 2023 5:05 PM

To: Kari Wittig <kari.wittig@jlahome.com>

Cc: christine.sun@jlapets.com; Sara Land <sara.land@kohls.com>; Joan Scotto <joan.scotto@jlahome.com>; Sarah McMullen <sarah.mcmullen@kohls.com>

Subject: Re: SP24 Friends Forever Pet

Great, thank you! I made note that those are the 2 sizes we will carry in stores and the other 2 will be webex.

Thanks!

On Thu, Oct 5, 2023 at 4:58 PM Kari Wittig <kari.wittig@jlahome.com> wrote:

 **External Sender:** Be Aware of Links, Attachments and Requests.

Hi Kelly,

Thanks so much for your time today and for providing the assortment plans and recap of follow-up points!

The two best crate sizes are 36 and 42.

We'll get back to you with the remainder of the outstanding information soon. We also plan to look into what we can do for market buys in smaller quantities and will let you know.

Thanks!

Kari Wittig

JLA Home (a division of E&E Co., Ltd)

VP of Sales

Cell: 262-221-3999

From: Kelly Jungmann [mailto:kelly.jungmann@kohls.com]

Sent: Thursday, October 5, 2023 12:12 PM

To: Kari Wittig; christine.sun@jlapets.com

Cc: Sara Land; Joan Scotto; Sarah McMullen

Subject: Re: SP24 Friends Forever Pet

Hi Kari and Christine,

It was great meeting with you today! As promised, I have the assortment sheet that we had reviewed in the call today. Below are a few follow-ups:

Kohl's Team

- Crate Cover: We will re-evaluate if we will carry forward or drop based on bringing in the crates
- Carrier: hanging or belly band for store merchandising
- Feb Buys due 10/25

JLA Team

- Costs on Crate with the different packaging options
- Additional options of the Tufted Bone Pillow (color and/or fabrication)
- best 2 Crate sizes to carry in-store
- List of style numbers, finalized costs, inners/outers, MOQs

As Sara had mentioned in the call, we would be interested in doing Market Buys with your team. If and when you have remaining inventory from other retailers that we can do small buys with, please send over as you have it for us to review. This way we can get a variety of beds and get some more learnings from!

Thank you!

On Tue, Jul 18, 2023 at 5:11 PM Kari Wittig <kari.wittig@jlahome.com> wrote:

 **External Sender: Be Aware of Links, Attachments and Requests.**

Hi Sara,

Thanks very much for the selections! And, agreed on watching sales to determine where color expansions or updates may make sense.

Thank you!

Kari

Kari Wittig

JLA Home (a division of E&E Co., Ltd)

VP of Sales

Cell: 262-221-3999

From: Sara Land [mailto:sara.land@kohls.com]

Sent: Tuesday, July 18, 2023 9:26 AM

To: Kari Wittig

Cc: Kelly Jungmann; Joan Scotto

Subject: Re: SP24 Friends Forever Pet

Hi Kari,

I attached a doc with our selections from your proposal.

As we continue to get more sales reads, we might want to expand into additional colors of current programs....for example, the gray crate mat is performing better than the green...what's the next green update? I'm looking forward for the XL beds to receipt here soon and get a read on those as well.

Thank you,

Sara Land

Merchandise Manager | Bath & Pet

Kohl's Department Stores Corporate Office

N56W17000 Ridgewood Drive

Menomonee Falls, WI 53051

[*sara.land@kohls.com*](mailto:sara.land@kohls.com)

262-703-2364 ext. 32364



On Wed, Jul 12, 2023 at 11:18 AM Kari Wittig <kari.wittig@jlahome.com> wrote:

⚠ External Sender: Be Aware of Links, Attachments and Requests

Hi Sara & Kelly,

Please see the attached SP24 proposal and let me know if you have any questions. Some current top industry trend information is also attached for your reference. Let me know if you would like to have a meeting to review.

If you could provide feedback soon, our team will prepare samples to review at SuperZoo and work on costing.

We are confirmed to meet on Wednesday, 8/16 at 1pm Vegas time. We will have a private meeting room this time (MR105) with some new products and any samples you would like to see from the proposal.

Thanks!

Kari

Kari Wittig

JLA Home (a division of E&E Co., Ltd)

VP of Sales

Cell: 262-221-3999

From: Kari Wittig [mailto:kari.wittig@jlahome.com]

Sent: Tuesday, July 11, 2023 9:01 AM

To: 'Sara Land'

Cc: 'Kelly Jungmann'; 'Joan Scotto'

Subject: RE: SP24 Friends Forever Pet

Good Morning Sara,

I'm checking with our team on Wednesday at 1pm to meet at SuperZoo and will confirm back soon.

Thanks very much for the development direction! We'll focus the proposal on beds and travel and should be able to add some feeding as well. We have quoted the below feeding items previously. Is there anything specific you're looking for in feeding?

Thanks!

Kari

Kari Wittig

JLA Home (a division of E&E Co., Ltd)

VP of Sales

Cell: 262-221-3999

From: Sara Land [mailto:sara.land@kohls.com]

Sent: Monday, July 10, 2023 2:03 PM

To: Kari Wittig

Cc: Kelly Jungmann; Joan Scotto

Subject: Re: SP24 Friends Forever Pet

Hi Kari!

We will be at super zoo--let's plan to meet on Wednesday. Does 1:00 Vegas time work for you?

In terms of assortment, categories to focus on are beds and travel. We're already seeing great success in the beds we have on the floor and the travel backpack!

Remind me, does JLA do feeding? If so, I'd be interested in seeing that as well. Let me know if you need any more specific information.

Thank you,

Sara Land

Merchandise Manager | Bath & Pet

Kohl's Department Stores Corporate Office

N56W17000 Ridgewood Drive

Menomonee Falls, WI 53051

sara.land@kohls.com

262-703-2364 ext. 32364



On Mon, Jul 10, 2023 at 12:45 PM Kari Wittig <kari.wittig@jlahome.com> wrote:

⚠ External Sender: Be Aware of Links, Attachments and Requests

Hi Sara & Kelly,

Do you have any direction on SP24 development for updates/additions to the Friends Forever Pet assortment? Our team is working on a proposal that we would like to send soon for your feedback. We would like to prepare some samples for review at SuperZoo.

Also, do you have travel plans/dates set for the SuperZoo show?

Thanks,

Kari

Kari Wittig

JLA Home (a division of E&E Co., Ltd)

VP of Sales

Cell: 262-221-3999

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