

Cindy Qi

From: Chandiramani, Khushboo <chandirk@amazon.com>
Sent: Tuesday, August 12, 2025 10:28 AM
To: Cindy Qi
Cc: Nichol Zhang
Subject: RE: JLA PCI counter offer review

Hi Cindy,

Thank you for sharing! We have made the uploads – please let me know when this reflects for you.

For the missing ASINs that you have sent over, these were rejected since post PCI profitability was very weak. We will keep PO exclusions on these ASINs until we can align on a permanent improvement to profit challenges.

Khushboo Chandiramani | Senior Vendor Manager, Home & Kitchen
424 5th Ave, New York, NY, 10018

chandirk@amazon.com

Work hard. Have fun. Make history.



From: Cindy Qi <cindy.qi@jlahome.com>
Sent: Monday, August 11, 2025 7:57 PM
To: Chandiramani, Khushboo <chandirk@amazon.com>
Cc: Nichol Zhang <nichol.zhang@jlahome.com>
Subject: RE: [EXTERNAL] JLA PCI counter offer review

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you can confirm the sender and know the content is safe.

Hi Khush,

Thank you very much for the update.

I'm not able to change the format of Column P in your file to add the HTS code, possibly because it's a protected sheet, so please refer to the attached JLA file and use Column K for the HTS information. If you need the list price details, you can also find the new suggested retail in Column H.

I've also reviewed the price input, and the values for the 3212 ASINs are correct under both vendor codes. However, I noticed that 42 ASINs from our submission are missing in your uploaded file. Please see the JLA note in Column J and help double-check.

Thanks again for your help on this.

Best Regards,

Cindy Qi

Sr. Ecommerce Account Manager

JLA Home | E&E Co. Ltd.

45875 Northport Loop E Fremont, CA 94538

On Mon, Aug 11, 2025 at 4:06 PM Chandiramani, Khushboo <chandirk@amazon.com> wrote:

- **Attachment protected by Amazon:**
- [JLA Tariff PCI Upload UCP.xlsx](#)

Amazon has replaced the attachment in this email with a download link. Downloads will be available until September 10, 2025, 23:06 (UTC+00:00). [Tell us what you think](#)

For more information click [here](#)

Hi Nichol

I believe this is the final step to your PCIs – please can you cross check the attached file for the vendor codes JLAH9, EECQ7 and ASIN level tariff PCI.

Please fill out column P for the HTS code and I will upload ASAP. The previous upload was rejected since I was missing the HTS code detail.

Khushboo Chandiramani | Senior Vendor Manager, Home & Kitchen

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From: Nichol Zhang <nichol.zhang@jlahome.com>

Sent: Tuesday, August 5, 2025 5:08 PM

To: Chandiramani, Khushboo <chandirk@amazon.com>

Cc: Cindy Qi <cindy.qi@jlahome.com>; Collins, Natalie <natalco@amazon.com>; Winnie Cheung <winnie.cheung@jlahome.com>

Subject: RE: [EXTERNAL] JLA PCI counter offer review

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Hi Khush,

Thank you for sharing the update, we are looking forward to hearing from you soon.

BTW, thank you for you and Vikram meeting with us in Vegas and sharing the insights, Cindy and I have shared them with our internal teams and we are taking actions to improve all related metrics for even better including confirmation rate and growth in sales!

Thanks,

On Tue, Aug 5, 2025 at 11:38 AM Chandiramani, Khushboo <chandirk@amazon.com> wrote:

Hi Cindy

We have taken this PCI up the chain and so far have received alignment from our finance manager. I have nudged our leadership this week for an update. I will follow up once we have more information.

Khushboo Chandiramani | Senior Vendor Manager, Home & Kitchen

424 5th Ave, New York, NY, 10018
chandirk@amazon.com

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From: Cindy Qi <cindy.qi@lahome.com>

Sent: Thursday, July 17, 2025 1:57 PM

To: Chandiramani, Khushboo <chandirk@amazon.com>

Cc: Collins, Natalie <natalco@amazon.com>; Winnie Cheung <winnie.cheung@lahome.com>;

nichol.zhang@jlahome.com

Subject: RE: [EXTERNAL] JLA PCI counter offer review

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Hi Khush,

Thank you very much for the update, we look forward to hearing further updates from you.

Best Regards,

Cindy Qi

Sr. Ecommerce Account Manager

JLA Home | E&E Co. Ltd.

45875 Northport Loop E Fremont, CA 94538

On Thu, Jul 17, 2025 at 10:32 AM Chandiramani, Khushboo <chandirk@amazon.com> wrote:

Hi Cindy

I wanted to share a quick update – we have finished our review and will be reviewing your business with Betsy next week in her leadership tariff review. I will follow up once I have more information. Thank you for your patience through this process.

Khushboo Chandiramani | Senior Vendor Manager, Home & Kitchen

424 5th Ave, New York, NY, 10018
chandirk@amazon.com

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From: Cindy Qi <cindy.qi@jlahome.com>
Sent: Thursday, July 10, 2025 7:55 PM
To: Chandiramani, Khushboo <chandirk@amazon.com>
Cc: Collins, Natalie <natalco@amazon.com>; Winnie Cheung <winnie.cheung@jlahome.com>;
nichol.zhang@jlahome.com
Subject: RE: [EXTERNAL] JLA PCI counter offer review

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Hi Khush,

I understand Prime Day is the main focus this week, but I'd really appreciate it if you have any feedback regarding the PCI review and progress.

Please don't hesitate to reach out if you have any further questions.

Thank you in advance!

Best Regards,

Cindy Qi

Sr. Ecommerce Account Manager

JLA Home | E&E Co. Ltd.

45875 Northport Loop E Fremont, CA 94538

On Mon, Jul 7, 2025 at 4:34 PM Cindy Qi <cindy.qi@jlahome.com> wrote: