

Ian Leggett  
Director  
People and Planet  
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Dear Mr Leggett,

In response to your recent letter and the many letters received from your members expressing concerns about the Ethical Standards within the Fashion Industry Supply Chains, I should like to clarify our activity which is focused on raising the standards in the factories of our suppliers.

You are correct to note that we joined the Ethical Trading Initiative in May 2006, to show publicly our commitment to improving working conditions with our supply chains, and there has been a huge amount of activity, which is on going, supporting this public declaration.

As a member of the ETI; one of the additional benefits it has brought is in recognising that many of the corporate members of the ETI share the same suppliers. The additional leverage from this commercial positioning can assist us all in achieving positive change, where combined buying power can encourage reluctant factory owners to cooperate more speedily, a benefit I am sure you would support.

We are surprised you have selected Primark as your campaigning target, because of the influence you believe we have on UK retail prices, when it is clear that many UK retailers (including some who are also ETI members) not only offer a wide selection of products, but a wide section of retail prices within each product range, which is clearly supported by consumer demand.

We would, however, be very happy to share our Ethical Trade Strategy with you in more detail, and would welcome the positive communication of our efforts to your interested members, to enable us to focus all our Ethical Trade resources on achieving positive results to benefit the workers in the supply chain.

To that end we think a meeting between you, ourselves and the ETI would be helpful and I would ask you to contact me to organise such a discussion. I would hope that after that you will be able to allay the concerns of your members.

Yours sincerely,

Rosalyn Mendelsohn