

# AMERICAN EAGLE OUTFITTERS

June 20, 2011

Mr. Martin Hojsik  
Greenpeace International Toxic Water Campaign Coordinator  
Ottho Heldringstraat 5  
1066 AZ Amsterdam, Netherlands

Dear Mr. Hojsik:

We received your letter dated Tuesday, June 14<sup>th</sup>, in which you reference a water sample test performed at Well Dyeing Factory, Ltd. in Zhongshan, China. We thank you for bringing this matter to our attention and share your concern for the negative environmental impact that can occur when appropriate wastewater precautions are not taken.

With respect to Well Dyeing specifically, we have no contractual business relation with them. Typically, fabric mills such as Well Dyeing contract directly with third party garment manufacturers to supply the fabric utilized in our garments. Nevertheless, we are familiar with Well Dyeing and understand that it has supplied fabric for our garments in the past. We have confirmed that Well Dyeing does not have any fabric programs currently in development for our garments at this time.

American Eagle Outfitters, Inc. strives to ensure that the processes used to manufacture our products do not negatively impact the environment. In 2007, we joined Business for Social Responsibility (BSR)'s Sustainable Water Group (SWG) to learn about ways to minimize the potential negative impact of our own products and support industry-wide efforts to reduce the negative impact of manufacturing on global water sources. The SWG is a partnership of eight global apparel companies committed to responsible wastewater practices in global textile supply chains.

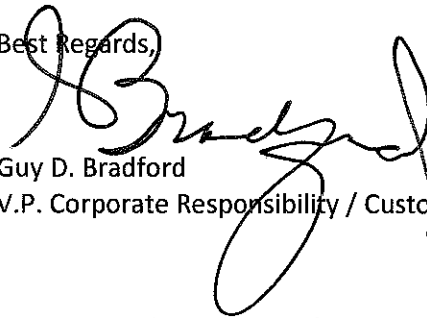
In 2007, we began monitoring water quality test reports submitted by supplier mills and laundries. After analyzing these test results, we realized that the data we received was not comparable between facilities because different local governments test by different standards. As a result, we implemented a new process in 2010 to extract more consistent, accurate test results using BSR standards for our top denim laundries. Facilities that do not meet the BSR standards receive corrective action plans. Please note that since we concentrated our initial efforts on denim mills and laundries, we have not yet collected data on the Well Dyeing facility.

We had understood that Well Dyeing had made material investments in waste water treatment equipment and processes. Therefore, we are concerned by your letter and would like to learn more details about the water samples you obtained. Specifically, can you provide additional information on the following:

1. What were the actual test results obtained—i.e. the specific levels found for each of the chemicals you listed; and to what extent did they compare to limits established by Chinese waste water standards; and
2. How and where exactly (i.e. what specific treatment plant or river location) were the samples obtained??

We look forward to receiving this information from you so that we can conduct a further investigation. We also would request that you not release our name in connection with this matter until we have had an opportunity to review more comprehensively and respond. Thank you, and we look forward to hearing from you.

Best Regards,

  
Guy D. Bradford  
V.P. Corporate Responsibility / Customs Compliance Officer

Cc: Martin Besieux: [mbesieux@greenpeace.org](mailto:mbesieux@greenpeace.org)  
Ilze Smit: [ismit@greenpeace.nl](mailto:ismit@greenpeace.nl)