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December 5, 2005

Daphna Nachminovitch, Director
Domestic Animal and Wildlife Rescue & Information
PETA
DaphnaN@peta.org

Dear Ms. Nachminovitch:

We have reviewed PETA's proposed agreement, in which, among other demands, you call for PetSmart to discontinue its sale of all birds and to cease using glue traps for wild rodent control in our facilities. You described this as a "concession" to your earlier, verbal demand that we discontinue sale of *all* pets. Under the proposal, you in turn agree to not conduct a negative corporate campaign against PetSmart. The proposal describes the campaign as one in which negative propaganda concerning the company would be developed and spread using the media, the Internet and other mass communication means, and would include other activities such as protests, unauthorized videotaping in our stores and measures aimed at shareholders and other groups associated with PetSmart. Your agreement offers a "protection" period of two years.

As we have indicated before in correspondence and face-to-face meetings with you and other PETA representatives, PetSmart and PETA have certain philosophical differences that we believe are neither compatible nor negotiable, even though both organizations share a keen interest in the welfare of animals. We celebrate and promote the special human bond that exists between companion pets and people. We choose to use our resources to better understand and promote this bond and the wellbeing of pets through research, training, adoptions and other means. PETA chooses to use its means to wage negative publicity campaigns.

As you know, we have commissioned independent research in the past into issues related to large bird behavior and retention issues. (The results are yet to be published by the researcher.) And earlier this year we partnered with our pest control contractor to fund research at a major university aimed at finding a better "mousetrap." We use results from studies and activities such as these to help shape our business decisions. Threats and intimidation are not an appropriate or constructive solution.

As we indicated in our November meeting with you, we discontinued placing new orders for all but two species of large birds last spring. This decision was based on a number of factors we evaluate on an ongoing basis to determine the types of companion pets we will offer for sale. We will continue to sell these two species and a wide selection of smaller birds. Our pest control contractor also will continue to use glue traps as an effective and

safe means of pest and rodent control in our facilities until a more effective one can be found that also meets our business needs.

We will continue to respond to, and where warranted, address in a timely way any complaints your organization forwards to us regarding pet care issues in our stores. We welcome this feedback. We have previously provided you the appropriate contact information. We do this as a matter of course with any individual or group. A system also is in place for our associates to bring concerns to our attention, anonymously or otherwise.

Again, we believe that both of our organizations share a passion for animals. However, we are disappointed that PETA has decided to pursue its goals by threatening to pursue a negative informational campaign. We desire that some day PETA will choose to use its resources and ingenuity in a more constructive and positive way than what you have offered in your proposed agreement. Until that time, we will simply agree to disagree.

Sincerely,

A handwritten signature in black ink, appearing to read "Richardson", written in a cursive style.

Bruce Richardson
Director, External Communications

cc: Phil Francis