



GENERAL FOODS CORPORATION / 250 North Street, White Plains, N.Y. 10625

SECRETARY'S DEPARTMENT

NGH

ALBERT G. PERKINS
SECRETARY

THOMAS E. McINTYRE
ROBERT P. MULGREW
NATALIE M. WATERMAN
ASSISTANT SECRETARIES

June 20, 1978

Mr. J. F. Brinkerhoff
Vice President
The University of Michigan
Ann Arbor, Michigan 48109

Dear Mr. Brinkerhoff:

Mr. Perkins has asked me to respond to your letter of May 10 regarding our involvement with South Africa.

To answer your specific questions, our agreements with the firms that manufacture our products and market them do not permit us to exert influence on them with respect to implementation of the six Sullivan Principles.

You may be interested to know that Reverend Sullivan wrote to us this past April regarding our South African operations. The President of General Foods International Operations, in his letter of reply, advised that the subsidiary company under which we operate in South Africa is not an operational company in the customary sense and that it is a "paper" company with no employees whatsoever. Despite this, however, we told Reverend Sullivan that General Foods is fully sympathetic with the Statement of Principles.

Please let us know if we can be of any further assistance.

Sincerely,



T. E. McIntyre

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INVESTMENT OFFICE GENERAL FOODS CORPORATION / 250 North Street, White Plains, N. Y. 10625

ALBERT G. PERKINS
SECRETARY

May 3, 1978

Mr. James F. Brinkerhoff
Vice President
The University of Michigan
Ann Arbor, Michigan 48109

Dear Mr. Brinkerhoff:

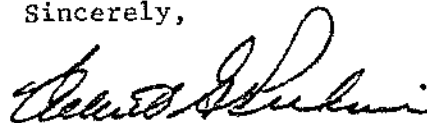
Mr. Ferguson has asked me to respond to your letter of April 19 regarding South African operations.

We do have a small, wholly owned subsidiary in South Africa, General Foods (Proprietary) Ltd., with a book value (machinery and equipment) of \$228,000. It is a non-operating company with no direct personnel employed by General Foods. We pay a management fee to a firm to supervise the manufacture of our products in their plant and a service fee to another South African company which provides the sales organization to market our products.

In fiscal 1977 this South African business had net sales of less than \$6 million. To add some perspective, net sales for General Foods Corporation as a whole in fiscal 1977 amounted to over \$4.9 billion.

Please let me know if you require any additional information.

Sincerely,



AGP/ek