

EXXON CORPORATION

1251 AVENUE OF THE AMERICAS, NEW YORK N.Y. 10020

NCA
Secretary's Department
Investor Relations Division
MATTHEW F. KANE — Manager

April 26, 1978

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

Dear Mr. Brinkerhoff:

Mr. Garvin has asked me to acknowledge the receipt of your recent letter and the copy of the resolution adopted by the Regents of the University regarding corporate activities in South Africa. We certainly do not feel that the actions of the Regents of the University are motivated by "hostility" but by the same notion of corporate responsibility to which Exxon has long adhered.

Enclosed for you and your associates are six copies of the statement entitled, "Highlights of Exxon's Business Activities in South Africa." We believe that this statement covers the issues you raised and gives a general profile of our operations and employment policies in South Africa.

For your information, Exxon has long supported the "Statement of Principles" which was developed and promoted mainly by Reverend Leon Sullivan. The purpose of the statement of principles is "to pursue fair and equal personnel practices for all races" and "to make a collective commitment to employment goals that will foster a better climate for social and economic progress in South Africa." We believe that the principles in the statement are compatible with Exxon's own long standing objectives and existing programs and actions in South Africa.

With regard to apartheid, we are deeply concerned about our ability to operate in South Africa in an ethical and socially responsible manner. Given the limited size and scope of our business there, we cannot pretend that the actions of Exxon are having a major impact on the well-being of blacks in the Republic as a whole. However, we do believe that our policies and performance have been beneficial insofar as our own black employees are concerned and, to some extent, the black communities in those few areas in which the company operates. Further, we think that we can contribute more to changing areas of unequal treatment by continuing to operate and providing opportunities for non-white employees in South Africa than by withdrawing.

APR 29 1978

Developments in South Africa are in the front pages of the newspapers these days and like you, we will continue following these events with interest and concern.

Sincerely,

J. M. J. Kaine

Enclosure

Brochures: Highlights of Exxon's Business Activities In South Africa