



No. 3

BOYCOTT SHELL BULLETIN

Shell Admits Boycott Is Working!

CAMPAIGN INTENSIFIES AS COMPANY CONSIDERS WITHDRAWAL FROM SOUTH AFRICA

The chairman of Shell South Africa says that the international boycott may force Royal Dutch/Shell to stop providing fuel for apartheid.

In a speech to senior company staff in August, chairman John R. Wilson said that Shell is considering pulling out of South Africa and that "we would have difficulty pretending" that the boycott is not a major factor in company discussions.

He cited several main reasons for the boycott's effectiveness. One is that "Shell is the only company having to handle an international campaign against it."

"Other companies have their problems, it's true, but these are mainly localized," he said. "But Shell is faced with an onslaught from no fewer than 9 different countries, and the number is growing."

The Shell executive also pointed to the link the campaign has made between the concerns of American

and South African workers.

As he noted, boycott supporters have emphasized that cheap labor conditions in countries like South Africa undermine labor standards and job security in the U.S.

"This was another barb to add to the anti-South African lash," Wilson complained.

"Not only was Shell union-bashing in America, but it was doing the same thing in South Africa, where it was accused of using slave labor to boot! And it was this slave labor which was furthermore depriving good, solid American citizens of their jobs..."

"Strategically, one couldn't choose a better or bigger target," Wilson concluded. "Shell's position is not comfortable. The threat of disinvestment is real."

In the wake of Wilson's statement, boycott supporters pledged to step up the campaign until Royal Dutch/

Shell and its subsidiaries stop doing business with South Africa.

Actions were held throughout the U.S. and other countries on Nov. 15, and local boycott efforts continued to expand.

A pull-out by Royal Dutch/Shell, the largest corporation in the world in terms of assets, would be particularly important since South Africa has no oil supplies of its own. Without companies like Shell, apartheid could not survive.

Shell Hires Boycott Buster

Another sign of Royal Dutch/Shell's concern about the growing international boycott is its hiring of public relations consultants who helped Nestle and Campbell Soup Co. fight boycotts of those companies' products.

The firm, called Pagan International, helps corporations with research, tactical advice, and implementation of counter-boycott strategies.

Pagan International is staffed by former Nestle employees, including director Rafael Pagan.

Nestle faced a ten-year boycott because its methods of marketing products in poor countries led to increased deaths among babies and young children, according to the company's critics.

The seven-year Campbell boycott was called by the Farm Labor Organizing Committee to force the company to sign union contracts covering heavily exploited farm workers.

THE DAILY TELEGRAPH, SATURDAY, OCTOBER 18, 1986

Shell may break camp in S. Africa

THE prospect of Shell pulling out of South Africa a year ago would have been unthinkable. Now it is being debated seriously—within the company.

John R. Wilson, executive chairman of the South African operations, has done more than think out loud with a warning about the company's battle for "survival" in the apartheid economy.

His address to senior managers is notable for its candour and bluntness and underlines the complete break between the business community, the non-Afrikaner element at least, and the government. For a company not renowned for its communications, the speech was a remarkable event.

Mr Wilson talked openly about

the naivety among businessmen about government intentions, and said business leaders were "set up" by the Botha administration and now effectively have to stand up and be counted. He sums up the position thus: "The situation is not comfortable. Shell's position is not comfortable. The threat of disinvestment is real."

In short, Shell may withdraw

MEDIA TAKING NOTICE: The London *Daily Telegraph* reported that "the prospect of Shell pulling out of South Africa a year ago would have been unthinkable. Now it is being debated seriously—with the company."



REACHING CONSUMERS: Leafleting at Shell stations continues in every region of the country. Top, boycott supporters take part in leafleting at a station in Virginia. Above, convention delegates from the New Jersey Industrial Union Council, AFL-CIO, join station leafleting. Right, an anti-apartheid coalition leafleting in Milwaukee has seriously cut into Shell's business, according to a station operator quoted on local TV broadcasts.

Endorsements Grow

The broad public support for the Shell boycott continues to be reflected in endorsements by national organizations.

New endorsements range from the Rural Coalition, representing 140 citizen groups throughout rural America, to the Citizens' Clearinghouse for Hazardous Wastes, a grassroots environmental organization.

The boycott has now been endorsed by more than 70 national labor, civil rights, religious, women's, student, environmental, and community organizations.

Shell Pays Employees to Serve In South African Military

Royal Dutch/Shell's subsidiaries in South Africa pay white employees to serve in the country's military.

Shell admitted this practice to the London *Observer*.

The South African government pays draftees a token wage, with Shell making up the rest of their normal income.

The military is crucial to enforcing the apartheid system which keeps South Africa's black majority herded into designated living

areas and reservations, confined to approved jobs, and separated from family members.

Shell told stockholders in 1984 that refusing to supply oil to the South African military and police "would constitute interference in the internal affairs of that country."

Shell also has agreed to abide by South African laws which allow the apartheid government to take over the company's operations in the event of a national emergency.

Harvard University Agrees To Sell Shell Stock Worth \$31 Million

Harvard University has joined the list of major investors who will no longer put their money into Royal Dutch/Shell.

After intense pressure from a broad-based coalition, Harvard has agreed to sell all of its holdings in Royal Dutch Petroleum Co. and Shell Transport & Trading Co., the co-owners of Royal Dutch/Shell.

The decision to sell the stock followed rallies and sit-ins at Harvard by students, faculty, and union members.

Harvard also had been lobbied by the National Labor Boycott Shell Committee and the Free South Africa Movement.

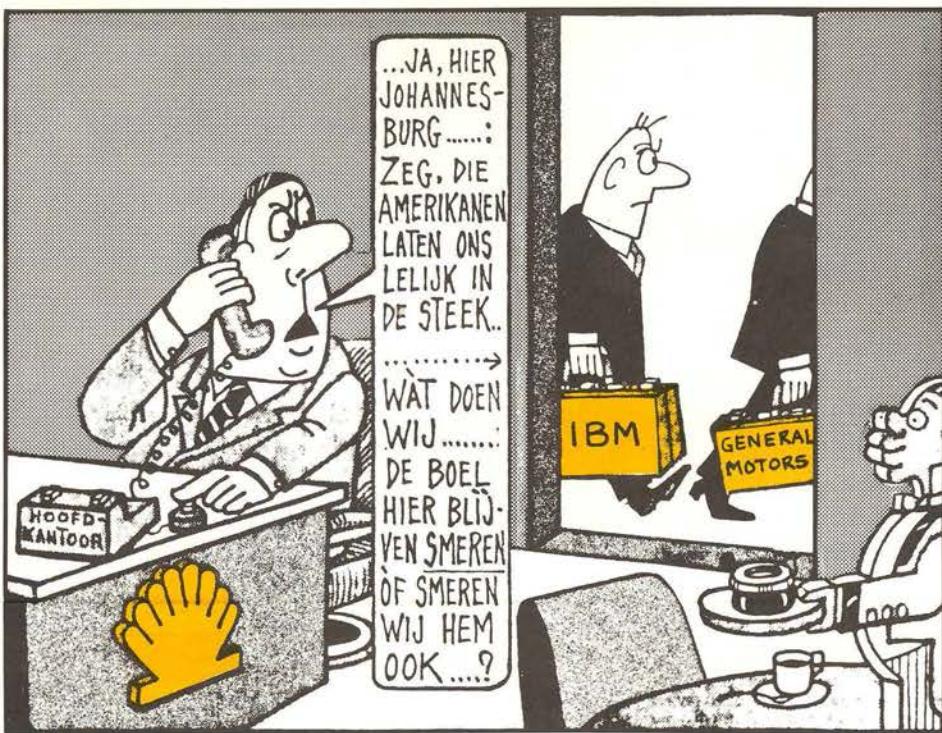


DIRECT ACTION: Sit-ins by students, faculty, alumni, and union members were one tactic that persuaded Harvard to divest its holdings in Shell.

Nuns Cut Up Shell Credit Cards

Opponents of apartheid can follow the lead of 40 Roman Catholic nuns in Michigan who held a press conference Oct. 10 to cut up their Shell credit cards.

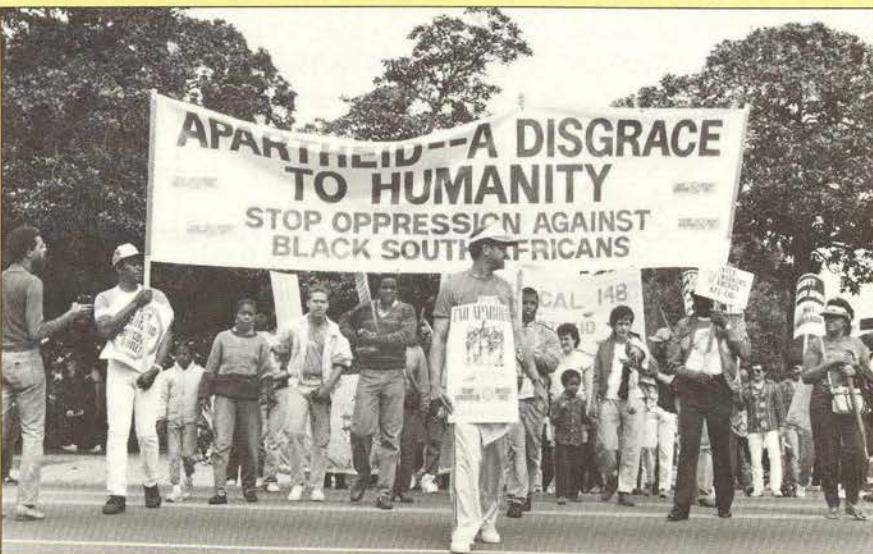
The Adrian Dominican Sisters said they "will boycott Shell until Royal Dutch/Shell withdraws its support from the South African apartheid system."



NEXT TO LEAVE?: This cartoon appeared in a Dutch newspaper after Shell South Africa's chairman said Royal Dutch/Shell and its subsidiaries might disinvest. It shows Shell South Africa calling headquarters in the Netherlands and saying, "Yes, Johannesburg here. Say, those Americans are putting us down in an ugly way. What are we going to do? Are we staying or pulling out also?"



COORDINATED PROTESTS: The Shell boycott was one major focus of anti-apartheid actions throughout the U.S. on Oct. 10-11. Left, labor, church, and student leaders lead a workshop at a Cleveland conference on the boycott. Below, a similar coalition marched in Los Angeles to support the boycott and other measures to pressure the South African government.



SHELL OUT OF SOUTH AFRICA: *You Can Help*

You can help push Royal Dutch/Shell to stop supplying fuel for apartheid.

A wide variety of educational materials is available to help you promote the boycott in your community or organization.

Materials include a 9-minute slide show/video, booklets, leaflets, buttons, bumper stickers, store posters, and Shell "Discredit Cards."

Copies of the *Boycott Shell Bulletin* also are available at bulk rates.

To order copies of campaign materials, please use the coupon below.

QTY.	SHELL BOYCOTT CAMPAIGN MATERIALS	COST
	Bumper sticker: <input type="checkbox"/> # _____ "Stop Apartheid, Boycott Shell" <input type="checkbox"/> # _____ "Save U.S. Jobs, Stop Apartheid, Boycott Shell" 50¢ for 1-200, 15¢ for over 200.	
	Buttons: "Stop Apartheid, Boycott Shell" 50¢ for 1-200, 30¢ for over 200.	
	Wallet-size "Discredit Card": A reminder of your commitment to boycott Shell products. \$2.50/hundred.	
	Basic 16-page booklet: Gives the basics on apartheid, why Shell is a boycott target, and Shell's involvement in South Africa. 75¢ for 1-100, 50¢ for over 100.	
	Basic leaflets: <input type="checkbox"/> # _____ A leaflet to use while picketing, explaining the campaign. <input type="checkbox"/> # _____ A leaflet for particular use in labor meetings and conferences. <input type="checkbox"/> # _____ A leaflet for outreach to sympathetic general audiences. \$5/hundred.	
	Campaign slide/tape show: A 9-minute show featuring boycott leaders and the president of the South African National Union of Mineworkers. Also available in video format. \$100 each to buy, \$50 to rent.	
	Workplace stickers: "Stop Apartheid, Boycott Shell" 10¢ for 1-100, 5¢ for over 100.	
	Poster-size "Discredit Card": \$5 each. (Free with orders of \$250 or more.)	
	Poster for stores: "No Shell Products Sold Here" and why. 50¢ for 1-200, 15¢ for over 200.	
	"Protect Our Jobs" brochure: How the Shell campaign helps preserve coal jobs in the U.S. \$5/hundred.	
	"Boycott Shell" Bulletin: 40¢ for 1-50; 25¢ for over 50.	
	<i>Please add 25 percent for postage and handling.</i>	

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