

International Environmental Standards

for Electronics Industry Subcontractors / Suppliers

Whereas the electronics industry, the world's fastest growing industry plans to build more than 100 new plants costing \$1-\$3 billion in the next three years, often in countries, we believe, with lax environmental and occupational health standards;

Whereas the manufacture of semiconductor chips requires toxic chemicals in large enough quantities to have resulted in groundwater contamination at some plants so severe that many high-tech companies are listed on the EPA's National Priorities (Superfund) list. Manufacturing semiconductor chips requires using, and discharging millions of gallons of water each day and new plants are being built in and areas where water is limited;

Whereas electronics companies contract out much of their work to hundreds of suppliers, contractors and vendors throughout the world. We believe that the rapid growth rate of the industry encourages subcontracting with companies that have lax environmental and occupational health standards. We believe that (insert company's name) policies should include clear definitions of environmental responsibility and occupational health standards, for themselves as well as for their suppliers.

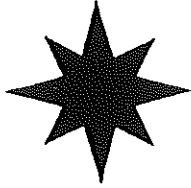
Resolved: Shareholders request the Board of Directors to report, at reasonable cost and omitting proprietary information, on the company's contract supplier standards and review compliance mechanisms for vendors, subcontractors, suppliers, and buying agents (for all manufacturing and assembly facilities in all countries). This report should be made available to shareholders by August 1998 and to other interested parties upon request.

Supporting Statement

We request that the report:

1. summarize the current company policies regarding supplier, vendor, and subcontractor standards related to environmental and occupational health responsibilities;
2. summarize company environmental assessment policies to ensure comprehensive environmental protection at suppliers, vendors, and subcontractors for all manufacturing and assembling facilities in all countries, including all corporate policies that require adherence to strict international environmental standards;
3. describe policies to assure full disclosure of toxic chemical reporting to workers and the community for each vendor, supplier and subcontractor;
4. describe provisions for supplier standards to be translated into the languages of the country, posted prominently at all sites where the company has contracts and available to local communities;
5. describe procedures or plans to encourage and support suppliers, vendors and subcontractors to raise their standards consistent with points 1-4, (rather than terminate contracts where conduct has been inadequate), including technical assistance, technology transfer, and mentoring to encourage pollution prevention at all stages--from design to disposal--in the life cycle of production;
6. describe procedures and plans for internal compliance and external monitoring, with a timeline for implementation, in conjunction with local non-governmental organizations in order to oversee and ensure occupational accountability consistent with points 1-6 above.





American Friends Service Committee

1501 Chery Street, Philadelphia, Pennsylvania 19102-1479 • Phone: 215/241-7000

DONALD S. GANN
Chairperson

KARAL NEWELL
Executive Director

September 8, 1997

Hewlett-Packard Company
Lewis E. Platt, CEO
3000 Hanover Street
Palo Alto, CA 94304

Dear Lewis Platt:

Our institution, the American Friends Service Committee, holds 600 shares of stock in the company, has had a long interest in our firm's environmental standards and its applications of those standards to its suppliers and subcontractors abroad. We hold the conviction, shared by an increasing number of bankers, analysts, and investors, that strong environmental standards and performance are evidence of a well-managed company and is a real contributor to superior returns.

This belief, along with heightened concern about ecological degradation and its consequences for human health, is driving a broad global trend toward increased environmental disclosure by firms. At the same time, some shareholders and the public have expressed concern about the apparent lack of disclosure and performance standards for international suppliers and subcontractors of U.S. companies.

In our view, the organization that is leading development in this field of environment, health and safety is the Silicon Valley Toxics Coalition. We are working with them to ask electronics companies to report on their policies for environmental protection and disclosure by suppliers and subcontractors.

We are therefore submitting for inclusion in the next proxy statement, in accordance with Rule 14a-8 of the General Rules and Regulations of the Securities Act of 1934, a shareholder proposal asking the Board of Directors to report on these policies and procedures, including provisions for internal compliance and external monitoring at the facilities of suppliers and subcontractors.

Verification of ownership will be provided. We have held stock for over one year and will continue to do so through the date of the next annual stockholders meeting.

The primary filer of this shareholder proposal is Catholic Healthcare West. Please address correspondence to them, with a copy to us, as well as to Leslie Byster of the Silicon Valley

September 8, 1997

Toxics Coalition and Dr. Ariane van Buren, Director of Energy & Environmental Programs at the Interfaith Center on Corporate Responsibility who coordinates our actions. According to ICCR procedures, the same proposal is submitted by primary and co-filers alike, and the primary filer is authorized to act on behalf of all co-filers of the same proposal.

A commitment from the company to prepare such a report would allow the proposal to be withdrawn. We hope that you will be interested in pursuing dialogue with ourselves and the Silicon Valley Toxics Coalition about what the nature and preparation of such a report. We believe that this proposal is in the best interests of the company and its shareholders.

We want to stress that we are approaching you as a leader in your industry, not in a critique about the company's performance, but in the belief that international environmental standards and disclosure are the wave of the future and that delivering better information to investors and other stakeholders is in everyone's interest. We look forward to hearing from and to working with you.

Sincerely,



Cheryl Hammond Hopewell
Director of Business Services

cc: Leslie Byster
Silicon Valley Toxics Coalition
760 N. First St.
San Jose, CA 95112

Ariane van Buren
Interfaith Center on Corporate Responsibility
475 Riverside Drive, Room 550
New York, NY 10115

UNITED STATES TRUST COMPANY
BOSTON *Investment Management*

September 10, 1997

Mr. D. Craig Nordlund
Associate General Counsel and Secretary
Hewlett Packard Company
3000 Hanover Street
Palo Alto, CA 94304

Dear Mr. Nordlund:

United States Trust Company of Boston owns 134,969 shares of Hewlett Packard stock on behalf of our clients who combine their financial goals with concerns about environmental integrity. We share our clients' conviction that strong environmental performance is evidence of a well-managed company and an important contributor to sound financial returns. We believe that the Hewlett Packard Company shares our view on the importance of environmental stewardship.

As shareholders concerned about global environmental degradation and its consequences for human health, we have been encouraging corporate leaders to increase their environmental disclosure as a matter of good business practice.

Some shareholders and members of the general public have expressed concern about the apparent lack of disclosure and performance standards for international suppliers and subcontractors of U.S. companies. We are pleased to join with other shareholders to work with the Silicon Valley Toxics Coalition in asking firms in the electronics industry to report on their policies for environmental protection and disclosure by suppliers and subcontractors.

We are therefore submitting for inclusion in the next proxy statement, in accordance with Rule 14a-8 of the General Rules and Regulations of the Securities Act of 1934, a shareholder proposal. The proposal asks the Board of Directors to report on these policies and procedures, including provisions for internal compliance and external monitoring at the facilities of suppliers and subcontractors.

We have held well over \$1,000 worth of Hewlett Packard stock for a period exceeding one year. We will continue to hold at least the requisite \$1,000 worth of stock through the date of the next annual shareholders meeting. Verification of our ownership position will be provided upon request.

The primary filer of this resolution is: Sr. Susan Vickers of Catholic Healthcare West. Please address correspondence regarding this resolution to Catholic Healthcare West with copies of the correspondence to Leslie Byster of the Silicon Valley Toxics Coalition and Dr. Ariane van

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Whereas the manufacture of semiconductor chips requires toxic chemicals in large enough quantities to have resulted in ground water contamination at some plants so severe that many high-tech companies are listed on the EPA's National Priorities (Superfund) list. Manufacturing semiconductor chips requires using, and discharging, millions of gallons of water each day and new plants are being built in areas where water is limited.

Whereas electronics companies contract out much of their work to hundreds of suppliers, contractors and vendors throughout the world. We believe that the rapid growth rate of the industry encourages subcontracting with companies that have lax environmental and occupational health standards. We believe that Hewlett Packard's policies should include clear definitions of environmental responsibility and occupational health standards, for themselves as well as for their suppliers.

Resolved: Shareholders request the Board of Directors to report, at reasonable cost and omitting proprietary information, on the company's contract supplier standards and review compliance mechanisms for vendors, subcontractors, suppliers, and buying agents (for all manufacturing and assembly facilities in all countries.) This report should be made available to shareholders by August, 1998 and to other interested parties upon request.

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6. describe procedures and plans for internal compliance and external monitoring, with a timeline for implementation, in conjunction with local non-governmental organizations in order to oversee and ensure occupational accountability consistent with points 1-5 above.

Catholic Healthcare West



September 8, 1997

Lewis E. Platt, CEO
Hewlett-Packard Company
3000 Hanover Street
Palo Alto, CA 94304

Dear Mr. Platt:

Catholic Healthcare West (CHW) holds 137,275 shares of stock in Hewlett-Packard Company, and has a strong interest in the relationship between environmental performance and long-term shareholder value. We hold the conviction, shared by an increasing number of bankers, analysts, and investors, that strong environmental performance is evidence of a well-managed company and a real contributor to superior returns.

This belief, along with heightened concern about ecological degradation and its consequences for human health, is driving a broad global trend toward increased environmental disclosure by firms. At the same time, some shareholders and the public have expressed concern about the apparent lack of disclosure and performance standards for international suppliers and subcontracts of U.S. companies.

In our view, the organization that is leading development in this field of environment, health and safety is the Silicon Valley Toxics Coalition. We are working with them to ask electronics companies to report on their policies for environmental protection and disclosure by suppliers and subcontractors.

We are therefore submitting for inclusion in the next proxy statement, in accordance with Rule 14a-8 of the General Rules and Regulations of the Securities Act of 1934, a shareholder proposal. This proposal asks the Board of Directors to report on these policies and procedures, including provisions for internal compliance and external monitoring at the facilities of suppliers and subcontractors.

Verification of ownership will be provided upon request. CHW has held stock for over one year and will continue to do so through the date of the next annual stockholders meeting.

1700 Montgomery Street
Suite 300
San Francisco, CA 94111
(415) 438-5500
FAX (415) 438-5724

Please address correspondence to CHW, the primary filer of this shareholder proposal. Also, please send copies to Leslie Byster of the Silicon Valley Toxics Coalition and Dr. Ariane van Buren, Director of Energy & Environmental Programs at the Interfaith Center on Corporate Responsibility (ICCR) who coordinates our actions. According to ICCR procedures, primary and co-filers alike submit the same proposal, and the primary filer is authorized to act on behalf of all co-filers of the same proposal.

A commitment from Hewlett-Packard to prepare such a report would allow the proposal to be withdrawn. We hope that you will be interested in pursuing a dialogue with us, and with the Silicon Valley Toxics Coalition, about the nature and preparation of such a report. We believe that this proposal is in the best interest of Hewlett-Packard and its shareholders.

We want to stress that we are approaching you as a leader in your industry, not in critique of Hewlett-Packard's performance. It is our belief that international environmental standards and disclosure are the wave of the future and that delivering better information to investors and other stakeholders is in everyone's best interest. We look forward to hearing from and to working with you.

Sincerely,

Susan Vickers, RSM

Susan Vickers, RSM
Director of Advocacy

cc: Leslie Byster, Silicon Valley Toxics Coalition, 760 N. First St., San Jose, CA 95112
Ariane van Buren, Interfaith Center on Corporate Responsibility, 475 Riverside Drive,
Room 550, New York, NY 10115