

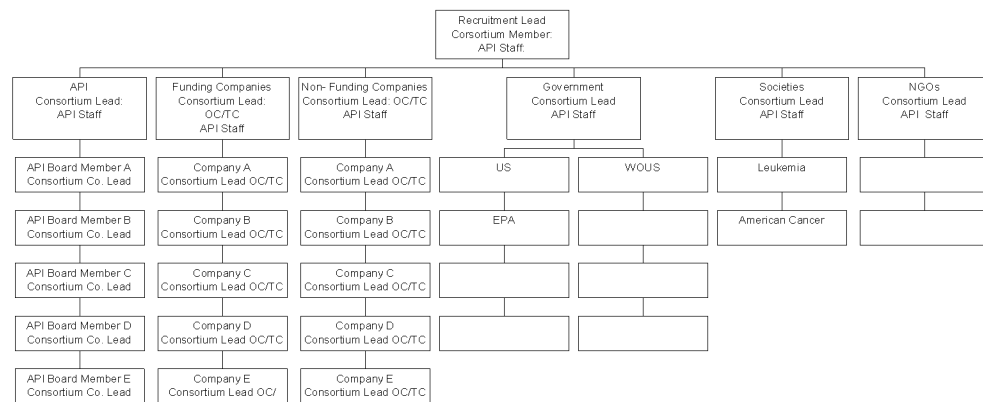
Patsy Clegg
Product Steward
Shell Chemical LP
One Shell Plaza, 910 Louisiana, Houston, TX 77002-4916

Tel: +1 713 241 2521 **Fax:** 3325

Email: pmclegg@shellus.com

Internet: <http://www.shell.com/chemicals>

Shanghai Benzene Consortium - Sponsor Recruitment



Shanghai Benzene Health Consortium

Sponsor Recruitment Planning

September 13, 2002 8:30 - 3:30

Agenda

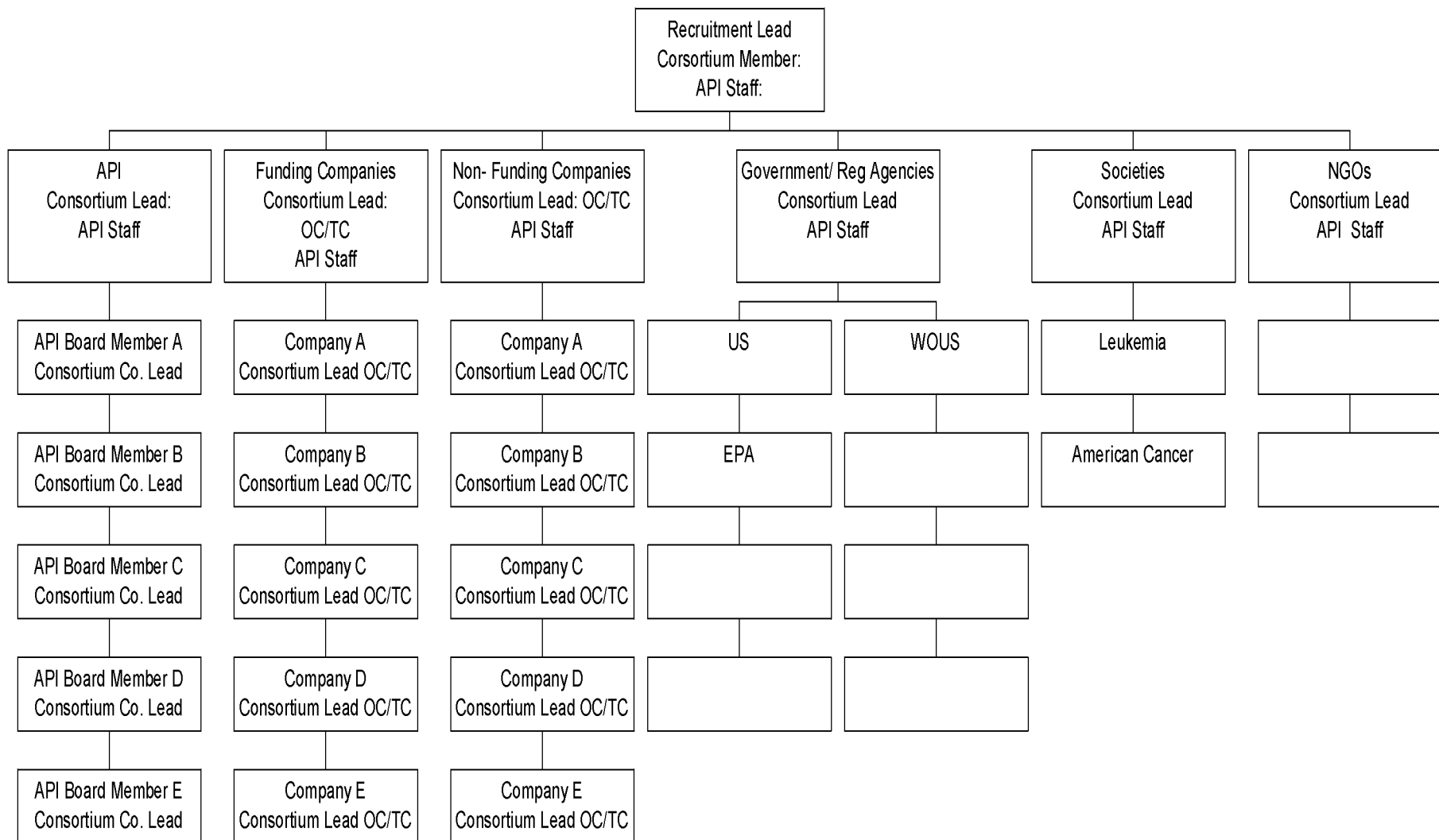
- I. Welcome and Introductions 8:30-8:45
 - Antitrust Review
 - Facility Familiarization
 - Agenda Review
- II. Consortium Structure for Recruitment (Attachment 1 - Draft) 8:45-9:00
- III. Generate List of Sponsor Categories (Attachment 2 - Draft) 9:00-9:30
 - Generate List of Candidates for each category
 - Prioritize Categories/Candidates
- IV. Recruitment Materials 9:30-11:00
 - Sponsor Candidates Contacts List w/
break
 - Consortium Company High Level Managers List
 - Letters of Introduction
 - Pre-meeting materials
 - Presentation Materials
 - Leave-Behinds
 - Follow-up materials
 - Level of sponsorship plans
- V. Recruitment Plan for Priority 1 - Priority X candidates 11:00-2:15
 - Priority 1 Plan (i.e. API) (Attachment 3 - Draft) w/
Lunch
 - Priority 2 Plan (i.e. Funding Company Sponsors, Attachment 4 - Draft)
 - Priority 3
 - Priority 4

- | | | |
|-------|---|-------|
| VI. | Break | 2:15- |
| | 2:30 | |
| VII. | Recruitment Project Time Line (suggest we use Microsoft Project | |
| | – I'll work on a model) | 2:30- |
| | 3:15 | |
| VIII. | Path Forward | 3:15- |
| | 3:30 | |

Shanghai Benzene Health Consortium Recruitment Structure

- I. **Consortium appoints a Recruitment Lead** from OC/TC with the support of an API staff person.
 - A. Consortium Lead for Recruitment coordinates recruitment activities:
 - i. facilitating negotiations with OC regarding contracts, funding levels, roles and responsibilities of “new members”;
 - ii. responsible for status reports;
 - iii. communication;
 - iv. sharing learnings.
 - B. API staff person provides administrative assistance.
- II. Each **category of candidate sponsors** (i.e. API, funding companies) has a **consortium lead** with the support of an API staff person.
 - A. Consortium Lead for a category of candidate sponsors coordinates activities for recruiting those candidates.
 - B. API staff person provides administrative assistance.
- III. Each **individual candidate sponsor** is assigned an OC and TC person (could be one person) to lead the recruitment of that candidate.
 - Makes contact with candidate
 - Arranges meeting
 - Does follow-up
 - Works with OC to develop terms of sponsorship

Shanghai Benzene Health Consortium Recruitment Organization Chart



BHSC Recruitment Structure

- I. Consortium Recruitment Lead:
API Support Staff:
 - Coordinates Recruitment Process
- II. Consortium Recruitment Lead for each category of Sponsors
 - OC Member assumes responsibility for one or more categories of candidates with 1st commitment to top 5. Technical Committee and API staffer assigned as needed.
- A. API
 1. OC Lead: _____
 2. Technical Lead: _____
 3. API Staff: _____
 4. Each API Board Member will be assigned a Consortium Co. Lead. Each lead company will identify a high level person within their company to make the contact with the API Board Member.
 - a. Board Member A: _____
 - i. Consortium Co. Lead: _____
 - b. Board Member B: _____
 - i. Consortium Co. Lead: _____
 - c. Board Member C: _____
 - i. Consortium Co. Lead: _____
 - d. Board Member D: _____
 - i. Consortium Co. Lead: _____
 - e. Board Member E: _____
 - i. Consortium Co. Lead: _____
 - f. Board Member F: _____
 - i. Consortium Co. Lead: _____
- B. Funding Companies
 1. OC Lead: _____
 2. Technical Lead: _____
 3. API Staff: _____
 4. Each Candidate Funding Company will be assigned a Consortium Co. Lead. Each lead company will identify a high level person within their company to make the contact with the Candidate Funding Company.
 - a. Candidate Funding Company A: _____
 - i. Consortium Co. Lead: _____

- b. Candidate Funding Company B: _____
 - i. Consortium Co. Lead: _____
- c. Candidate Funding Company C: _____
 - i. Consortium Co. Lead: _____
- d. Candidate Funding Company D: _____
 - i. Consortium Co. Lead: _____
- e. Candidate Funding Company E: _____
 - i. Consortium Co. Lead: _____
- f. Candidate Funding Company F: _____
 - i. Consortium Co. Lead: _____

C. Non-Funding Companies

- 1. OC Lead: _____
- 2. Technical Lead: _____
- 3. API Staff: _____
- 4. Each Candidate Non-Funding Company will be assigned a Consortium Co. Lead. Each lead company will identify a high level person within their company to make the contact with the Candidate Non-Funding Company.
 - a. Candidate Non-Funding Company A: _____
 - i. Consortium Co. Lead: _____
 - b. Candidate Non-Funding Company B: _____
 - i. Consortium Co. Lead: _____
 - c. Candidate Non-Funding Company C: _____
 - i. Consortium Co. Lead: _____
 - d. Candidate Non-Funding Company D: _____
 - i. Consortium Co. Lead: _____
 - e. Candidate Non-Funding Company E: _____
 - i. Consortium Co. Lead: _____
 - f. Candidate Non-Funding Company F: _____
 - i. Consortium Co. Lead: _____

Interoffice Memo



1220 L Street, Northwest
Washington, D.C. 20005-4070
202-682-8000

Date: { TIME \@ "MMMM d, yyyy" }
To: Shanghai Benzene Health Consortium Recruiters
From: Howard J. Feldman
Re: API activities

I'd like to advise you of the following developments since the Friday, September 13 meeting.

1. Lorraine Twerdok is expected to return to work September 23. Nonetheless, while API continues to seek a full-time toxicologist, we are in discussions with a contractor to provide us with assistance on the SBHC and other programs.
2. While in Brazil, Bill Frick, API Vice President and General Counsel, spoke with representatives from a couple of entities regarding potential participation in the SBHC. He passed materials on the consortium to Petronas and to Dr. Lidian Chen, former Secretary-General of the Chinese Petroleum Society for distribution to appropriate individuals in the various Chinese petroleum companies.
3. I have discussed with Bill Frick, who has subsequently discussed with Red Cavaney, API President and CEO, the appropriate overture to the API Executive Committee at the upcoming October meeting. They recommend bringing the funding shortfall to the attention of the Executive Committee now and letting the EC know that the SBHC will be back, probably at the March meeting, for additional "guidance."
4. In light item 3, I have drafted the attached Issue Paper. Please provide me with any comments you may have.

Attachment

Cc: B. Frick
L. Twerdok
T. Gray
P. Podhasky
M. Todd

	A	B	C	D	E	F
1	Tier I Companies					
2	Deadline: Presentations Complete by 12/31/02					
3	Lyondell-Equistar - Patsy Clegg					
4	Lyondell-Equistar Contacts	Name	Phone	Email	Presentation Date	Comments
5	CEO					
6	Product Manager					
7	Technical					
8	BHRC Member Lead	Patsy Clegg				
9	BHRC Member					
10						
11	DuPont - Stu Cagen					
12	DuPont Contacts	Name	Phone	Email	Presentation Date	Comments
13	CEO					
14	Product Manager					
15	Technical					
16	BHRC Member Lead	Stu Cagen				
17	BHRC Member	Lynn Russo				
18						
19	Sunoco - Don Burnett					
20	Sunoco Contacts	Name	Phone	Email	Presentation Date	Comments
21	CEO					
22	Product Manager					
23	Technical					
24	BHRC Member Lead	Don Burnett				
25	BHRC Member					

	A	B	C	D	E	F
26						
27	Marathon - Patrick Beatty					
28	Marathon Contacts	Name	Phone	Email	Presentation Date	Comments
29	CEO					
30	Product Manager					
31	Technical					
32	BHRC Member Lead	Patrick Beatty				
33	BHRC Member					
34						
35	Sinopec - Lynn Russo					
36	Sinopec Contacts	Name	Phone	Email	Presentation Date	Comments
37	CEO					
38	Product Manager					
39	Technical					
40	BHRC Member Lead	Lynn Russo				
41	BHRC Member	Bill Frick				
42						
43	PetroChina - Lynn Russo					
44	PetroChina Contacts	Name	Phone	Email	Presentation Date	Comments
45	CEO					
46	Product Manager					
47	Technical					
48	BHRC Member Lead	Lynn Russo				
49	BHRC Member	Stu Cagen				

	A	B	C	D	E	F
1	Tier II Companies					
2	Deadline: Presentations Complete by 3/31/02					
3	Solutia - Judy Elledge					
4	Solutia Contacts	Name	Phone	Email	Presentation Date	Comments
5	CEO					
6	Product Manager					
7	Technical					
8	BHRC Member Lead	Judy Elledge				
9	BHRC Member					
10						
11						
12						
13	Petronas - Lynn Russo					
14	Petronas Contacts	Name	Phone	Email	Presentation Date	Comments
15	CEO					
16	Product Manager					
17	Technical					
18	BHRC Member Lead	Lynn Russo				
19	BHRC Member					
20						
21						
22						
23	BASF - Stu Cagen					
24	BASF Contacts	Name	Phone	Email	Presentation Date	Comments
25	CEO					
26	Product Manager					
27	Technical					
28	BHRC Member Lead	Stu Cagen				
29	BHRC Member	Shannon Stewart				
30						
31						
32	Petro-Canada - Lynn Russo					
33	Petro-Canada Contacts	Name	Phone	Email	Presentation Date	Comments
34	CEO					
35	Product Manager					
36	Technical					
37	BHRC Member Lead	Lynn Russo				
38	BHRC Member					

	A	B	C	D	E	F
39						
40						
41	CITGO/PDVSA - Stu Cagen					
42	CITGO Contacts	Name	Phone	Email	Presentation Date	Comments
43	CEO					
44	Product Manager					
45	Technical					
46	PDVSA Contacts	Name	Phone	Email	Presentation Date	Comments
47	CEO					
48	Product Manager					
49	Technical					
50	BHRC Member Lead	Stu Cagen				
51	BHRC Member					
52						
53						
54						
55	Chevron Phillips - Patrick Beatty					
56	Chevron Phillips Contacts	Name	Phone	Email	Presentation Date	Comments
57	CEO					
58	Product Manager					
59	Technical					
60	BHRC Member Lead	Patrick Beatty				
61	BHRC Member					

	A	B	C	D	E	F
1	Tier III Companies					
2	Contact Information Complete by 12/31/02					
3	Yukos - Shannon Stewart					
4	Yukos Contacts	Name	Phone	Email	Presentation Date	Comments
5	CEO					
6	Product Manager					
7	Technical					
8	BHRC Member Lead	Shannon Stewart				
9	BHRC Member					
10						
11						
12						
13	PEMEX - Patsy Clegg					
14	PEMEX Contacts	Name	Phone	Email	Presentation Date	Comments
15	CEO					
16	Product Manager					
17	Technical					
18	BHRC Member Lead	Patsy Clegg				
19	BHRC Member					
20						
21						
22						
23	Bayer - Judy Elledge					
24	Bayer Contacts	Name	Phone	Email	Presentation Date	Comments
25	CEO					
26	Product Manager					
27	Technical					
28	BHRC Member Lead	Judy Elledge				
29	BHRC Member					
30						
31						
32	Statoil - Don Burnett					
33	Statoil Contacts	Name	Phone	Email	Presentation Date	Comments
34	CEO					
35	Product Manager					
36	Technical					
37	BHRC Member Lead	Don Burnett				
38	BHRC Member					

	A	B	C	D	E	F
39						
40						
41	TotalFinaElf - Don Burnett					
42	TotalFinaElf Contacts	Name	Phone	Email	Presentation Date	Comments
43	CEO					
44	Product Manager					
45	Technical					
46	BHRC Member Lead	Don Burnett				
47	BHRC Member					
48						
49						
50						
51	CNOOC - Patrick Beatty					
52	CNOOC Contacts	Name	Phone	Email	Presentation Date	Comments
53	CEO					
54	Product Manager					
55	Technical					
56	BHRC Member Lead	Patrick Beatty				
57	BHRC Member	Jay Stuller				

For Information

API Executive Committee

Issue: Continued funding shortfall for the research project in China to study the potential health effects of benzene.

Background: There is continued concern with the potential health effects of benzene as it relates to worker exposure and site remediation. Approximately three years ago, industry researchers became aware of information generated by the Chinese government regarding benzene exposures of certain workers and their health histories. Given the quality of the records, this is viewed as a unique opportunity to study the relationship between exposure and risk of certain diseases, particularly non-Hodgkins Lymphoma. A five-year program has been developed that would produce epidemiology data and disease progression studies. The Chinese government is very supportive of having these additional studies done. A multinational, multidiscipline independent scientific review panel and an ethics panel including US and Chinese experts has been involved in oversight of the project. The study will provide the scientific and regulatory communities with information in order to more accurately assess the risks from exposure to benzene, enhancing our product stewardship.

Project Status: Three inter-related studies are underway:

1. Case-Control Epidemiology Study
2. Disease Progression Study
3. Molecular Epidemiology Study

Renovation of space for a clinical hematology laboratory at Fudan University in Shanghai is complete. Purchase and installation of capital equipment is underway and intensive training of Chinese laboratory technicians is in progress. The laboratory startup activities are on track to be able to begin processing samples from study participants in the 1st quarter of 2003. Evaluation of previous and current Shanghai workplace exposures is in process and training of exposure assessment technicians is beginning. Legal and public affairs expertise have been retained to facilitate communications activities of the consortium.

Funding status: Thus far, the five companies that agreed to fund the study at its inception (BP, ChevronTexaco, Conoco, ExxonMobil and Shell Chemical) are the only companies to have committed funding. Their commitments total \$16.5 million based upon a refinery capacity-based share agreement. Based on the protocol enhancements suggested by an independent scientific review panel, the Consortium Business Oversight Committee approved a \$22.8 million program. To address the shortfall, other US and non-US companies within the petroleum industry, chemical sector, and non-petrochemical industries have been approached. To date, no additional entities have joined. The consortium members are currently executing a plan drafted in September to approach additional companies by the end of 2002. Despite the planned efforts, the likelihood of identifying additional sponsors to cover the shortfall is believed to be small. Therefore, we anticipate the need to seek additional

guidance from the Executive Committee on ways to address the funding shortfall in early 2003.

BHSC Consortium Companies Upper Management Lead for Contacting Candidates

Consortium Company	Management Lead	Management Lead Position	Oil or Chemical	Management Lead numbers
BP				
ConocoPhillips				
ChevronTexaco				
ExxonMobil				
Shell				

< Full Share – Patron Sponsors

Expectations

- Contract as a sponsor
- \$200K Contribution

Privileges

- Observer at BHRC Meetings
- Web-site access
- Communication Updates
- Acknowledgement as a sponsor in published articles