

From: Cagen, Stuart Z SCC
Sent: Monday, October 28, 2002 3:17 PM
To: Clegg, Patsy M SCC-CHSE-PC; Tsai, Shan SP SHLOIL-SPS
Subject: FW: Sinopec and Petrochina

I guess we are leading this. Let's discuss

Stuart

-----Original Message-----

From: lynn.b.russo@exxonmobil.com [mailto:lynn.b.russo@exxonmobil.com]
Sent: Wednesday, October 23, 2002 8:12 AM
To: Cagen, Stuart Z SCC
Subject: RE: Sinopec and Petrochina

My understanding of what we agreed to was that one company would take the lead in how to approach a company, including identifying the best people to make that approach. I think our earlier plan made sense; you had agreed to make the initial phone call and Myron had agreed to join you for the presentation. If you think this is too much given the number of other key companies you volunteered to work with, let me know. Or maybe Shan can fill that role in setting up a meeting and representing Shell there but leave the main presentation to Myron. Otherwise I think I'd ask Bill Frick and Myron to do the presentation. (I don't think Public Affairs/communications is the right lead or "face" to put on this.) Let me know if you'd prefer that approach.

Lynn

"Cagen, Stuart Z
SCC" To:
'lynn.b.russo@exxonmobil.com'
<lynn.b.russo@exxonmobil.com>
<szcagen@Shell.Com cc: "Clegg, Patsy M SCC-
CHSE-PC" <pmclegg@Shell.Com>
> Subject: RE: Sinopec and
Petrochina

10/22/02 03:34 PM

Lynn:

As per the forward plan with Petrochina, my understanding was that ExxonMobil had the lead and Shell would follow. It is OK if something has changed and we can make the initial contact, but it would be important to have you or Myron available for any presentation.

Please clarify my (Shell's) role.

Thanks

Stuart

Stuart Cagen

Shell Chemical LP
One Shell Plaza, 910 Louisiana, Houston, TX 77002-4916

Tel: +1 713 241 1407 Fax: +1 713 241 3325 Cell: +1 832 309 1984

Email:

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

-----Original Message-----

From: lynn.b.russo@exxonmobil.com [mailto:lynn.b.russo@exxonmobil.com]

Sent: Thursday, October 17, 2002 1:17 PM

To: Cagen, Stuart Z SCC

Subject: RE: Sinopec and Petrochina

We talked about this in today's conference call. You had agreed to contact the Houston office of Petrochina; Shan offered to do that; Patsy said the three of you would meet to discuss.

Lynn

"Cagen, Stuart Z

SCC"

To:

"'lynn.b.russo@exxonmobil.com'" <lynn.b.russo@exxonmobil.com>, "Tsai, Shan
SP

<szcagen@Shell.Com

SHLOIL-SPS"

<sptsai@Shell.Com>

>

cc:

pmclegg@shellus.com

Subject: RE: Sinopec and

Petrochina

10/17/02 01:48 PM

Lynn:

Thanks.

Next steps, actions are not clear.

Stuart

Stuart Cagen

Shell Chemical LP

SHELL-MCCLURG-067739

One Shell Plaza, 910 Louisiana, Houston, TX 77002-4916

Tel: +1 713 241 1407 Fax: +1 713 241 3325

Email:

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

-----Original Message-----

From: lynn.b.russo@exxonmobil.com [mailto:lynn.b.russo@exxonmobil.com]

Sent: Thursday, October 17, 2002 11:51 AM

To: Tsai, Shan SP SHLOIL-SPS

Cc: Cagen, Stuart Z SCC; pmclegg@shellus.com

Subject: Sinopec and Petrochina

As discussed at today's call.

Lynn

----- Forwarded by Lynn B Russo/Fairfax/ExxonMobil on 10/17/02 12:47 PM

"Lorraine Twerdok"

listserve (E-mail)" <Twerdokl@api.org> To: "Benzene OC
<BenzConsort-OC@listserve.api.org>
(E-mail)" <lynn.b.russo@exxonmobil.com> cc: "Lynn Russo
Subject: Sinopec and
Petrochina

07/01/02 05:12 PM

Benzene OC -

Here is the proposed approach to Sinopec and Petrochina that Lynn discussed during our call for your review.

My apologies - I obviously glossed over the request to forward onto OC for concurrence.

Please reply ASAP with you comments/approval on approach.

Thanks,
Lorraine

-----Original Message-----

From: lynn.b.russo@exxonmobil.com [mailto:lynn.b.russo@exxonmobil.com]

Sent: Tuesday, June 18, 2002 10:57 AM

To: Lorraine Twerdok

Cc: myron.c.harrison@exxonmobil.com

Subject:

As discussed in our last recruitment conference call, outlined below is a suggested approach to making Sinopec and Petrochina aware of the Shanghai Health Research and, if possible, getting their participation. I've asked APCO China to review it and would at the same time like to be sure the Oversight Committee agrees with this approach.

SHELL-MCCLURG-067740

Both Sinopec and Petrochina have offices in the U.S. (New York and Houston respectively). The project should initially be presented to them by API on behalf of the consortium. That review should be comprehensive but not as technical as the recent review with Dow, for example. It should include "management" to emphasize importance, for example Bill Frick or a senior company person. (The materials left behind will need to clearly identify the consortium members/research sponsors; the verbal discussions will also need to make that clear to avoid any misperception that the most senior person is the leader or that API is the sponsor.) The meeting purpose would be to brief them on the project and to solicit their interest in participating with us. We should offer to brief them in more detail, either in the US or preferably with their experts in China. The individuals we would approach are the senior person in the representation office: Qiang Kang, President, Sinopec USA and Zheng Chen, President or Director, Houston Office, China National Petroleum Company (there are inconsistent listings on his title, although I understand it is Director, and the company name is the full name for the shorthand Petrochina.)

Lynn

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Downstream Public Affairs
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