

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

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

Lynn B. Russo
ExxonMobil
Downstream Public Affairs
Phone: 703-846-2500
Fax: 703-846-4169
Email: lynn.b.russo@exxonmobil.com