

To: Semmler, Klaus K DSC-DCS/235 <klaus.semmler@shell.com>
From: Clegg, Patsy M SCC-DCS/22
</O=SHELL/OU=MSXSCC/CN=RECIPIENTS/CN=PH197432>
Cc:
Bcc:
Received Date: 2007-06-20 18:48:29 GMT
Subject: FW: PIPS for AP

Klaus,

Remind me - is it you or me that is the product stewardship focal point for getting piperylene registered in APME.
Didn't see you on the distribution list - I have a lot of emails that I have not read on this topic.
Patsy

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

From: Naguiat, Eriberto V SEPLCH-DCA/41
Sent: Wednesday, June 20, 2007 1:38 AM
To: Morley, Kelon D SCC-DCA/43; Schieber, Terry SCC-DCA/45; Clegg, Patsy M SCC-DCS/22; Lewis, Demetria C SCC-DMC/223; Slater, Mary SCC-DCA/431
Cc: Tan, Kenneth K SEPLCH-DCC/322
Subject: RE: PIPS for AP

Terry, I think you're right. I didn't hear ExxonMobil shipping PIPS to China. But I heard they buy from Zeon in Japan.

Kelon, I will check with Sojitz if they know the main importer of PIPS in China and let you know. So far they provided me a list of potential end-users in China and suppliers. The list includes 13 end users with a total PIPS consumption of 215 KTA. Main local suppliers include Qilu Petrochem, Jinshan Petro and Yangzi Petro.

Regards,
Eri

Eriberto V. Naguiat
C4/C5 Product Manager, Asia Pacific
Shell Eastern Chemicals (S)
Shell House, 83 Clemenceau Avenue, Singapore 239920

Tel: +65 6384 8438 Fax: 8351 Other Tel: +65 98358522
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-----Original Message-----

From: Morley, Kelon D SCC-DCA/43
Sent: Wednesday, June 20, 2007 12:21 AM
To: Schieber, Terry SCC-DCA/45; Clegg, Patsy M SCC-DCS/22; Lewis, Demetria C SCC-DMC/223; Slater, Mary SCC-DCA/431;
'eriburto.naguiat@shell.com'
Subject: RE: PIPS for AP

Good point Terry.

Would Mitsui and/or Braskem be likely suppliers?

Kelon Morley

C4/C5 Product Manager - Americas
Shell Chemical LP
One Shell Plaza, P.O. Box 2463, Houston, TX 77252-2463

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

From: Schieber, Terry SCC-DCA/45
Sent: Tuesday, June 19, 2007 11:01 AM
To: Morley, Kelon D SCC-DCA/43; Clegg, Patsy M SCC-DCS/22; Lewis, Demetria C SCC-DMC/223; Slater, Mary SCC-DCA/431; 'eriburto.naguiat@shell.com'
Subject: Re: PIPS for AP

I am surprised ExxonMobil would ship to China as they are a net consumer of pips.
R. Terry Schieber, Sales Director, C4/C5 Olefins
Sent from my Shell BlackBerry Handheld.

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

From: Morley, Kelon D SCC-DCA/43
To: Schieber, Terry SCC-DCA/45; Clegg, Patsy M SCC-DCS/22; Lewis, Demetria C SCC-DMC/223; Slater, Mary SCC-DCA/431
Sent: Tue Jun 19 10:38:08 2007
Subject: FW: PIPS for AP

FYI

Kelon Morley
C4/C5 Product Manager - Americas
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-----Original Message-----

From: Naguiat, Eriberto V SEPLCH-DCA/41
Sent: Tuesday, June 19, 2007 10:26 AM
To: Yeung, Cissie SEPLCH-DCS/22
Cc: Tan, Kenneth K SEPLCH-DCC/322; Heath, Julian A SEPLCH-DCS/22; Morley, Kelon D SCC-DCA/43
Subject: RE: PIPS for AP

Cisse,

End July is fine.

Regards,
Eri

Eriberto V. Naguiat
C4/C5 Product Manager, Asia Pacific

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

From: Yeung, Cissie SEPLCH-DCS/22
Sent: Wednesday, June 13, 2007 6:04 PM
To: Naguiat, Eriberto V SEPLCH-DCA/41
Cc: Tan, Kenneth K SEPLCH-DCC/322; Heath, Julian A SEPLCH-DCS/22; Morley, Kelon D SCC-DCA/43
Subject: RE: PIPS for AP

Hi ! Eri,
Just want to give you an update on the New Introduction study of Piperylene into AP.

Marketing information (based in Kenneth's input)

Potential market that we are looking in APME are : China, Japan, Taiwan and Korea.

Annual volume (estimate) will be around 22-30K tonnes and will be around 2 K tonnes per shipment.

Timeframe : There is some potential customers interest in our product in China. May finalize the deal somewhere around 3Q this year if the following conditions are able to meet.

Other suppliers in AP : Lyondell (I got a copy of the MSDS) and probably Exxon Mobil - Please let me know if you know there is any company that also selling & marketing this product in AP so I could check what CAS no. is stated on their MSDS.

Actions in progress :

1)Based on the CAS no., we could not import & sell into China, Japan and Philippines and also NZ as the chemical substance is not listed on the Chemical Inventory in these countries. Refer to the table below for information.

2) Next step - I am looking to see if there is any Exemption or Low Volume Registration in China and Japan. Still working on the document & will come back to you by early July 2007. Do let me know if you have any problem on this time frame or any other question or concern?

1) Global Chemical Inventory Status

Material name : Piperylene 50% (Product Code : X2158)

CAS No. (US) : 68477-35-0

Name of Chemicals : Distillates (Petroleum), C3-C6, Piperylene Rich ; Piperylenes distillate TSCA (US)

EINECS (Europe)			DSL (Canada)		IECSC(CN)		AICS (AUS)		ENCS/ METI (JP)	
ISHL (JP)			KECI (KR)		PICCS (PH)		NZIoC(NZ)			
Y	Y	Y	N	Y	N	N	Y	N	N	

Y = all components on chemical inventory so could import

N = not all components listed on Chemical Inventory so should not import till notification process complete.

attached a copy of the European Product Specification (with Company Logo) for your reference. The specification is still valid.

Cissie Yeung
Global Product Steward, Asia
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-----Original Message-----

From: Heath, Julian A SEPLCH-DCS/22
Sent: Tuesday, June 12, 2007 8:28 PM
To: Naguiat, Eriberto V SEPLCH-DCA/41; Morley, Kelon D SCC-DCA/43
Cc: Tan, Kenneth K SEPLCH-DCC/322; Yeung, Cissie SEPLCH-DCS/22
Subject: RE: PIPS for AP

Eri, thanks.

This is the case for product from the US. EU product has a different CAS No. which is on the Chinese Inventory.

Cissie is leading on this activity from the PS side and working with Kenneth, Patsy and Klaus.

Please note - a notification in China is not a paper exercise and many take considerable time and possibly money if we need to do testing.

Cissie - suggest you update Eri with your progress in the next few days.

J

Julian Heath
Product Steward Lead - APME
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-----Original Message-----

From: Naguiat, Eriberto V SEPLCH-DCA/41
Sent: Tuesday, June 12, 2007 6:27 PM
To: Morley, Kelon D SCC-DCA/43
Cc: Heath, Julian A SEPLCH-DCS/22; Tan, Kenneth K SEPLCH-DCC/322
Subject: RE: PIPS for AP

Thanks Kelon.

By copy to Julian, pls. note. We need to arrange notification for registration filing if the opportunity to sell PIPs to China materialises.

Regards,
Eri

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

From: Morley, Kelon D SCC-DCA/43
Sent: Tuesday, June 05, 2007 9:31 AM
To: Schieber, Terry SCC-DCA/45; Lewis, Demetria C SCC-DMC/223; Naguiat, Eriberto V SEPLCH-DCA/41; Tan, Kenneth K SEPLCH-DCC/322; De Andres, Saturnino S SC-DCA/42
Cc: Slater, Mary SCC-DCA/431; Clegg, Patsy M SCC-DCS/22
Subject: RE: PIPS for AP

All,

Patsy has confirmed that the CAS # used for our PIPS is currently only accepted in Australia and Korea. For all other AP countries, notification for registration filing will be required in advance.

Kelon Morley
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-----Original Message-----

From: Schieber, Terry SCC-DCA/45
Sent: Tuesday, May 22, 2007 7:08 AM
To: Lewis, Demetria C SCC-DMC/223; Morley, Kelon D SCC-DCA/43
Subject: Fw: PIPS

R. Terry Schieber, Sales Director, C4/C5 Olefins
Sent from my Shell BlackBerry Handheld.

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

From: Naguiat, Eriberto V SEPLCH-DCA/41
To: De Andres, Saturnino S SC-DCA/42; Schieber, Terry SCC-DCA/45
Cc: Sebregts, Yuri C SCE-DCA/4; Tan, Kenneth K SEPLCH-DCC/322
Sent: Tue May 22 02:58:15 2007
Subject: FW: PIPS

Saturnino, Terry,

FYI, I met Ishita san of Sojitz (a Japanese trader) during APIC last week they expressed interest to work with

Shell in developing Shell's position on PIPs in Asia and in particular China.

A. Current market estimate for PIPS (China market):

1. Shanghai Petrochem/XOM JV and Yangzi Petrochem/Eastman JV = 10-15 kta as PIPs
2. Others (about 13 customers in Northeast China) = 40 - 50 kta as PIPs

B. Main application: Road marking paint

C. Sojitz's current operation in China - Sojitz Shanghai is a local company licensed to import and sell chemicals in local currency. They suggested to use this channel to bring/store PIPS in bulk.

D. Business model - Sojitz to buy PIPs from Shell in bulk and will distribute this to small/medium size customers in China. Shell to sell directly to 1 or 2 larger customers.

E. Next step - Sojitz to collect latest China market info on PIPs and present this to Shell in June. Shell/Sojitz to identify opportunities.

Internally, we requested our HSSE folks to check if there are any issues/regulations we need to be aware of if we want to sell PIPs to China.

Will keep you posted.

Regards,
Eri

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

From: Naguiat, Eriberto V SEPLCH-DCA/41
Sent: Tuesday, May 22, 2007 2:28 PM
To: 'ishita hiroyoshi'
Subject: RE: PIPS

Ishita san,

Thank you for your email. Attached is our sales spec for piperylene produced in our US plant and the MSDS. I look forward to hearing from you the result of your China market investigation and opportunities this will bring us. As we discussed, please seek opportunities outside ExxonMobil and Eastman.

Regarding my trip to Japan, I suggest we meet on Friday morning instead say at 10:30 AM (15th June) followed by lunch if possible. I need to be back in Singapore on Friday night.

Regards,

Eriberto V. Naguiat
C4/C5 Product Manager, Asia Pacific

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

From: ishita hiroyoshi [<<mailto:ishita.hiroyoshi@sojitz.com>> <mailto:ishita.hiroyoshi@sojitz.com>]
Sent: Monday, May 21, 2007 11:00 AM
To: Naguiat, Eriberto V SEPLCH-DCA/41
Subject: PIPS

Dear Naguiat san,

Thank you for your time during APIC. Hope your safe return to Singapore.

As we talked, can you please send MSDS/SPEC of Shell's Piperylene. We would start investigation mainly in China based on our access.

Furthermore, in related with you trip to Japan, I blocked Jun.15th(Fri) later afternoon include dinner. For this meeting, my boss Mr.Koji ITO would join too.

Thank you for your confirmation of your trip schedule.

Best regards,

Hiro Ishita, Sojitz Corp.