

From: Wood, Nick N SCHINA-EA
Sent: Tuesday, January 14, 2003 12:50 AM
To: Clegg, Patsy M SCC-CHSE-PC; Briggs, Barnaby D SC-CSEA; Colletti, Sarah J SCC-CSEA; Iannarone, Lauren B SCC-CSEA
Subject: RE: NGO List for Shanghai Benzene Study

It is quite a list. I have a few observations that need to be factored into the plan.

1. Shell China is now in the middle of fairly extensive international stakeholder engagement for the West-East Pipeline Project, a controversial and very high profile project in which there is global interest. There are some 40-50 international stakeholders being engaged, with significant overlap with your current list (ie AI we saw only last week). We are now right in the middle of a third round of engagement. Thought needs to go into timing and whether this can be factored into the WEP engagement or should be kept distant. We are actually considering setting up a Shell China London desk to coordinate these issues such as this but this is in planning right now. Groups on WEP list are: AI, FOE, CARE in China, ILO (Geneva and Beijing), Greenpeace, WWF, Global Compact, Ford Foundation (Beijing and US).
2. This might be a topic to add in other engagement for WEP, eg Human Rights Watch, where there is a fit.
3. Don't reckon FF or CARE will be too interested. Could add UNDP in China as we work with them a lot and link into Global Compact, Save the Children in Beijing.
4. ExxonMobil is our potential partner in WEP and did not wish to participate in any external engagement. Nor did our other international partner, Gazprom. We are doing the WEP engagement as Shell. There is a very good chance that not all your partners will want to join in as Lauren notes, esp ExxonMobil, ChevronTexaco, esp with the more radical groups that we may consider important and our regular 'customers' - Greenpeace is now being sued by ExxonMobil. BP would probably go for it.
5. To me it makes more sense for individual companies in the consortium to do what they feel is right in terms of engagement to maintain their reputation rather than seek common ground. No company will have the same risk profile and exposure so at best you end up with something that helps nobody very much. The important thing to agree is what to say, the line to take, plus how much credit the others want to take. This is vital. Who we talk to, just as for ExxonMobil, is our own business.
6. There maybe two layers of engagement - one fairly conservative consortium programme designed to raise awareness in the industry, the other company-based designed to keep informed NGOs who are watching us closely and need to understand what we are doing to reduce the likelihood of criticism coming our way.

You need to add some China organisations who would benefit from the information -GONGOs, institutes though the Chinese partners in Shanghai should be best placed to come up with a list.

Happy to get involved in discussions.

Nick

Nick Wood
External Affairs Director for Shell Companies in North East Asia
Floor 33, Tower 2,
China World Trade Centre,
No 1 Jianguomenwai Avenue,
Beijing
10004