

- Lukoil – www.lukoil.com

Prioritization of Company Recruitment

- Member company reps agree to prioritize companies into three tiers
- Identify target companies CEO/Product Manager/Technical Contacts for each tier
- Agree to assign member company rep leads for each company
- Tier I Companies (w/ assigned lead company rep)
 - Lyondell-Equistar – Patsy Clegg
 - DuPont – Stu Cagen
 - Sunoco – Don Burnett
 - Marathon – Patrick Beatty
 - Sinopec – Lynn Russo
 - PetroChina – Lynn Russo
- Tier II Companies (w/ assigned lead company rep)
 - Solutia – Judy Elledge
 - Petronas – Lynn Russo
 - BASF – Stu Cagen
 - PetroCan – Lynn Russo
 - CITGO/PDVSA – Stu Cagen
 - Chevron Phillips – Patrick Beatty
- Tier III Companies (w/ assigned lead company rep)
 - Yukos – Shannon Stewart
 - PeMex – Patsy Clegg
 - Bayer – Judy Elledge
 - StatOil – Don Burnett
 - TotalFinaElf – Don Burnett
 - CNOOC – Patrick Beatty

Timeline Agreements/Goals

- Tier I Companies – contact and make study presentation by 12/31/02
- Tier II Companies – contact and make study presentation by 3/31/03
- Tier III Companies – contact information by 12/31/02, deadline for presentation TBD on 10/17/02 conference call

Recruitment Materials

- Sponsor Candidates Contacts List
 - Member company reps will forward information
- Consortium Company High Level Managers List
- Letters of Introduction
 - Will not be prepared by Communications Committee
 - Should be written on a case-by-case basis using the Main Messages document
 - Completed letters will be forwarded to Matt Todd to be made available on the consortium website
- Adaptable Presentation
 - Members agree that a funding section should be added to the presentation
 - Individual will be identified to give presentation with critical review questions in collaboration with APCO
- Leave-Behinds
 - One-pager will be updated by Communications Committee
- Follow-up materials
- Q&As
 - Critical review of adaptable presentation will be prepared by Communications Committee
- Main Messages