

API Recruitment Plan

1. Formulate requests
 - a. What are we asking of API?
 - b. What are we asking consortium company representatives to do?
2. Identify consortium company representatives. Map company rep to one or more API board members.
3. Target API Board meeting for _____ date _____ to do presentation.
4. Work with committees under API that could influence decision.
5. Send letter/e-mail from consortium to company leads laying out plan.
6. Offer conference call/meeting for joint company leads to provide information/answer questions.
7. Company rep contact API board member.
8. Company rep mails consortium information package to API board member.
9. Company rep makes follow-up phone call to API board member to offer opportunity for visit / additional information.

Consortium Company	Consortium Company Rep	API Board Company/Member	
BP		Rodney F. Chase	
ConocoPhillips		Archie W. Dunham James J. Mulva	
ChevronTexaco		David J. O'Reilly	
ExxonMobil		Lee R. Raymond	
Shell		Steven L. Miller (Rob Routs)	
Non-Consortium Company	Consortium Company Rep	API Board Company/Member	
Anadarko		Robert J. Allison Jr.	
Marathon		Clarence P. Cazalot Jr.	
CITGO		Oswaldo Copntreras	
Kerr-McGee		Luke R. Corbett	