

# Mongoven, Biscoe & Duchin, Inc.

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January 25, 1995

EXECUTIVE DIRECTOR  
WILDERNESS SOCIETY (THE)  
1A JAMES LANE  
SYDNEY NSW 2000  
AUSTRALIA

Dear Sir or Madame,

We kindly invite your assistance in a significant research undertaking. We believe it can ultimately promote improved understanding and cooperation between major businesses and consumer- and environmentally-oriented interests throughout Asia and the World.

I am writing to you on behalf of Mongoven, Biscoe & Duchin (MBD), a Washington, D.C. management consulting group. Since its establishment in 1988 MBD has endeavored to help its clients improve their sometimes meager or naive understanding of public interest groups, especially those non-governmental organizations (NGOs) concerned with environmental and consumer affairs.

MBD is committed to the concept that it is critical to know who the current and potential participants are in the public policy process. MBD has developed extensive contacts with the United States NGO community. Using such ties and publicly available information, MBD has earned a solid reputation for providing clients with objectively "fair" and timely assessments of public interest groups.

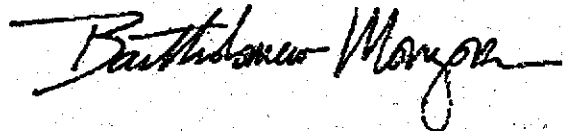
Increasingly, our clients have been seeking information and guidance concerning developments in Asia. To that end, MBD has set out to develop a series of "profiles" of some of the leading non-governmental entities in Asia.

We received exceptional levels of cooperation from NGOs in Europe and Latin America for previous projects, and we hope that the Asian community will be equally helpful.

Accuracy is crucial to our project, and accuracy is best obtained from the source. Can you help us? We would be very appreciative if you or a colleague could send us via phone, fax or mail some information about your organization. We obviously would welcome any materials that you believe would give us an accurate picture of your group--its basic structure, issue concerns, activities (past, present and future) alliances and goals. Perhaps you would be able to include samples of any newsletters or other publications your group publishes. In addition, we would be grateful for any thoughts you may have regarding the overall situation in your country and in Asia with respect to the issues you care about. We hope to complete our research in February, so your earliest reply would be highly valued.

We have enclosed some additional information about MBD. We look forward to hearing from you. Thank you in advance for your help in this matter.

Sincerely,

A handwritten signature in cursive script that reads "Bartholomew Mongoven". The signature is written in dark ink and is positioned to the right of the typed name.

Bartholomew Mongoven

P.S. Although MBD's office is English-speaking, we would be pleased to receive any of your communications and/or literature that are not in English. Thank you.

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## Overview

Corporate public policy development has certainly never been the exclusive domain of business. But today more than ever in U.S. history, dozens of "national" and thousands of "grassroots" organizations throughout the country have a significant impact on public policy regarding corporate activity. To varying degrees, non-governmental organizations (NGOs) also affect the public policy climate for companies operating in Europe, Asia and other regions of the world.

Environmental and consumer groups, churches, unions, scientific and academic organizations are gaining new prominence and influence. Success in today's highly politicized business environment requires that corporate managers understand these important forces and the vital issues that motivate them.

Mongoven, Biscoe & Duchin, Inc. (MBD) is a Washington, D.C. public affairs consulting firm specializing in the analysis of public interest activism. MBD informs and counsels corporate decision makers who seek to improve their understanding of issues and organizations which influence the way their companies do business. MBD's analyses provide insight into the concerns, philosophies and objectives of the myriad of groups which often drive the public policy formation process.

MBD advises clients on how to work with individual groups and issues on a cooperative, day-to-day basis. MBD also assists clients in developing long-term strategies to resolve contentious public policy issues in a balanced and socially responsible manner.

MBD is comprised of individuals who have extensive experience interacting with environmental and consumer groups, churches and other organizations which seek changes in public policy. MBD's principals are well versed in the policy development process and have worked closely with corporate officers and national political leaders in addressing issues of local, national and global significance.

As a company, MBD is committed to the concept that corporate decision makers must develop a better appreciation of the public interest movement. Our efforts help corporate leaders understand the dynamics of citizen activism and its importance in the development of corporate public policy.

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## Survey: Organizational Information

Answers to the following questions will provide MBD with the background information that is most important to us. Please respond to as many questions about your organization as you can. Detailed answers will help our research and will be greatly appreciated, as will additional materials. Thank you.

Where is your organization's headquarters? Other offices or field locations?

Who are your principal officers and staff?

Approximately how many members do you have?

What publications do you make available to members and the community?

What is your annual budget and what are your sources of funding (foundation grants, membership donations, etc.)?

How do you achieve your desired ends? (Public information, Protests, Letter-writing campaigns, boycotts, etc.)

What are the most important and influential NGOs in your country?

What other NGOs do you work with?

When and why was your organization founded? Who were its organizers?

What are your principle concerns/issues? Goals/objectives?

What do you consider the most significant achievement your group has made?

What are your most recent campaigns and achievements?

What is the predominant philosophy of your organization?

Thank you for taking the time to help us.

Please send or fax completed surveys and/or other materials to:

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