



# Sales Promotion Specialists

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Mr Richard Wiseman  
Legal Director  
Shell UK Limited  
Shell Mex House

4 Pages By Fax Only To:  
0171 257 3303

Dear Mr Wiseman

I attach for your information a copy of a self-explanatory letter that Royds Treadwell has sent to DJ Freeman in regard to the latest extraordinary twist in the Don Marketing Saga. Another chapter of deception and intrigue, but this time on an even more serious level.

**It was evident from my letter to DJ Freeman of 15<sup>th</sup> June (of which I supplied you with a copy) that a criminal offence had been committed.** I advised DJ Freeman that I intended to make a Statement to the Police later the same day. I named Mr Christopher Phillips in my letter and described his visit to the Business Centre. I made it clear that he had given a false reason for his visit. I outlined the reasons why we had doubts about him. Yet in their response letter, DJ Freeman did not disclose that Mr Phillips was acting on their instructions, even though they must have been very much aware of the fact that they were withholding potentially important evidence.

Can you please advise me whether or not you approved the response letter? If you did do so, were you aware of the truth about Mr Phillips at that time? Since the absence of any such admittance in the letter implied that DJ Freeman had no knowledge of Mr Phillips, when in fact they had instructed him, it is self evident that the letter was carefully drafted to deceive us. If we had not put DJ Freeman into a corner on the matter, it is reasonable to conclude that they would never have admitted the true situation.

Mr Phillips definitely acted deceptively. The note written on the reverse of his business card by the person he interrogated confirms this. Just how far did the deception go? Did he give his correct name? I say this because we cannot find any trace of the Cofton Consultancy in the Central London Yellow pages under the categories of "Credit Investigation Services" (which covers credit reference agencies), or "Detective Agencies". The firm is not listed in Directory Enquiries. There is no limited company with that name, yet on the card he is described as being a "Director". Of what company is he a "Director"? Is the "Cofton Consultancy" the true name of the organisation that he actually works for? People making "routine credit enquiries" do not visit the offices of the subject of the credit check. The questions he asked at the Business Centre were not even of a financial nature. Bearing in mind that his visit involved a return trip from London, it is highly improbable that his visit was limited to asking those questions. Did he visit the area where I reside? Has he carried out or arranged any surveillance or phone tapping in relation to DM or myself?

As these sinister events have called in to question the safety of my family and myself, Mr Woodman has requested sight of the brief given to the investigative agency, so that we can verify the true purpose and extent of the investigation. This is a legitimate request in view of the ominous nature of the earlier and subsequent events. We would also like to know if any other company within the Shell Group (i.e. Shell International) has instigated any investigation into DM or associated matters?

Basically, we wish to establish the extent of Shell's involvement in these matters before co-operating in trying to trace the identity of the anonymous caller. As the admittance by DJ Freeman does considerably increase the credibility of the caller, I have now set out a detailed account of my recollections of the conversation. This has been lodged with Royds Treadwell. When we receive a response to the questions we have raised, I will supply the Police with all of the updated information. No doubt the Police will then advise if they intend to look further into this matter.

I have been placed at a disadvantage in prosecuting the SMART claim because I now feel morally obliged to warn witnesses of the threats made against me (and the implied threats made against certain witnesses), before asking them to provide evidence in support of my claim against Shell.

Please be aware that I intend to make a formal complaint to the Solicitors Complaints Bureau about the underhand practices that have been used against us. Hence the interest in your own involvement in the relevant events. I will also ask Mr Woodman to bring these matters to the attention of the Courts. In addition, we will be distributing a dossier of the entire DM Saga, including the latest sinister chapter, to every MP; to Shell Stations; to Shell institutional shareholders and to the media. Copies of sworn Affidavits will be supplied, including one from the person who spoke to Mr Phillips.

However, before we take any such steps, I want you to have the opportunity to answer the above questions and to advise whether Shell will be continuing to retain the services of DJ Freeman.

Yours sincerely

John Donovan  
Managing Director

cc. Mr Mark Moody-Stuart, Chairman, Shell Transport (Fax: 0171 934 7987)  
Dr Fay, Chairman and Chief Executive, Shell UK Ltd (Fax: 0171 257 3939)  
Mr Colin Joseph, D J Freeman Solicitors (Fax: 0171 556 4590)  
Mr Richard Woodman, Royds Treadwell Solicitors (Fax: 0171 583 2034)