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## LOBBYING REPORT

Lobbying Disclosure Act of 1995 (Section 5) – All Filers Are Required To Complete This Page

1. Registrant Name <b>Hecht, Spencer &amp; Associates, Inc.</b>			
2. Address <input type="checkbox"/> Check if different than previously reported <b>499 South Capitol Street, SW, #507</b>			
3. Principal Place of Business (if different from line 2) City: <b>Washington</b>		State/Zip (or Country) <b>D.C. 20003</b>	
4. Contact Name <b>Sandra S. Cammer</b>	Telephone <b>(202) 554-2881</b>	E-mail (optional) <b>N/A</b>	5. Senate <b>179</b>
7. Client Name <input type="checkbox"/> Self <b>Norfolk Southern Corporation</b>			6. House <b>312</b>

**TYPE OF REPORT** 8. Year 2005 Midyear (January 1 - June 30) ☒ OR Year End (July 1 -

9. Check if this filing amends a previously filed version of this report ☐

10. Check if this is a Termination Report ☐ ⇒ Termination Date \_\_\_\_\_ 11. No Lobbying

### INCOME OR EXPENSES – Complete Either Line 12 OR Line 13

<p align="center"><b>12. Lobbying Firms</b></p> <p><b>INCOME</b> relating to lobbying activities for this reporting period was:</p> <p>Less than \$10,000 <input type="checkbox"/></p> <p>\$10,000 or more <input checked="" type="checkbox"/> ⇒ \$ <u>45,000</u> Income (nearest \$20,000)</p> <p>Provide a good faith estimate, rounded to the nearest \$20,000, of all lobbying related income from the client (including all payments to the registrant by any other entity for lobbying activities on behalf of the client).</p>	<p align="center"><b>13. Organization</b></p> <p><b>EXPENSES</b> relating to lobbying activities for this period were:</p> <p>Less than \$10,000 <input type="checkbox"/></p> <p>\$10,000 or more <input type="checkbox"/> ⇒ \$ _____ Expenses (nearest \$20,000)</p> <p><b>14. REPORTING METHOD.</b> Check box to indicate accounting method. See instructions for descriptive</p> <p><input type="checkbox"/> <b>Method A.</b> Reporting amounts using LDA definition</p> <p><input type="checkbox"/> <b>Method B.</b> Reporting amounts under section 6011 Internal Revenue Code</p> <p><input type="checkbox"/> <b>Method C.</b> Reporting amounts under section 162 Internal Revenue Code</p>
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Signature\_\_\_\_\_

Printed Name and Title\_\_\_\_\_

LD-2 (REV.6/98)

Registrant Name **Hecht, Spencer & Associates** Client Name **Norfolk Southern Corporation**

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which engaged in lobbying on behalf of the client during the reporting period. **Using a separate page for each** information as requested. Attach additional page(s) as needed.

15. General issue area code **RRR** (one per page)

16. Specific lobbying issues

H.R.2047 – Railroad Competition and Reauthorization Act of 2005; and  
S.919 – Railroad Competition Act of 2005 – monitor and oppose re-regulation provisions

17. House(s) of Congress and Federal agencies contacted

☐ Check if None

U.S. Senate

U.S. House of Representatives

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)
<b>William H. Hecht</b>	
<b>Timothy P. Hecht</b>	
<b>Franklin C. Phifer, Jr.</b>	
<b>Rodney R. Grams</b>	

19. Interest of each foreign entity in the specific issues listed on line 16 above

☒ Check if None

Signature \_\_\_\_\_ Date \_\_\_\_\_

Printed Name and Title \_\_\_\_\_



Registrant Name **Hecht, Spencer & Associates**Client Name **Norfolk Southern C**

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which engaged in lobbying on behalf of the client during the reporting period. **Using a separate page for each** information as requested. Attach additional page(s) as needed.

15. General issue area code **TOR** (one per page)

16. Specific lobbying issues

S.852– Fairness in Asbestos Injury Resolution Act– monitor liability reform provisions

17. House(s) of Congress and Federal agencies contacted

☐ Check if None

U.S. Senate

U.S. House of Representatives

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<b>Timothy P. Hecht</b>	
<b>Franklin C. Phifer, Jr.</b>	
<b>Rodney R. Grams</b>	

19. Interest of each foreign entity in the specific issues listed on line 16 above

☒ Check if None

Signature \_\_\_\_\_ Date \_\_\_\_\_

Printed Name and Title \_\_\_\_\_



Registrant Name **Hecht, Spencer & Associates** Client Name **Norfolk Southern Corporation**

**LOBBYING ACTIVITY.** Select as many codes as necessary to reflect the general issue areas in which engaged in lobbying on behalf of the client during the reporting period. **Using a separate page for each information as requested. Attach additional page(s) as needed.**

15. General issue area code **ROD** (one per page)

16. Specific lobbying issues

H.R.3 – Transportation Equity Act: A Legacy for Users –  
support funding and expansion of the Section 130 rail-highway grade crossing program.

17. House(s) of Congress and Federal agencies contacted

☐ Check if None

U.S. Senate

U.S. House of Representatives

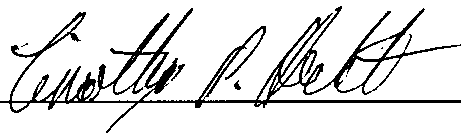
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<b>Rodney R. Grams</b>	

19. Interest of each foreign entity in the specific issues listed on line 16 above

☒ Check if None

Signature



Date **February 10, 201**

Printed Name and Title **Timothy P. Hecht, Vice President**

