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| Clerk of the House of Representatives<br>Legislative Resource Center<br>9-106 Cannon Building<br>Washington, DC 20515 | Secretary of the Senate<br>Office of Public Records<br>232 Hart Building<br>Washington, DC 20510 |
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SECRETARY OF THE SENATE  
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### LOBBYING REPORT

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

|                                                                                                                                   |                                   |
|-----------------------------------------------------------------------------------------------------------------------------------|-----------------------------------|
| 1. Registrant Name<br><i>Hill and Knowlton, Inc.</i>                                                                              |                                   |
| 2. Address <input type="checkbox"/> Check if different than previously reported<br><i>1600 New Hampshire Avenue, NW Suite 601</i> |                                   |
| 3. Principal Place of Business (if different from line 2)<br>City: <i>Washington</i> State/Zip (or Country) <i>DC 20037</i>       |                                   |
| 4. Contact Name<br><i>Michelle Deese</i> Telephone <i>(202) 944-5142</i>                                                          | 5. Senate ID #<br><i>18262-48</i> |
| 7. Client Name <input type="checkbox"/> Self<br><i>Union Pacific</i>                                                              | 6. House ID #<br><i>30482000</i>  |

TYPE OF REPORT 8. Year *2000* Midyear (January 1-June 30)  OR Year End (July 1-December 31)

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 Activity

| INCOME OR EXPENSES - Complete Either Line 12 OR Line 13                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p><b>12. Lobbying Firms</b></p> <p>INCOME 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 type="checkbox"/> ⇨ \$ _____<br/>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><b>13. Organizations</b></p> <p>EXPENSES relating to lobbying activities for this reporting period were:</p> <p>Less than \$10,000 <input type="checkbox"/></p> <p>\$10,000 or more <input type="checkbox"/> ⇨ \$ _____<br/>Expenses (nearest \$20,000)</p> <p><b>14. REPORTING METHOD.</b> Check box to indicate expense accounting method. See instructions for description of options.</p> <p><input type="checkbox"/> Method A. Reporting amounts using LDA definitions only</p> <p><input type="checkbox"/> Method B. Reporting amounts under section 6033(b)(8) of the Internal Revenue Code</p> <p><input type="checkbox"/> Method C. Reporting amounts under section 162(e) of the Internal Revenue Code</p> |

Signature \_\_\_\_\_

*[Signature]* *B Trammell* *8/31/00*

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

*B Trammell* *Senior Managing Director*

LD-2 (REV. 6/98)

PAGE 1 of 1