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Washington, DC 20515

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Washington, DC 20510

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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</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>Jackie West</b>	Telephone <b>(202) 554-2881</b>	E-mail (optional) <b>N/A</b>	5. Senate I <b>179</b>
7. Client Name <input type="checkbox"/> Self <b>Norfolk Southern Corporation</b>			6. House I <b>312</b>

**TYPE OF REPORT** 8. Year 2004 Midyear (January 1-June 30)  OR Year End (July 1-E

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**

12. Lobbying Firms	13. Organization
<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 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>EXPENSES 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>14. <b>REPORTING METHOD.</b> Check box to indicate reporting method. See instructions for description</p> <p><input type="checkbox"/> Method A. Reporting amounts using LDA definition</p> <p><input type="checkbox"/> Method B. Reporting amounts under section 6053 Internal Revenue Code</p> <p><input type="checkbox"/> Method C. Reporting amounts under section 162 Internal Revenue Code</p>

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.2192/S.1389 – Surface Transportation Board Reform Act of 2003 – monitor and oppose re-reg provisions
- H.R.2924/S.919 – Railroad Competition Act of 2003 – monitor and oppose re-regulation provisions
- S.1402 – Federal Railroad Safety Improvement Act – 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 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 TAX (one per page)

16. Specific lobbying issues

- H.R.578, S.251– Transportation Tax Equity and Fairness Act – support provisions to repeal 4.3 cent railroad deficit fuel tax (incorporated into H.R. 6, Energy Policy Act of 2003)
- S.1637 – Jumpstart Our Business Strength Act – same as above
- H.R.1617 – National Rail Infrastructure Program Act – oppose provision to establish railroad trust fi

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 \_\_\_\_\_



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

16. Specific lobbying issues

S.1125 and S.2290 – Fairness in Asbestos Injury Resolution Act– monitor liability reform provision

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

Check if None

U.S. Senate  
U.S. House of Representatives  
FELA – Steve Anthony

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 \_\_\_\_\_

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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. 3550 – Transportation Equity Act and S. 1072 – Safe, Accountable, Flexible and Efficient Transpc 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>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 August 10, 2004

Printed Name and Title Timothy P. Hecht, Vice President

