

00 AUG 11 PM 4: 51

# LOBBYING REPORT

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

1. Registrant Name Hewlett-Packard Company			
2. Address <input type="checkbox"/> Check if different than previously reported 900 17th Street, N.W., Suite 1100, Washington, D.C. 20006			
3. Principal Place of Business (if different from line 2) City: Palo Alto State/Zip (or County) California 94304			
4. Contact Name Gary Fazzino	Telephone 202/884-7011	E-mail (optional) gary_fazzino@hp.com	5. Senate ID # 18158-12
7. Client Name <input type="checkbox"/> Self	6. House ID # 31000000		

**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"/> → \$ _____  <small>Income (nearest \$20,000)</small></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 checked="" type="checkbox"/> → \$ <u>240,000.00</u>  <small>Expenses (nearest \$20,000)</small></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 6633(b)(8) of the Internal Revenue Code</p> <p><input type="checkbox"/> Method C. Reporting amounts under section 162(c) of the Internal Revenue Code</p>

Signature *Gary Fazzino*  
 Printed Name and Title Gary Fazzino, Vice President, Government & Public Affairs

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

General issue area code REP (one per page)

Specific lobbying issues

Social Security Reform - General  
Medicare Reform - General

House(s) of Congress and Federal agencies contacted  Check if None

House of Representatives  
U.S. Senate

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

Name	Covered Official Position (if applicable)	New
Mary Dee Beall		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>

Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature Mary Dee Beall Date 7/21/00

Printed Name and Title Mary Dee Beall, Government Affairs Manager

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

15. General issue area code 2898 (one per page)

16. Specific lobbying issues

H-1B Visa - HR3983, S2045  
Spousal Equity - General

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

Check if None

House of Representatives  
Senate

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

Name	Covered Official Positions (if applicable)	New
Mary Dee Beall		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>

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

Check if None

Signature Mary Dee Beall Date 7/21/00

Printed Name and Title Mary Dee Beall, Government Affairs Manager

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

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

16. Specific lobbying issues

Health Care Reform - General

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

Check if None

House of Representatives  
U.S. Senate

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

Name	Covered Official Position (if applicable)	New
Mary Dee Beall		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>

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

Check if None

Signature Mary Dee Beall Date 7/21/00

Printed Name and Title Mary Dee Beall, Government Affairs Manager

Registrant Name Hewlett-Packard Co. Client Name Self

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

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

16. Specific lobbying issues

GSA MAS Procurement Policy

GSA Advantage!

Electronic Commerce/Procurement

Section 508 of the Rehabilitation Act.

FAR Case 99-010

Cyber Security

Government/Private Sector Competition

Labor Relations - Federal Procurement

17. House(s) of Congress and Federal agencies contacted  Check if None

House

Senate

Office of Management & Budget

Department of Defense

General Services Administration

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

Name	Covered Official Position (if applicable)	New
James O. Berish		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature James O. Berish Date August 3, 2000

Printed Name and Title James O. Berish, Federal Procurement Policy Manager

Registrant Name Hewlett-Packard Co. Client Name Self

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

16. Specific lobbying issues  
Communications Intelligence Processing  
High Availability/High Performance Computing

17. House(s) of Congress and Federal agencies contacted  Check if None  
House  
Senate

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

Name	Covered Official Position (if applicable)	New
James O. Berish		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature James O. Berish Date August 3, 2000

Printed Name and Title James O. Berish, Federal Procurement Policy Manager

Registrant Name Hewlett-Packard Co. Client Name Self

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

16. Specific lobbying issues

Policy Issues Related to Computer Printer Technology.

17. House(s) of Congress and Federal agencies contacted  Check if None

House  
Senate  
Department of Treasury  
Federal Reserve Board

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

Name	Covered Official Position (if applicable)	New
Jim Berish		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature James O. Berish Date August 3, 2000  
Printed Name and Title James O. Berish, Federal Procurement Policy Manager

Registrant Name Hewlett-Packard Co. Client Name Self

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

16. Specific lobbying issues

Internet Privacy (S.2928)  
Electronic Signature Legislation

17. House(s) of Congress and Federal agencies contacted  Check if None  
Senate

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

Name	Covered Official Position (if applicable)	New
Scott Cooper		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature  Date 8/4/00

Printed Name and Title Scott Cooper, Manager, Technology Policy

Registrant Name Hewlett-Packard Co. Client Name Self

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

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

16. Specific lobbying issues

Computer Industry issues.

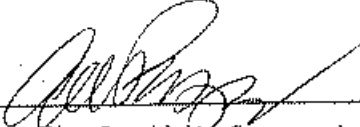
17. House(s) of Congress and Federal agencies contacted  Check if None

House  
Senate

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

Name	Covered Official Position (if applicable)	New
Gary Pazzino		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature  Date July 24 2000

Printed Name and Title Vice President, Government & Public Affairs

Registrant Name Hewlett-Packard Co. Client Name Self

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

16. Specific lobbying issues

Safety of computer products.

17. House(s) of Congress and Federal agencies contacted  Check if None

U.S. House of Representatives  
Consumer Product Safety Commission

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

Name	Covered Official Position (if applicable)	New
David Isaacs		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature *David Isaacs* Date 7/21/00

Printed Name and Title David Isaacs, Manager, Government Policy

Registrant Name Hewlett-Packard Co. Client Name Self

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

16. Specific lobbying issues

EU Directive on waste from electrical and electronic equipment.  
Transboundary Waste issues.  
Energy Star program.

17. House(s) of Congress and Federal agencies contacted  Check if None

U.S. House of Representatives  
USTR  
EPA

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

Name	Covered Official Position (if applicable)	New
David Isaacs		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature  Date 7/21/00

Printed Name and Title David Isaacs, Manager, Government Policy

Registrant Name Hewlett-Packard Co. Client Name Self

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

16. Specific lobbying issues

Tax treatment of employer provided computers; HR 4274.

17. House(s) of Congress and Federal agencies contacted  Check if None

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)	New
David Isaacs		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature *David Isaacs* Date 7/21/00

Printed Name and Title David Isaacs, Manager, Government Policy

Registrant Name Hewlett-Packard Co. Client Name Self

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

16. Specific lobbying issues

Digital copyright issues.  
Funding of the U.S. Patent and Trademark Office.

17. House(s) of Congress and Federal agencies contacted  Check if None

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)	New
David Isaacs		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>

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Signature *David Isaacs* Date 7/21/00

Printed Name and Title David Isaacs, Manager, Government Policy

Registrant Name Helwtt Packard Co. Client Name Self

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

16. Specific lobbying issues

- Fast Track Trade Legislation
- Government Product Regulations
- FTAA
- E-Commerce International Issues
- Market Access Issues
- Export Controls
- Encryption (H.R. 850 + S. 798)

17. House(s) of Congress and Federal agencies contacted  Check if None

- House of Representatives
- Senate
- USTR
- OMB
- White House
- Department of Commerce & Department of State

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

Name	Covered Official Position (if applicable)	New
William A. Maxwell		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature William A. Maxwell Date 07/26/00  
William A. Maxwell International Trade Policy Manager

Registrant Name Hewlett Packard Co. Client Name Self

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

16. Specific lobbying issues

- China Permanent Normal Trade Relations
- Customs Issues
- Market Access Issues/Latin America
- E-Commerce International Issues
- FTAA

17. House(s) of Congress and Federal agencies contacted.  Check if None

- House of Representatives
- Senate
- USTR
- White House
- Department of Commerce
- Department of State

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

Name	Covered Official Position (if applicable)	New
M. Dianne Sullivan		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature *M. Dianne Sullivan* Date 07/26/00  
Printed Name and Title M. Dianne Sullivan, International Trade Policy Manager

Registrant Name Hewlett Packard Company Client Name Self

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

16. Specific lobbying issues

- Export Controls Legislation WTO & E-Commerce Agenda
- Information Technology Agreement 2 Digital Divide
- China Annual & Permanent NTR
- China WTO Accession
- MRAs & Standards/Conformity Assessment--APEC
- U.S. Japan Computer Agreement
- Fast Track
- Unilateral Sanctions Reform Legislation

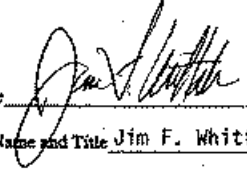
17. House(s) of Congress and Federal agencies contacted  Check if None

- House of Representatives
- Senate
- USTR
- Department of Commerce
- Department of State
- White House

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

Name	Covered Official Position (if applicable)	New
Jim Whittaker	Director, International Government Affairs	<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>

19. Interest of each foreign entity in the specific issues listed on line 16 above  Check if None

Signature  Date 08/03/00  
Printed Name and Title Jim F. Whittaker, Director, International Government Affairs