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## LOBBYING REPORT

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

1. Registrant Name  JOHNSON & JOHNSON			
2. Address <input type="checkbox"/> Check if different than previously reported  One Johnson & Johnson Plaza, New Brunswick, NJ 08933			
3. Principal Place of Business (if different from line 2) City _____ State/Zip (or Country) _____			
4. Contact Name  Shannon Salmon	Telephone  202-589-1000	E-mail (optional)	5. Senate ID #  2068-12
7. Client name <input checked="" type="checkbox"/> Self			6. House ID #  30348000

**TYPE OF REPORT** 8. Year 2003 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 Activities

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

12. Lobbying Firms	13. Organizations
INCOME relating to lobbying activities for this reporting period was:	EXPENSES relating to lobbying activities for this reporting period were:
Less than \$10,000 <input type="checkbox"/>	Less than \$10,000 <input type="checkbox"/>
\$10,000 or more <input type="checkbox"/> ⇒ \$ _____ Income (nearest \$20,000)	\$10,000 or more <input checked="" type="checkbox"/> ⇒ \$ <u>2,200,000.00</u> Expenses (nearest \$20,000)
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).	14. <b>REPORTING METHOD.</b> Check box to indicate accounting method. See instructions for description of options.
	<input checked="" type="checkbox"/> <b>Method A.</b> Reporting amounts using LDA definitions or
	<input type="checkbox"/> <b>Method B.</b> Reporting amounts under section 6033(b) Internal Revenue Code
	<input type="checkbox"/> <b>Method C.</b> Reporting amounts under section 162(e) of Internal Revenue Code

Signature \_\_\_\_\_

Printed Name and Title Shannon Salmon, Vice President Federal Affairs



Registrant Name JOHNSON & JOHNSON 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,** information as requested. Attach individual page(s) as needed.

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

16. Specific lobbying issues

FY 2004 Budget Resolution

FY 2004 Agriculture Appropriations (HR 2673, S 1427)

FY 2004 Labor, Health, Human Services Appropriations (HR 2660, S 1356)

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

United States Senate

United States House of Representatives

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

Name	Covered Official Position (if applicable)
Charles Nau	
Darrel Jodrey	
Shannon Salmon	
Bruce Carroll	
Cathy Dooley	
Kristin Olson	
Brian Burns	

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

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

Printed Name and Title Shannon Salmon, Vice President Federal Affairs



Registrant Name JOHNSON & JOHNSON Client Name Self

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

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

16. Specific lobbying issues  
Hatch-Waxmann Reform

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

United States Senate  
United States House of Representatives

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

Name	Covered Official Position (if applicable)
Kristin Olson	
Bruce Carroll	
Cathy Dooley	
Charles Nau	
Shannon Salmon	
Darrel Jodrey	
Daniel Waldmann	

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

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

Printed Name and Title Shannon Salmon, Vice President Federal Affairs



Registrant Name JOHNSON & JOHNSON Client Name Self

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

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

16. Specific lobbying issues

Pediatric Research Equity Act of 2003 (S 650)  
 FY 2004 Ag. Approps. (HR 2673, S 1427)  
 Pharmaceutical Reimportation  
 VA Disability Technology Funding, VA/HUD Appropriations Bill  
 House and Senate Medicare Bills  
 Direct-to-Consumer Pharmaceutical Advertising  
 Project BioShield Act of 2003 (HR 2122, S 15)

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

United States Senate  
 United States House of Representatives  
 HHS  
 White House

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

Name	Covered Official Position (if applicable)
Charles Nau	
Darrel Jodrey	
Shannon Salmon	
Bruce Carroll	
Cathy Dooley	
Kristin Olson	
Daniel Waldmann	

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

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

Printed Name and Title Shannon Salmon, Vice President Federal Affairs



Registrant Name JOHNSON & JOHNSON Client Name Self

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

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

16. Specific lobbying issues

- Pharmaceutical Market Access Act, 2003 (HR 2427)
- Medicare Prescription Drug and Modernization Act, 2003 (HR 1, S 1)
- Medicare Prescription Drug Coverage and Pricing proposals (e.g., HR 4954 S 2625 Senate Tripartisan Proposal)
- Medicare Coverage Policy, including Coverage of Specific Products (S 2675, S2729)
- Medicare Payment Policy, including payment for specific products
- Medicare Fraud and Abuse
- Average Wholesale Price
- Self-Administration
- Coverage for Oral Oncology Drugs
- Medicare Contractor Reform Act
- In-Vitro Diagnostics Legislation
- OPPS
- Medicare Competitive Bidding for DME
- HR 1622
- HR 980

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

- United States Senate
- United States House of Representatives
- CMS
- HHS

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

Name	Covered Official Position (if applicable)
Darrel Jodrey	
Shannon Salmon	
Bruce Carroll	
Cathy Dooley	
Daniel Waldmann	
Charles Nau	
Brian Burns	
Kristin Olson	

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

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



Registrant Name JOHNSON & JOHNSON Client Name Self

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

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

16. Specific lobbying issues

- Invest in the USA Act, 2003 (S 596)
- Homeland Investment Act, 2003 (HR 767)
- Invest in America Act, 2003 (HR 1162, S 664, HR 463)
- FSC/ETI Deferral Corp. Tax Shelters (HR 2896)
- Jobs and Growth Tax Relief Act, 2003 (S 2)

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

- United States Senate
- United States House of Representatives
- USTR
- Treasury

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

Name	Covered Official Position (if applicable)
Brian Burns	

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

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

Printed Name and Title Shannon Salmon, Vice President Federal Affairs



Registrant Name JOHNSON & JOHNSON Client Name Self

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

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

16. Specific lobbying issues

Class Action Reform (HR 2341, HR 1115)  
HIPAA Sec. 194 Implementation

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

HHS  
HIPAA

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

Name	Covered Official Position (if applicable)
Bruce Carroll	
Darrel Jodrey	
Brian Burns	

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

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

Printed Name and Title Shannon Salmon, Vice President Federal Affairs



Registrant Name JOHNSON & JOHNSON Client Name Self

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

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

16. Specific lobbying issues

- Duty Suspension legislation
- Miscellaneous Trade Bill (HR 1047, S 671)
- Trade Agreements with Chile, Singapore, South Africa, Australia, Central America (HR 2738, HR 2739)

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

- United States Senate
- United States House of Representatives
- State, Commerce, Justice Departments

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

Name	Covered Official Position (if applicable)
Brian Burns	

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

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

Printed Name and Title Shannon Salmon, Vice President Federal Affairs



Registrant Name JOHNSON & JOHNSON Client Name Self

**Information Update Page — Complete ONLY where registration information has changed.**

20. Client new address

21. Client new principal place of business (if different from line 20)

City

State/Zip (or Country)

22. New general description of client's business or activities

**LOBBYIST UPDATE**

23. Name of each previously reported individual who is **no longer** expected to act as a lobbyist for the client

**ISSUE UPDATE**

24. General lobbying issues previously reported that **no longer** apply

**AFFILIATED ORGANIZATIONS**

25. Add the following affiliated organization(s)

Name	Address	Principal Place of Bu (city and state or cou

26. Name of each previously reported organization that is **no longer** affiliated with the registrant or client

**FOREIGN ENTITIES**

27. Add the following foreign entities

Name	Address	Principal place of business (city and state or country)	Amount of contribution for lobbying activities

28. Name of each previously reported foreign entity that **no longer** owns, **or** controls, or is affiliated with the client or affiliated organization

Signature Shannon Delu Date 8/8/1

