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H. D.

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 Country) California 94304			
4. Contact Name Cynthia Johnson	Telephone 202/884-7015	E-mail (optional) cynthia_johnson@hp.com	5. Senate ID # 18158-12
7. Client Name <input type="checkbox"/> Self	6. House ID # 31000000		

TYPE OF REPORT 8. Year 1999 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

12. Lobbying Firms INCOME relating to lobbying activities for this reporting period was: Less than \$10,000 <input type="checkbox"/> \$10,000 or more <input checked="" type="checkbox"/> ⇒ \$ _____ Income (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).	13. Organizations EXPENSES relating to lobbying activities for this reporting period were: Less than \$10,000 <input type="checkbox"/> \$10,000 or more <input checked="" type="checkbox"/> ⇒ \$ <u>182,879</u> Expenses (nearest \$20,000) 14. REPORTING METHOD. Check box to indicate expense accounting method. See instructions for description of options. <input type="checkbox"/> Method A. Reporting amounts using LDA definitions only <input type="checkbox"/> Method B. Reporting amounts under section 6033(b)(8) of the Internal Revenue Code <input checked="" type="checkbox"/> Method C. Reporting amounts under section 162(e) of the Internal Revenue Code
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Signature *Cynthia Johnson*
Printed Name and Title Cynthia Johnson, Director, Corporate Affairs

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 RET (one per page)

16. Specific lobbying issues

Social Security Reform - General
Medicare 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 7/19/99

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 TAX (one per page)

16. Specific lobbying issues
Section 127 - 5.211

17. House(s) of Congress and Federal agencies contacted Check if None
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 7/19/99
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 IMM (one per page)

16. Specific lobbying issues

- H-1B Visa - General
- Spousal Equity - General

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

House of Representatives

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 7/19/99

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 7/19/99

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 CPT (one per page)

16. Specific lobbying issues

Patent Reform - General

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

House of Representatives

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"/>

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Signature Mary Dee Beall Date 7/19/99

Printed Name and Title Mary Dee Beall, Government Affairs Manager

Registrant Name Hewlett-Packard Co. Client Name Self

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

6. Specific lobbying issues

U.S. Navy CASS Program
Communications Intelligence Processing
High Availability / High Performance Computing

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

House
Senate

8. 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"/>

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

Signature *James O. Berish* Date July 9, 1999

Printed Name and Title James O. Berish, Federal Procurement Policy 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 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
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 July 9, 1999

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

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

6. Specific lobbying issues

GSA MAS Procurement Policy
GSA Advantage!
Electronic Commerce / Procurement
GSA MAS - Cooperative Purchasing
Year 2000 Problem
Year 2000 Liability Legislation (H.R.775 & S. 96)

Government/Private Sector Competition
Labor Relations - Federal Procurement

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

House
Senate
Office of Management & Budget
Department of Defense
General Services Administration

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

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

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

Signature *James O. Berish* Date July 9, 1999
Printed Name and Title James O. Berish, Federal Procurement Policy 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.

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

6. Specific lobbying issues

Electronic Signature Legislation (S. 761 & H.R. 1714)

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

House
Senate

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

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

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

Signature  Date 7/12/99

Printed Name and Title Scott Cooper, Manager, Technology Policy

Registrant Name Hewlett-Packard Co. Client Name Self

ISSUING 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.

General issue area code 722 (one per page)

Specific lobbying issues

E-Commerce
Broadband Bills
Spectrum Rules 59-64 GHz
2.4 GHz

House(s) of Congress and Federal agencies contacted

Check if None

House
Senate
FCC
NTIA

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

Name	Covered Official Position (if applicable)	New
<u>Cynthia Johnson</u>		<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 *Cynthia Johnson* Date 7/12/99
Printed Name and Title Cynthia Johnson, Director, Corporate Affairs

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

General Information About Industry:
China NTR, Export Controls
E-Commerce Issues

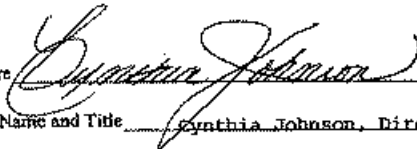
17. House(s) of Congress and Federal agencies contacted Check if None

House
Senate
Department of Commerce
FCC
SEC

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

Name	Covered Official Position (if applicable)	New
<u>Cynthia Johnson</u>		<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 7/12/99
Printed Name and Title Cynthia Johnson, Director, Corporate Affairs

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 SCI (one per page)

16. Specific lobbying issues

R&D Funding
Optoelectronics Funding

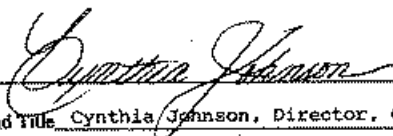
17. House(s) of Congress and Federal agencies contacted Check if None

House
Senate

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

Name	Covered Official Position (if applicable)	New
Cynthia Johnson		<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  Date 7/12/99
Printed Name and Title Cynthia Johnson, Director, Corporate Affairs

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

16. Specific lobbying issues
 Fast Track Trade Legislation
 Government Product Regulations
 FTAA
 E-Commerce International Issues
 Market Access Issues/Latin America
 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 7/12/99
 Printed Name and Title William A. Maxwell, International Trade Policy 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 TRD (one per page)

16. Specific lobbying issues

- WEEE Directive / DGXI / EU
(Waste from electrical & electronic equipment)
1. material restrictions
 2. design guidelines
 3. product-take-back infrastructure


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

EPA
USTE
Department of State
Department of Commerce

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

Name	Covered Official Position (if applicable)	New
<u>Frank Orlandella</u>		<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 7/12/99

Printed Name and Title Frank Orlandella, 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.

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

6. Specific lobbying issues

ENERGY STAR - energyefficiency
MOU's for Office Products
B: - Lateral with EU

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

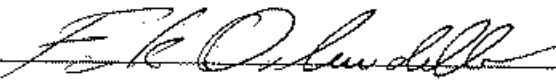
EPA
Department of State
Department of Commerce

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

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

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

Harmonized energy efficiency criteria.

Signature  Date 7/12/99

Printed Name and Title Frank Orlandella, 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.

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

6. Specific lobbying issues

Information Technology Agreement 2
China NTR Renewal
Fast Track Trade Legislation

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

House
Senate
USTR
Department of Commerce

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

Name	Covered Official Position (if applicable)	New
Richard Robbins Pancake		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>
		<input type="checkbox"/>

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

Signature Richard Robbins Pancake Date 7/12/99
Printed Name and Title Richard Robbins Pancake, International Policy 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 TRD (one per page)

- 16. Specific lobbying issues
 - APEC medical Equipment Initiative
 - Information Technology Agreement 2
 - China MFN Renewal
 - China WTO Accession
 - MRAs and Standards/Conformity Assessment--APEC
 - U.S.-Japan Computer Agreement
 - Fast Track
 - Unilateral Sanctions Reform Legislation
 - Africa Trade Bill
 - CBI legislation

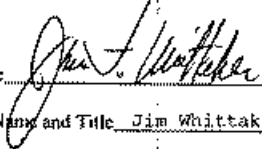
17. House(s) of Congress and Federal agencies contacted Check if None

- House of Representatives
- Senate
- USTR
- Department of Commerce
- Department of State
- Food & Drug Administration
- 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	International Public Policy Manager	<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 7/12/1999

Printed Name and Title Jim Whittaker, International Public Policy Manager