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SECRETARY OF THE SENATE

00 AUG 14 PM 4:04

LOBBYING REPORT

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

1. Registrant Name Hecht, Spencer & Associates			
2. Address <input type="checkbox"/> Check if different than previously reported 499 South Capitol Street, SW, #507			
3. Principal Place of Business (if different from line 2) City Washington		State/Zip (or Country) D.C. 20003	
4. Contact Name Nelle Grauel Flanders	Telephone (202) 554-2881	E-mail (optional) N/A	5. Senate ID # 17966-90
7. Client Name <input type="checkbox"/> Self Norfolk Southern Corporation			6. House ID # 31265-008

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

12. Lobbying Firms	13. Organization
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"/> ⇒ \$ <u>120,000</u> <small>Income (nearest \$20,000)</small> 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).	EXPENSES relating to lobbying activities for this reporting period were: Less than \$10,000 <input type="checkbox"/> \$10,000 or more <input type="checkbox"/> ⇒ _____ <small>Expenses (nearest \$20,000)</small> 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 6032(b)(8) of the Internal Revenue Code <input type="checkbox"/> Method C. Reporting amounts under section 162(c) of the Internal Revenue Code

Signature _____

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 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 RRR (one per page)

16. Specific lobbying issues

- S.98 & H.R.3163 – Authorize Appropriations for Surface Transportation Board for 1999, 2000, 2001 & 2002
 - Assuring reauthorization is un-amended
- S.747 – Surface Transportation Board Reauthorization & Improvement Act
 - Assuring reauthorization is un-amended
- S.621 & H.R.2784 – Railroad Competition & Service Improvement Act
 - Assuring reauthorization is un-amended
- H.R.1001 – Transportation Tax Equity & Fairness Act – Assuring reauthorization is un-amended
- H.R.3398 – Surface Transportation Board Modernization Act – monitored against re-regulation provisions
- H.R.3446 – Surface Transportation Board Reform Act – Assuring reauthorization is un-amended

Sought Federal regulatory approval of Conrail acquisition

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)	New
William H. Hecht		<input type="checkbox"/>
Timothy P. Hecht		<input type="checkbox"/>
Franklin C. Phifer, Jr.	Minority Counsel, House Ways & Means	<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 H. Hecht* 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 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

S.820 - Transportation Tax Equity & Fairness Act -- Assuring reauthorization is un-amended

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)	New
William H. Hecht		<input type="checkbox"/>
Timothy P. Hecht		<input type="checkbox"/>
Franklin C. Phifer, Jr.	Minority Counsel, House Ways & Means	<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 _____

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 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

HR.2990 & S.1344 -- Managed Care Bill -- all provisions relating to ERISA preemption

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)	New
William H. Hecht		<input type="checkbox"/>
Timothy P. Hecht		<input type="checkbox"/>
Franklin C. Phifer, Jr.	Minority Counsel, House Ways & Means	<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 _____

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 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 ENV (one per page)

16. Specific lobbying issues

H.J.Res.82 -- Making further continuing appropriations for the fiscal year 2000, and for other purposes - supported Byrd Amendment

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)	New
William H. Hecht		<input type="checkbox"/>
Timothy P. Hecht		<input type="checkbox"/>
Franklin C. Phifer, Jr.	Minority Counsel, House Ways & Means	<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 August 14, 2000

Printed Name and Title William H. Hecht, President