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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 Jackie West	Telephone (202) 554-2881	E-mail (optional) N/A	5. Senate ID: 17966
7. Client Name <input type="checkbox"/> Self Norfolk Southern Corporation			6. House ID: 31265

TYPE OF REPORT 8. Year 2003 Midyear (January 1-June 30) OR Year End (July 1-Dec 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

INCOME OR EXPENSES – Complete Either Line 12 OR Line 13

<p align="center">12. Lobbying Firms</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 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 align="center">13. Organization</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 type="checkbox"/> => _____ Expenses (nearest \$20,000)</p> <p>14. REPORTING METHOD. Check box to indicate accounting 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 603 Internal Revenue Code</p> <p><input type="checkbox"/> Method C. Reporting amounts under section 162 Internal Revenue Code</p>
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Signature _____

Printed Name and Title _____

FD-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 the engaged in lobbying on behalf of the client during the reporting period. **Using a separate page for each code** information as requested. Attach additional page(s) as needed.

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

16. Specific lobbying issues

- H.R.141 – Surface Transportation Board Reform Act of 2003 – monitor and oppose re-regulation prov
- 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)
<u>William H. Hecht</u>	
<u>Timothy P. Hecht</u>	
<u>Franklin C. Phifer, Jr.</u>	
<u>Rodney R. Grams</u>	

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

Signature _____ Date _____

Printed Name and Title _____

00000240067

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 engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code 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 p railroad deficit fuel tax (incorporated into H.R. 6, Energy Policy Act of 2003)
- H.R.1617 – National Rail Infrastructure Program Act – oppose provision to establish railroad trust fur

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)
William H. Hecht	
Timothy P. Hecht	
Franklin C. Phifer, Jr.	
Rodney R. Grams	

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 engaged in lobbying on behalf of the client during the reporting period. **Using a separate page for each code** information as requested. Attach additional page(s) as needed.

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

16. Specific lobbying issues
S.1125 – Fairness in Asbestos Injury Resolution Act of 2003 – monitor liability reform 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)
<u>William H. Hecht</u>	
<u>Timothy P. Hecht</u>	
<u>Franklin C. Phifer, Jr.</u>	
<u>Rodney R. Grams</u>	

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

Signature  Date August 1, 2003

Printed Name and Title Timothy P. Hecht, Vice President

