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SECRETARY OF THE SENATE

99 AUG 16 PM 4:32

## LOBBYING REPORT

Lobbying Disclosure Act of 1995 (Section 5) - All Filers Are Required to Complete This **FD**.

|   |                                  |   |                                    |
|---|----------------------------------|---|------------------------------------|
| 1. Registrant Name<br><b>Hill and Knowlton, Inc.</b>  |                                  |   |                                    |
| 2. Registrant Address <input type="checkbox"/> Check if different than previously reported<br>Address <b>600 New Hampshire Avenue NW Suite 601</b><br>City <b>Washington</b> State/Zip (or Country) <b>DC 20037 United States</b> |                                  |   |                                    |
| 3. Principal Place of Business (if different from line 2)<br>City _____ State/Zip (or Country) _____  |                                  |   |                                    |
| 4. Contact Name<br><b>Larry Decker</b>  | Telephone<br><b>202/944-5199</b> | E-mail (optional)<br><b>ldecker@hillandknowlton.com</b> | 5. Senate ID #<br><b>18262-342</b> |
| 7. Client Name <input type="checkbox"/> Self<br><b>Union Pacific</b>  |                                  |   | 6. House ID #<br><b>30482016</b>   |

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

Signature *D. B. Trammell* Date 8/16/99  
Printed Name and Title Douglas B. Trammell - Senior Managing Director Page 1 of 1