

Revised July 18, 1975

INCOME AND EXPENSE  
 JULY 1, 1975 - JUNE 30, 1976

	NATIONAL JOURNAL REPORTS	RESEARCH	TOTAL
<u>INCOME</u>			
SUBSCRIPTIONS	728,600		728,600
OTHER	13,200		13,200
RETAINERS (18,500)		407,000	407,000
OTHER		624,000	624,000
TOTAL INCOME	741,800	1,031,000	1,772,800
<u>EXPENSE</u>			
EDITORIAL	448,400		448,400
CIRCULATION	180,200		180,200
PRINTING/PRODUCTION	218,000		218,000
RESEARCH		534,000	534,000
TOTAL DIRECT EXPENSES	846,600	534,000	1,380,600
G&A	172,000	172,000	344,000
TOTAL GRC EXPENSES	1,018,600	706,000	1,724,600
PROFIT OR (LOSS)	(276,800)	325,000	48,200

Revised August 1, 1975

## RESEARCH BUDGET

JULY 1, 1975 - JUNE 30, 1976

	JULY thru NOV.	DECEMBER	JAN. thru MAY	JUNE	TOTAL
SALARIES	27,650	41,350	27,650	41,350	359,200
PAYROLL TAXES	1,200	2,000	1,900	2,500	20,000
INSURANCE (Group)	550	550	550	550	6,600
TRAVEL/ENTERTAINMENT	5,600	5,600	5,600	5,600	67,200
CONSULTANTS	1,335	1,335	1,335	1,315	16,000
GRAPHIC ART	100	100	100	100	1,200
OUTSIDE SERVICES	400	400	400	400	4,800
DELIVERY SERVICES	90	90	90	90	1,080
EMPLOYEE RELATIONS	100	100	100	100	1,200
NEWSPAPERS	200	200	200	200	2,400
PERIODICALS	1,200	1,200	1,200	1,200	14,400
BOOKS	50	50	50	50	600
MICROFILM	60	60	60	60	720
MISCELLANEOUS	50	50	50	50	600
COMMISSIONS	1,000	1,000	1,000	1,000	12,000
POSTAGE	250	250	250	250	3,000
T&T	1,500	1,500	1,500	1,500	18,000
OFFICE SUPPLIES	200	200	200	200	2,400
XEROX	400	400	400	400	4,800
OTHER EXPENSE	150	150	150	150	1,800
<b>TOTAL EXPENSES</b>	<b>42,085</b>	<b>56,585</b>	<b>42,785</b>	<b>57,065</b>	<b>538,000</b>

NATIONAL JOURNAL REPORTS BUDGET  
 EDITORIAL  
 JULY 1, 1975 - JUNE 30, 1976

	JULY thru NOV.	DECEMBER	JAN. THRU MAY	JUNE	TOTAL
SALARIES	28,015	42,020	28,015	42,020	364,190
PAYROLL TAXES	720	830	2,100	3,280	18,210
INSURANCE (group)	700	700	700	700	8,400
TRAVEL/ENTERTAINMENT	700	700	700	700	8,400
OUTSIDE CONTRIBUTORS	2,200	2,200	2,200	2,200	26,400
GRAPHIC ART	200	200	200	200	2,400
OUTSIDE SERVICES	25	25	25	25	300
DELIVERY SERVICES	200	200	200	200	2,400
POSTAGE	50	50	50	50	600
T&T	1,100	1,100	1,100	1,100	13,200
OFFICE SUPPLIES	100	100	100	100	1,200
XEROX	200	200	200	200	2,400
OTHER EXPENSE	25	25	25	25	300
<b>TOTAL EXPENSES</b>	<b>34,235</b>	<b>48,350</b>	<b>35,615</b>	<b>50,800</b>	<b>448,400</b>

## NATIONAL JOURNAL REPORTS BUDGET

## CIRCULATION

JULY 1, 1975 - JUNE 30, 1976

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	JULY thru NOV.	DECEMBER	JAN. thru MAY	JUNE	TOTAL
SALARIES	3,050	4,550	3,050	4,550	39,600
PAYROLL TAXES	315	475	315	475	4,100
INSURANCE (group)	125	125	125	125	1,500
TRAVEL/ENTERTAINMENT	100	100	100	100	1,200
DELIVERY SERVICES	50	50	50	50	600
COMPUTER	2,000	2,000	2,000	2,000	24,000
PROMOTION	5,500	5,500	5,500	5,500	66,000
WATS LINE	1,000	1,000	1,000	1,000	12,000
COMMISSIONS	1,000	1,000	1,000	1,000	12,000
POSTAGE	800	800	800	800	9,600
T&T	400	400	400	400	4,800
OFFICE SUPPLIES	150	150	150	150	1,800
XEROX	200	200	200	200	2,400
OTHER EXPENSE	50	50	50	50	600
TOTAL EXPENSES	14,740	16,400	14,740	16,400	180,200

PRINTING & PRODUCTION BUDGET

JULY 1, 1975 - JUNE 30, 1976  
 NJR

	JULY	AUGUST	SEPT.	OCT.	NOV.	DEC.	JAN.	FEB.	MARCH	APRIL	MAY	JUNE
PAPER/PRINTING	4,920	6,160	4,920	4,920	7,180	4,310	6,160	4,920	4,920	4,920	6,160	5,740
ENVELOPES				3,305						3,305		
MAILING	800	800	800	800	800	800	800	800	800	800	800	800
POSTAGE/DELIVERY	1,300	1,500	1,300	1,300	1,500	1,300	1,500	1,300	1,300	1,300	1,500	1,300
COMPOSITION	5,600	6,950	5,600	5,600	8,550	5,160	6,950	5,600	5,600	5,600	6,950	6,880
<b>TOTAL</b>	<b>12,620</b>	<b>15,410</b>	<b>12,620</b>	<b>15,920</b>	<b>18,030</b>	<b>11,570</b>	<b>15,410</b>	<b>12,620</b>	<b>12,620</b>	<b>15,920</b>	<b>15,410</b>	<b>14,720</b>

T O T A L ----- 172,880

INDEX

COMPUTER	1,200											14,400
PRINTING/PAPER	450											5,400
COMPOSITION	70											840
POSTAGE	265											3,180
<b>TOTAL</b>	<b>1,985 x 12</b>											<b>23,820</b>

NATIONAL ISSUES/OUTLOOK

PRINTING/PAPER	660											7,920
COMPOSITION	625											7,500
POSTAGE	420											5,040
HANDLING	70											840
<b>TOTAL</b>	<b>1,775 x 12</b>											<b>21,300</b>

TOTAL 218,000

Revised August 1, 1975

## G &amp; A BUDGET

JULY 1, 1975 - JUNE 30, 1976

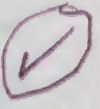
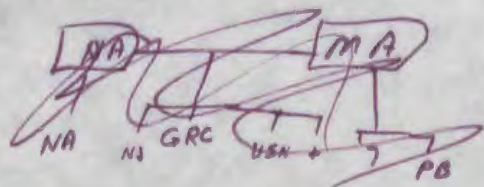
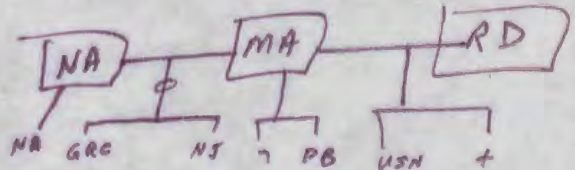
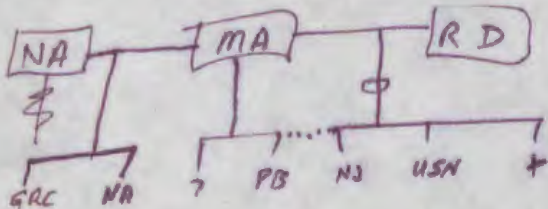
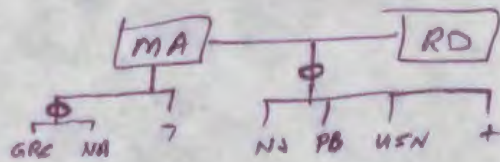
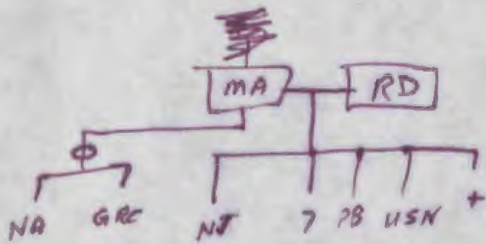
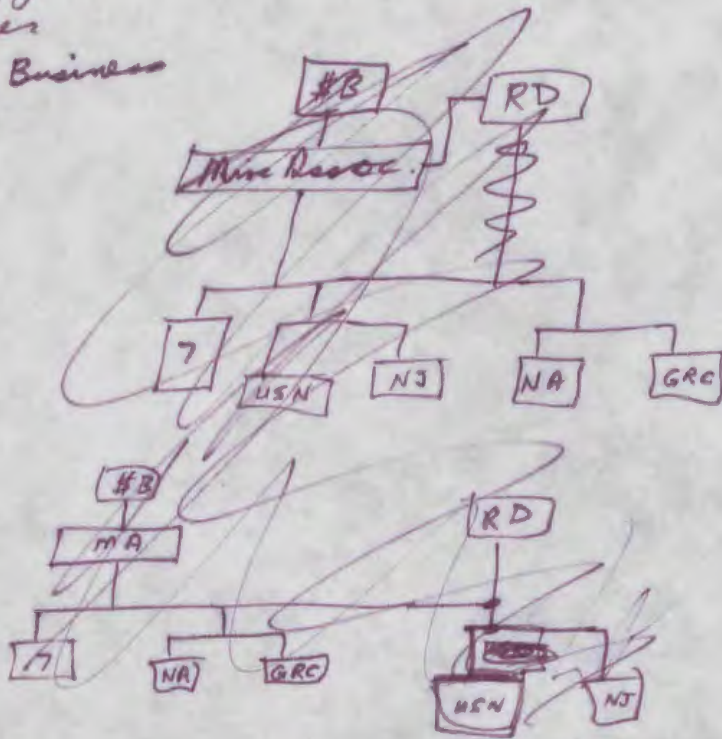
	JULY thru NOV.	DECEMBER	JAN. thru MAY	JUNE	TOTAL
SALARIES	8,690	13,055	8,690	13,055	113,010
PAYROLL TAXES	350	630	460	730	5,410
INSURANCE (group)	250	250	250	250	3,000
INSURANCE (general)	150	150	150	150	1,800
TRAVEL/ENTERTAINMENT	200	200	200	200	2,400
PROFESSIONAL SERVICES	600	600	600	600	7,200
OUTSIDE SERVICES					
DELIVERY	25	25	25	25	300
EMPLOYEE RELATIONS	25	25	25	25	300
COMPUTER	400	400	400	400	4,800
REPAIRS & MAINTENANCE	300	300	300	300	3,600
POSTAGE	25	25	25	25	300
T&T	400	400	400	400	4,800
OFFICE SUPPLIES	50	50	50	50	600
XEROX	150	150	150	150	1,800
OTHER EXPENSE	100	100	100	100	1,200
RENT	8,836	8,836	8,836	8,836	106,032
DEPRECIATION	1,704	1,704	1,704	1,704	20,448
TAXES	250	250	250	250	3,000
TOTAL EXPENSES	22,505	27,150	22,615	27,250	280,000
INTEREST					
JM	2,250	2,250	2,250	2,250	
CM	2,750	2,750	2,750	2,750	
TOTAL INTEREST	5,000	5,000	5,000	5,000	60,000
TOTAL G&A	27,505	32,150	27,615	32,250	340,000

Neumaner Assoc (#3)  
 Nat'l Journal / GRC (#2)  
 TV stn (#30)  
 US News (#15)  
 Readers Digest  
 # books  
 Program Business

CTW  
 RJ  
 JW  
 RE  
 AL

.75  
 x 10  
 x 2  
 = 15

75000  
 24,500



MEMORANDUM FOR THE RECORD

This memorandum sets out a plan for the future directions of the Government Research Corporation (GRC). The plan is based on the premise that GRC should be built ~~into~~ into a strong professional institution providing analytic information about the policy-making processes of the Federal government and that such an enterprise can be operated at a profit.

The plan covers four program areas:

- A. The National Journal
- B. Other publications
- C. Research information services
- D. Consulting

and six time periods covering 1975 - 1979:

1. Getting started
2. Review and management
3. Finding new directions
4. Implementing new activities
5. Building the consulting
6. Building the GRC.

1. Getting Started

The new president should review this plan with the Board and with the vice presidents of the firm. Public announcement of the new president's joining GRC should be carefully planned; although it should be low-key in tone, we should also be sure it is widely noted. Before the public announcement, the chairman and the new president should meet with a number of selected business and political leaders to inform them of the fact and to offer future cooperation; this should be done both as a courtesy and to get them to focus on who and what we are.

Following the public announcement, but before the president joins GRC, there should be some carefully selected publicity and more courtesy calls. For example, we might get an interview in U.S. News, a guest spot on the Today show or one of the Sunday talk shows, and a story in Business Week. The purpose of this would be to make people more aware of GRC and the National Journal; <sup>(NJ)</sup> ~~and to get~~ the message ~~out~~



should be that GRC & the NJ can be expected to grow in stature & importance  
~~people can expect to see both to grow in stature and importance~~

because of the growing <sup>need for</sup> ~~importance of~~ useable information about ~~what~~  
the Federal government's <sup>policy processes.</sup> ~~is likely to do~~. A major ~~one~~ purpose of the  
courtesy calls at this point would be to collect ideas about services  
and clients, as well as to let people know we care enough and think  
enough of them to ~~solicit~~ solicit their views.

The worst mistake we could make at this point is to overdo it.  
Because we want to build a reputation of professionalism and objectivity,  
we should avoid puffery; and because we want to build momentum, we should  
not <sup>announce</sup> ~~lay out~~ too many grandiose plans.

## 2. Review and management

This is a relatively short phase lasting perhaps 3 - 6 months,  
emphasizing assessment and management processes. The objectives  
would be to (1) assess the strengths and weaknesses of both the  
research and journalistic sides of the organization in order to bolster  
the weak areas and to identify what we have to offer ~~to~~ to bring in  
new business, and (2) establish the necessary management processes to  
keep present business going efficiently and to allow top management  
the time to explore and develop new markets.

The National Journal: The review of direct mail strategies  
and format/design should have been completed by this time. A review  
of editorial scope to include areas of emphasis, story formats, and  
possible institutional advertising should be underway and completed  
by the end of this phase. These inputs, along with the results of  
our review of other publishing opportunities and the research operation,  
will serve as the basis for deciding on the overall character and  
directions of the National Journal for the next few years. Although  
we should seek to expand sales while keeping costs down at the outset  
in order to put the <sup>NJ</sup> Journal on a profitable basis, we must also keep  
in mind that the quality professional reputation of the <sup>NJ</sup> Journal as the  
masthead publication of GRC is a key to the success of the rest of this  
plan. We should build our quality control from the beginning even  
though it may be a year or more until we generate enough profits to  
allow significant upgrading through hiring more or better writers.

Research: Our review here should begin with the capabilities of the research staff in relation to the services being offered in order to assess staff quality and the match of ability with services being provided. This will provide a basis for deciding what services not now being sold could be offered at little extra cost and what abilities are needed to augment the present staff. Explicit quality control measures should be implemented if not already there, and mechanisms for the research staff to assist the editors of the Journal should be built into management processes. A decision should be made about a head for the research service, bearing in mind that this person may later report to the head of the consulting service. We should also thoroughly review areas of Federal policy in which research information services might be most useful and compare that to our capabilities and that of our competition.

New publications: Drawing in part on the above, we should review what publications are now on the market covering ~~the national~~<sup>XXXX</sup> ~~policy~~ the Federal policy-making process and those national and international processes that impact upon it. We should also generate ideas for new publications that seem to fill various market needs that could be launched by GRC either alone or in combination with other enterprises. We should consider publishing ventures with ~~xxx~~ intellectual publications like Policy Analysis that would give us good visibility in certain circles and would help us maintain contact with many of the "in-and-outers" who staff government agencies. We ~~x~~ should also seek opportunities where we can obtain advertising revenues, since this seems to be a key ~~building enough revenue~~ to support a broadly based organization and to generate any significant profits. Finally, we should explicitly review opportunities in covering business from a business standpoint, since this would give us important ~~visibk~~ visibility and help us ~~know what the business world~~ ~~business~~ be on top of what is developing in the business ~~world~~ world and what its needs are.

*del*

*We should integrate television "publishing" broadly to include television, newsletters, newspaper syndication, etc. as well as periodicals.*

Consulting: The emphasis on our review of consulting opportunities should be on definition -- just what is it that we think we have to offer that is not now being provided by existing organizations. This entails an analysis of what ~~firm~~ ~~existing~~ ~~organizations~~ ~~provide~~ ~~assistance~~ ~~to~~ ~~existing~~ ~~organizations~~ sources of information and assistance now exist: This would include law firms, management consultants, economic consultants, lobbyists, Washington offices of corporations and other large organizations, etc. It should include a review of the lines of communications between corporate headquarters and divisions and the various parts of the government. And it should focus on the kinds of information businessmen need for making decisions of consequence about the future course of their business.

### 3. Finding new directions

This phase should last 6 months to a year, although in a sense it will continue indefinitely. Assuming fairly stable management relationships and the steady growth of profits from existing operations, the objectives in this phase would be to draw on the reviews of phase 2 to: (1) identify and analyze specific proposals for new GRC ventures and (2) select a sequence of new activities covering a sensible time frame and reflecting corporate objectives.

The National Journal: The NJ should by this time already reflect some changes in format, advertising, and the like. Ideas generated in the previous months should be made more specific and tied together ~~into~~ into a coherent new thrust for the magazine including areas of coverage and their relative priority, relationship to planned new publications, firmer integration with the resources of the research information services division, hiring of one or more analytically-oriented writers, decision on a new editor, cash flow projections, etc.

Research information services: Besides being better integrated with the NJ operation in order to upgrade the quality of the NJ articles, several new kinds of information services should have been identified in the review phase that can be sharpened into specific new service offerings. We should examine the retainer and fee pricing in conjunction with the new service offerings, along with the need to hire new personnel. While the decision on most of these new services will be based on profitability and compatibility with existing operations, some should be selected to help us learn about and ease into the

strategic consulting role. ~~In this regard~~ In this regard, research services that emphasize analysis of the impact of alternative decisions and that involve substantial interaction with clients should be developed in preference to discursive reports that simply compile information and send it on.

New publications: Drawing in part on the reviews and proposals for the future of the NJ and the research services, we should have a good appreciation of the staff resources and expertise available ~~within~~ within GRC, along with the areas of Federal policy-making best for us to focus on. Specific new publishing ventures should be analyzed from the viewpoint of profitability, capital requirements, adding sources of information not otherwise available, and ability to reinforce other areas of GRC business. Joint ventures are most likely to generate quick net cash flows which we may need to develop other areas of the business. Acquisitions may be attractive if suitable new capital can be found. New publications under the GRC name or as separate subsidiaries are more likely to be feasible several years later than at this time.

Consulting: ~~Absent some conditions (and perhaps undesirable) infusions of capital~~ It will take longer to develop specific consulting services to the point of commercial offering than it will for the other three areas. Drawing on all of the above, we should be able ~~to~~ during this phase to identify several specific types of consulting services that GRC might offer. Each should be analyzed in terms of personnel required, costs, feasible revenues, likelihood of clients understanding the nature and need for the service, competition, and ability to ~~draw~~ draw on other GRC resources. Special efforts should be made to identify services that can be offered as an extension of existing research services to existing clients. A strategy should be developed for identifying needed information about potential clients, availability of appropriate consulting personnel, test marketing services through the existing research service, utilizing personnel hired early in the consulting venture on other GRC activities to offset cost, etc.

#### IV. Implementing ~~extra~~ new activities

We should expect to enter this phase sometime during the second year of this plan. Lasting perhaps 6 to 18 months, ~~the~~ new activities identified and decided upon in the above ~~process~~ process would be implemented on a time-phased basis. The objectives would be to get going early those projects that require minimum disruption of other ongoing GRC activities, ~~and~~ that would ~~be~~ begin to generate positive cash flow early, or that would require very long lead times. There should also be explicit ~~xxx~~ effort made to generate a sense of building momentum and direction during this time.

The National Journal: By this time the NJ should be pretty well on its new track. A new editor should be on board, circulation should be at a significantly higher level, it should be making more news and attracting ~~the~~ more attention, and new writers should be coming on board ~~as~~ as necessary. Probably the only significant new activities to be initiated at this time would be selection of new areas of coverage to complement new activities being launched elsewhere in GRC.

Research: New research activities probably can be implemented more quickly and more gradually than any other new ventures by simply extending the scope of services offered ~~either~~ either under the retainer or at extra cost. First efforts probably should be aimed at getting new clients, followed by building a stronger, deeper range of research services that will inspire confidence in the GRC product. As part of the strategy for building our research services, we should consider ways of keeping the staff out front in their knowledge about what is going on in various policy areas through activities like jointly sponsored symposia with Brookings and AEI involving government staffers and private sector representatives. A strong effort should be made at this time also to make the research staff knowledge more responsive to the needs of the NJ writers.

New publications: New publications will mostly require new staff resources, and many will at the same time provide new sources of information. Joint ventures which call for GRC to contribute information which others publish clearly will have minimum impact on ongoing activities and generate the quickest positive cash flow.

More profitable ventures in which GRC has a more active (or total) role will ~~also~~ require more capital and investment in new personnel along with more lead time, and should come after the easy joint ventures are initiated. Care should be taken that the new publishing ventures require insofar as possible the same kinds of additional staff resources as new research activities so that the overall organization grows uniformly and steadily with minimum waste. Some large publishing ventures may be acquired early by merger in exchange for stock if that is determined to be a wise decision and appropriate opportunities arise, but we should plan for the most part to defer very large ventures until the organization is large and profitable enough to absorb large new additions comfortably.

Consulting: During this phase when we are actively launching new ventures, it is unlikely that we will be ready to establish a significant policy consulting activity capable of providing strategic consulting services for top corporate management. We should, however, have by this time a clear definition of the kind of strategic policy consulting services that are most needed by business and what we would like to offer. While we are building the research and publishing sides of GRC through new ventures and more clients, therefore, we should emphasize those ventures that will have the effect of helping us build the eventual consulting operation. Particular attention should be given those new research activities that will help us learn about consulting opportunities; new research personnel should be hired with an eye to those who can grow into consulting; and NJ coverage and new publishing ventures that are in areas providing likely consulting targets should be favored. It would be particularly desirable to find a way to hire a senior person or two, probably in the research area, who would ultimately end up as one of the chief consultants.

~~for~~

##### 5. Building the consulting

Building the consulting side of the organization is important because of the profit potential and the perspective it will give on other GRC activities. There are five primary attributes we will have to grow on: (1) the reputation of the research service for

quality information that is imminently useable by the client; (2) the quality and visibility of the NJ and other GRC publications showing that we are a part of the policy process as well as observers of it; (3) a reputation for trustworthiness to assure that no proprietary information from clients finds its way into our publications and conversely that reporters' sources or confidential information is not improperly provided to clients; (4) top consulting personnel and GRC management that are outstandingly qualified and inspire confidence that we know both the government's and the clients' side of key policy areas; and (5) constant contact with top government officials, staffs, ~~and~~ top corporate managements, and other potential clients to assure that we have the opportunity and the knowledge to sell our services.

Once the NJ, the new publishing ventures, and the new research services are beginning to click and generate profits, and once we have had some time to better define and test some of our ideas for new consulting services, we will be in a position to devote both cash and considerable management ~~time~~ time to actively developing the consulting side of the organization. To a sizable degree, this will be a bootstrap operation; that is, the acquisition of clients and of consulting personnel will have to be done more ~~or~~ or less simultaneously. However, by building research staff resources carefully, we should be able to build lower-level consulting staff capabilities gradually. And the chairman, president, and vice-presidents should by the end of a year be having enough contact with potential clients and potential senior consultants that both business and personnel can grow more or less together.

Some capital will be required to get the consulting business firmly launched, and we should be prepared to generate that capital either from retained earnings or outside sources. However, it seems preferable to do this through retained earnings insofar ~~as~~ as possible, and this meshes with the need for some time to define the services we intend to offer and to build business confidence in the ability of the GRC organization to deliver a quality useful product in this area.

Once the original (and not too large) critical mass of consultants and clients is reached, the consulting business can grow in a more gradual fashion, adding clients and hiring/training new consultants to meet projected need. We should anticipate that it may take up to two years (although ~~more~~ hopefully less) to build the consulting service into a profitable operation separate from the research services once that separation is made (Perhaps 2 years into this plan.) Once such a service turns profitable, however, it should be profitable indeed and should provide a basis for further growth in the other sides of the GRC organization.

#### 6. Building the GRC

Assuming the continued growth of the NJ, the other publications, and the research operations during the development of the consulting services, and assuming that the consulting service does become established on a continuing basis at a comfortable level offering consulting services to top corporate and other managements, we will have built a fairly broad and potent organization. In the ~~next~~ range of 3-5 years out, we will then have to begin to turn the attention of top GRC management to broader questions: (1) Is the current mix of activities appropriate? Which are profitable or otherwise important ~~en~~ enough to retain? (2) Are our management processes adequate to continuing growth and operations once we have reached a more substantial level of operations and are presumably much more visible on the Washington and business scene? (3) What should be the objectives of GRC for the future? What should be the function of the chairman and the president in seeking new areas of growth vs. consolidating the position of the corporation in the Washington and business communities? (4) Can we be both big and top quality? What is an acceptable tradeoff ~~strategy~~ strategy on ~~this~~ this issue?



Core Communication  
Rosalind Hawley.

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Rolomon  
Huffman La Roche

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with Dean  
Co. to plan to protect  
prop. assignments for 1/2 year  
maybe merged by firm.



# The Government Research Corporation

1730 M Street N.W., Washington, D.C. 20036, Telephone (202) 833-8000

## Client Service Log

Company: Aetna

Desk Officer: Feder, Judy

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
2/12/75	Peter Connell	Credit allocation legis.	4.00
2/24/75	Bill Yeats	Health insurance for the unemployed	2.00
4/4/75	"	Requested material on insurer's admin. costs.	3.00
5/22/75		NHI Report #2	2.50
6/5/75		NHI Report #2	3.50
6/9/75	B. Yeats/P. Connell	NHI, Social Security	3.00
6/9/75	B. Yeats	Proposed GRC banking study	0.25
6/11/75	Joyce Cornell	Energy housing legislation	1.00
6/19/75	Bill Yeats	Health insurance research	4.00
6/19/75		NHI	1.50
6/17,6/18,6/19/75	P. Connell, Bill Yeats	Financing Social Secur. system	14.00
6/23, 6/25/75	B. Years/P. Connell	Health insurance and social security	4.25
6/26/75		NHI	0.50
6/30/75	Joyce Cornell	Credit allocation bill in House	1.00
7/1/75		NHI	5.00
7/3/75		NHI	2.00
7/3/75		Memo on health insurance study	5.00
7/9/75	Bill Yeats	Vogel study	1.50
7/10/75		NHI	2.25
7/18/75		NHI	4.50
7/22/75		NHI	5.25
7/31/75		NHI	4.75
8/7/75		NHI	5.50
8/12/75		NHI	4.25
8/19/75		Health policy, administration	1.50
8/21/75		Tax reform	1.00



# The Government Research Corporation

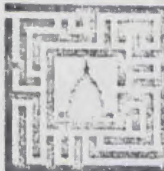
1730 M Street N.W., Washington, D.C. 20036, Telephone (202) 833-8000

## Client Service Log

Company: Aetna (continued)

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
8/22/75		NHI	5.00
8/28/75		NHI	5.50
9/2 - 9/5/75		NHI - worked on report and attended confer.	4.25
9/1-6, 9/11/75		NHI panels of APSA convention; work on NHI report #2; meeting with clients.	6.00



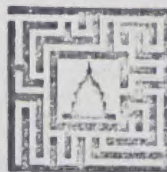
# The Government Research Corporation

1730 M Street N.W., Washington, D.C. 20036, Telephone (202) 833-8000

## Client Service Log

Company: Allegheny Ludlum Industries, Inc.      Desk Officer: Mallino

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
6/11/75	Andrews & Newman	GRC services	3.00
6/12/75	Andrews	GRC services	5.00
6/25/75	Newman	Repeal of Byrd amendment	1.25
6/30/75	Andrews	Byrd amendment and hearings	0.25



# The Government Research Corporation

1730 M Street N.W., Washington, D.C. 20036, Telephone (202) 833-8000

## Client Service Log

Company: Allegheny Ludlum Industries, Inc.      Desk Officer: Mallino

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
7/1/75	EF Andrews	Senate hearings on Rhodesia	4.00
7/1/75	"	South Africa hearings	2.50
7/3/75	"	Rhodesian chrome	3.00
7/10/75	Baker	Service planning and coordination	7.00
7/11/75	EF Andrews	Byrd Amendment and Rhodesia hearings	5.00
7/16/75	G. Cleborne, B. Kirkpatrick	Pensions	5.50
Week of 7/14/75	EF Andrews, RP Simmons, ND Crane	List of foreign trade officials and hearings on Byrd amendment--Consumer Product Safety	10.00
7/17/75	EF Andrews	Rhodesian chrome legislation	1.50
7/21/75	G. Cleborne	Pensions	1.25
7/22, 7/23/75	EF Andrews	Rhodesian chrome legislation	4.00
7/24/75	G. Cleborne	Trade Act, community assistance and employee stock option plans	1.50
8/5/75	RP Simmons	Anti-dumping	1.50
8/7/75	Kirkpatrick/Cleborne	Pensions	0.25
8/19/75	H. Newman	Toxic substances	2.00



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1730 M Street N.W., Washington, D.C. 20036, Telephone (202) 833-8000

## Client Service Log

Company: The Aluminum Association

Desk Officer: Bankoff and Sliter

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
1/15/75	Dan Walsh	Beverage container legislation and regulations; how GRC can best serve TAA's needs and interest	10.00
3/12/75	Dan Walsh	Info on League of Women Voters Status of EPA beverage container guidelines.	2.00
3/24/75	D. Chambliss	Capitol tour	0.25
3/25/75	"	Analysis of assassination of King Faisal	0.25
5/15/75	"	Industrial conserv.: Is industry reporting in Dingell bill indus. to FEA or via trade assns?	0.50
5/16/75	Bill Darden (Reynolds Metals, DC)	Dingell bill language	0.50
5/20/75		Natural gas	0.75
5/30/75	D. Chambliss	Industrial conservation	0.50
6/9/75	Bill Darden	Exempt. of aluminum from W&M bill	0.25
6/16/75	Bill Pritsky	A.A. report, oil & gas conversion, industrial conservation	0.75
6/18/75	"	A.A. report	0.25
6/25/75	"	Natural gas	0.50
7/11/75	Don Walsh	Bottle bills	0.50
7/29/75	Pritsky, Chambliss	Monthly Wash. Energy Developments	42.00
7/31/75	" "	Meeting to discuss WED	2.00
8/8/75	D. Chambliss	Beverage containers, HR 7014	0.75
8/8/75	Bill Pritsky	Outlook for HR 7014	0.50
8/12/75	"	Arctic gas pipeline, natural gas	2.25
8/13/75	CD Ward (Martin Marietta)	Status of energy legislation	1.50
8/20/75	Bill Pritsky	Antitrust	0.25
8/21/75	Dan Walsh	"Ban the can" legislation	2.00
8/29/75	Bill Pritsky, D. Chambliss	Monthly Energy Report	42.00
9/11/75	D. Chambliss	Sent copies of Hollings-Glenn gas bill, Administration bill, letter to Rockefeller, Publisher National Journal Reports analysis	.50



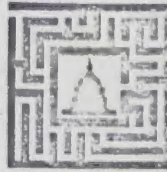
## The Government Research Corporation

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### Client Service Log

Company: Asbestos Information Assn./North America      Desk Officer: Mallino

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
4/24/75	Bob Pigg	SEC hearings, toxic substances legis.	1.50
5/7/75	"	Asbestos employment	1.00
5/14/75	Bob Mereness	Meeting on Fed. Asbestos Policy Doc., "Environ. Health Perspec.: Asbestos"	2.00
5/15/75	"	Proposed EPA air regs and meeting	0.50
5/15/75	F.J. Solon	Upcoming AIA board meeting	1.00
5/20/75	Bob Mereness	Asbestos regulation	2.50
5/27/75	"	Status of federal asbestos issues	5.00
5/27/75	"	GRC services to AIA; meet. on status of issues; call on SEC hearings	3.50
5/31, 6/2/75	"	Asbestos regulations handbook	3.00
5/30, 6/4/75	Bob Pigg	HR 1287, status of Rhodesian chrome bill	1.00
6/6/75	Bob Mereness	Asbestos regulations	2.00
6/10/75	"	Asbestos regulations	0.50
6/11/75	"	Consumer product safety standards	5.00
6/16/75	"	Asbestos Review	14.00
6/18/75	"	Asbestos regulations	6.25
6/19/75	"	Asbestos regulations	3.00
6/23/75	"	Asbestos regulations	2.25
6/25/75	Bob Pigg	Reserve Mining	1.00
6/27/75	"	Rhodesian chrome bill	1.50
6/23/75	"	Waterborne asbestos	1.25
6/26/75	"	FDA regs, legislation	1.75
7/9/75	Bob Mereness	Workers' compensation	10.00
7/9/75	"	Asbestos regulation	1.00
7/11/75	Bob Pigg	Byrd Amendment	4.00
7/11/75	"	"	0.50
Week of 7/14/75	Bob Mereness	Asbestos regulation	5.00
7/11, 7/17/75	Bob Pigg	Rhodesian chrome legislation	1.50



# The Government Research Corporation

1730 M Street N.W., Washington, D.C. 20036, Telephone (202) 833-8000

## Client Service Log

Company: AIA/NA (continued)

Desk Officer: Mallino

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
7/22-7/23/75	Bob Pigg	Rhodesian chrome bill	2.50
7/23/75	Bob Mereness	Asbestos review	7.00
Week of 8/11/75	"	Asbestos regulation	11.00
Week of 8/18/75	"	Asbestos regulation	4.00
8/27/75	"	Federal regulation of asbestos	2.00
9/2/75	"	Asbestos regulations	50.00





# The Government Research Corporation

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## Client Service Log

<b>Company:</b>	Atlantic Richfield Company (ARCO)	<b>Desk Officer:</b>	Bremner
<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
2/13/75	C.B. Arrington	Discussion of GRC services	2.50 hrs.
2/14/75	Breck Arrington	GRC/ARCO relations	1.50 hrs.
2/19/75	Ray Herzog	Q: Has a system been developed to correlate zip codes with congressional districts?	1.50 hrs.
2/20/75	Ned Griffith, Jr.	Fact sheet on impacts of various policy options considered at Camp David energy policy meeting. Alluvial valley floors language in surface mining bill.	.50 hr.
2/25/75	Breck Arrington	Time limit on congressional veto override.	.25 hrs.
1/10/75		Bio on Lee C. White	.10 hrs.
3/6/75	Breck Arrington	EPA auto decision Forum briefings	.50 hrs.
3/18/75	Joan McKuen	ARCO's info system and how to improve it	5.00
3/21/75	Breck Arrington	Business-gov. interchange programs	6.00
3/25/75	"	Analysis of assassination of King Faisal	0.25
4/3/75	Jerry Govitz	GRC brief. at ARCO 4/23 & 4/24/75	4.00
4/10/75	Breck Arrington	Windfall profits tax	1.00
4/3/75	G. Ramell	Ullman tax bill	1.00
4/17/75	Breck Arrington	Wingfall profits tax	1.00
4/30/75	"	Tariff	0.50
4/24/75	"	Energy/environ. briefing	100.00
4/28/75	Nancy Wylie	Pres. Exec. Interchange Program	3.00
5/5/75	Breck Arrington	Land-use issue	1.00
5/5/75	Bill Wade	TVA hearings	3.50
5/6/75	Breck Arrington	Land use	0.50
5/13/75	"	OCS legislation	0.50

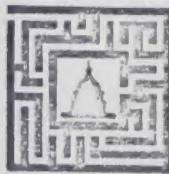
ARCO (continued)



## The Government Research Corporation

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<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
5/15/75	Breck Arrington	Impact of business conversion taxes	4.00
5/15-5/16/75	Bill Wade	TVA oversight hear. Coal Futures Study by FEA. FGD costs.	3.50
Week of 5/6-9/75	Joan McCuen	Bill	0.50
5/22/75	B. Arrington	Issues in FEA	1.00
5/27-5/29/75	"	Outlook for energy bill	2.00
5/29/75	"	Petrochemical study	3.50
5/22/75	Bill Wade	Strip-mining legislation	0.75
6/4/75	B. Arrington	SEC report on disclosure of proprietary info	0.75
6/4/75	"	FEA report on structure of U.S. petroleum industry	0.25
6/5/75	"	Energy & tax reform legislation	4.00
6/5/75	"	GRC briefing; coal & oil shale meetings; strip-mining	1.00
6/5/75	"	HR 4035 vote, President's decontrol plan	0.50
6/6/75	"	FEA petrochemical study	1.00
6/9/75	Ginell Ranell	Tunney voting record on energy	3.00
6/9/75	B. Arrington	Oil & gas develop. on Continental Shelf	.25
6/11/75	"	FEA price regulation	.50
6/11/75	"	HR 6860, decontrol, taxes	4.00
6/11/75	"	Oil price decontrol strategy and FEA contingency allocation planning	0.25
6/12/75	"	FEA issues	2.50
6/12/75	Joan McCuen	Entitlements list	0.25
6/15/75	Jerry Govitz	Sections of HR 6860	2.00
6/16/75	"	Oil price decontrol	0.25
6/16/75	Bill Wade	TVA--new director appointed	1.00
6/18/75	Joan McCuen	FEA price regulations	1.00
6/20/75	B. Arrington	OCS leasing	0.50
6/23/75	"	Treasury press release	0.50
6/23/75	Bill Wade	TVA-Peabody acquisition; coal allocation rules; coal conversion legisla.	1.00
6/26/75	B. Arrington	Tax hearings and GRC briefing on	1.00
6/30/75	Jerry Govitz	OCS	0.50



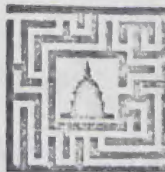
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## Client Service Log

Company: ARCO (continued) Desk Officer: Bremner

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
7/2/75	Breck Arrington	Comments by Council on Wage, Price Stability; FEA Impact Statement-- coal conversion program & dereg.	0.25
7/2/75	"	Government staff and congressional committees responsible for developing incentives for alternate energy sources.	0.25
7/2/75	Bill Wade	Peabody acquisition	1.00
7/8/75	Joan McCuen	Natural gas T.F. report - FEA	1.75
7/9/75	Breck Arrington	Natural Gas Task Force	0.25
7/10/75	Joan McCuen	Natural gas report	0.75
7/11/75	"	Study by Sen. Stevenson re: new oil price	0.50
7/14/75	Breck Arrington	Tax briefing	2.00
7/15/75	Joan McCuen	President's Decontrol Program	1.50
7/15/75	Jerry Govitz	Natural gas, oil pricing	1.00
7/21/75	Bill Wade	Coal in general	1.50
7/22/75	Breck Arrington	Senate Finance Committee press release	0.50
7/22/75	"	FEA press releases	0.50
7/22/75	"	JEC evaluation	0.50
7/22/75	"	FEA Canadian crude allocation	0.25
7/23/75	"	Tax briefing	5.00
7/24/75	"	Decontrol strategy	0.50
7/24/75	Jerry Govitz	FPC authority to order emergency hook-ups of intrastate pipelines	1.00
7/29/75	Ray Herzog	HR 5900 - S 1479 Situs picketing bill	1.00
7/29/75	Joan McCuen	Highway Trust Fund	1.00
7/30/75	Jerry Govitz	Nationalized oil companies study	0.50
7/30/75	"	Oil decontrol	2.00
7/30/75	Breck Arrington	FEA testimony	0.50



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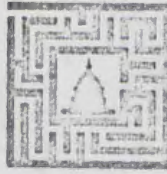
## Client Service Log

Company: ARCO (continued)

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
8/4/75	Joan McCuen	Future meeting	0.25
8/4/75	"	OTA solar energy study Nat. gas study on Btu pricing, part of S 692	1.00
8/4/75	Breck Arrington	"Gas Guzzler" tax amendment	0.50
8/4/75	"	William Rosenberg bio	0.25
8/7/75	"	Rep. on strategic reserves; status of petrochemical/OPEC study within FEA	4.00
8/7/75	Jerry Govitz	Background, bios and opinion of Sen. Alan Cranston	1.50
8/8/75	Breck Arrington	<u>Business Week</u> article	0.25
8/11/75	Jerry Govitz	Decontrol	0.25
8/12/75	"	Arctic gas pipe, natural gas	2.50
8/15/75	Gunilla Ranell	Energy, oil decontrol	0.50
8/18/75	Breck Arrington	OCS	1.00
8/18/75	"	Issues papers sent	0.50
8/18/75	"	Sent "Analysis of Senate Finance Comm. Deregulation Windfall Profits Tax."	0.25
8/22/75	"	Job description, Brookings Institution	0.50
8/27/75	Jerry Govitz	Natural gas	1.00
8/28/75	Ray Herzog	Situs picketing bill	3.00
8/28/75	Arrington/McKuen	Anal. of Sen. Finance Comm. Windfall Profits Tax Proposal	0.50
9/2/75	Breck Arrington	Status of OCS legislation	0.50
9/2/75	"	Oil decontrol	2.00
9/4/75	Joan McKuen	OCS legislation	0.50
9/4/75	Breck Arrington	Treasury gold meeting	0.50
9/5/75	"	Tax reform	0.25
9/5/75	Edgar Twine	Clean air deliberations in House	1.00
9/8/75	Joan McKuen	Joint Committee-Internal Revenue report	1.00
9/8/75	Breck Arrington	Divestiture legislation	0.50

Publisher National Journal Reports



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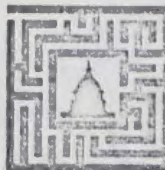
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## Client Service Log

Company: ARCO (continued)

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
9/8/75	Breck Arrington	Petrochemical development in OPEC study by FEA	1.00
9/9/75	David Sternlight	Clean Air action	1.00
9/9/75	Jerry Govitz	Nat. gas legis.--Hollings-Glenn bill	1.50
9/10/75	Paul Richmond	Clean Air Act--significant deterioration	1.50
9/12/75	Joan McKuen	Congressional budget	1.00
9/15/75	Breck Arrington	Energy legislation--status	1.50



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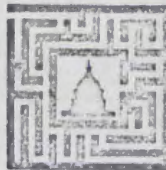
## Client Service Log

Company: Brown Brothers Harriman & Co.

Desk Officer: R.L. DeLouise

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
9/2/75	Merz Peters	Entitlements, natural gas	2.25
9/2/75	Donald Whitney	Tax reform	0.50
9/2/75	John Hansen	Utility tax reform	0.25
9/3/75	John Nelson	Airlines	0.25
9/3/75	John Arscott	Housing	0.25
9/3/75	Alan Schmidt	Food	0.25
9/3/75	Thomas Henderson	Gold/windfall taxes	0.25
9/3/75	Ramon Enriquez	IBM-Telex case	0.25
9/3/75	Arthur Brickner	International monetary fund	0.25
9/3/75	Merz Peters	Oil company profits	0.25
9/4/75	R. Hurvitz	Treasury gold meeting	0.50
9/4/75	Galan Zimmerman	Banking	0.25
9/4/75	Arthur Brickner	International monetary/inflation	0.25
9/5/75	Merz Peters	Tax reform	0.25
9/5/75	Michael Scher	Health	0.25
9/5/75	Merz Peters	Oil company mergers	0.25
9/5/75	James Thayer	Forest products	0.50
9/5/75	Michael Linsky	Clean Air action	1.00
9/5/75	Ann Mobley	FPC	0.25
9/8/75	Michael Scher	Health care	0.50
9/8/75	James Daniel	Chemicals legislation	0.50
9/8/75	Merz Peters	Divestiture legislation	0.50
9/8/75	William Wason	Food	0.25
9/9/75	John Arscott	Metal cans	0.25
9/9/75	Arthur Brickner	Productivity	0.25
9/9/75	Conference call	Oil decontrol, tax reform, monetary policy, wage&price con., pol. candid., bud. def. FY77	1.00
9/9/75	George Balco	Transportation	0.25
9/9/75	William Wason	Food	0.25

Publisher National Journal Reports



# The Government Research Corporation

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## Client Service Log

Company: Brown Bros. (continued)

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
9/9/75	Merz Peters	Nat. gas legis.--Hollings-GleNN bill	1.50
9/10/75	William Wason	Sugar	0.25
9/10/75	Michael Scher	Health	0.25
9/10/75	Arthur Brickner	Budget	0.50
9/11/75	Merz Peters	Sent copies of Hollings-GleNN gas bill, Admin. bill, letter to Rockefeller, anal.	0.50
9/11/75	John Nelson	Airlines	0.25
9/11/75	Merz Peters	Energy	0.25
9/11/75	James Daniel	Sulfuric acid emissions from autos	0.50
9/12/75	Robert Hurvitz	Mineral leasing	0.25
9/15/75	John Arscott	HR 8650	0.25
9/15/75	Merz Peters	Energy legislation--status	1.50
9/15/75	William Wason	Food	0.25
9/16/75	Thomas Henderson	Economics/politics	0.25
9/16/75	Conference call	Discus. oil decon., nat. gas & tax reform, budget deficit, NYCity situation.	1.25
9/16/75	Thomas Henderson	Windfall profits	0.50



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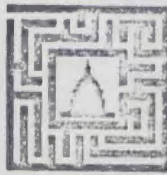
## Client Service Log

Company: Connecticut General

Desk Officer: Feder, Judy

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
2/24/75	Bill Brownlee	Health insurance for the unemployed	2.00
4/9/75	Bill White	Postal rate increases and pension amendments	2.00
5/6/75	Bill White	Postal rate increases Pension reform	4.00
5/8/75		Press conference	3.50
5/8/75	Bill White	Pensions	5.00
5/9/75	"	Agency for Consumer Advocacy	3.00
5/16, 5/20/75	"	Pension law amendments	2.00
5/22/75	Bill Brownlee	NHI Report #2	2.50
5/29/75		NHI	2.50
6/5/75		NHI Report #2	3.50
6/5/75	Bill White	Postal rates	1.00
6/9/75	Bill White	Proposed GRC banking study	0.25
6/9/75	B. White, B. Brownlee	NHI, postal rates, pensions	5.00
6/13, 6/18/75	Bill White	Pensions; lobbyist	1.25
6/17/75	"	Investiga. of Ted Sorenson's rep.-- and fitness as possible lobbyist for Conn. General	2.00
6/19/75		NHI	1.50
6/24/75	Bill White	Postal rates, pension	0.75
6/26/75	"	Tax hearings	2.00
6/26/75		NHI	0.50
7/1/75		NHI	5.00
7/1/75	Bill Brownlee	Health insurance	0.50
7/3/75		NHI	2.00
7/10/75		NHI	2.25
7/18/75	Bill White	Postal rates	0.50
7/18/75		NHI	4.50





# The Government Research Corporation

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## Client Service Log

Company: Conn. General (continued)

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
7/22/75		NHI	5.25
7/24/75	Bill White	Postal rates	0.50
7/28,7/31/75	"	Pensions, postal rates	2.00
7/31/75		NHI	4.75
8/7/75		NHI	5.50
8/7/75	Bill White	Pensions	0.25
8/12/75		NHI	4.25
8/19/75	Bill White	Pensions	0.25
8/22/75		NHI	5.00
8/28/75		NHI	5.50
9/2-5/75		NHI--attended health insur. panels of annual confer., APSA; worked on NHI rpt. #2	4.25
9/8/75	Bill White	Postal rates; hearings on unnecessary surgery	1.00
9/8/75		Participation in NHI panels of APSA conven.; work on NHI rpt. #2; meet. w/clients to discuss	6.00



# The Government Research Corporation

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## Client Service Log

Company: Eaton Corp.

Desk Officer: Bremner

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
2/13/75	M. Wright	ERDA	1.50
2/13/75	"	List of key cong. issues to watch	7.00
2/13/75	"	Wage-price legislation	6.00
2/18/75	Wright	List of key issues, 94th Congress	6.00
2/19/75	Wright	Asset depreciation rules	2.00
4/29/75	"	Productivity Commission	1.25
5/2/75	"	Productivity	0.25
5/6/75	"	Productivity	0.25
6/2/75	"	Wage-price control bill	1.00
6/12/75	"	Eaton contract	2.00
6/13/75	"	Marketing letter for new contracts	2.00
6/16/75	"	Foreign direct investment	6.00
7/1/75	"	Consumer Product Safety Commission	3.00
7/17/75	"	S 409 - wage-price legislation	1.00
9/8/75	"	Tax reform, wage-price	1.00



## The Government Research Corporation

1730 M Street N.W., Washington, D.C. 20036. Telephone (202) 833-8000

### Client Service Log

Company: Exxon Corporation Desk Officer: Sills

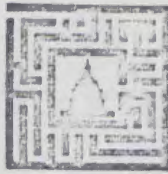
<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
2/26/75	Doug Webb	Wage-price controls	2.00
2/27/75	"	Domestic crude decontrol	2.50
1/7/75	Mick Pete	Water Pollution Con. Act, 1972	0.50
1/23/75	Bill Douglas	Statistics	2.00
1/22/75	Doug Webb	Citizen Action Comm.	1.00
1/31/75	"	Info on Zarb, Rumsfeld, Ullman	0.50
2/7/75	"	Subcommittees	0.50
2/20/75	"	Subcommittees	2.50
3/4/75	Dick Russell	Decontrol crude, interview with John Dingell	.25
2/28/75	Bev Blackwood	Oil taxation	2.00
3/18/75	Dick Russell	Gov. Explor. Co.--in Ullman bill	1.00
3/20/75	Blockwood	Foreign tax credits	1.00
3/25/75	Dick Russell	Anal. of assassination of King Faisal	0.25
Week of 3/24-28/75	Douglas Webb	George Shultz info.	0.33
"	L.W. Traven	Foreign tax credits	0.50
Week of 3/10-3/14/75	Douglas Webb	Copy of bill	5 minutes
4/9/75	Douglas Webb	Ullman bill (tax) -- what is going on; Dingell subcommittee	1.00
4/17/75	D. Webb, Dick Russell	Energy legislation	2.00
4/22/75	Douglas Webb	House action on amendments to Energy Policy Act	1.00
4/30/75	Blackwood	Energy tax policy	5.00
5/1/75	Douglas Webb	Naval petroleum reserves, Energy & Power Subcommittee	2.00
5/1/75	" "	Energy tax policy	5.00
5/14/75	" "	Conference on energy bills w/House & Sen.	0.25
5/14/75	" "	Oil decontrol	0.50
5/15/75	Dick Russell	Client relationships; oil decon.	0.25
5/15/75	Douglas Webb	Energy legislation	6.00



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<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
5/16/75	D. Webb/D. Russell	Oil decontrol	3.00
5/16/75	Douglas Webb	Decontrol, plowback	0.25
5/16/75	Don Wood	TVA hearings, Coal Futures Market Report, FEA coal conversion prog., Clean Air Act	2.50
5/21/75	W.C. Grinstead, Jr.	GRC services: scope-contacts	0.50
5/8/75	Douglas Webb	Energy tax bill	5.00
5/8/75	"	Energy & Power Subcom, latest developments, Ways & Means	2.00
5/20/75		Natural gas	0.75
5/20/75	Douglas Webb	Oil decontrol	0.25
5/21/75	Jim Graham	Contract - FEA disucssion	2.50
5/21/75	Dick Russell	List of analysts, June or July energy brief. 5 min.	
5/21/75	W.C. Grinstead, Jr.	Ways & Means bill, decon. bill, what will happen	0.25
5/21/75	D. Webb/D. Russell	FEA	1.00
5/22/75	Jim Graham	Exxon-GRC relations	1.50
5/23/75	Douglas Webb	Naval reserves-strategic reserves	0.50
5/27/75	Dick Russell	New appointments	5 min.
5/27-5/29/75	Douglas Webb	Outlook for energy bill (HR 6860)	3.00
5/29/75	Dick Russell	Petrochemical study	3.50
6/2/75	Jim Davis	OCS learing	1.00
6/2/75,6/3/75	D. Wood	Randolph coal conversion bill hearings, strip-mining future	3.50
6/2/75	Jim Davis	OCS	0.75
6/4/75	Paul Jason	Privacy legislation	0.50
6/4/75	Douglas Webb	HR 6860	4.00
6/4/75	"	Oil pricing	0.50
6/5/75	David Baird	Divestiture legislation	2.50
6/5/75	D. Wood	Coal conversion hearings; coal meetings	1.50
6/6/75	Douglas Webb	Decontrol scenarios	0.50
6/9/75	"	Background on Reps. Maguire, Moffett	1.00
6/6/75	Dick Russell	FEA petrochemical study	1.00
6/9/75	Bob Young	Decontrol strategy	0.25
6/10/75	David Baird	Reported subcommittee hearings--who will testify	1.00



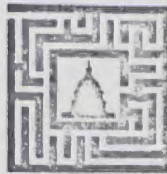
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Client Service Log

Company: Exxon Corp. (continued)

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
6/11/75'	Bob Young	General discussion	2.25
6/12/75	David Baird	Pollution control banks	0.75
6/12/75	Doug Webb	HR 6860	4.00
6/12/75	Dick Russell	FEA issues	2.50
6/16/75	Doug Webb	Oil price decontrol	0.25
6/16/75	Bill Wade	TVA--new director appointed	1.00
6/19/75	Doug Webb	HR 6860--status	4.00
6/19/75	Doug Webb	Oil pricing	1.00
6/20/75	Dwight King	Federal Elections Commission Interest group campaign spending	10.00
6/20/75	Doug Webb	OCS leasing	0.50
6/23/75	Don Wood	TVA acquisition of Peabody Coal Sen. Randolph's coal conversion bill	1.50
6/23/75	Doug Webb	Eckhardt amendment and House Commerce Comm.	.75
6/26/75	"	Energy legislation in Senate	1.00
6/25/75	Dick Russell	Natural gas	4.00
6/30/75	Bev Blackwood	S 333 Proposed amendment to Waterway Safety Act	1.00
6/30/75	Don Wood	Peabody coal divestiture	0.50

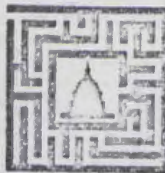


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## Client Service Log

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
7/1/75	Dick Russell	Report - State Dept. oil floor price proposal	0.25
7/2/75	"	Comments by Council on Wage, Price Stability FEA Impact State.--coal conver. program & dereg.	0.25
7/2/75	"	Gov. staff and cong. comms. responsible for dev. incen. for alternate energy sources	0.25
7/9/75	"	Natural Gas Task Force	0.25
7/8/75	Bev Blackwood	Situs picketing bill (HR 5900)	1.50
7/9/75	"	" " " "	1.25
7/14/75	Dick Russell	Tax briefing	2.00
7/15/75	Bev Blackwood	Senate Finance Committee hearings	0.50
7/15/75	Dick Russell	Natural gas	1.00
7/16/75	"	Coal leasing	0.50
7/16/75	Bev Blackwood	Coal leasing legislation	1.00
7/17/75	Carter Grinstead	Possible oil pricing and allocation act extensions	0.75
7/21/75	Dick Russell	Tax briefing	5.00
7/22/75	"	Senate Finance Committee press release	0.50
7/22/75	"	FEA press releases	0.50
7/22/75	"	FEA Canadian crude allocation	0.25
7/23/75	Barry Ogleby	S 489	0.50
7/24/75	Dick Russell	Decontrol strategy	0.50
7/25/75	"	Sent Library of Congress analysis of impact of crude oil prices on US econ.	0.25
7/25/75	Jim Davis	Young Americans for Freedom	0.50
7/28/75	Jim Davis	Study of national oil & gas corps.	1.50
7/29/75	Bev Blackwood	Oil decontrol	2.00
7/29/75	"	Situs picketing bill (HR 5900; S 1479)	1.00
7/30/75	"	Oil decontrol	1.50
7/30/75	Dick Russell	FEA testimony	0.50
7/31/75	Bev Blackwood	Oil decontrol	1.50



# The Government Research Corporation

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## Client Service Log

Company: Exxon (continued)

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
8/4/75	Dick Russell	"Gas Guzzler" tax amendment	0.50
8/7/75	Bev Blackwood	Coal Leasing bill--strip mining provision	0.50
8/7/75	Russell/Grinstead	Report on strategic reserves; status of petrochemical/OPEC study within FEA.	4.00
8/8/75	Doug Webb	Oil price decontrol	0.50
8/10/75	"	Allocation, contingency program	0.50
8/15/75	"	President's oil decontrol plan	0.50
8/18/75	Dick Russell	Sent "Analysis of Senate Finance Comm. Deregulation Windfall Profits Tax."	0.25
8/18/75	"	Issue papers mailed	0.50
8/18/75	"	OCS	1.00
8/27/75	"	Natural gas	1.00
8/28/75	"	Analysis of Sen. Finance Committee Windfall Profits Tax Proposal	0.50
9/2/75	"	Status of OCS legislation	0.50
9/2/75	Doug Webb	Oil decontrol	0.50
9/4/75	Jim Davis	Natural gas	0.50
9/4/75	Dick Russell	Treasury gold meeting	0.50
9/5/75	"	Tax reform	0.25
9/8/75	Jim Davis	Any hearings on Arctic gas pipeline	1.00
9/8/75	Dick Russell	Divestiture legislation	0.50
9/8/75	"	Petrochem. dev. in OPEC study by FEA	1.00
9/9/75	Jim Davis	Nat. gas legis.--Hollings-Glem bill	3.00
9/15/75	Dick Russell	Energy legislation--status	1.50



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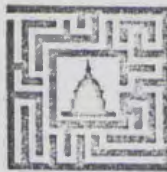
## Client Service Log

Company: Gulf

Desk Officer: Gracey, B.

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
3/5/75	Mike Kumpf	Domestic crude price decontrol, winfall profits/plowback, repeal of depletion allowance.	3.00
3/6/75	Mike Kumpf	International oil taxation	2.00
4/21/75	K. Gudorf	Economic stabilization	0.25
5/6/75	Mike Kumpf	FEA	0.50
5/13/75	"	OCS legislation	0.50
5/14/75	"	Coal Futures Market Study by FEA	1.00
5/16/75	"	FEA appointment	0.25
5/20/75	"	Policy statement -- Republican party	0.25
5/21/75	"	Issues in FEA	1.00
5/28/75	Philo Hutcheson	Energy policy	2.00
5/28/75	"	Gen. introduction lunch	3.00
5/29/75	"	Petrochemical study	2.50
6/2/75	"	Strip-mining bill	1.50
6/3/75	"	Surface mining bill veto	1.00
6/4/75	Philo Hutcheson	SEC report on disclosure of proprietary information	0.75
6/5/75	"	Info on Gov. Schaefer of Pa.	2.50
6/9/75	"	Oil & gas develop. on the Continental Shelf	0.25
6/11/75	"	Oil price decon. strategy & FEA contingency allocation planning efforts	0.25
6/12/75	"	Proposed study, "Financial Legislation in the 94th Congress"	0.50
6/12/75	"	FEA issues	2.50
6/20/75	"	Summary of Energy Reorganization Act	0.50
6/30/75	Mike Kumpf	Arctic gas pipeline vs. El Paso	1.50





# The Government Research Corporation

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## Client Service Log

Company: Gulf (continued) Desk Officer: Gracey

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
7/2/75	Philo Hutcheson	Natural gas	4.50
7/2/75	"	FEA Coal Program	0.25
7/2/75	"	Comments by Coun. on Wage, Price Stab. FEA Impact State.--coal conver. program & dereg.	0.25
7/2/75	"	Gov. staff and congress. committees respon. for developing incen. for alter. energy sources	0.25
7/7/75	"	Allocation Act	0.25
7/9/75	"	Natural Gas Task Force	0.25
7/14/75	"	Natural gas	1.00
7/22/75	"	Oil pricing, allocation act extension	0.50
7/22/75	"	Senate Finance Committee press release	0.50
7/22/75	"	FEA Canadian crude allocation	0.25
7/22/75	"	JEC evaluation	0.50
7/22/75	"	FEA press release	0.50
7/24/75	"	Decontrol strategy	0.50
7/30/75	"	FEA testimony	0.50
8/4/75	"	"Gas Guzzler" Tax Amendment	0.50
8/7/75	"	Report on strategic reserves; status of petro-chemical/OPEC study within FEA	4.00
8/8/75	"	<u>Business Week</u> article	0.25
8/18/75	"	Mailed "Analysis of Senate Finance Committee Deregulation Windfall Profits Tax."	0.25
8/18/75	"	Issue papers mailed	0.50
8/18/75	"	OCS	1.00
8/22/75	"	FEA allocation/distillates	1.00
8/28/75	"	Analysis of Sen. Finance Committee Windfall Profits Tax Proposal	0.50
9/2/75	"	Sent status of OCS legislation	0.50
9/2/75	"	Natural gas	1.00
9/4/75	"	Treasury gold meeting	0.50

Publisher National Journal Reports



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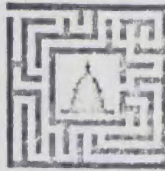
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## Client Service Log

Company: Gulf (continued)

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
9/8/75	Philo Hutcheson	Divestiture legislation	0.50
9/8/75	"	Petrochem. dev. in OPEC study by FEA	1.00
9/15/75	"	Energy legislation--status	1.50



# The Government Research Corporation

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## Client Service Log

Company: John Hancock Mutual Life Insurance Co. Desk Officer: Feder

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
5/22/75		NHI Report #2	2.50
5/29/75	H. DiPrete	NHI	4.50
6/5/75		NHI Report #2	3.50
6/10/75	H. DiPrete	NHI	3.00
6/19/75		NHI	1.50
6/26/75		NHI	0.50
7/1/75		NHI	5.00
7/3/75		NHI	2.00
7/10/75		NHI	2.25
7/18/75		NHI	4.50
7/22/75		NHI	5.25
7/31/75		NHI	4.75
8/7/75		NHI	5.50
8/12/75		NHI	4.25
8/22/75		NHI	5.00
8/28/75		NHI	5.50
9/2-5/75		Attended health insur. panels of annual confer., APCA; worked on NHI report #2	4.25
9/1-6/75, 9/11/75		Participation in NHI panels of APSA convention; work on NHI rpt. #2; meet. w/clients to discuss.	6.00



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## Client Service Log

Company: Hartford, The

Desk Officer: Feder

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
6/5/75		NHI Report #2	3.50
6/9/75	Bill Griffin	Proposed GRC banking study	0.25
6/9/75		NHI	2.50
6/19/75		NHI	1.50
6/26/75		NHI	0.50
7/1/75		NHI	5.00
7/3/75		NHI	2.00
7/7/75	Florence Hackman	Budget	0.25
7/7/75	James Noonan	Senate Monopoly Subcom. hear.	0.75
7/8/75	Florence Hackman	Tax reform	0.50
7/8/75	Gerald Creem	Metal containers	0.25
7/9/75	James Noonan	Natural Gas Task Force	0.25
7/9/75	Gerald Creem	Housing	0.75
7/9/75	Florence Hackman	Monetary policy	0.25
7/9/75	Gerald Creem	Kennecott/Peabody	0.50
7/10/75		NHI	2.25
7/11/75	Florence Hackman	Consumer sentiment	0.25
7/16/75	Aaron Lehman	IBM	0.25
7/17/75	John Power	Politics/utilities/taxation	0.25
7/18/75		NHI	4.50
7/21/75	F.P. McDermott	Utilities	0.25
7/21/75	Florence Hackman	JEC	0.50
7/21/75	"	Taxation	0.50
7/21/75	"	NHI meeting	0.25
7/22/75	James Noonan	Oil	0.75
7/22/75		NHI	5.25
7/22/75	James Noonan	Energy	0.75
7/22/75	Florence Hackman	Food chains	0.50

Publisher National Journal Reports



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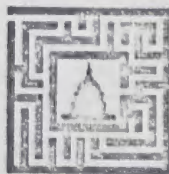
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## Client Service Log

Company: Hartford, The

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
7/22/75	James Noonan	Senate Finance Committee press release	0.50
7/23/75	"	Oil	0.25
7/24/75	Florence Hackman	FRB	0.50
7/24/75	"	Fed and tax reform	0.50
7/24/75	James Noonan	Decontrol strategy	0.50
7/25/75	Florence Hackman	Monetary policy--oil decontrol	0.50
7/28/75	"	Capacity utilization	0.25
7/29/75	"	Federal Reserve	0.25
7/29/75	Jerry Lynch	Pension trusteeship	2.50
7/30/75	Gerald Creem	Aluminum	0.25
7/30/75	A. Lehman	FTC	0.50
7/30/75	James Noonan	FEA testimony	0.50
7/30/75	Jerry Lynch	Pensions	0.50
7/31/75	Florence Hackman	Taxation/budget	0.25
7/31/75	Aaron Lehman	FTC	0.25
7/31/75	Florence Hackman	Oil decontrol	1.00
7/31/75		NHI	4.75
8/4/75	James Noonan	William Rosenberg bio	0.25
8/4/75	GF Schroeder	Railroads	0.25
8/4/75	Florence Hackman	Oil profits	0.25
8/4/75	James Noonan	"Gas Guzzler" Tax Amendment	0.50
8/4/75	"	Coal leasing/drugs	0.50
8/4/75	Frank McDermott	Coal leasing	0.25
8/5/75	Florence Hackman	Politics	0.25
8/5/75	GF Schroeder	Airlines	0.25
8/5/75	James Noonan	Medical care	0.25
8/5/75	Aaron Lehman	FCC ruling	0.50
8/6/75	Florence Hackman	Monetary policy	0.25
8/6/75	Gerald Creem	Aluminum	0.25



# The Government Research Corporation

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## Client Service Log

Company: Hartford (continued)

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
8/7/75	Florence Hackman	Joint Economic Committee	0.25
8/7/75		NHI	5.50
8/7/75	Florence Hackman	Tax reform	2.00
8/7/75	Jerry Lynch	Pensions	0.25
8/8/75	Frank McDermott	Coal industry	0.25
8/8/75	Florence Hackman	Windfall profits tax	0.25
8/8/75	James Noonan	Coal and oil	0.25
8/8/75	"	<u>Business Week</u> article	0.25
8/8/75	"	Drugs	0.25
8/8/75	Florence Hackman	Economic stabilization	0.25
8/12/75	"	Taxation and finance	0.25
8/12/75	James Noonan	Oil decontrol	0.25
8/12/75	Gerald Creem	Legislation	4.00
8/12/75	Carl Heidt	MNCs	0.25
8/13/75	James Noonan	Coal leasing	0.50
8/13/75		NHI	4.25
8/14/75	Florence Hackman	Exchange rate policy and international monetary reform	0.25
8/15/75	Jerry Lynch	Pensions	0.25
8/15/75	Florence Hackman	Food (FTC report on US sugar industry)	0.25
8/15/75	Aaron Lehman	FCC	0.25
8/15/75	James Noonan	Health energy	0.50
8/18/75	Florence Hackman	Natural gas	0.25
8/18/75	James Noonan	Mailed "Analysis of Senate Finance Comm. Deregulation Windfall Profits Tax."	0.25
8/18/75	"	Issue papers mailed	0.50
8/19/75	"	Oil taxation	0.25
8/19/75	Florence Hackman	Natural gas	0.25
8/19/75	Tom Wrenn	GRC operations	1.50
8/20/75	Florence Hackman	Economic policy	0.25



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Client Service Log

Company: Hartford (continued)

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
8/20/75	GF Schroeder	Rail/air	0.50
8/20/75	James Noonan	Oil tariff surcharge	0.25
8/21/75	GF Schroeder	Transportation	0.25
8/21/75	"	Rails	0.25
8/21/75	Carl Heidt	Tax reform	0.50
8/22/75	Gerald Creem	Housing	0.25
8/22/75	James Noonan	Health	0.25
8/22/75	"	Energy	0.25
8/22/75	Frank McDermott	<u>NI/O</u> (August 1975)	0.25
8/22/75		NHI	5.00
8/25/75	William Anderson	Food	0.25
8/25/75	Florence Hackman	Productivity	0.25
8/25/75	"	Wage stability	0.25
8/27/75	"	Congressional travel	0.25
8/27/75	James Noonan	Energy	0.25
8/27/75	Frank McDermott	Highway Trust	0.25
8/28/75	Gerald Creem	Clearcutting	0.25
8/28/75	James Noonan	Natural gas	1.00
8/28/75	"	Analysis of Sen. Finance Committee Windfall Profits Tax Proposal	0.50
8/28/75		NHI	5.50
8/29/75	Gerald Creem	Steel	0.25
8/29/75	Frank McDermott	<u>NJR</u> article on ITC	0.25
8/29/75	Florence Hackman	Monetary policy	0.25
8/29/75	James Noonan	Energy and regulatory	0.25
8/29/75	"	Natural gas reports	2.25
9/2/75	Gerald Creem	Treasury press release	0.50
9/2-5/75		Attended health insur. panels of annual con., APSA, worked on NHI rpt. #2	4.25



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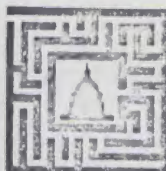
## Client Service Log

Company: Hartford Ins. (continued)

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
9/3/75	Florence Hackman	International Monetary Fund	0.25
9/4/75	Gerald Creem	Treasury gold meeting	0.50
9/4/75	conference call	Energy legis, tax reform, monetary pol, wage&price con, Ford econ. prog, grain sales	1.25
9/5/75	James Noonan	Oil company mergers	0.25
9/5/75	"	Clean air action	1.00
9/5/75	"	Pollution control	0.25
9/5/75	Noonan/Hackman	Tax reform	0.50
9/5/75	Carl Heidt/Hackman	Gold	0.25
9/8/75	James Noonan	Petrochem. dev. on OPEC study by FEA	1.00
9/8/75	GF Schroeder	Transportation	0.50
9/9/75	Florence Hackman	Food industry	0.25
9/10/75	"	Politics/economics	0.50
9/11/75	James Noonan	Sent copies of Hollings-Gleam gas bill, Admin. bill, letter to Rockefeller, anal.	0.50
9/11/75	James "	Energy	0.25
9/12/75	Carl Heidt	Economics, taxation	0.50
9/12/75		Partic. in NHI panels of APSA convention; work on NHI rpt. #2; meet. w/clients to discuss.	6.00
9/12/75	Gerald Creem	Mineral leasing	0.25
9/12/75	Florence Hackman	Fed policy	0.75
9/15/75	James Noonan	Energy legislation--status	1.50
9/16/75	Frank McDermott	P&E spending	0.50
9/16/75	Florence Hackman	Lunch meet. to discuss broad political & legis. issues and GRC Wash. service	2.00
9/16/75	Gerald Creem	Metals	0.50
9/16/75	James Noonan	Health	0.25
9/16/75	William Anderson	Food	0.25





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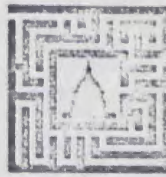
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## Client Service Log

Company: E.F. Hutton

Desk Officer: DeLouise

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
5/28/75	Ed Greenslet	General tax and energy policy	0.50
5/29/75	Ron Shorr	Raw material discussions	1.00
5/30/75	Dave Sutliff	Strip-mining legislation	0.50
5/28/75	Ed Greenslet	GRC services	1.00
6/2/75	Howard Foster	Residential construction	1.00
6/2/75	Mike Sherman	Budget	0.50
6/2/75	Ron Shorr	Senate Public Works--TVA hearings	2.25
6/3/75	David Sutliff	Aid to electric utilities	1.00
6/3/75	R. LeVine	Aid to electric utilities	0.50
6/3/75		Surface mining bill veto	1.00
6/3/75	Ron Shorr	Coal	0.25
6/4/75	Dave Sutliff	Scrubber industry	0.25
6/4/75	Harry Backer	HR 3052 re non-profit institutions	0.75
6/4/75	Ed Greenslet	Railroads	0.50
6/4/75	R. LeVine/R. Shorr	FEA study on petrochemical operations in Middle East	0.50
6/4/75	R. LeVine	SEC report on disclosure of proprietary info	0.75
6/4/75	Malcolm Clissold	FTC proposed rules re prescription drug advertising	0.50
6/5/75	Mike Sherman	Principal economic indicators/gold/interest rates	1.00
6/5/75	Jules Garfunicel	IBM	1.75
6/4/75	E. Hajim	Political/economic/legislative analysis	2.00
6/6/75	Peter J. Barry	Food	0.50
6/9/75	R. LeVine	Oil & gas develop. on Continental Shelf	0.25
6/10/75	"	NJR energy article	0.25
6/11/75	"	Oil price decontrol strategy and FEA contingency allocation planning efforts	0.25
6/11/75	M. Saffian	DISC	0.50
6/11/75	R. LeVine	Outlook for Ford's oil decontrol proposal	1.00
6/11/75	Ed Greenslet	Rails	0.50
6/11/75	Ron Shorr	Sen. Williams' stockpile bill	1.00
6/11/75	R. LeVine	FEA issues	1.00



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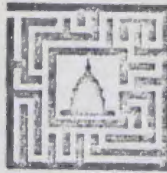
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## Client Service Log

Company: Hutton, E.F., Inc. (continued) Desk Officer: DeLouise

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
6/12/75	R. LeVine	FEA issues	2.50
6/12/75	David Sutliff	Capital spending	0.50
6/12/75	Mike Sherman	Economic indicators and monetary conditions	0.50
6/12/75	Dick King	FCC rulings--900 MGH range-Motorola-- Docket 18262; DOD and NASA budget details for government electronics	1.50
6/13/75	Mike Sherman	Unemployment	0.50
6/16/75	Ed Greenslet	Utilities	0.50
6/16/75	R. LeVine	Natural gas	0.50
6/16/75	Dick King	DOD and NASA budget data	1.00
6/18/75	R. LeVine	OCS	0.25
6/19/75	A. Wiegman	FTC - supermarkets - fair trade	0.75
6/19/75	(conference call)	Politics/legislation	1.00
6/20/75	Howard Foster	Housing legislation	0.50
6/20/75	P. Barry, A. Wiegman	Food	0.50
6/20/75	Mal Clissold	FDA hearings (advisory committee), diuretics Aldactone and Aldactacide Searle, generic-- spiro lactone	0.75
6/20/75	R. LeVine	OCS leasing	0.50
6/20/75	David Sutliff	Peabody coal acquisition	0.50
6/20/75	Ron Shorr	Mining	0.50
6/20/75	Mal Clissold	Drugs	0.25
6/23/75	Ron Shorr	Peabody acquisition	0.50
6/24/75	Ron Shorr	TVA Board of Directors	0.50
6/24/75	Howard Foster	Banking	0.25
6/25/75	conference call	Politics/economics/legislation/regulatory	2.00
6/27/75	R. LeVine	Energy/OCS	0.25
6/30/75	Lee Phillips	Pennzoil-FPC view	0.50
6/30/75	"	Bio. of Fred Rooney (D-Pa.)	1.75
6/30/75	Ronald Shorr	Stockpile	0.50

Publisher National Journal Reports



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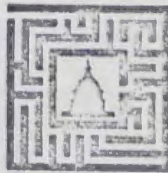
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## Client Service Log

Company: Hutton, EF (continued)

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
7/1/75	R. LeVine	Oil	0.25
7/1/75	Howard Foster	Housing	0.25
7/2/75	David Sutliff	Coal conversion - ESECA	0.50
7/2/75	R. LeVine	Gov. staff & cong. comms. responsible for dev. incen. for alternate energy sources	0.25
7/2/75	Ron Shorr	Peabody coal	0.50
7/2/75	(conference call)	Politics-economics	1.50
7/3/75	E.Greenslet	Aviation	0.75
7/7/75	"	Transportation	0.25
7/7/75	Malcolm Clissold	Senate Monopoly Subcommittee hearings	0.75
7/8/75	M. Sherman	Tax reform	0.50
7/8/75	H. Smith/R. Shorr	Metal containers	0.50
7/9/75	J. Weatherford	OPEC/grain/Connally	0.50
7/9/75	(conference call)	Political/economic/legislative	2.00
7/9/75	R. LeVine	Natural Gas Task Force	0.25
7/9/75	Howard Foster	Monetary policy	0.25
7/9/75	"	Housing	0.75
7/9/75	E. Greenslet	Rails	0.25
7/11/75	"	Transportation	0.50
7/8/75	R. LeVine	Energy speakers	0.75
7/10/75	M. Saffian	Labor	0.50
7/11/75	M. Sherman	Consumer sentiment	0.25
7/11/75	Ron Mahood	Tax reform esp. business taxes	0.25
7/11/75	Lee Phillips	Deregulation	0.50
7/15/75	"	Deregulation	0.25
7/15/75	E. Greenslet	Railroads	0.50
7/16/75	M. Saffian	Xerox case	0.50
7/16/75	Ron Shorr	COWPS -- aluminum hearings	0.50



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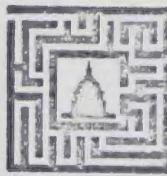
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## Client Service Log

Company: Hutton, EF (continued)

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
7/16/75	conference call	Current political, economic, legislative and regulatory issues	2.00
7/16/75	Jules Garfunkel	IBM/antitrust	0.25
7/17/75	E. Greenslet	Airlines	0.25
7/17/75	R. LeVine	Energy speakers	0.75
7/21/75	Al Wiegman	Food chains	0.25
7/22/75		FEA press releases	0.50
7/22/75	"	FEA Canadian crude allocation	0.25
7/22/75	"	Senate Finance Committee press release	0.50
7/22/75	"	Oil	0.25
7/22/75	"	Energy	0.25
7/23/75	conference call	Economics/oil decontrol/monetary policy	1.75
7/23/75	Lee Phillips	Grain	0.25
7/23/75	Ed Greenslet	Air/rail	0.50
7/24/75	M. Sherman	Fed/capital formation/JEC	0.50
7/25/75	Ron Shorr	Aluminum	0.50
7/25/75	Peter Barry	FTC	0.25
7/25/75	Ron Shorr	Kennecott/Peabody divestiture	0.50
7/29/75	M. Sherman	Federal Reserve	0.25
7/29/75	L. Phillips, P. Barry	Agriculture	0.50
7/29/75	M. Sherman	OMB	0.25
7/30/75	conference call	Oil decontrol/price controls/Interior Sec./international monetary/politics/grain	2.00
7/30/75	M. Saffian	FTC	0.25
7/30/75	R. LeVine	FEA testimony	0.50
7/30/75	M. Sherman	Oil decontrol	0.50
7/31/75	Ron Shorr	Uranium	0.25
7/31/75	J. Schuyler	Oil price decontrol	0.50
7/31/75	M. Sherman	Taxation/budget	0.25
7/31/75	M. Saffian	FTC	0.25
7/31/75	Ed Greenslet	Railroad reorganization	0.25



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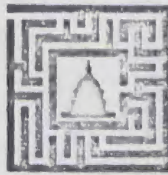
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## Client Service Log

Company: Hutton, EF (continued)

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
8/4/75	R. LeVine	"Gas Guzzler" Tax Amendment	0.50
8/4/75	Jules Garfunkel	Antitrust	0.25
8/4/75	Mike Sherman	Politics/Turkish arms	0.25
8/4/75	R. LeVine	William Rosenberg bio	0.25
8/4/75	David Sutliff	Coal leasing	0.25
8/4/75	R. LeVine	Oil profits	0.25
8/4/75	M. Clissold	Drugs	0.25
8/5/75	Mike Sherman	Politics	0.25
8/5/75	M. Clissold	Medical care	0.25
8/5/75	R. King	FCC ruling	0.50
8/5/75	Ed Greenslet	Airlines	0.25
8/6/75	Mike Sherman	Monetary policy	0.25
8/6/75	Ronald Shorr	Aluminum	0.25
8/6/75	Mike Sherman	Simon speech output	0.25
8/6/75	conference call	Oil decontrol, monetary summit, grain sales, wage and price controls, politics	1.50
8/6/75	Howard Foster	Monetary policy	0.25
8/7/75	Mike Sherman	Joint Economic Committee	0.25
8/7/75	Howard Foster	Lunch speaker--Boston--8/20/75; mortgage rates--mtg. market--construc. incl. non-res.	0.50
8/8/75	R. LeVine	<u>Business Week</u> article	0.25
8/8/75	"	Coal and oil	0.25
8/8/75	David Sutliff	Coal	0.25
8/8/75	M. Sherman	Windfall profits tax	0.25
8/8/75	David Sutliff	Strip mining	0.75
8/8/75	Bob Cornell	Square D	0.25
8/8/75	M. Clissold	Drugs	0.25
8/11/75	Mike Sherman	Economic stabilization	0.25
8/11/75	Mike Sherman	MNCs	0.25



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## Client Service Log

Company: Hutton, EF (continued)

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
8/11/75	Ed Greenslet	Rail reorganization	0.25
8/11/75	Bowen Smith	Legislation re: forest products	4.00
8/12/75	Mike Sherman	Taxation and finance	0.25
8/12/75	R. LeVine	Oil decontrol	0.25
8/13/75	Lee Phillips	Grain sales	0.50
8/13/75	conference call	Oil decontrol, grain sales, steel price rollbacks, anti-trust legislation, tax reform	1.00
8/13/75	Mike Sherman	Tax reform	0.25
8/13/75	David Sutliff	Coal leasing	0.50
8/14/75	Peter Barry	Sugar industry	0.25
8/14/75	John Gallagher	Monetary	0.25
8/14/75	Mike Sherman	Exchange rate policy and international monetary reform	0.25
8/14/75	Larry Baker	EPA study	1.00
8/14/75	R. LeVine	Natural gas	0.25
8/15/75	Ron Shorr	Copper	0.25
8/15/75	Ed Greenslet	Defense	0.50
8/15/75	R. King	FCC	0.25
8/15/75	R. LeVine	Oil	0.25
8/15/75	Malcolm Clissold	HMOs	0.25
8/18/75	Mike Sherman	Economic policy/oil	0.25
8/18/75	R. LeVine	Issue papers mailed	0.50
8/18/75	H. Foster	Fed policy toward mortgage foreclosure	0.25
8/18/75	Ed Greenslet	DOD	0.25
8/18/75	R. LeVine	Mailed "Analysis of Senate Finance Comm. Deregulation Windfall Profits Tax."	0.25
8/19/75	R. LeVine	Oil taxation	0.25
8/20/75	Mike Sherman	Economic policy	0.25
8/20/75	Peter Barry	Food price increases	0.25



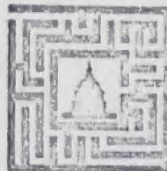
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Client Service Log

Company: Hutton, EF (continued)

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
8/20/75	R. LeVine	Oil tariff surcharge	0.25
8/20/75	Conference call	Aluminum industry, antitrust suit prospects, grain shipment descripts. Fed support of NYC, Treas. Dept. speech by S. Jones	
8/20/75	Lee Phillips	Agriculture	0.50
8/20/75	Larry Baker	Treasury gold sales	1.00
8/21/75	Edmund Hajim	Tax reform	0.50
8/22/75	Peter Barry	Food - FTC price and profit trends	0.25
8/22/75	Mike Sherman	Ford Administration/OPEC	0.25
8/22/75	Larry Baker	8/21/75 gold meeting at Treasury	0.50
8/22/75	David Sutliff	August 1975 National Issues/Outlook	0.25
8/22/75	Howard Foster	Housing - Condo and coop study by HUD	0.25
8/22/75	R. LeVine	Energy	0.25
8/22/75	Malcolm Clissold	Health	0.25
8/26/75	Bill Craig	Gen. discussion on general oil policy	0.50
8/26/75	Bowen Smith	Forest products	0.50
8/27/75	M. Sherman/J. Schuyler	Congressional travel	0.25
8/27/75	R. LeVine	Energy	0.25
8/27/75	David Sutliff	Highway Trust	0.25
8/20/75	Larry Baker	Treasury gold sales	1.00
8/22/75	Peter Barry	Food	0.25
8/22/75	Larry Baker	Gold	0.50
8/22/75	Mike Sherman	Ford Administration/OPEC	0.25
8/22/75	David Sutliff	August <u>NI/O</u>	0.25
8/22/75	Howard Foster	Housing	0.25
8/22/75	R. LeVine	Energy	0.25
8/22/75	Malcolm Clissold	Health	0.25
8/26/75	Bowen Smith	Forest products	0.50
8/26/75	Bill Craig	General discussion	0.50



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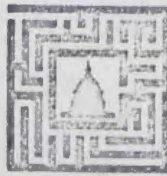
## Client Service Log

Company: Hutton, EF (continued)

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
8/27/75	Mike Sherman/J. Schuyler	Congressional travel	0.25
8/27/75	R. LeVine	Energy	0.25
8/27/75	David Sutliff	Highway Trust	0.25
8/28/75	R. LeVine	Analysis of Sen. Finance Committee Windfall Profits Tax Proposal	0.50
8/28/75	Bob Cornell	Westinghouse	0.75
8/29/75	Mike Sherman	<u>NJR</u> and <u>NI/O</u> (sent copies)	0.25
8/29/75	Howard Foster	Fed policy	0.25
8/29/75	Peter Barry	Food	0.25
8/29/75	Mike Sherman	Monetary policy	0.25
8/29/75	R. LeVine	Energy and regulatory	0.25
8/29/75	Lou Edgar	Natural gas deregulation	1.00
9/2/75	R. LeVine	Natural gas	1.00
9/2/75	Bowen Smith	Forest products	0.25
9/2/75	Larry Baker	Treasury press release	0.50
9/2/75	R. LeVine	Status of OCS legislation	0.50
9/3/75	Edmund Greenslet	Airlines	0.25
9/3/75	R. LeVine	Natural gas	1.00
9/3/75	R. LeVine	Natural gas	1.00
9/3/75	Jules Garfunkel	IBM-Telex case	0.25
9/3/75	Mike Sherman	International Monetary Fund	0.25
9/3/75	Howard Foster	Housing	0.25
9/3/75	conference call	Oil price decon, tax reform, Simon pact, grain sales, Ford speech before IMF.	1.00
9/4/75	Larry Baker	Treasury gold meeting	0.50
9/4/75	"	Bonneville Power Admin.	0.75
9/5/75	R. LeVine	Oil company mergers	0.25
9/5/75	"	Tax reform	0.25
9/5/75	Jack Reynolds	International economics	1.50





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## Client Service Log

Company: Hutton, EF (continued)

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
9/5/75	Ron Shorr/M. Sherman	Gold	0.25
9/8/75	Jake Weatherford	Prices - oil - tax reform	0.50
9/8/75	Bill Craig	Decontrol strategy	0.25
9/8/75	R. LeVine	Petrochem. dev. in OPEC study by FEA	1.00
9/8/75	"	Divestiture legislation	0.50
9/9/75	Edmund Greenslet	Transportation	0.25
9/10/75	conference call	Oil price decon, prod. index, fed pol, Treas. financ, commod. agreement, OPEC prices, Kennedy & Humphrey candidacy	1.00
9/11/75	R. LeVine	Sent copies of Hollings-Glenn gas bill, Admin. bill, lett. to Rockefeller, anal.	0.50
9/11/75	"	Energy	0.25
9/11/75	Edmund Greenslet	Airlines	0.25
9/12/75	David Sutliff	Mineral leasing	0.25
9/12/75	Ron Shorr	Mineral leasing	0.25
9/12/75	Mike Sherman	Economics/taxation	0.50
9/15/75	R. LeVine	Energy legislation--status	1.50
9/15/75	Peter Barry	FTC	0.25
9/15/75	Ron Shorr	Lead-zinc meet. 9/25 between Bur. of Mines and State Dept.	0.50
9/17/75	conference call	Oil decon, tax reform, nat. gas, fed aid for synthetic fuel prod, Fed pol, budget def.	1.00



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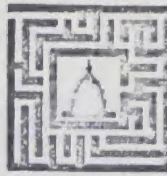
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## Client Service Log

Company: IBM

Desk Officer: Bremner

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
1/2/75	Charles Watson	Campaign financing	1.00
1/14/75	Charles McKittrick	Ways & Means Committee	2.00
2/19/75	Charles McKittrick	Labor status report and discussion of Ways and Means Subcommittee priorities	3.00
2/24/75	John Webster	Consumer legislation, 1975	10.00
1/3/75	Priscilla _____	Natl. Strategy Info, Inc.	0.25
1/7/75	"	Inter. Computer Prog., Inc.	0.50
1/10/75	"	New governors	0.33
1/22/75	James Sullivan	East-West trade	2.00
2/21/75	Mrs. McGovern	Trade assoc. Wash. P.A. Offs.	1.00
Week of 3/10-14/75	Florence Paris	Bios. & Hamilton Fish	1.50
3/20 & 3/21/75	McKittrick	Foreign tax credit	2.00
4/3/75	Charles Derecsky	Prep. bio on Russian trade min.	3.00
Week of 3/21-27/75	Florence Paris	?	0.50
Week of 3/24-28/75	Dale Swift	Lobby profiles	0.33
Week 4/7 - 4/15/75	Carol McGovern	Consumer Protection Act	5 min.
4/18/75	Aaron Cross	Health insurance for the unemployed	0.50
4/18/75	McKittrick	Foreign tax reform	1.00
5/1/75	"	Equal employment policy	4.00
5/7/75	Aaron Cross	National productivity legisla.	3.00
5/7/75	"	Health insur. for unemployed	0.25
5/7/75	"	Productivity comm. legislation	1.00
5/13/75	"	Health insur. for unemployed	1.00
5/14/75	McKittrick	EEOC enforcement powers	2.00
5/16/75	"	Energy bill	1.00
5/23/75	Aaron Cross	Legislation on reduced workweek	1.00



# The Government Research Corporation

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## Client Service Log

Company: IBM (continued)

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
5/30/75	C. Derecsky	Foreign trade talks	1.00
6/3/75	McKittrick	Tax reform	2.00
6/6/75	A. Cross	Health insurance for unemployed	0.50
6/9/75	McKittrick	Energy and tax legislation	2.00
6/18/75	"	Tax reform and energy	1.00
6/23/75	Aaron Cross	Health insurance	0.50
6/24/75	McKittrick	Tax reform hearings	2.00
6/26/75	"	Economists Club lunch on multinat'ls.	2.00
6/30/75	Les Simon	Unions - structure of labor movement	2.00
7/8/75	Chas. Derecsky	Outlook for multinational hearings in Senate	1.00
8/6/75	Ken Allen	Black caucus	1.00
8/22/75	"	HJRes 410	1.50
9/9/75	Charles McKittrick	Tax reform	1.00
9/11/75	"	General services	1.50
9/11/75	"	Tax reform, gen. political issues and general contract relations	3.00



# The Government Research Corporation

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## Client Service Log

Company: Paine, Webber, Jackson & Curtis

Desk Officer: Bremner & DeLouise

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
1/3/75	R. Thorsell - staff	Development of Research Service	2.00
1/13/75	Mike Counihan	Ways & Means	4.00
2/6/75	Mike Counihan	Ways & Means hearings	7.00
2/10/75	Mike Counihan	Taxes - House Banking Comm.	3.00
2/12/75	Kelley Cole	NAS report on minerals	.50
2/14/75	R. Thorsell	Labor prospects for '75	2.00
2/14/75	Ken Saunders	Status and outlook for PUC regulations and their economic impact.	5.00
2/18/75	R. Thorsell	Labor status report, 1975	.50
2/26/75	Axelrod	Antitrust	2.00
2/26/75	H. Shaff	Clean Air Act in relation to coal conversion.	3.00
3/11/75	R. Thorsell	Discussion of service	1.00
3/18/75	R. Thorsell	Securities legislation	1.00
3/18, 3/21	Mike Counihan	Corporate Profits and Inventory Valuation Budget Deficit FY 1976	3.50
3/24/75	M. Counihan	Joint Economic Committee	.50
3/26/75	Bucknell	AT&T antitrust suit	2.00
4/1/75	M. Counihan	Budget	0.25
4/2/75	Carol Anderson	FTC	2.00
4/2/75	M. Counihan	Tax bill	0.50
4/3/75	John Wright	Foreign source income tax changes	1.00
4/4/75	M. Counihan	Tax legislation	1.00
4/4/75	Robert Golden	Taxation	0.50
4/7/75	Carol L. Anderson	FTC	0.75
4/7/75	M. Counihan	Taxation	1.00

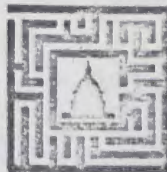


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Paine, Webber, Jackson &amp; Curtis

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
4/8/75	M. Counihan	Capital formation	0.50
4/8/75	John C. Wright	Health	0.50
4/11/75	Kenneth A. Saunders	Food	0.50
4/16/75	Evadna Lynn	Construction	0.50
4/17/75	M. Counihan	Budget	0.25
4/17/75	Barton Vogel	Utilities which may be ordered to convert by FEA to coal under ESECA	1.00
4/22/75	John Wright	Taxation	1.00
4/23/75	M. Counihan	Inflation	0.50
4/23/75	Kenneth Saunders	Supermarket chains	0.50
4/25/75	John Bogert	Non-ferrous metals	0.50
4/29/75	"	Raw materials	0.50
4/28/75	H. Vogel	FTC/Outboard Marine	1.50
4/29,5/5/75	"	Outboard Marine/FTC	1.50
5/2/75	Rod Carpenter	Residential construction	0.50
5/5/75	M. Counihan	Credit allocation	0.50
5/5/75	Ashton Eldridge	Dereg. nat. gas 22 majors excluded	1.00
5/5/75	Rod Carpenter	Residential construction	0.50
5/6/75	C. James Walker	Economic stabilization	2.50
5/6/75	M. Counihan	Tax reduction	1.00
5/7/75	J. Walker	FTC investigations/beer/soft drinks/wine	1.50
5/7/75	M. Counihan	Energy legislation	0.50
5/8/75	C. James Walker	S 638 introduced 2/7/75	1.00
5/8/75	Howard Shaff	FEA orders for conversion of power plants to coal	1.00
5/9/75	Bart Vogel	Natural gas deregulation	1.00
5/12/75	Thom Caraisco	Coal industry info. -- NCA sources	0.50
5/12/75	Bart Vogel	Natural gas	0.50
5/13/75	M. Counihan	Pollution control spending	0.25
5/14/75	Rod Carpenter	Housing study by JEC	0.75
5/15/75	Howard Shaff	Nat. gas, elec. pricing, nuclear energy	1.00
5/15/75	Golden, Straley, Bogert	"Coal Futures Market" study by FEA	0.25



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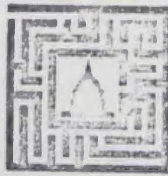
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## Client Service Log

Company: Paine Webber (continued)

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
5/19/75	M. Counihan	Budget deficits, FY 1975, 1976	0.50
5/19/75	C.J. Walker	FTC soft drink hearings	0.75
5/20/75	M. Counihan	Economic outlook	0.50
5/20/75	H. Shaff	Nuclear	0.50
5/21/75	R. Carpenter	Thermal stds., invest. tax credit	10 min.
5/21/75	C.J. Walker	FTC Coca Cola hearings	1.50
5/22/75	M. Counihan	Consumer spending	0.50
5/22/75	Golden, Straley, Bogert	Issues in FEA	3.00
5/22/75	R. Carpenter	Housing legislation	1.00
5/22/75	M. Counihan	Legislation	0.25
5/27/75	R. Carpenter	Emergency housing legislation	0.50
5/28/75	J. Bogert	Kennecott/Peabody divestiture	0.50
5/28/75	M. Counihan	Credit	0.50
5/28/75	D. Straley	Decontrol	1.00
5/29/75	H. Vogel	FTC	0.50
5/30/75	M. Counihan	Leading indicators	0.50
5/23/75	J. Bogert	Coal	0.50
6/2/75	M. Counihan	Sen. Mondale tax loophole study	0.50
6/3/75	J. Bogert	Coal	0.25
6/3/75	M. Counihan	Budget	0.50
6/3/75		Surface mining bill veto	1.00
6/3/75	Howard Shaff	Aid to electric utilities	1.00
6/4/75	"	Scrubber industry	0.25
6/4/75	J.C. Wright	FTC proposed rules re prescription ads	0.25
6/4/75	D. Straley	Oil price decontrol	0.50
6/4/75	M. Counihan	Treasury borrowings over Je-Jy-Ag	
6/4/75	D. Straley	FEA study on petrochemical operations in Middle East	0.50



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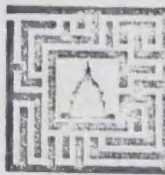
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## Client Service Log

Company: Paine Webber (continued)

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
6/4/75	D. Straley, R. Golden	SEC report on disclosure of proprietary info	0.75
6/5/75	Norman Roth	Domestic crude dereg.--25 mo. or 4-5 yrs. Will airlines, rails, etc. be exempt?	1.50
6/5/75	S.D. Axelrod	IBM	1.00
6/6/75	Kenneth Saunders	Food	0.50
6/9/75	RP Straley	Oil & Gas develop. on Continental Shelf	.25
6/9/75	M. Counihan	Flow of funds	.50
6/10/75	Norman Roth	Rails and Oil	.50
6/10/75	"	Domestic crude dereg.; will airlines, rails, etc., be exempt?	.50
6/10/75	M. Counihan	Flow of funds	.50
6/10/75	R. Golden	NJR energy article	.25
6/11/75	"	Oil price decontrol strategy and FEA contingency allocation planning efforts	.25
6/11/75	M. Counihan	Budget and taxation	.50
6/12/75	Norman Roth	Airlines/railroads	.50
6/12/75	Ron Mandel	Rate of federal borrowing in bond markets	1.00
6/12/75	M. Counihan	Retail sales	.50
6/12/75	R. Golden	FEA issues	2.50
6/13/75	B. Vogel, H. Shaff	Utilities	0.50
6/13/75	M. Counihan	Unemployment	0.25
6/13/75	B. Vogel, H. Shaff	Utilities	0.50
6/16/75	R. Mandle	Treasury borrowing	2.00
6/16/75	R. Golden	Natural gas	0.50
6/18/75	R. Straley	OCS	0.25
6/19/75	R. Lavine	Oil pricing	0.75
6/20/75	H. Shaff, B. Vogel	Utilities	0.50
6/20/75	Rod Carpenter	Housing	0.50



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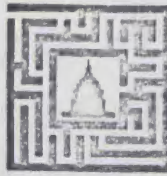
## Client Service Log

Company: Paine, Webber (continued)

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
6/20/75	Kenneth Saunders	Food	0.25
6/20/75	M. Counihan	Economics	0.50
6/20/75	H. Shaff	Nuclear task force study	1.00
6/20/75	R. Golden	OCS leasing	0.50
6/20/75	M. Counihan	GNP deflator weights	0.75
6/20/75	John Bogert	Mining	0.50
6/23/75	R. Golden	Treasury press release	0.50
6/24/75	R. Mandle	Banking	0.25
6/25/75	M. Counihan	Public debt	0.25
6/26/75	"	Tax rebates	0.50
6/27/75	R. Golden	Energy/OCS	0.25
6/30/75	M. Counihan	D.P.I. impact of 1964 tax cut	1.00





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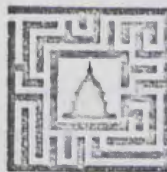
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## Client Service Log

Company: Paine Webber (continued)

Desk Officer: Bremner, DeLouise

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
7/1/75	R. Carpenter	Housing	0.25
7/1/75	R. Golden	Oil	0.25
7/1/75	H. Shaff	Nuclear enrichment cycle articles	1.50
7/2/75	R. Golden	Comments by Coun. on Wage, Price Stability; FEA Impact State.--coal conver. program and dereg.	0.25
7/3/75	M. Counihan	Capital incentives	0.75
7/3/75	J. Walker	FTC	1.50
7/3/75	H. Shaff	Natural gas and GE nuclear plant	0.25
7/7/75	N. Roth	Transportation	0.50
7/7/75	J. Wright	Senate Monopoly Subcommittee hearings	0.75
7/8/75	M. Counihan	Tax reform	0.50
7/8/75	R. Mandle	Fed proposal to Congress for legis. to extend reserve requirements to nonmember institutions	0.50
7/8/75	M. Counihan	Fund flows	0.25
7/9/75	John Bogert	Uranium	0.25
7/9/75	R. Straley/J. Bogert	Natural Gas Task Force	0.25
7/9/75	R. Carpenter	Housing	0.75
7/9/75	N. Roth	Rails	0.50
7/9/75	M. Counihan	Monetary policy	0.25
7/8/75	R. Mandle	Mortgage assistance plans at HUD	1.00
7/11/75	N. Roth	Transportation	0.50
7/11/75	M. Counihan	Consumer sentiment	0.25
7/15/75	"	Budget	0.25
7/15/75	N. Roth	Railroads	0.50
7/16/75	S. Axelrod	IBM	0.25
7/17/75	N. Roth	Airlines	0.25
7/21/75	M. Counihan	JEC	0.50
7/21/75	"	Taxation	0.25
7/21/75	K. Saunders	FTC--food chains	0.25



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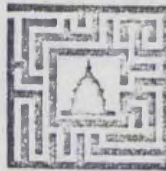
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## Client Service Log

Company: Paine Webber (continued)

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
7/21/75	N. Roth	Rails	0.25
7/21/75	R. Golden	FEA regulation	0.50
7/22/75	"	FEA Canadian crude allocation	0.25
7/22/75	R. Straley	Senate Finance Committee press release	0.50
7/22/75	R. Golden	Oil	0.25
7/22/75	K. Saunders	FTC	0.50
7/22/75	R. Golden	Energy	0.25
7/23/75	R. Linclau	Hearing testimony	0.50
7/23/75	N. Roth	Rail/air	0.50
7/23/75	R. Mandle	Banking	0.25
7/24/75	"	Banking	0.50
7/24/75	M. Counihan	Fed/JEC	0.50
7/25/75	J. Walker	Specific order & agreement between Heublein & FTC staff	1.50
7/25/75	K. Saunders	FTC investigation of food chains	1.00
7/25/75	R. Straley	Natural gas	1.50
7/29/75	M. Counihan	Federal Reserve	0.25
7/29/75	"	U.S. debt	0.25
7/29/75	K. Saunders	Agriculture	0.25
7/29/75	R. Golden	Decontrol	0.50
7/30/75	R. Straley/J. Bogert	FEA testimony	0.50
7/30/75	S. Axelrod	FTC	0.25
7/30/75	J. Bogert	Aluminum	0.25
7/31/75	R. Golden	Energy	0.50
7/31/75	M. Counihan	Taxation/budget	0.25
7/31/75	S. Axelrod	FTC	0.25
7/31/75	N. Roth	Railroad reorganization	0.25



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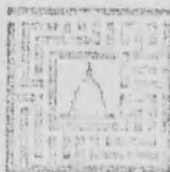
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## Client Service Log

Company: Paine Webber (continued)

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
8/1/75	R. Linclau	Kidney disease	0.25
8/1/75	R. Straley	Uranium/coal	0.50
8/1/75	H.Shaff/B. Vogel	Utilities	0.50
8/4/75	R. Straley	William Rosenberg bio	0.25
8/4/75	R. Golden	General questions on decontrol of oil	0.50
8/4/75	"	Oil profits	0.25
8/4/75	R. Linclau	Drugs	0.25
8/4/75	R. Straley	"Gas Guzzler" tax amendment	0.50
8/4/75	H. Shaff/B. Vogel	Coal Leasing	0.25
8/5/75	N. Roth	Airlines	0.25
8/5/75	R. Linclau	Medical care	0.25
8/6/75	J. Bogert	Aluminum	0.25
8/6/75	R. Mandle	Monetary policy	0.25
8/7/75	M. Counihan	Joint Economic Committee	0.25
8/8/75	"	Windfall profits tax	0.25
8/8/75	J. Bogert	Coal	0.25
8/8/75	R. Straley	<u>Business Week</u> article	0.25
8/8/75	R. Carpenter	Housing programs	1.00
8/8/75	H. Shaff/B. Vogel	Taxation	0.25
8/8/75	R. Golden	FEA regulation on profit margin	0.50
8/8/75	R. Linclau	Drugs	0.25
8/11/75	M. Counihan	Economic stabilization	0.25
8/11/75	N. Roth	Rail reorganization	0.25
8/11/75	R. Thorsell	MNCs	0.25
8/12/75	M. Counihan	Taxation and finance	0.25
8/12/75	R. Golden	Oil decontrol	0.25
8/12/75	E. Lynn	Legislation	4.00
8/13/75	J. Bogert	Coal leasing	0.50
8/14/75	M. Counihan	Exchange rate policy & international monetary reform	0.25



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## Client Service Log

Company: Paine Webber (continued)

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
8/14/75	Rod Carpenter	HUD report on condominiums (inventories, etc.)	2.00
8/15/75	John Bogert	Copper	0.25
8/15/75	R. Straley/R. Golden	Natural gas	0.25
8/15/75	Ronald Linclau	HMOs	0.25
8/15/75	Robert Golden	Oil	0.25
8/15/75	M. Counihan	Labor/economics	0.25
8/15/75	Rod Carpenter	Fed policy toward mortgage foreclosure	0.25
8/18/75	R. Straley/J. Bogert	Issue papers mailed	0.50
8/18/75	"	" Mailed "Analysis of Senate Finance Comm. Deregulation Windfall Profits Tax."	0.25
8/19/75	Robert Golden	Oil taxation	0.25
8/20/75	M. Counihan	Economic policy	0.25
8/20/75	Robert Golden	Oil tariff surcharge	0.25
8/21/75	R. Thorsell	Tax reform	0.50
8/22/75	Ronald Linclau	Health	0.25
8/22/75	Robert Golden	Energy	0.25
8/22/75	Rod Carpenter	Housing	0.25
8/22/75	Evadna Lynn	Forest legislation	0.50
8/22/75	John Bogert	Interior Dept./aluminum	0.50
8/22/75	CJ Walker	Food	0.25
8/25/75	M. Counihan	Productivity	0.25
8/25/75	"	Wage stability	0.25
8/25/75	Evadna Lynn	Forest products	0.50
8/26/75	Rod Carpenter	Housing Act of 1975	1.00
8/26/75	Evadna Lynn	Forest products	0.50
8/27/75	Robert Golden	Energy	0.25
8/28/75	Howard Shaff	Natural gas	1.00
8/28/75	John Bogert	Tax reform	0.25



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## Client Service Log

Company: Paine Webber (continued)

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
8/28/75	D. Straley/J. Bogert	Analysis of Sen. Finance Comm. Windfall Profits Tax Proposal	0.50
8/29/75	Straley/Golden/Shaff/Vogel	Natural gas reports	2.25
8/29/75	Robert Golden	Energy and regulatory	0.25
8/29/75	M. Counihan	Monetary policy	0.25
8/29/75	Ken Saunders	Food	0.25
8/29/75	Rod Carpenter	Housing	0.25
8/29/75	Manown Kisor, Jr.	Sent copies of <u>NJR</u> and <u>NI/O</u>	0.25
9/2/75	H. Shaff/R. Golden	Natural gas	1.00
9/2/75	D. Straley/J. Bogert	Treasury press release	0.50
9/2/75	Dick Straley	Status of OCS legislation	0.50
9/3/75	Ron Mandle	Banks	0.25
9/3/75	Mike Counihan	International Monetary Fund	0.25
9/3/75	Stephen Axelrod	IBM-Telex case	0.25
9/3/75	Mike Counihan	Treasury	0.25
9/3/75	Ken Saunders	Food industry	0.25
9/3/75	Ron Mandle	Fed policy and regulations	0.50
9/4/75	D. Straley/J. Bogert	Treasury gold meeting	1.00
9/4/75	Norman Roth	Airlines	0.25
9/5/75	Robert Golden	Oil company mergers	0.25
9/5/75	D. Straley/J. Bogert	Tax reform	0.50
9/5/75	H. Shaff/B. Vogel	FPC	0.50
9/8/75	Robert Golden	Petrochem. dev. in OPEC study by FEA	1.00
9/8/75	Harold Vogel	FTC	0.25
9/9/75	Norman Roth,	Transportation	0.25
9/10/75	Evadna Lynn	Forest products legislation	2.50
9/11/75	Norman Roth	Airlines	0.25
9/11/75	Straley/Shaff/Golden/B. Vogel	Hollings-Glenn gas bill, Admin. bill, letter to Rockefeller, analysis	1.50

Publisher National Journal Reports



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## Client Service Log

Company: Paine Webber (continued)

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
9/11/75	R. Golden	Energy	0.25
9/11/75	"	Natural gas	1.25
9/12/75	John Bogert	Mineral leasing	0.25
9/12/75	Harold Vogel	Brunswick Corp.	0.75
9/12, 9/15/75	Mike Counihan	Labor agreements	3.00
9/13/75	R. Golden	Decontrol strategy	0.50
9/15/75	Harold Vogel	Brunswick Corp.	0.50
9/15/75	Straley/Bogert	Energy legislation--status	3.00
9/15/75	CJ Walker	FTC	0.25
9/15/75	John Bogert	Metals	0.50



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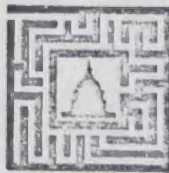
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## Client Service Log

Company: Pennzoil

Desk Officer: Gracey

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
3/25/75	Hunter Martin	Analysis of assassination of King Faisal	0.25
5/6/75	"	FEA	0.50
5/13/75	"	OCS legislation	0.50
5/14/75	"	Coal Futures Market Study by FEA	1.00
5/20/75	"	Policy statement - Republican party	0.25
5/21/75	"	Gen. service to Pennzoil	1.00
5/21/75	Will Rogers	Gen. service	1.00
6/4/75	Hunter Martin	FEA report on structure of US petroleum industry	0.25
6/4/75	"	FEA study on petrochem. ops. in Middle East	0.50
6/4/75	"	SEC report on disclosure of proprietary info	0.75
6/9/75	"	OCS development	0.50
6/9/75	"	Oil and development on Continental Shelf	0.25
6/11/75	"	FEA price regulation	0.50
6/11/75	"	Oil price decon. strategy and FEA contingency allocation planning efforts	0.25
6/12/75	"	Proposed study "Finan. Legis. in 94th Congress"	0.50
6/12/75	"	FEA issues	2.50
6/20/75	"	Summary of Energy Reorganization Act	0.50
6/20/75	"	OCS leasing	0.50
6/20/75	"	Summary of Energy Reorganization Act	0.50
6/20/75	"	OCS leasing	0.50
6/23/75	"	Treasury press release	0.50
6/30/75	"	Tax briefing	0.25
7/1/75	"	Report--State Dept. Oil Floor Price Proposal	0.25
7/2/75	"	FEA coal program	0.25
7/2/75	"	Comments by Council on Wage, Price Stability FEA Impact State.--coal conver. prog. & dereg.	0.25



# The Government Research Corporation

1730 M Street N.W., Washington, D.C. 20036, Telephone (202) 833-8000

## Client Service Log

Company: Pennzoil (continued)

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>	
7/2/75	Hunter Martin	Gov. staff and cong. comms. respon. for dev. incen. for alternate energy sources	0.25	
7/9/75	"	Natural Gas Task Force	0.25	
7/14/75	"	Tax briefing	2.00	
7/15/75	H. Martin/B. Mallum	Pres. Compromise Oil Decontrol Plan	0.75	
7/21/75	Hunter Martin	Tax briefing	5.00	
7/22/75	"	Senate Finance Committee press release	0.50	
7/22/75	"	FEA press releases	0.50	
7/22/75	"	JEC evaluation	0.50	
7/22/75	"	FEA Canadian crude allocation	0.25	
7/30/75	"	FEA testimony	0.50	
8/1/75	Roy Winchester	Voting records	6.00	
8/4/75	"	William Rosenberg bio	0.25	
8/4/75	"	"Gas Guzzler" Tax Amendment	0.50	
8/6/75	"	Committee report	0.50	
8/8/75	Hunter Martin	<u>Business Week</u> article	0.25	
8/8/75	Roy Winchester	Sen. Haskell--legislative background	1.00	
8/8/75	"	Contact. voting records of Houston Congressmen	1.00	
8/18/75	Martin/Winchester	Mailed "Analysis of Senate Finance Comm. Deregulation Windfall Profits Tax."	0.25	
8/18/75	"	"	Issue papers mailed w/cover letter	0.50
8/18/75	"	"	Sent copy of paper "States' Fight Over Offshore Development."	1.00
8/28/75	"	"	Analysis of Sen. Finance Committee Windfall Profits Tax Proposal	0.50
9/2/75	"	"	Status of OCS legislation	1.00
9/4/75	Roy Winchester	Nat. gas legislation, Rumsfeld briefing	0.50	
9/5/75	Martin/Winchester	Tax reform	0.25	
9/8/75	Roy Winchester	Divestiture legislation	0.50	
9/15/75	Martin/Winchester	Energy legislation--status Publisher National Journal Reports	3.00	





# The Government Research Corporation

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## Client Service Log

Company: Research-Cottrell

Desk Officer: Bankoff, Barbara

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
1/13/75	Edward Ellis	Health studies on SOx & sulfates	1.50
1/14/75	David Klipstein	Chollas scrubber press conference in New York	3.00
1/15/75	David Klipstein	Compiled list and addresses	5.50
Jan.-Cont.	David Klipstein	FGD brief. by the Industrial Gas Clean. Inst. for environ. gps. & members of Congress	30.00
2/19/75	Ted Ellis	Names of some util. indus. finan. analysts who could speak to a group of R-C marketing directors	1.00
1/75	Dick Atkins David Klipstein	Scrubber process producing elemental sulfur -- EPA demo. funds. How can R-C find an interested host utility and general information about the program and the contract?	1.00
2/24/75 con't.	David Klipstein	Congressional & EPA briefing by IGCI.	8.50
2/27/75	David Klipstein Ted Ellis	Utility industry info.	1.50
2/27/75	David Klipstein	FEA public hearing on environment impact statement on coal conversion	4.50
3/10-12	David Klipstein	Covering CTAB FGD meeting. Meeting on recent FGD-related events. Planning for House Commerce Committee testimony.	21.00
3/5/75	Ted Ellis	3 FPC reports on the utility industry	.50
3/13/75	David Klipstein	House Clean Air Act oversight hearings.	6.00
3/19, 3/20/75	"	Prep. for House hearings on Clean Air Act on 3/19 & 3/20/75.	27.00
3/20/75	"	List of companies involved in coal-cleaning processes	1.00
3/31, 4/1/75	Herb Braden	Enforcement of new source performance stds. by EPA, status. How serious an effort? To whom should he talk?	3.00

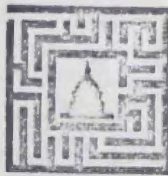


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### Research-Cottrell

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
4/16/75	C.W. Fendrich, Jr. & T.A. Delgiudice	Subsidiaries of U.S. corps. in Can- ada trading with Cuba - U.S. regs.	2.00
4/75	David Klipstein	Clean Air Act hearings (Senate) and mark up (House)	12.50
4/25 4/29	David Klipstein	Senate Public Works Committee hearing on 4/29/75	2.00
5/15/75	"	CTAB FGD panel on final draft of report. EPA Air Quality Criteria Advis. Comm. meet.	6.00
5/19, 5/20/75	R. Atkins	Coal gasification, liquefaction, fluidized bed combus. and solvert refining for IGCI report to Congress.	5.50
5/12/75	Marge Boch	List of FEA coal conversion candidate plants	.50
5/27/75	David Klipstein	Clean Air Act	1.00
5/28/75	"	IGCI meeting	2.00
6/4/75	"	FGD cost report -- PEDCo; sulfate hear- ings; Senate Clean Air mark up	4.00
6/5/75	J. Capp/D. Klipstein	Clean Air Act; FGD rpts.--PEDCo & CTAB	2.50
6/9/75	David Klipstein	Cong. hear. on Clean Air Act & sulfates. IGCI gasification rept. APCA meeting.	1.50
6/11/75	"	NAPCTAC meet. in Chicago 6/23/75--on priority list of new source perform. stds.	3.50
6/18/75	"	Clean Air Act	2.50
6/24/75	"	Clean Air Act; sulfate hearings	3.50
6/27/75	Ted Ellis	Randolph's coal conversion bill; ERDA nuclear fuel cycle task force report	4.50
6/27/75	David Klipstein	Info. on Clean Air Act.; Util. demand growth rates	5.00



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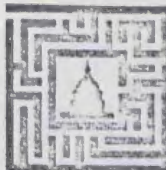
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## Client Service Log

Company: Research-Cottrell

Desk Officer: Bankoff

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
7/14/75	David Klipstein	Info. on Clean Air Act; Utility demand growth rates	1.50
7/14/75	Welles Fendrich	GRC - R-C relationship	3.00
Week of 7/21-25/75	Welles Fendrick, David Klipstein	Clean Air Act legislation	2.50
8/1/75	David Klipstein	Clean Air Act	1.50
8/1/75	Joe Capp	Clean Air Act hearings	1.00
8/5/75	Richard Atkins	EPA decision on giving up CAT-OX process, other R&D information	1.00
8/7/75	Ted Ellis	Western coal development	1.00
8/15/75	Welles Fendrich	Brazil	1.50
8/20/75	Frank Sunn and Francis Obert, Metcalfe & Eddy	Brazil	1.50
8/6/75	Fendrich/Klipstein/Fox	Clean Air Act update on congress- sional deliberations.	4.50
9/4/75	APCD	Coke oven emission controls	1.00
9/5/75	Klipstein/Ellis	Clean air deliberations	3.50
9/9/75	Edward Ellis	Project Independence Blueprint Coal Task Force Report	0.50



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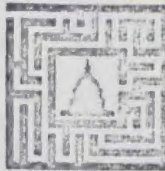
## Client Service Log

Company: Shell Oil Co.

Desk Officer: Bremner

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
7/16/75	Tony Dempster	Develop information services	8.00
7/18/75	Ann Berkey	ADA ratings for select Congressmen	0.50
7/21/75	"	Political contributions	0.50
7/22/75	"	Senate Finance Committee press release	0.50
7/22/75	"	FEA Canadian crude allocation	0.25
7/22/75	"	JEC evaluation	0.50
7/22/75	Tony Dempster	Tax briefing	5.00
7/23/75	Ann Berkey	HR 7014	0.50
7/24/75	"	Decontrol strategy	0.50
7/24/75	"	Ribicoff bill	0.50
7/25/75	"	Impact of crude oil prices on US econ.	0.25
7/29/75	"	Oil decontrol outlook	2.00
7/29/75	"	Natural gas shortages report	0.75
8/4/75	"	William Rosenberg bio	0.25
8/4/75	"	"Gas Guzzler" tax amendment	0.50
8/4-8/6/75	Lewis Hoffacher	International issues and countries	6.00
8/6/75	Ann Berkey	Status on HR 6461 and S 1777	1.50
8/6/75	"	Testimony	1.00
8/6/75	"	Miscellaneous requests	1.00
8/7/75	T. Dempster/L. Hoffacher	Report on strategic reserves; status of petrochemical/OPEC study in FEA	4.00
8/13/75	Ann Berkey	Miscellaneous background research	1.00
8/13/75	"	US court decision on import tariff	1.00
8/15/75	Lewis Hoffacher	President's decontrol program	0.50
8/18/75	Ann Berkey	OCS	1.00
8/18/75	"	Mailed "Analysis of Senate Finance Comm. Deregulation Windfall Profits Tax."	0.25
8/18/75	"	Issue papers mailed	0.50
8/21/75	"	Info on Sen. Hart's Energy Reorgan. Act of 1975	0.75

Publisher National Journal Reports



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## Client Service Log

Company: Shell Oil (continued)

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
8/21/75	Ann Berkey	Interior Dept. attitude on Sierra Club v. Morton	1.50
8/22/75	"	Miscellaneous requests	1.00
8/27/75	"	S 740 - status	0.75
8/28/75	"	Solid waste legislation	0.50
8/28/75	"	Analysis of Sen. Finance Committee Windfall Profits Tax Proposal	0.50
8/28/75	"	HR 3474	0.75
9/2/75	"	Status of OCS legislation	0.50
9/4/75	"	Sent several bills and hearing documents	2.00
9/5/75	"	Tax reform	0.25
9/8/75	Lewis Hoffacker	Petrochem dev in OPEC study by FEA	1.00
9/8/75	Ann Berkey	Divestiture legislation	0.50
9/9/75	Roger Rice	Nat gas legis--Hollings-Glenn bill	1.50
9/11/75	Ann Berkey	Natural gas	0.75
9/13/75	"	HR 3474--EPA budget	0.75
9/15/75	"	Energy legislation--status	1.50



## The Government Research Corporation

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### Client Service Log

Company: Standard Oil (California)

Desk Officer: Mallino, David

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
2/14/75	George Ballou	Contract Services	2.00
2/12/75	Frank Bradley & Roger Morse	Contract services	4.00
2/12/75	" " "	Labor policies	2.50
2/13/75	George Ballou & Bob Cramer	GRC/SOCAL relations with Ballou. Environmental issues of concern to SOCAL with Cramer.	2.50
2/27/75	Bob Cramer	Clarification of letter to SOCAL from National Commission on Water Quality regarding comments on NCWQ study.	2.00
3/4/75	Bob Cramer	Sulfate emissions from catalytic converters. Sulfate issue in general. General areas of interest.	1.50
3/5/75	Frank Bradley	General environmental issues and SoCal concerns	2.00
3/5/75	Frank Bradley	Energy taxation	3.00
3/19/75	"	Energy bill	1.00
3/20/75	"	Foreign tax credits	1.00
3/21/75	"	" " "	1.00
3/21/75	Bob Cramer	EPA R&D control technology program report sulfates study for FEA	0.50
3/25/75	Frank Bradley	Anal. of assassina. of King Faisal	.25
4/22/75	--	Briefing in San Francisco	156.00
5/1/75	Kermit Ryman	EPA HC emissions regs. NAS study.	2.00
5/9/75	Frank Bradley	Energy and related topics	3.50
5/9/75	"	Energy legislation in general	1.50
5/13/75	"	OCS legislation	0.50
5/14/75	"	Coal Futures Market Study by FEA	1.00
5/16/75	"	GRC research staff	2.00
5/16/75	"	FEA personnel changes; windfall profits tax	0.50



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## Client Service Log

### Standard Oil of California (continued)

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
5/16/75	Frank Bradley	Energy bill	1.00
5/19/75	Dick Kreutzen	EPA testim. re health haz. & Clean Air Act before Muskie's Sub. on Environ. Pollution	1.00
5/20/75	Frank Bradley	AFL-CIO, visits to Ways and Means Congressmen	.25
5/21/75	"	Cargo preference legislation	3.00
5/22/75	"	Issues in FEA	1.00
5/27-5/29/75	"	Outlook for energy bill	3.00
5/29/75	"	Petrochemical study	3.50
6/3/75	"	NJR subscription	1.00
6/4/75	"	SEC rept. on disclosure of proprietary info	0.75
6/5/75	Roger Morris	Allocation, status of FEA decontrol program	1.00
6/6/75	Dick Kreutzen	FEA petrochemical study	1.00
6/6/75	Frank Bradley	Natural gas, oil pricing	0.50
6/11/75	Tom Fisher	NJR report	1.00
6/11/75	Martene Borach	Treasury study	1.00
6/12/75		Labor policy projections	1.00
6/12/75		General energy background	2.00
6/12/75	Frank Bradley	FEA issues	2.50
6/13-6/17/75	G. Ballou, F. Bradley	Energy tax bill and GRC grieving	2.00
6/17/75	Tom Fisher	FEA allocation program, issues	3.00
6/18/75	"	FEA price regulations	1.50
6/18/75	Dick Kreutzen	Clean Air Act--mobile sources	2.50



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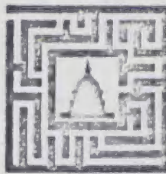
## Client Service Log

Company: Standard Oil of California (continued) Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
7/2/75	Frank Bradley	Comm. by Council on Wage, Price Stability; FEA Impact State.-coal conver. prog. & dereg.	0.25
7/2/75	"	Gov. staff and cong. comms. respon. for dev. incentives for alternate energy sources	0.25
7/2/75	G. Ballou	GRC tax briefing	0.50
7/11/75	Frank Bradley	Lunch on tax reform and energy	2.00
7/11/75	"	Energy and general tax reform	2.00
7/14/75	G. Ballou	Tax reform briefing	2.00
7/14/75	Frank Bradley	Natural gas	1.00
7/22/75	"	Senate Finance Committee press release	0.50
7/22/75	"	FEA Canadian crude allocation	0.25
7/24/75	"	Decontrol strategy	0.50
7/24/75	G. Ballou	Tax briefing	5.00
7/24/75	Frank Bradley	FPC authority to order emergency hook-ups of intrastate pipelines	1.00
7/25/75	Kermit Ryman	Energy group	1.50
7/30/75	Frank Bradley	Nationalized oil companies study	0.50
7/30/75	"	FEA testimony	0.50
8/4/75	"	"Gas Guzzler" tax amendment	0.50
8/7/75	"	Report on strategic reserves; status of petrochemical/OPEC study within FEA	4.00
8/10/75	Mary Riddle	Letter to Ryman; Americans for Energy Independence material delivered	1.00
8/18/75	Frank Bradley	Issue papers mailed	0.50
8/18/75	"	Mailed "Analysis of Senate Finance Comm. Deregulation Windfall Profits Tax."	0.25
8/18/75	"	Sent copy of paper "States' Fight over Offshore Development."	1.00
8/19/75	"	Working lunch on taxes	2.00
8/28/75	"	Analysis of Sen. Finance Committee Windfall Profits Tax Proposal	0.50
9/2/75	"	Natural gas	1.00

Publisher National Journal Reports





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## Client Service Log

Company: SOCal. (Continued)

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
9/3/75	Frank Bradley	Natural gas	2.00
9/4/75	"	OCS legislation	0.50
9/4/75	"	Treasury gold meeting	0.50
9/5/75	"	Tax reform	0.25
9/5/75	Dominique Pensabeny	Natural gas	0.50
9/8/75	Dick Kreutzen	Clean air action	2.00
9/8/75	Frank Bradley	Divestiture legislation	0.50
9/8/75	"	Petrochem development in OPEC study by FEA	1.00
9/9/75	"	Nat gas legis--Hollings-Glenn bill	1.50
9/15/75	"	Energy legislation--status	1.50



# The Government Research Corporation

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## Client Service Log

Company: Standard Oil (Indiana)

Desk Officer: Sills, H.

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
2/12/75	Bill Spear & Rady Johnson	Contract services	4.00 hrs.
3/11/75	Rady Johnson	What is "Resources for the Future"? -- who funds it, what are they doing.	1.00
3/25/75	"	Anal. of assassina. of King Faisal	0.25
4/16/75	Rady Johnson	Energy and Power Subcomm., nat. gas	2.00
5/1/75	"	Barry Commoner, Ways and Means Energy and Power Committees	0.50
5/7/75	"	Ways and Means Comm.; Bio of B. Commoner	0.25
5/14/75	"	Oil decontrol	0.25
5/15/75	"	Energy generally	2.00
5/20/75		Natural gas	0.75
5/21/75	Rady Johnson	Oil Shale Task Force	0.50
5/22/75	"	Issues in FEA	1.00
5/27/75	"	New appoints., drilling rig visit, oil pricing	0.33
5/29/75	"	Petrochemical study	2.50
5/29/75	Howard Pyce	Oil shale incentives	1.25
5/30/75	J. Richards	Election laws	1.50
6/5/75	Rady Johnson	PL 93-64	2.25
6/4/75	Jim Richards	Election legislation	2.75
6/5/75	Rady Johnson	Decontrol	0.25
6/11/75	"	Health planning	0.10
6/12/75	"	FEA issues	2.50
6/18/75	"	Contempt of Congress, subpoena by committee	1.00
6/19/75	"	Health planning	0.50
6/25/75	"	Natural gas	4.00



# The Government Research Corporation

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## Client Service Log

Company: SOIndiana (continued) Desk Officer: Sills

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
7/2/75	Rady Johnson	Comms. by Council on Wage, Price Stability FEA Impact State.--coal conversion program and deregulation	.25
7/2/75	"	Gov. staff and cong. comms. responsible for dev. incen. for alternate energy sources	.25
7/8/75	Howard Pyle	FEA task force on auto standards	.25
7/9/75	Rady Johnson	Natural Gas Task Force	.25
7/14/75	"	Natural gas	1.00
7/22/75	"	Senate Finance Committee press release	0.50
7/22/75	"	FEA Canadian crude allocation	0.25
7/24/75	Howard Pyle	Decontrol strategy	0.50
7/24/75	Rady Johnson	FPC authority to order emergency hook-ups of intrastate pipelines	1.00
7/30/75	"	Nationalized oil companies study	0.50
7/30/75	R. Johnson/H. Pyle	FEA testimony	0.50
8/4/75	R. Johnson	"Gas Guzzler" tax amendment	0.50
8/7/75	"	Report on strategic reserves; status of petrochemical/OPEC study within FEA	4.00
8/15/75	Howard Pyle	Natural gas emergency powers; Arctic gas pipe.	.50
8/18/75	Rady Johnson	Mailed "Analysis of Senate Finance Comm. Deregulation Windfall Profits Tax."	.25
8/18/75	"	Issue papers mailed	.50
8/18/75	"	Sent copy of paper "States' Fight over Offshore Development."	1.00
8/28/75	"	Analysis of Sen. Finance Committee Windfall Profits Tax Proposal	0.50
9/2/75	"	Natural gas legislation	2.00
9/4/75	"	Treasury gold meeting	0.50
9/4/75	"	OCS legislation	0.50
9/5/75	"	Tax reform	0.25
9/8/75	Howard Pyle	FTC corporate pattern survey--who sent survey?	0.75



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## Client Service Log

Company: SOInd.

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
9/8/75	Rady Johnson	Petrochem development in OPEC study by FEA	1.00
9/8/75	"	Divestiture legislation	0.50
9/9/75	"	Nat gas legislation--Hollings-Glenn bill	1.50
9/13/75	Howard Pyle	FEA study in plastic containers	1.00
9/14/75	"	Plastic containers	1.00
9/15/75	Johnson/Pyle	Energy legislation--status	3.00



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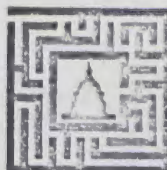
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## Client Service Log

Company: Tenneco

Desk Officer: Gracey

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
8/1/75	Tom Finnegan	FTC coal resource data	2.00
8/1/75	Dave Griffin	Dealing with Saudi Arabia	1.00
8/4/75	Bob Miller	Introduction	0.25
8/6/75	"	Committee report	0.50
8/7/75	Roy Alletag	Report on strategic reserves; status of petrochemical/OPEC study within FEA	4.00
8/8/75	"	Elmer Bennett info.	1.00
8/12/75	"	Arctic gas pipeline, natural gas	2.25
8/14/75	Carol Gaddy	Lobbyists	1.50
8/14/75	Dave Griffin	Legislation	1.50
8/18/75	Bob Miller	Issue papers mailed	0.50
8/27/75	Roy Alletag	Natural gas task force	0.25
8/28/75	Miller/Alletag	Analysis of Sen. Finance Committee Windfall Profits Tax Proposal	0.50
8/28/75	Tom Finnegan	Allocation regulations	0.50
9/2/75	Miller/Alletag	Status of OCS legislation	1.00
9/2/75	Bob Miller	Natural gas	1.00
9/5/75	Miller/Alletag	Tax reform	0.50
9/8/75	Bob Miller	Nuclear energy staff	3.00
9/8/75	Roy Alletag	Divestiture legislation	0.50
9/8/75	Bob Miller	Petrochem development in OPEC study by FEA	1.00
9/9/75	Roy Alletag	Nat gas legislation--Hollings-Glenn bill	1.50
9/15/75	Miller/Alletag	Energy legislation--status	3.00



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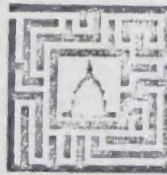
## Client Service Log

Company: Texas Commerce Bank

Desk Officer: Sills

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
5/15/75	Bill Davis	Nat. gas; petrochemicals; oil decon.	0.25
5/15/75	Jim Gibbs	Client rels.; oil decon; capital problems of oil industry	0.25
5/20/75		Natural gas	0.75
5/21/75	D. Shannon	Health insurance and health planning	3.50
5/22/75	J. Horner	Gracey's FEA chart, oil pric., brief.	0.50
5/22/75		Issues in FEA	1.00
5/20-5/23/75	Davis, Watson, Gibbs, Cole, Shannon	General services	8.00
5/27/75	D. Shannon	Toxic substances	1.50
5/27/75	J. Horner	Info. from invest. angle on Sonatrach; Algerian gov't. oil co. & LNG project w/El Paso.	0.75
5/28/75	D. Shannon	Health planning	0.50
5/28/75	V. Hoisington	Budget/taxation	0.25
5/28/5/29/75	J. Horner	Algeria and the El Paso Nat. Gas Project	1.50
5/29/75	"	LNG imports	0.75
5/29/75	V. Hoisington	Taxation/budget	1.50
5/29/75	J. Horner	Petrochemical study	3.50
5/30/75	V. Hoisington	Budget	0.50
5/22/75	D. Shannon	Strip-mining legislation	0.50
6/2/75	Bill Davis	Environmental companies	1.25
6/3/75	Dick Shenke	Aid to electric utilities	1.00
6/3/75	Van Hoisington	Budget	0.25
6/5/75	D. Shannon	Toxic Substances Act	8.00
6/6/75	Bill Davis	FEA petrochemical study	1.00
6/6/75	Henry Groppe	FEA petrochemical study	0.25
6/10/75	D. Shannon	Health planning	0.50
6/11/75	JR Gibbs	Oil price decontrol strategy and FEA contingency allocation planning efforts	0.25
6/12/75	"	FEA issues	2.50

Publisher National Journal Reports



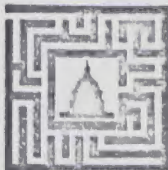
# The Government Research Corporation

1730 M Street N.W., Washington, D.C. 20036, Telephone (202) 833-8000

## Client Service Log

Company: Texas Commerce Bank (continued) Desk Officer: Sills

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
6/16/75	Bill Davis	Oil price decontrol	0.25
6/16/75	Van Hoisington	Budget	0.25
6/19/75	David Shannon	Health planning	0.50
6/19/75	Cole	Oil pricing	0.75
6/16/75	Bill Davis	Oil price decontrol	0.25
6/16/75	Van Hoisington	Budget	0.25
6/19/75	David Shannon	Health planning	0.50
6/19/75	Cole	Oil pricing	0.75
6/20/75	Jim Gibbs	OCS leasing	0.50
6/25/75	Bill Davis	Natural gas	4.00
6/30/75	L. Peacock	Tax reform briefing	0.50
6/30/75	L. Peacock/B. Davis	Revisit plus analyst list; Copy of natural gas report	0.50
7/1/75	L. Peacock	Report--State Dept. oil floor price proposal	0.25
7/2/75	"	FEA coal program	0.25
7/2/75	J. Gibbs/L. Peacock	Comments by Council on Wage, Price Stability; FEA Impact Statement-- coal conversion program & deregulation	0.25
7/2/75	L. Peacock	Gov. staff & cong. comm. respon. for dev. incentives for alternate energy sources	0.25
7/8/75	V. Hoisington	Tax reform	0.25
7/9/75	J. Gibbs/L. Peacock	Natural Gas Task Force	0.25
7/14/75	L. Peacock	Tax briefing	2.00
7/22/75	"	FEA press releases	0.50
7/22/75	"	Senate Finance Committee press release	.50
7/22/75	"	Tax briefing	5.00
7/23/75	V. Hoisington	Taxes/monetary policy	0.50
7/24/75	Bill Davis	FPC authority to order emergency hook-ups of intrastate pipelines	1.00



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## Client Service Log

Company: Texas Commerce Bank (continued)      Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
7/25/75	L. Peacock	Impact of crude oil prices on US economy	0.25
7/28/75	J. Cole	Capital requirements of energy-rel	2.25
7/30/75	L. Peacock	FEA testimony	0.50
8/7/75	Bill Davis	Report on strategic reserves; status of petrochemical/OPEC study within FEA	4.00
8/12/75	L. Peacock	Middle East briefing	6.00
8/13/75	Van Hoisington	Tax reform	0.25
8/18/75	L. Peacock	Issue papers mailed	0.50
8/18/75	"	Mailed "Analysis of Senate Finance Comm. Deregulation Windfall Profits Tax."	0.25
8/22/75	Van Hoisington	Tax reform	0.50
8/27/75	Bill Davis	Natural gas	1.00
8/28/75	Jim Gibbs	Analysis of Sen. Finance Committee Windfall Profits Tax Proposal	0.50
9/2/75	John Cole	Natural gas	1.00
9/2/75	Peacock/Gibbs	Treasury press release	1.00
9/4/75	" "	Treasury gold meeting	1.00
9/5/75	" "/Cole	Tax reform	0.75
9/8/75	Davis/Shannon	Petrochem development in OPEC study by FEA	1.50
9/10/75	Van Hoisington	Long's windfall profits tax proposal	1.00
9/11/75	"	Looking for nat gas study done by Nat Gas Users Assn	1.00
9/11/75	Bill Davis	Hollings-Glenn gas bill, Administration's bill, letter to Rockefeller, analysis	0.50
9/15/75	L. Peacock	Energy legislation--status	1.50





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## Client Service Log

Company: TCB (continued)

Desk Officer:

Date

Caller

Subject

Hours  
Spent



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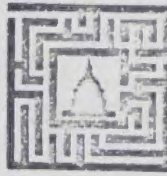
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### Client Service Log

Company: Toyota

Desk Officer: Mallino

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
12/30/74	David Jones	Trade regulations	2.00 hrs.
1/17/75	David Jones	Discussion of views on energy-related economy.	.50 hrs.
2/13/75	Terry Ryan	Discussion of new contract proposal.	3.00 hrs.
2/5-2/6/75	David Jones	UAW conference in DC	1.00 hrs.
2/7/75		Trade bill procedures	1.00 hrs.
3/25/75	Terry Ryan	Anal. of assassina. of Faisal	0.25 hrs.
4/9/75	Rodney Armstrong	Discussed service to Toyota	2.00 hours
4/23/75	--	Briefing in Los Angeles	156.00 hours
4/24/75	Buck Wright	Karth amend. to Ways & Means Tax bill	1.00 hour
5/1/75	Bob Naquin	Auto efficiency tax	4.00 hours
5/1/75	Rodney Armstrong	Auto efficiency tax	4.00 hours
5/1/75	Buck Wright	Auto efficiency tax	4.00 hours
5/2/75	Jeff Smith	Consumer legislation	7.00 hours
5/6/75	Bob Naquin	'Chicken' tax, possible changes in, affecting Toyota	3.00 hours
5/6/75	Lorraine Parkinson	Auto fuel efficiency	3.50 hours
5/6/75	Bob Naquin	Auto fuel economy legislation	0.25 hours
5/7/75	Lorraine Parkinson	Autos	3.00 hours
5/7/75	Rodney Armstrong	Auto fuel standards	0.25 hours
5/7/75	Naquin, Wright	Auto efficiency tax in Ways & Means energy bill	8.00 hours
5/7/75	Rodney Armstrong	" " " " " "	2.50 hours
5/7/75	Bob Naquin	Autos	3.00 hours
5/14/75	"	Auto weight tax	0.50 hours
5/15/75	"	Auto weight tax	1.00 hour



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1730 M Street N.W., Washington, D.C. 20036, Telephone (202) 833-8000

### Client Service Log

Company: Toyota (continued) Desk Officer: Bremner

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
5/21/75	B. Wright	Tax bill	0.50
6/2/75	B. Naquin	West Coast dock strike, UAW - adjustment assistance, energy tax bill	1.50
6/4/75	"	West Coast dock strike	0.50
6/11/75	"	Auto efficiency tax	2.00
6/12/75		Labor policy projections	1.00
6/13-6/17/75	Wright/Naquin	Energy tax bill and proposed GRC meeting	2.00
6/23/75	B. Naquin	Foreign car dumping	2.50
6/24/75	Wright/Naquin	Auto dumping	1.50
7/2/75	B. Wright	Tariff	2.00
7/10/75	L. Parkinson	Auto efficiency standards	1.00
7/14/75	B. Naquin	Tax briefing	2.00
7/23/75	"	Tax briefing	5.00
7/31/75	"	Auto import tax in HR 6860 in Sen. Finance	3.00
8/5/75	L. Parkinson	Clean Air Act markups	1.50
9/9/75	Rodney Armstrong	General discussion of Toyota contract	2.00



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## Client Service Log

Company: Travelers Insurance Companies

Desk Officer: Feder

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
5/22/75		NHI Report #2	2.50
6/5/75		NHI Report #2	3.50
6/9/75	Fred Maynard	Proposed GRC banking study	0.25
6/9/75		NHI	2.50
6/19/75		NHI	1.50
6/26/75		NHI	0.50
7/1/75		NHI	5.00
7/3/75		NHI	2.00
7/10/75		NHI	2.25
7/18/75		NHI	4.50
7/22/75		NHI	5.25
7/31/75		NHI	4.75
8/7/75		NHI	5.50
8/12/75		NHI	4.25
8/22/75		NHI	5.00
8/28/75		NHI	5.50
9/8/75		Attended health insurance panels of annual conference, APSA. Worked on NHI rept. #2.	4.25
9/12/75		Participation in national health insur. panels of APSA convention. Work on NHI rpt. #2, meet. to discuss it.	6.00



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## Client Service Log

Company: University of Denver

Desk Officer: Simon

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
8/8/75	Goode	Employment for IR graduates	2.00



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### Client Service Log

Company: Utah International

Desk Officer: Bankoff, Barbara

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
2/28/75	Jim Rothwell	SEC hearings on environmental and social decisions of corps.	.50 hrs.
3/6/75	Jim Rothwell	Briefing -- Strip-mining legislation. NAS report on Mineral Resources and the Env.	1.00 hr.
4/21/75	Jim Rothwell	Energy/Environ. Briefing	100.00 hrs.
4/22, 5/5/75	Leroy Balzer	Coal conver. candidates; TVA hearings, coal leasing hearing; strip mining conference.	4.50 hrs.
5/22/75		Issues in FEA	.75 hrs.
5/22/75	L. Balzer/J. Pepper	Strip-mining legislation	.75 hrs.
6/3/75		Surface mining bill veto	1.00 hr.
7/14/75	Jim Rothwell	Tax briefing	2.00 hrs.
7/24/75	"	Tax briefing	5.00 hrs.



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## Client Service Log

Company: Volkswagen

Desk Officer: Simon and Mallino

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
Week of 8/11/75	W. Gundlach	Direct foreign investment	9.00
8/13/75	W. Gundlach/P. Brinckley	VW contract; directly foreign investment	2.50
Week of 8/18/75		Report on direct foreign invest.	16.00
Week of 8/25/75		Report on direct foreign invest.	21.00



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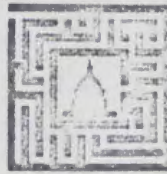
## Client Service Log

Company: Wheelabrator-Frye

Desk Officer: Sliter

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
1/6/75	Admiral Yates	Organization of Washington office	2.00
1/13/75	Jean Louis	ERDA - organization, philosophy, whatever we have on the agency.	1.50
1/15/75	Joe Condon	Briefing on Senate Public Works solid waste legislation	2.50
3/19/75	Jean Lieg/Dick Gay	Roberts Construction Company (Johannesburg, S. Africa)	1.50
4/3/75	Jean Lieg	HR 1287	1.00
Week of 3/7/75	"	Business in Algeria	0.25
4/11/75	"	Wayne Hays	3.00
Week of 4/14	"	Bio on Wm. G. Whyte	1.00
Week of 4/7-4/15/75	Jean Lieg	Mike DuVal	1.00
Week of 4/16-4/21/75	"	Joe Albritton	1.50
5/5/75	Dick Guay & K. Clawson	Briefing on WFI's needs and interests and GRC's services	4.00
5/15/75	Dick Guay	Energy bill	2.00
4/22-5/5/75	Jean Lieg	Ullman, Dingell bio	1.50
"	"	Bio - John Terry	1.50
5/6-5/9/75	"	Bio - Train and Dent	2.00
5/21/75	K. Clawson	Tax prouect	2.50
5/28/75	Dick Guay	Federal government procurement of printing ink	3.00
5/29/75	K. Clawson	State sales tax	2.50
5/29/75	Dick Guay	Raw sewage treat. by nuclear radiation	1.00
Week of 5/12-16/75	Jean Lieg	Butz bio	1.50
5/19-5/27/75	"	Arthur Sampson bio	2.00
6/5/75	Ken Clawson	State taxes	3.25
6/6/75	Dick Guay	WFI movie	2.00
6/6/75	"	Services plan (see memo of this date)	4.00





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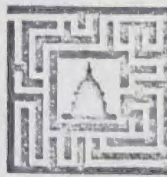
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## Client Service Log

Company: WFI (continued)

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
6/10/75	Dick Guay	Middlesex County, NJ freeholder application to EPA for a grant to evaluate refuse to energy technology.	1.50
6/12/75	Ken Clawson	State taxes	6.00
6/13/75	Dick Guay	NSPS meeting in Chicago	1.00
6/17/75	Ken Clawson	Vermont sales tax	8.00
6/18/75	Dick Guay	Contact at EPA	0.50
6/20/75	"	GRC services	2.00
6/26/75	Ken Clawson	Vermont sales tax	13.25
6/26/75	Bud Yates (Rust Eng.)	Washington based consultation on various industries	1.50
6/27/75	Dick Guay	Tax reform briefing	1.00
6/27/75	"	Union statistics	1.50
6/30/75	Joe Condon	Rumanian trade agreement	2.00
6/30/75	Ken Clawson	Compiled direc. of fed. organizations concerned with energy incentives	10.00



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## Client Service Log

Company: WFI (continued) Desk Officer: Sliter

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
7/1/75	Ken Clawson	Vermont taxes, energy project	6.00
7/2/75	Bud Yates (Rust)	GRC services to Rust Engineering	18.00
7/2-7/3/75	" "	Briefing and planning session	8.00
7/8/75	Rom Brolio "	Coal, Clean Air Act, utility	0.25
7/9/75	John Tourtellotte (Rust)	Capital expenditures abroad	17.00
7/9/75	Pat Ballard (Rust)	Info on pulp and paper industry	2.50
7/10/75	Ken Clawson	Vermont tax report	8.00
7/11/75	Dick Guay	Brief. on WFI's clean coal strategy by Dan Younkins	1.00
7/11/75	D. Guay/D. Younkins	Clean coal	1.00
7/11/75	Ken Clawson	State sales tax	12.50
7/15/75	D. Guay, J. Ferrante	Solid waste legislation	5.00
7/16/75	M. Hyland (Rust)	Nuclear energy	2.50
7/18/75	B. Welch "	Food industry	0.75
7/18/75	J. Tourtellotte (Rust)	Capital expenditures abroad	23.50
18, 7/21, 7/23/75		Corporate planning	3.50
7/22/75	Dick Guay	Check on RFP status at EPA/RTP	0.50
7/28/75	Charles Manning (Rust)	Coal mining	1.25
8/5/75	Dick Guay	OMB report to ERC on synthetic fuel incentives	1.00
8/6/75	"	OMB synthane report	1.50
8/7/75	"	Synthetic fuels report	2.25
8/11/75	J. Tourtellotte (Rust)	Overseas strategies	2.00
8/14/75	Laura Wade	Congress	2.00
9/3/75	Bud Linebaugh	General FEÁ material	2.00
9/4/75	Dick Guay	ERDA	0.50
9/4/75	"	FGD installations	0.25
9/8/75	Dave Gilbert (Rust)	Effluent guidelines	0.50
9/10/75	Dick Guay	ERDA	0.25



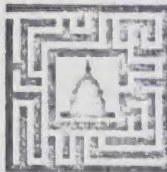
## The Government Research Corporation

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### Client Service Log

Company: Zapata Corporation Desk Officer: Gracey

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
3/25/75	Orahood	Anal. of assassination of King Faisal	0.25
5/6/75	"	FEA	0.50
5/7/75	"	Autos	3.00
5/12/75	"	OCS leasing	2.25
5/13/75	E.F. Shiels	OCS legislation	0.50
5/14/75	Orahood	Coal Futures Market Study by FEA	1.00
5/20/75	"	Policy statement -- Republican party	0.25
5/22/75	EF Shiels	Issues in FEA	1.00
6/4/75	J. Orahood	FEA report on structure of US petroleum indus.	.25
6/4/75	"	SEC rept. on disclosure of proprietary info	.75
6/4/75	EF Shiels/J. Orahood	FEA study on petrochem. opers. in Middle East	.50
6/9/75	EF Shiels	Decontrol strategy	.50
6/9/75	EF Shiels, J. Orahood	Oil and gas develop. on Contin. Shelf	.25
6/11/75	JL Orahood	Oil price decon. strategy and FEA contingency allocation planning efforts	.25
6/11/75	Shiels/Orahood	FEA price regulation	.50
6/12/75	"	Proposed study "Financial Legis. in 94th Cong."	.50
6/12/75	"	FEA issues	2.50
6/20/75	"	Summary of Energy Reorganization Act	0.50
6/20/75	EF Shiels	OCS leasing	0.50
6/20/75	Shiels/Orahood	Summary of Energy Reorganization Act	0.50
6/20/75	EF Shiels	OCS leasing	0.50
6/23/75	"	Treasury press release	0.50
6/30/75	Paul Kelly	Tax problem associated w/foreign drilling vessels	4.00
7/1/75	"	Report--State Dept. oil floor price proposal	0.25
7/2/75	EF Shiels	FEA coal program	0.25



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Client Service Log

Company: Zapata (continued)

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
7/2/75	EF Shiels	FEA coal program	0.25
7/2/75	EF Shiels/Paul Kelly	Gov. staff & cong. comm. respon. for for dev. incentives for alter. energy sources	
7/2/75	" "	Comments by Council on Wage, Price Stability FEA Impact State.--coal conver. program & dereg.	0.25
7/9/75	EF Shiels	Natural Gas Task Force	0.25
7/14/75	"	Tax briefing	2.00
7/22/75	"	Tax briefing	5.00
7/22/75	"	Senate Finance Committee press release	0.50
7/22/75	"	JEC evaluation	0.50
7/22/75	"	FEA press releases	0.50
7/30/75	Shiels/P. Kelly	FEA testimony	0.50
8/4/75	Paul Kelly	William Rosenberg bio	0.25
8/6/75	"	Committee report "1974 Profitability of Selected Major Oil Company Operations"	0.50
8/8/75	EF Shiels	<u>Business Week</u> article	0.25
8/18/75	Paul Kelly	OCS	1.00
8/18/75	John Orahood	Decontrol	1.50
8/18/75	Shiels/Kelly	Mailed "Analysis of Senate Finance Committee Deregulation Windfall Profits Tax."	0.25
8/18/75	" "	/Orahood Issue papers mailed	0.50
8/28/75	Kelly/Orahood	Analysis of Senate Finance Committee Windfall Profits Tax Proposal	0.50
9/2/75	Paul Kelly	Foreign income tax proposals affecting the offshore industry	0.50
9/2/75	"	Treasury press release	0.50
9/2/75	Shiels/Kelly/Orahood	Status of OCS legislation	1.50
9/4/75	Shiels/Kelly	Rumsfeld briefing	0.50
9/4/75	Paul Kelly	Treasury	0.50
9/5/75	Shiels/Kelly/Orahood	Tax reform	0.75
9/8/75	Paul Kelly	Divestiture legislation	0.25

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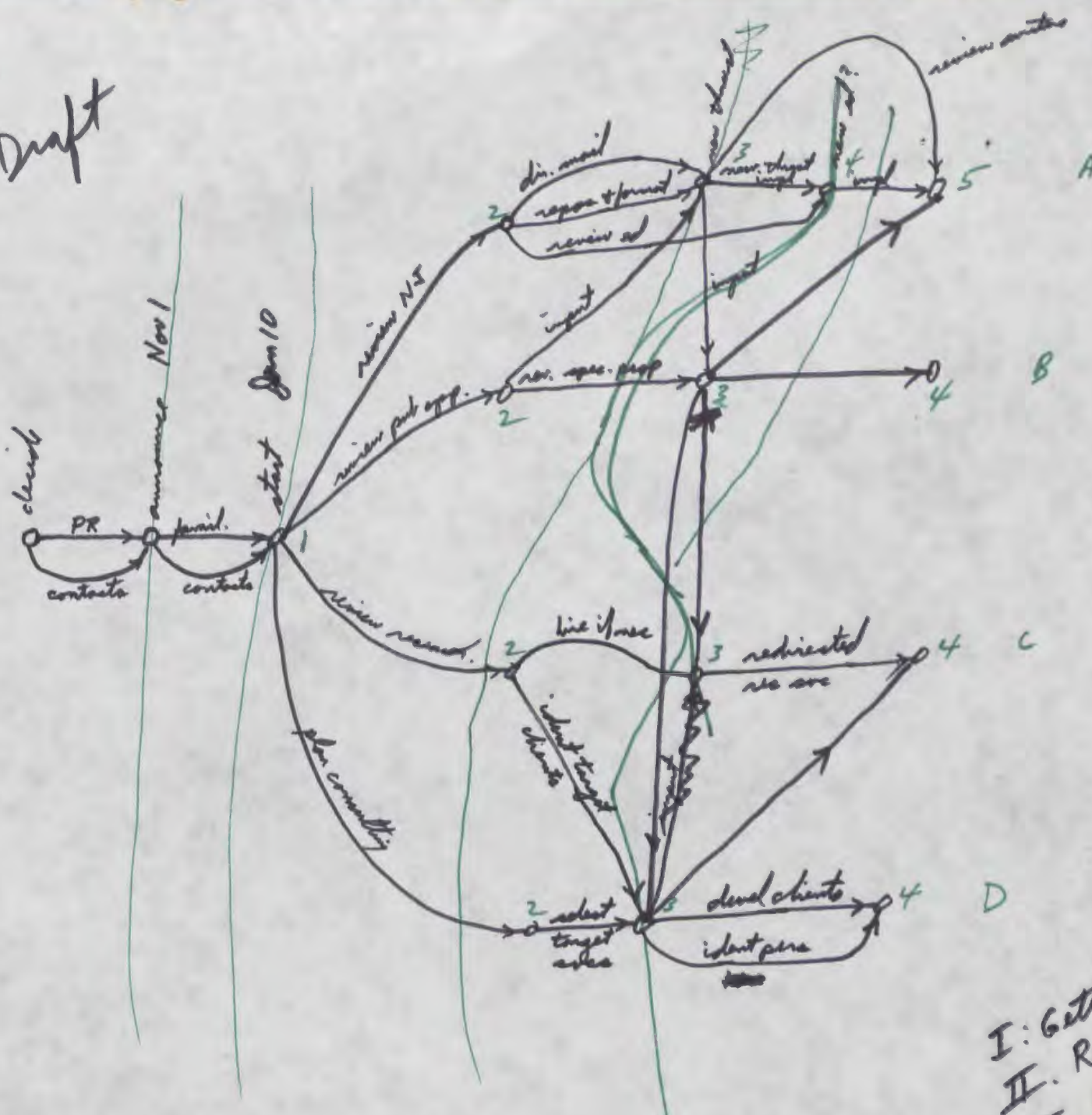
Client Service Log

Company: Zapata (continued)

Desk Officer:

<u>Date</u>	<u>Caller</u>	<u>Subject</u>	<u>Hours Spent</u>
9/15/75	Shiels/Kelly	Energy legislation--status	3.00

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- I. Getting started
- II. Review & next
- III. Finding new directions
- IV. Implementing a package
- V. Building the consultancy
- VI. Building the GRC.

Nat Journal

#25 / share A.S. purchase / share

50,000 shares

⇒ \$1,250,000 valuation

# GRC - Nat Journal

1. Directions
2. CTW role
3. Implementation
4. ~~Sub~~ New Venture possibilities

## 1. Directions

### A. Nat Journal

1. Upgrade, reposition
2. Expand circulation
3. Upgrade ~~report~~ writers/reporters/editor mix
- 4.

### B. Consulting & research services

1. Consolidate research base (if necessary)
- ~~2. Offer policy level research~~
2. Offer policy option consulting
3. Offer strategic policy consulting
4. Retain outside consultants
- 5.

### C. Other Ventures

1. GRC umbrella: ~~one paper, sub-trust~~
  - a. GRC
  - b. Subsidaries
  - c. Joint Ventures
2. Publishing
  - a. Advertiser support
  - b. Subscriber support
3. Television
4. Other



## 2. CTW role

### A. Time

	<u>6 mos</u>	<u>1yr</u>	<u>2yr</u>	<u>3 yr</u>	<u>5yr</u>
1. Mgt _____	25%	20%	20	10	10
2. Repositioning _____	25	10	0	10	10
3. Personnel _____	10	20	10	10	10
4. New ventures _____	30	40	50	50	40
5. External relations -	10	10	20	20	30

### B. Management

1. Initial emphasis on correcting ~~the~~ floundering + inefficiencies
2. Mid-term emphasis on coordination + quality control
3. Long-term emphasis on coordination + quality control

### C. Repositioning

1. Initial emphasis on sales profit
2. Mid-term emphasis on position for new ventures
3. Long-term emphasis on over-all comparability

### D. Personnel

1. Initial emphasis on assessment + quality upgrade
2. Mid-term emphasis on hiring first-rate people
3. Long-term emphasis on quality control

### E. New Ventures

1. Initial emphasis on optimism
2. Mid-term emphasis on implementation + profit
3. Long-term emphasis on profit + comparability

### F. External relations

1. Initial emphasis on getting acquainted/contacts
2. Mid-term emphasis on broad "political" base + image
3. Long-term emphasis on consolidating reputation + base.

### 3. Implementation

#### A. Announcement

1. Strategy: press, business, govt, employees
2. Pre-announcement courtesy calls
3. Announcement: generally low-key, upbeat, emphasis on public policy info needs
4. Post-announcement follow-up: courtesies, motions, contacts, ideas

6

#### B. Nat'l Journal

1. Emphasis/responsibility on VP Pub
2. Reposition & market simultaneously
3. Hold costs & look for profit at first
4. Add to costs to upgrade as justified by ~~sales~~ profit or synergy

#### C. Consulting

1. Hire one or two good people
2. Get some contracts
3. Hire some more & line up outside stringers
4. Feed sanitized studies to N.J.
5. Use NJ to put consultants & clients together with govt officials
6. Go for non-business clients
- 7.

#### D. New ventures

1. Explore areas for emphasis
2. Seek options
3. Get early profit through joint ventures
4. Get positioned
5. Launch GRC subsidiaries

#### 4. New venture possibilities

##### A. Publishing

1. Washington Policy Reports for countries, regions
  - a. Joint ventures w/ country publishers?
  - b.
2. Joint ventures w/ industry trade publications
  - a. E.g. Aviation Week, Broadcasting, ...
  - b. Their writers as contributing editors? e.g. Phil Klase
  - c. Quarterly (?) policy reports (w/ advertising?)
  - d. Inserts w/ reports, share adv. revenues?
3. International economics reporting
  - a. GRC only or joint venture? c.f. #2 above
  - b. Add to NJ coverage
  - c. Consultants? who? what is needed? target clients?
  - d. Separate publication w/ advertising (D & C?)
  - e. Scope? trade? monetary? US govt only?
  - f. ~~Specialized~~
4. Policy Research Journal
  - a. For identification, reputation
  - b. Publish, subsidize, edit? (Bell System model?)
  - c.
5. Advertising
  - a. Wash. Week (EB efforts; Congress; legal & court actions in perspective; relevant social scene; spec. interest group activities & plans; press coverage, general & specialized; etc.) - Joint venture?
    - Senior Fed job openings & what w/ an agency lead is looking for.
  - b. Industry-oriented fact books
  - c. Buy US News?
  - b. Materials for schools

#### 4. New venture possibilities

##### B. Television

###### 1. Broadcast

- a. NJ editors on news shows
- b. Public policy weekly w/ WETA on old public TV
- c.

###### 2. Cable or MDS

- a. Sell public policy weekly to HBO, others, for businessmen
- b. Direct sales in major cities
- c. DC: joint venture or subord w/ Congress news orgn.  
to show highlights of hearings, press conf, interviews  
live or next day
- d. Cassette service
- e. Joint & magazine / video formats { e.g. Word Week mag.  
& a b or c ad above }
- f.

##### C. Consulting

###### 1. Policy picture reports

- a. Provides view of active policy area with view toward client decisions
- b. Assesses precedents, proclivities of agencies involved, pressure groups, Congressional committees, etc.; identifies press interest, key media reporters, etc;
- c. Identifies policy outcome alternatives, timing, key factors affecting each.
- d.

###### 2. Strategic policy ~~action~~ decision reports

- a. Draws on #1 above
- b. Identifies alternatives for client to influence the policy process (press, lobbying, staff contact, research, ...)
- c. Identifies decisions client faces & organizes info in support
- d. May recommend overall strategy, best course.

###### 3. Continuing policy services

- a. Studies & analyses for submission / publication / testimony
- b. Checking client product for errors, holes, dangers
- c. Monitoring press, Congress, agencies for feedback
- d. Periodic assessments

## 4. New Venture Possibilities

### C. Consulting

#### 3. Targets for clients

a. Regulated industries (transportation, communication, securities, banks, power)

b. Companies <sup>directly</sup> dependent on Federal action  
(oil, mining & lumber, agribusiness, etc.)

c. Companies generally dependent on Federal action  
~~needed to~~ & big enough to be targets:  
(pension reform, OSHA, EEOC,

d. Labor unions

e. Special-interest groups (e.g., environmental orgs, wildlife interests, NRA,

f. State & local govts

g. Foreign govts

h. Foreign companies

i. Trade associations (NAM, Business Roundtable,  
NAB, EIA, electric utilities, universities, ...

j. Govt agencies (?)

k.

## 4. New Venture Possibilities

### D. Other Information Services

1. Fed research service for non-Wash publications (SR, NR, newspapers, Time, Newsweek, ...)

~~2. Joint~~

2. On-line data base for real-time info sees  
(Joint venture NY Times?)

3. Decision-maker interviews

a. High govt official(s) as guest

b. Results in NJ or WW article

c. Paid attendance by many ~~or few~~ (#100) or few (#1000)

d. GRC consultants work up issues before & distribute to clients, guest, & NJ editors

e. For fee, GRC consultants work with client to focus on special issues

f. Questions first from NJ<sup>+GRC</sup>, then audience; lunch or dinner if possible; guest may question audience

4.

# The National Journal

## A. Characteristics

1. National policy issues
2. Decision-oriented;
3. Covers all factors affecting decision
4. Accurate, objective
- 5.

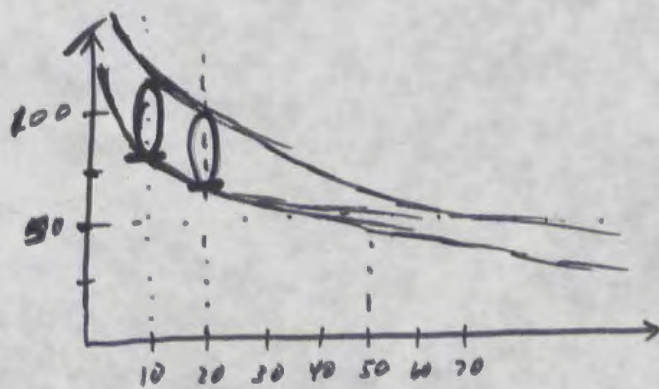
## B. Purpose

1. Profit
2. Reputation
3. Base for other publications, TV, info sales
- 4.

## C. Immediate changes

1. Cover & format
2. Focus on partic areas that will help build consulting

1. Salary & incentives
2. Stock benefits
3. Term
4. CEO
5. Board & investors
6. Sciz.
7. Understand w/ current owners on directions, goals, ...
- 8.



10-20%  
 \$3-30 mil  
 .3-3 profit  
 3-30 value.

\$80K + incent + 10%  
 \$60K + incent + 20%

incent: 1% gross or 10% profit  
 1% gross or 20% profit.