| Clerk of the House of Representatives | Secretary of the Senate |
|---|---|
| Legislative Resource Center | Office of Public Records |
| B-106 Cannon Building | 232 Hart Building |
| Washington, DC 20515 | Washington, DC 20510 |

**Secretary of the Senate**
**Received: Aug 13, 2004**

# LOBBYING REPORT

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

1. Registrant Name:

**PITNEY BOWES**

2. Address:
1 ELMCROFT RD MSC 6423, STAMFORD, CT 06926

3. Principal place of business (if different from line 2):

4. Contact Name: JOSEPH ERCOLANO
Telephone: 203-351-6263
E-mail (optional): joseph.ercolano@pb.com

Senate ID #: 31598-12
House ID #: 32874-000

7. Client Name: ☒ Self

## TYPE OF REPORT

8. Year 2004 Midyear (January 1 - June 30): ☒ **OR** Year End (July 1 - December 31): ☐

9. Check if this filing amends a previously filed version of this report: ☐

10. Check if this is a Termination Report: ☐ => Termination Date: 11. No Lobbying Activity: ☐

## INCOME OR EXPENSES

Complete Either Line 12 **OR** Line 13

**12. Lobbying Firms**

**INCOME** relating to lobbying activities for this reporting period was:

Less than $10,000: ☐

$10,000 or more: ☐ => Income (nearest $20,000): _____

Provide a good faith estimate, rounded to the nearest $20,000, of all lobbying related income from the client (including all payments to the registrant by any other entity for lobbying activities on behalf of the client).

**13. Organizations**

**EXPENSES** relating to lobbying activities for this reporting period were:

Less than $10,000: ☐

$10,000 or more: ☒ => Expenses (nearest $20,000): 860,000.00

**14. Reporting Method.**
Check box to indicate expense accounting method. See instructions for description of options.

☒ **Method A.** Reporting amounts using LDA definitions only
☐ **Method B.** Reporting amounts under section 6033(b)(8) of the Internal Revenue Code
☐ **Method C.** Reporting amounts under section 162(e) of the Internal Revenue Code

## LOBBYING ACTIVITY.

Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Attach additional page(s) as needed.

15. General issue area code: CPI (one per page)

16. Specific lobbying issues:

E-commerce products

17. House(s) of Congress and Federal agencies contacted:
HOUSE OF REPRESENTATIVES
SENATE

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

Name: NASSEF, DAVID T.
Covered Official Position (if applicable): N/A

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

## LOBBYING ACTIVITY.

Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Attach additional page(s) as needed.

15. General issue area code: CPT (one per page)

16. Specific lobbying issues:

Intellectual Property rights protection issues

17. House(s) of Congress and Federal agencies contacted:
HOUSE OF REPRESENTATIVES
SENATE

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

Name: NASSEF, DAVID T.
Covered Official Position (if applicable): N/A

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

## LOBBYING ACTIVITY.

Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Attach additional page(s) as needed.

15. General issue area code: CSP (one per page)

16. Specific lobbying issues:

HR 1636, Consumer Privacy Protection Act of 2003, consumer privacy issues

17. House(s) of Congress and Federal agencies contacted:
HOUSE OF REPRESENTATIVES

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

Name: NASSEF, DAVID T.
Covered Official Position (if applicable): N/A

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

## LOBBYING ACTIVITY.

Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Attach additional page(s) as needed.

15. General issue area code: HCR (one per page)

16. Specific lobbying issues:

HR 4281, Small Business Health Fairness Act of 2004, issues impacting employer costs HR 660, Small Business Health Fairness Act of 2003, issues impacting employer costs S. 2328, Pharmaceutical Market Access and Drug Safety Act of 2004, issues impacting employer costs. S. 2493, Safe IMPORT Act of 2004, issues impacting employer costs.

17. House(s) of Congress and Federal agencies contacted:
HOUSE OF REPRESENTATIVES
SENATE

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

Name: NASSEF, DAVID T.
Covered Official Position (if applicable): N/A

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

## LOBBYING ACTIVITY.

Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Attach additional page(s) as needed.

15. General issue area code: POS (one per page)

16. Specific lobbying issues:

HR 4341, S. 2468, Postal Accountability and Enhancement Act, sections affecting postal reform, posal ragtes and fees, Postal Service's intelligent mail and workforce issues. S. 1285, Postal Acountability and Enhancement Act, sections affecting postal reform, postal rates and fees, Postal Service's intelligent mail and workforce issues Postal Service pension funding.

17. House(s) of Congress and Federal agencies contacted:
Executive Office of the President
HOUSE OF REPRESENTATIVES
Office of the Vice President of the United States
SENATE
Treasury, Dept of

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

Name: LINNEHAN, ANN M.
Covered Official Position (if applicable): N/A
Name: NASSEF, DAVID T.
Covered Official Position (if applicable): N/A

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

## LOBBYING ACTIVITY.

Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Attach additional page(s) as needed.

15. General issue area code: TRA (one per page)

16. Specific lobbying issues:

HR 1416, Homeland Security Technical Corrections Act of 2003, evacuation procedures and critical infrastructure protection HR 4852, Department of Homeland Security Authorization Act for Fiscal Year 2005, evacuation procedures and critical infrastructure protection.

17. House(s) of Congress and Federal agencies contacted:
HOUSE OF REPRESENTATIVES
Homeland Security, Dept of (DHS)
SENATE
U.S. Postal Service (USPS)

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

Name: LINNEHAN, ANN M.
Covered Official Position (if applicable): N/A
Name: NASSEF, DAVID T.
Covered Official Position (if applicable): N/A

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

Signature: ON FILE Date: Aug 13, 2004

Printed Name and Title: JOSEPH ERCOLANO - DIRECTOR, GOVERNMENT AFFAIRS