



NEWS RELEASE

CONTACT: **FREDERICK M. HERRMANN, Ph.D.**
EXECUTIVE DIRECTOR
(609) 292-8700

FOR RELEASE:

July 6, 1988

Frederick M. Herrmann, Executive Director of the Election Law Enforcement Commission (ELEC), announced today that lobbying expenditures for the 1987 calendar year totalled \$7,737,950.

According to Herrmann this figure represents a 33 percent increase over the 1986 annual total of \$5,803,305.

Herrmann said that ELEC received 397 annual lobbying reports for the 1987 calendar year which represents a 10.3 percent increase over 1986 when only 360 reports were received.

"These reports depict the current trend of upwardly rising lobbying expenditures," stated Herrmann, "however, they do not give us the true impact of lobbying activity in the State because of a major loophole in the law. As the Commission has previously and repeatedly urged, reporting of lobbying expenditures that personally benefit their officeholder recipients must be reported to assure open and honest government."

Presently, only spending related to conversations about particular legislation is reportable. "This situation is not only unrealistic but also unenforceable," Herrmann said. Exacerbating this statutory shortcoming is the fact that the Commission has only one field investigator to cover the entire State for lobbying violations as well as all those in all other disclosure areas.

The portion of lobbying expenditures attributed to the passing of benefits, but only as the result of communication with legislators, the Governor, and his staff on particular bills, totalled \$28,180, an amount that is 26 percent less than the 1986 figure of \$37,993.

"A concerned citizen might wonder that the value of benefit passing has dropped while total spending has increased," Herrmann commented. "The loophole," he said, "may be widening."

Other detailed expenditures reported by lobbyists include: \$570,112 for distributing materials, \$121,620 for traveling, \$59,988 for hosting special events, and \$404,160 for paying membership dues.

"Indeed, lobbyists are providing some reporting pertinent to the political process," said Herrmann. "However, disclosure of benefit passing is what the public really needs to know and the time has come to bring a change to the lobbyist disclosure law to get it reported. It's not the talking but the treating that must be revealed."

Lobbyists are required to file an annual report with ELEC by February 15 if they have exceeded \$2500 in contributions or expenditures for the purpose of affecting legislation. "These reports list the contract lobbyists retained, specific bills lobbied, as well as detailed receipts and expenditures," said Herrmann.

In addition, quarterly reports of lobbying activity are filed with the Attorney General. "Consolidating filings would improve efficiency and effectiveness," stated Herrmann. He added, "administration and enforcement of the program should rest solely with ELEC so that lobbyists and the public alike do not have to divide attention between two agencies."

A number of bills currently before the Legislature contain the Commission's recommendations for improving the law.

ELEC is hosting the Northeastern Regional Conference on Lobbying (NORCOL), of which Herrmann is the current chairperson, on August 8, 1988 to focus on "Lobbying in the 90's" and to seek approaches to improving the disclosure of lobbying activities in New Jersey and the region. All are invited to attend. Contact the Commission for further information.

APPENDIX A

LOBBYISTS FILING L-1 REPORTS

<u>FILING ENTITY</u>	<u>TOTAL LOBBYING EXPENDITURES</u>
Federation of Advocates for Insurance Reform	301,110
Phillip Morris USA	261,476
Schering-Plough Corporation	195,961
R. J. Reynolds Tobacco Company	184,810
New Jersey Builders Assoc.	153,542
Hackensack Water Company	146,995
American Tobacco Company	145,101
Brown & Williamson Tobacco Corporation	145,101
Lorillard, Inc.	145,101
New Jersey Society of Professional Engineers	142,325
Public Service Electric & Gas Company	123,213
New Jersey Association of Realtors	119,000
L.E.G.A.L. (Lawyers Encouraging Government & Law)	113,381
New Jersey State League of Municipalities	108,246
Atlantic City Casino Assoc.	92,604
Association Management Corporation	85,100
New Jersey Hospital Assoc.	84,000
American Insurance Association	81,106
New Jersey Retail Merchants Association	80,701
Mutual Benefit Life Insurance Company	78,320

FILING ENTITYTOTAL LOBBYING EXPENDITURES

Multistate Associates, Inc.	76,031
Merck & Co., Inc.	73,692
New Jersey Dental Association	72,061
New Jersey Bell Telephone Co.	68,003
Theatre Services Association	62,125
New Jersey Optometric Assoc.	58,250
Medical Society of New Jersey	54,350
American Telephone & Telegraph Company	54,098
HLR Service Corporation	51,900
Alliance of American Insurers	51,136
Coalition for Better Housing, Inc.	50,090
New Jersey Resources Corporation & Subsidiaries	50,039
State Farm Insurance Companies	50,000
Transportation Trust Fund II	49,894
New Jersey Society of CPAs	49,272
Atlantic Electric Company	49,172
New Jersey Education Assoc.	48,185
New Jersey Bankers Assoc.	48,042
Prudential Insurance Company of America	45,367
New Jersey Pharmaceutical Association	44,753
Communications Workers of America, AFL-CIO	44,228
Warner Computer Systems, Inc.	43,845
New Jersey Food Council	43,801
Prudential Property & Casualty Insurance	42,378
National Association of Industrial & Office Parks	41,600
New Jersey Savings League	41,045

FILING ENTITYTOTAL LOBBYING EXPENDITURES

New Jersey Cable Television Association	39,407
New Jersey State Chamber of Commerce	39,075
Cigna Corporation	38,900
Jersey Central Power & Light Company	37,091
New Jersey State Nurses Association	36,683
Chubb & Son, Inc.	33,600
New Jersey Business & Industry Association	32,541
Bellcore	32,280
Rutgers Council of AAUP Chapters	32,271
New Jersey State Policemen's Benevolent Assoc.	30,944
New Jersey Society of Architects	30,500
Howard Savings Bank and Howard Insurance Group	30,000
M.E.D.I.C.A.L.	26,729
Midlantic National Bank	26,250
Home Health Agency Assembly of NJ, Inc.	26,021
New Jersey Wine & Spirit Wholesalers Assn.	23,900
Exxon Company, U.S.A.	21,031
Nabisco Brands, Inc.	19,723
Anheuser-Busch	19,250
Chemical Industry Council of New Jersey	18,300
New Jersey Podiatric Medical Society	18,000
New Jersey Council of Savings Institutions	17,517
First Fidelity Bancorporation	17,500
Waste Management Association	17,263
Squibb Corporation	16,600
A.F.S.C.M.E.	16,500

FILING ENTITYTOTAL LOBBYING EXPENDITURES

First Jersey National Corporation	16,060
New Jersey Principals & Supervisors Assoc.	15,795
National Federation of Independent Business	13,568
Builders League of South Jersey	13,445
Association of Independent Colleges & Universities in NJ	11,275
United Jewish Federation of Metrowest	10,675
Independent Insurance Agents of New Jersey	10,000
New Jersey Utilities Assoc.	9,450
Rutgers, State University of New Jersey	9,000
I U C	8,883
Family Planning Advocates NJ	8,671
American Jewish Congress	8,600
Monsanto Company	8,583
Mobile Home Assoc. in NJ	8,475
Friends of Animals, Inc.	8,397
Blue Cross & Blue Shield of New Jersey	8,333
American Petroleum Institute N.J. Petroleum Council Div.	7,562
General Motors Corporation	6,230
Thomas & Betts Corporation	5,500
State Troopers NCO Assoc., Inc.	5,430
Midlantic National Bank-North	4,303
Elizabethtown Gas Company	3,066
New Jersey Conference of Mayors	2,500
Beneficial Management Corp. of America	2,195
United Jersey Banks	697
New Jersey Citizen Action	597

FILING ENTITY

TOTAL LOBBYING EXPENDITURES

Beer Wholesalers Association of New Jersey	-
R. H. M. Associates	-
New Jersey State College Governing Boards Assoc., Inc.	-
New Jersey Business & Industry Association	-
Pfizer Inc.	-
New Jersey Association of Public Insurance Adusters	-

APPENDIX B

LEGISLATIVE AGENTS FILING L-1 REPORTS

<u>FILING ENTITY</u>	<u>TOTAL LOBBYING EXPENDITURES</u>
Katz, Martin, Brill & Company	535,850
Public Strategies, Inc.	424,974
Marcus, Alan C. Assoc., The Marcus Group, Inc.	332,350
Princeton Public Affairs Group	215,477
Holt & Ross, Inc.	144,334
Becker, Nancy H. Assoc. Inc.	137,871
Bent, Russell F.	119,550
Riker, Danzig, Scherer, Hyland & Perretti	94,029
Impact of Princeton, Inc.	80,000
Sterns, Herbert, Weinroth & Petrino, PA	65,000
CN Communications International, Inc.	64,800
Public Affairs Consultants, Inc.	61,550
Kingham, Richard F., Covington & Burling	57,133
McDonough, Peter J. Assoc.	51,577
Waters, McPherson, McNeill & Fitzpatrick	51,100
Daniel-Edward Inc.	40,000
Stewart Agency	38,304
Dinsmore, Lois Barney	35,700
Management & Gov't Resources	34,555
RKC Associates, Russell K. Corby	28,065
Carella, Byrne, Bain & Gilfillan	20,110
LeBoeuf, Lamb, Leiby & MacRae	13,768

FILING ENTITYTOTAL LOBBYING EXPENDITURES

Gast, Renee Elkin	10,977
Torok Group	10,515
Dewey, Ballantine, Bushby, Palmer & Wood	6,000
Nasmith, Augustus	3,029
Hobokan, William Associates	2,350
Levy, E. Robert	1,767
Eames, W. H. Consulting	515
Zimmerman, Leon J.	500
Lambos, Flynn, Nyland & Giardino	259
Issues Management, Inc.	125
Cohen, Shapiro, Polisher, Shiekman & Cohen	100
Bloodgood, Robert	-
Cecchi, James D.	-
Jamieson, Morre, Peskin & Spicer, PC	-
Kean, Thomas J.	-
Keegan, Philip M. Assoc.	-
Kraemer, Jean	-
Kerno, Frank S.	-
Leach, Thomas E. Assoc.	-
Marino, James J. Esq., Dechert, Price & Rhoads	-
Matthews, Elmer M.	-
McDermott, Frank X.	-
McDonough, Roger H.	-
Mihelic Associates	-
Norcross, David F.	-
Smith, Stratton, Wise, Heher & Brennan	-

APPENDIX B

LEGISLATIVE AGENTS FILING L-1 REPORTS

<u>FILING ENTITY</u>	<u>TOTAL LOBBYING EXPENDITURES</u>
Katz, Martin, Brill & Company	535,850
Public Strategies, Inc.	424,974
Marcus, Alan C. Assoc., The Marcus Group, Inc.	332,350
Princeton Public Affairs Group	215,477
Holt & Ross, Inc.	144,334
Becker, Nancy H. Assoc. Inc.	137,871
Bent, Russell F.	119,550
Riker, Danzig, Scherer, Hyland & Perretti	94,029
Impact of Princeton, Inc.	80,000
Sterns, Herbert, Weinroth & Petrino, PA	65,000
CN Communications International, Inc.	64,800
Public Affairs Consultants, Inc.	61,550
Kingham, Richard F., Covington & Burling	57,133
McDonough, Peter J. Assoc.	51,577
Waters, McPherson, McNeill & Fitzpatrick	51,100
Daniel-Edward Inc.	40,000
Stewart Agency	38,304
Dinsmore, Lois Barney	35,700
Management & Gov't Resources	34,555
RKC Associates, Russell K. Corby	28,065
Carella, Byrne, Bain & Gilfillan	20,110
LeBoeuf, Lamb, Leiby & MacRae	13,768

FILING ENTITYTOTAL LOBBYING EXPENDITURES

Gast, Renee Elkin	10,977
Torok Group	10,515
Dewey, Ballantine, Bushby, Palmer & Wood	6,000
Nasmith, Augustus	3,029
Hobokan, William Associates	2,350
Levy, E. Robert	1,767
Eames, W. H. Consulting	515
Zimmerman, Leon J.	500
Lambos, Flynn, Nyland & Giardino	259
Issues Management, Inc.	125
Cohen, Shapiro, Polisher, Shiekman & Cohen	100
Bloodgood, Robert	-
Cecchi, James D.	-
Jamieson, Morre, Peskin & Spicer, PC	-
Kean, Thomas J.	-
Keegan, Philip M. Assoc.	-
Kraemer, Jean	-
Kerno, Frank S.	-
Leach, Thomas E. Assoc.	-
Marino, James J. Esq., Dechert, Price & Rhoads	-
Matthews, Elmer M.	-
McDermott, Frank X.	-
McDonough, Roger H.	-
Mihelic Associates	-
Norcross, David F.	-
Smith, Stratton, Wise, Heher & Brennan	-

APPENDIX B

LEGISLATIVE AGENTS FILING L-1 REPORTS

<u>FILING ENTITY</u>	<u>TOTAL LOBBYING EXPENDITURES</u>
Katz, Martin, Brill & Company	535,850
Public Strategies, Inc.	424,974
Marcus, Alan C. Assoc., The Marcus Group, Inc.	332,350
Princeton Public Affairs Group	215,477
Holt & Ross, Inc.	144,334
Becker, Nancy H. Assoc. Inc.	137,871
Bent, Russell F.	119,550
Riker, Danzig, Scherer, Hyland & Perretti	94,029
Impact of Princeton, Inc.	80,000
Sterns, Herbert, Weinroth & Petrino, PA	65,000
CN Communications International, Inc.	64,800
Public Affairs Consultants, Inc.	61,550
Kingham, Richard F., Covington & Burling	57,133
McDonough, Peter J. Assoc.	51,577
Waters, McPherson, McNeill & Fitzpatrick	51,100
Daniel-Edward Inc.	40,000
Stewart Agency	38,304
Dinsmore, Lois Barney	35,700
Management & Gov't Resources	34,555
RKC Associates, Russell K. Corby	28,065
Carella, Byrne, Bain & Gilfillan	20,110
LeBoeuf, Lamb, Leiby & MacRae	13,768

FILING ENTITYTOTAL LOBBYING EXPENDITURES

Gast, Renee Elkin	10,977
Torok Group	10,515
Dewey, Ballantine, Bushby, Palmer & Wood	6,000
Nasmith, Augustus	3,029
Hobokan, William Associates	2,350
Levy, E. Robert	1,767
Eames, W. H. Consulting	515
Zimmerman, Leon J.	500
Lambos, Flynn, Nyland & Giardino	259
Issues Management, Inc.	125
Cohen, Shapiro, Polisher, Shiekman & Cohen	100
Bloodgood, Robert	-
Cecchi, James D.	-
Jamieson, Morre, Peskin & Spicer, PC	-
Kean, Thomas J.	-
Keegan, Philip M. Assoc.	-
Kraemer, Jean	-
Kerno, Frank S.	-
Leach, Thomas E. Assoc.	-
Marino, James J. Esq., Dechert, Price & Rhoads	-
Matthews, Elmer M.	-
McDermott, Frank X.	-
McDonough, Roger H.	-
Mihelic Associates	-
Norcross, David F.	-
Smith, Stratton, Wise, Heher & Brennan	-

APPENDIX C

LOBBYISTS DESIGNATING ANOTHER FILING ENTITY

<u>Name of Lobbyist</u>	<u>Filing Entity</u>
A-P-A Transport Corp.	Marcus Group, Inc., Alan C. Marcus Assoc.
AAA - West Jersey	Public Strategies, Inc.
AAA Automobile Clubs of NJ	Public Strategies, Inc.
ACDL-NJ	Marcus Group, Inc., Alan C. Marcus Assoc.
Aetna Life & Casualty Co.	Sterns, Herbert, Weinroth & Petrino, P.A.
Alliance Affordable Housing	Becker, Nancy H. - Associates
Alliance of Manufacturing & Processing	Impact of Princeton, Inc.
Alliance of NJ Liquor Retailer	Katz, Martin, Brill & Company
Amerada Hess Corporation	Public Strategies, Inc.
American Dredging Company	Holt & Ross, Inc.
American Express Company	Matthews, Elmer M.
American Physical Therapists	Bent, Russell F.
ARCORP Properties	Marcus Group, Inc., Alan C. Marcus Assoc.
Associated Builders & Contractors	Phoenix Smith
Assoc. Trial Lawyers America	Becker, Nancy H. - Associates
Associated General Contractors	Impact, Inc.
Assoc. Buy-Rite Liquor Mer. N.J.	Katz, Martin, Brill & Company
Atlantic Electric Company	Stokes, Richard M.
Authorities Association of NJ	Impact, Inc.
Auto Club of Southern NJ	Public Strategies, Inc.
Automatic Merchandising Council NJ	Katz, Martin, Brill & Co
Automobile Club of Central NJ	Public Strategies, Inc.
Bally's Park Place, Inc.	Waters, McPherson, McNeill, Fitzpatrick
Becton Dickinson and Company	Marcus Group, Inc., Alan C. Marcus Assoc.

Bell Atlantic Mobile Systems	Marcus Group, Inc., Alan C. Marcus Assoc.
Bell Communication Research	Herbert, Francis X.
Beneficial Management Corp.	Schwab, Anthony C.
Bldg. Contractors Assn. of NJ	McDonough, Peter J. & Associates
Browning-Ferris, Inc.	Marcus Group, Inc., Alan C. Marcus Assoc.
Builders League South Jersey	Reilly, Sean M.
Camden County	Public Strategies, Inc.
Capitol Information Services	Leach, Thomas E. - Associates
Car Wash Operators of NJ	Stewart Agency
Cardinal Industries, Inc.	Stewart Agency
Cathedral Healthcare System	Public Strategies, Inc.
Cavendish Development Company	Waters, McPherson, McNeill, Fitzpatrick
Center for Molecular Medicine	Public Strategies, Inc.
Cert. Shorthd. Rptrs. Assoc. NJ	Katz, Martin, Brill & Company
Citicorp	Cohen, Shapiro, Polisher, Shiekman & Cohen
Coalition for Better Housing	Public Strategies, Inc.
Coalition for Health Planning	McDonough, Peter J. & Associates
Coalition of NJ Sportsmen	Hobokan, William Assoc.
Consolidated Rail Corporation	Nasmith, Augustus
Consulting Engineers Council	Phoenix Smith
Consumers Against Penalty Sur.	Sterns, Herbert, Weinroth & Petrino, P.A.
Conversion Systems, Inc.	Sterns, Herbert, Weinroth & Petrino, P.A.
Cooper Hospital/Univ. Med. Cnt.	Public Strategies, Inc.
Coriell Inst. for Med. Research	Holt & Ross, Inc.
Council of Private Schools for Children with Special Needs	Marcus Group, Inc., Alan C. Marcus Assoc.
County Officers Assn. of NJ	Corby, Russell K.
Coupon Service Corporation	Marcus Group, Inc., Alan C. Marcus Assoc.
Cty Community Col Pres Assoc.	Becker, Nancy H. - Associates
Communication Workers of America	Trivelli, Vincent M.

DeHart & Darr Associates, Inc.	Public Strategies, Inc.
Denturist Society	Bent, Russell F.
Dietetic Association	Bent, Russell F.
Educational Testing Service	Katz, Martin, Brill & Company
Ehrlich Bober Inc.	McDonough, Peter J. & Associates
Elizabethtown Water Company	Katz, Martin, Brill & Company
Engelhard Corporation	Sterns, Herbert, Weinroth & Petrino, P.A.
Essex County	Princeton Public Affairs Group
Fidelity Environmental Ins.Co.	Princeton Public Affairs Group
Flexible Packaging Assoc.	Stewart Agency
Friends of Animals, Inc.	Russell, Susan
Forbes, Inc.	Public Affairs Consultants, Inc.
Fuel Merchants Assoc. of N.J.	Sacco, Fred J.
Garden State Pharmacy Owners	Becker, Nancy H. - Associates
GATX Terminals Corporation	Marcus Group, Inc., Alan C. Marcus Assoc.
General Land Abstract Company	Torok Group
Group Dentists Association	Kean, Thomas J.
GTECH Corporation	Becker, Nancy H. - Associates
Guild of Hearing Aid Dispenser	Bent, Russell F.
HLR Service Corp.	Dalton, John B.
K. Hovnanian Co.	McDonough, Peter J. & Associates
Hackensack Water Company	Waters, McPherson, McNeill, Fitzpatrick
Hartz Mountain Industries, Inc.	Marcus Group, Inc., Alan C. Marcus Assoc.
Hearing Aid Dispensers	Bent, Russell F.
Horizon Bancorp	Holt & Ross, Inc.
Hovsons, Inc.	Impact of Princeton, Inc.
Hudson Tank Terminals Corp.	Marcus Group, Inc., Alan C. Marcus Assoc.
IMTT-Bayonne	Marcus Group, Inc., Alan C. Marcus Assoc.
Instit. for Scrap Iron & Steel	Public Strategies, Inc.

Insurance Brokers	Bent, Russell F.
International Fidelity Ins. Co.	Katz, Martin, Brill & Company
Investment Company Institute	Katz, Martin, Brill & Company
Irrigation Association	Bent, Russell F.
J.A.M.E.S. Organization	McDermott, Frank X.
Kidder, Peabody & Co. Inc.	Marcus Group, Inc., Alan C. Marcus Assoc.
Kirkland & Ellis	Sterns, Herbert, Weinroth & Petrino, P.A.
Laidlaw Transit, Inc.	Impact, Inc.
Liberty Mutual Insurance Co.	Caldwell, III, Wesley S.
Liberty State Park Development	Marcus Group, Inc., Alan C. Marcus Assoc.
Linpro Company	Waters, McPherson, McNeill, Fitzpatrick
M.E.D.I.C.A.L.	Curtin, Jr., Peter P.
Maher Terminals, Inc.	Mihelic, Frederick J.
Mahony-Troast Construction Co.	McDonough, Peter J. & Associates
Mantua Chemical Terminal, Inc.	Marcus Group, Inc., Alan C. Marcus Assoc.
Marine Trades Assoc. of NJ	Impact, Inc.
Marriage & Family Therapists	Bent, Russell F.
Mars, Incorporated	Matthews, Elmer M.
Merchandising Council of N.J.	Katz, Martin, Brill & Company
Merit Oil Corporation	Sterns, Herbert, Weinroth & Petrino, P.A.
Merrill Creek Project	Holt & Ross, Inc.
Merrill Lynch and Co., Inc.	Public Strategies, Inc.
Middle Dept. Inspection Agency	Katz, Martin, Brill & Company
Midlantic National Bank	McDonough, Peter J. & Associates
MLG Properties, Inc.	Sheridan, Riker, Danzig, Scherer, Hyland & Perretti
Mobil Oil Corporation	Katz, Martin, Brill & Company
Monsanto Company	Dietrich, David C.
Mortg. Bankers Assoc. of NJ	Levy, E. Robert
Motion Picture Assoc. of Amer.	Public Strategies, Inc.

Multistate Associates	Public Affairs Consultants, Inc.
Multistate Associates	Becker, Nancy H. - Associates
Municipal Bond Association	Kean, Thomas J.
Municipalities For Fair Share	Impact, Inc.
NAPCOR	Stewart Agency
Nat'l. Assoc. of Ind. Insurers	Nasmith, Augustus
Nat'l. Solid Wasts Mgmt.Assoc.	Katz, Martin, Brill & Company
New York Shipping Assoc.,Inc.	Lambos, Flynn, Nyland & Giardino
Newark Beth Israel Hospital	Public Strategies, Inc.
NJ Academy Ophthalmology/Otol.	Katz, Martin, Brill & Company
NJ Asphalt Pavement Assoc.	Impact, Inc.
NJ Assn. of Mutual Ins. Co.	Sterns, Herbert, Weinroth & Petrino, P.A.
NJ Assoc. of Health Care Fac.	Katz, Martin, Brill & Company
NJ Assoc. of Osteo.Phys.& Surg.	Public Strategies, Inc.
NJ Assoc. of Public Acctants.	Torok Group
NJ Assoc. of Personnel Consult.	Holt & Ross, Inc.
NJ Assoc./NP Homes for Aging	Marcus Group, Inc., Alan C. Marcus Assoc.
NJ Auto Club	Public Strategies, Inc.
NJ Auto. Dealers Association	Katz, Martin, Brill & Company
NJ Auto/Metal Recyclers Assoc.	Katz, Martin, Brill & Company
NJ Burglar & Fire Alarm Assoc.	Zimmerman, Leon J.
NJ Cemetery Assoc.	Katz, Martin, Brill & Company
NJ Chapt.Nat'l.Assoc/Water Co.	Holt & Ross, Inc.
NJ Chiropractic Society	Sterns, Herbert, Weinroth & Petrino, P.A.
NJ Cmte. for Corp. Enterprise	Katz, Martin, Brill & Company
NJ Coal.Adv.Soc.Work Stndrds	Public Strategies, Inc.
NJ Coalition of Maritime Empl.	Mihelic, Frederick J.
NJ Commercial Fishermens Assoc.	Becker, Nancy H. - Associates
NJ Concrete & Aggregete Assoc.	Impact, Inc.

NJ Conservation Foundation	Becker, Nancy H. - Associates
NJ Convenience Stores Assoc.	Katz, Martin, Brill & Company
NJ Dental Hygienists Assoc.	Becker, Nancy H. - Associates
NJ Hometown Newspaper	Public Strategies, Inc.
NJ Hospital Association	Public Affairs Consultants, Inc.
NJ Hotel/Motel Association	Katz, Martin, Brill & Company
NJ Industrial Union Council	Engler, Richard, Industrial Union Council
NJ Land Title Association	Katz, Martin, Brill & Company
NJ Library Association	McDonough, Roger H.
NJ Licensed Beverage Assoc.	Kean, Thomas J.
NJ Life Underwriters	Bent, Russell F.
NJ Liquefied Petroleum Gas	McDonough, Peter J. & Associates
NJ Liquor Stores Association	Leach, Thomas E. - Associates
NJ Lumber & Building Dealers	Allen, Peter
NJ Milk Industry Association	Katz, Martin, Brill & Company
NJ Motor Bus Association	Katz, Martin, Brill & Company
NJ Motor Truck Association	McDonough, Peter J. & Associates
NJ Natural Gas Co.	Public Affairs Consultants, Inc.
NJ Physical Therapists	Kean, Thomas J.
NJ Principals & Super.Assoc.	Clech, Martin R.
NJ Psychiatric Association	Katz, Martin, Brill & Company
NJ Psychological Association	Marcus Group, Inc., Alan C. Marcus Assoc.
NJ Restaurant Association	Katz, Martin, Brill & Company
NJ School Bus Owners Assoc.	Torok Group
NJ Society of Oral Surgeons	Torok Group
NJ Society of Prof. Engineers	DeSanctis, Joseph
NJ Society of Prof. Engineers	Simonetta, Joseph A.
NJ Soft Drinks Assoc.	McDonough, Peter J. & Associates
NJ SPCA - Bergen County Branch	Torok Group

NJ Speech-Language-Hearing	Becker, Nancy H. - Associates
NJ State Federation of Sportsmen's Clubs	Hobokan, William Assoc.
NJ State Funerals Directors	Leach, Thomas E. - Associates
NJ State Inter. Athletic Assoc.	Katz, Martin, Brill & Company
NJ State Medical	Public Strategies, Inc.
NJ Subcontractors Assn.	William Hoboken Assoc.
NJ Veterinary Medical Assoc.	Leach, Thomas E. - Associates
NJ Wine & Spirit Whol. Assn.	Public Affairs Consultants, Inc.
North Jersey Automobile Club	Public Strategies, Inc.
Northville Linden Terminal Corp.	Marcus Group, Inc., Alan C. Marcus Assoc.
NY, Susqueh. & Western RR Corp.	Nasmith, Augustus
Office Developers Association	Impact of Princeton, Inc.
Oliver, McCartney & Holmes	Marcus Group, Inc., Alan C. Marcus Assoc.
Ortley Bch.Prop. Owners Assoc.	Torok Group
Outdoor Advertising Assoc.	Kean, Thomas J.
Oxford Energy, Inc.	Public Affairs Consultants, Inc.
Passaic Cty. Bd.of Freeholders	Marcus Group, Inc., Alan C. Marcus Assoc.
Pearle Health Services	Public Strategies, Inc.
PECA, c/o H.Lutz & Co., Inc.	Waters, McPherson, McNeill, Fitzpatrick
Pet. Ind. Joint Advisory Council	Katz, Martin, Brill & Company
Pilots Assn. for Bay & River DE	Sterns, Herbert, Weinroth & Petrino, P.A.
Princeton Area Developers, Inc.	Cohen, Shapiro, Polisher, Shiekman & Cohen
Princeton Insurance Company	McDonough, Peter J. & Associates
Probation Assoc. of NJ	Stewart Agency
Proctor & Gamble	Stewart Agency
Prof. Insurance Agents of NJ	Zimmerman, Leon J.
Prolerized Schiabo Neu Co.	Marcus Group, Inc., Alan C. Marcus Assoc.
Public Affairs Consultants	Public Strategies, Inc.
Prudential Property & Cas.	Dorothy Light

Radio Assoc. Defending Rights	Gast, Renee E.
Racquet & Fitness Assoc.	Kean, Thomas J.
Readi-Mix Concrete Assoc.	Impact, Inc.
Reinsurance Assn. of America	Sterns, Herbert, Weinroth & Petrino, P.A.
Research-Cottrell	Sterns, Herbert, Weinroth & Petrino, P.A.
Resorts Internatl. Hotel/Casino	Sterns, Herbert, Weinroth & Petrino, P.A.
Rockland Electric Company	Public Strategies, Inc.
Rutgers	Public Affairs Consultants, Inc.
Save Our Ocean Committee	Torok Group
Scanticon Corporation	Katz, Martin, Brill & Company
Securities Industry Assoc.	Marcus Group, Inc., Alan C. Marcus Assoc.
Shea & Gould	Katz, Martin, Brill & Company
Shell Oil Company	Sheridan, Riker, Danzig, Scherer, Hyland & Perretti
Sheriffs' Assn. of N.J.	Corby, Russell K.
Shop-Rite Beverages/Wakefern	Public Strategies, Inc.
Shore Motor Club	Public Strategies, Inc.
Six Flags Great Adventure	McDonough, Peter J. & Associates
Smokeless Tobacco Council, Inc.	Public Strategies, Inc.
Soap and Detergent Association	Marcus Group, Inc., Alan C. Marcus Assoc.
Society of Industrial & Office Realtors	Impact of Princeton, Inc.
Society of Plastic Industry	Stewart Agency
Southland Corporation	Public Strategies, Inc.
State Farm Ins. Cos.	Jamieson, Moore, Peskin and Spicer
Stevens Institute of Tech.	Marcus Group, Inc., Alan C. Marcus Assoc.
Stndbrd. Brders & Owners Assoc.	Zimmerman, Leon J.
Stolt Terminals	Marcus Group, Inc., Alan C. Marcus Assoc.
Summit Assoc. Garden St. Blders	Public Affairs Consultants, Inc.
Tenafly Board of Education	Sheridan, Riker, Danzig, Scherer, Hyland & Perretti

Money Store	Marcus Group, Inc., Alan C. Marcus Assoc.
Singer Company	Sheridan, Riker, Danzig, Scherer, Hyland & Perretti
Tobacco Institute	Katz, Martin, Brill & Company
Titan Sports, Inc.	Sheridan, Riker, Danzig, Scherer, Hyland & Perretti
Trap Rock Industries	Holt & Ross, Inc.
UMDNJ Council AAUP Chapters	Sterns, Herbert, Weinroth & Petrino, P.A.
United Hospitals Medical Cntr.	Marcus Group, Inc., Alan C. Marcus Assoc.
United Jewish Fed.of MetroWest	Stone, Eleanor B.
United Ways of New Jersey, Inc.	Becker, Nancy H. - Associates
US Borax & Chemical Corp.	Kean, Thomas J.
US Sprint Communications	Public Strategies, Inc.
Utilities & Transportation	Impact, Inc.
Wang Laboratories, Inc.	Public Affairs Consultants, Inc.
Waste Management Association	Cornell, Jr., Edward M.
Weight Watchers Internat'l. Inc.	Katz, Martin, Brill & Company
Welsh Farms Inc.	Marcus Group, Inc., Alan C. Marcus Assoc.
William J. Kohm Associates	Public Strategies, Inc.
Windjammer Corporation	Marcus Group, Inc., Alan C. Marcus Assoc.
3M Company	Katz, Martin, Brill & Company