

**REPORT OF COMMUNICATION COSTS
BY CORPORATIONS AND MEMBERSHIP ORGANIZATIONS**

(See reverse side for instructions.)

RECEIVED
FEDERAL ELECTION

1. (a) NAME OF ORGANIZATION Association of Trial Lawyers of America	2. IDENTIFICATION NUMBER (Assigned by FEC) 107 71 2 07 01 100
(b) ADDRESS (Number and Street) 1050 31st Street, N.W.	3. TYPE OF ORGANIZATION (Check appropriate Box) <input type="checkbox"/> Corporation <input type="checkbox"/> Trade Association <input type="checkbox"/> Labor Organization <input type="checkbox"/> Cooperative <input checked="" type="checkbox"/> Membership Organization <input type="checkbox"/> Corporation without capital stock
(c) CITY, STATE AND ZIP CODE Washington, D.C. 20007	

4. TYPE OF REPORT (Check One):
 April 15 Quarterly Report July 15 Quarterly Report October 15 Quarterly Report
 12 Day Pre-General Election Report held on _____ in the State of _____
 January 31 Year End Report

(b) Is this Report an Amendment? YES NO

5. THIS REPORT COVERS THE PERIOD 10/1/96 THROUGH 10/16/96

SUMMARY OF COMMUNICATION COSTS

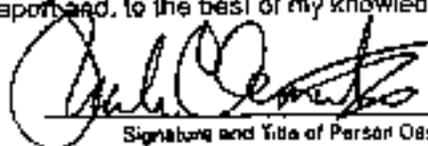
Type of Communication	Class or Category Communicated With	Date(s) of Communication	Check One		Identify Candidate, Office Sought, District and State, and Whether for Primary or General Election	Cost of Communication (Per Candidate)
			Support	Oppose		
<input checked="" type="checkbox"/> Direct Mail <input checked="" type="checkbox"/> Telephone <input type="checkbox"/> Telegram <input type="checkbox"/> Other: (Specify)	<input type="checkbox"/> Executive/ Administrative Personnel <input type="checkbox"/> Stockholders <input type="checkbox"/> Members	See Attached.	X		See Attached	See Attached
<input type="checkbox"/> Direct Mail <input type="checkbox"/> Telephone <input type="checkbox"/> Telegram <input type="checkbox"/> Other: (Specify)	<input type="checkbox"/> Executive/ Administrative Personnel <input type="checkbox"/> Stockholders <input type="checkbox"/> Members					

(NOTE: For additional communications, attach separate sheets containing the same information as above.)

TOTAL COMMUNICATION COSTS FOR THIS PERIOD \$ 37,220.79

I certify that I have examined this report and, to the best of my knowledge and belief, it is true, correct and complete.

Frank Clemente, Director
Type or Print Name


 Signature and Title of Person Designated to Sign This Report

10-24-96
Date

NOTE: Submission of false, erroneous, or incomplete information may subject the person signing this report to penalties of 2 U.S.C. §437g.

WHERE TO FILE:
 Federal Election Commission
 999 E Street, N.W.
 Washington, D.C. 20463

FOR FURTHER INFORMATION CONTACT:
 Federal Election Commission
 Toll Free: 800-424-9530
 Local: 202-219-3420

ADDENDUM TO FEC FORM 7

Association of Trial Lawyers of America
Internal Express Advocacy Communications
of October 24, 1996

MEMORANDUM

TO: Federal Election Commission

FROM: Frank Clemente, Association of Trial Lawyers of America

ATLA's expenses for express advocacy communications from October 1 to October 16, 1996, totaled approximately \$37,220.79. Costs consist of salaries and overhead for staff and contractors, printing and copying, postage, telephone, equipment, office supplies, and miscellaneous items (see attached budget).

It is conservatively estimated that approximately 80% of total program costs could be considered to be directly attributable to communications that expressly advocate the election or defeat of a clearly identified candidate.

Principal advocacy activities consist of direct mailings and direct distribution of information to ATLA members, with telephone and fax follow-up. The attached "Direct Mail & Direct Distribution Schedule of Express Advocacy Communications with ATLA Members" identifies by date when materials were mailed to ATLA members, including the number of recipients, the number of candidates, the total mailing cost and the approximate cost per candidate of the communication. A total of 1,334 mailings were sent to members.

The attached "Express Advocacy Staff Contacts with ATLA Members" identifies by date the number of ATLA members who were contacted by phone, the number who received additional written material about the program by mail or fax, and the average number of candidates for whom information was provided in each mailing. A total of 275 calls with ATLA members were completed, messages were left with another 627, and materials were mailed or faxed to 379 individuals. Given the nature of these communications, the wide range in the number of candidates included in each communication and the difficulty in assigning general overhead costs to specific communications, and thus to specific candidates, it is very difficult to assess a cost of communication per candidate for this activity category.

We hope that the detailed and comprehensive disclosure provided here will satisfy the Commission's requirements.

A comprehensive list of the 96 endorsed candidates, the offices they seek, etc., entitled "Endorsed Candidates for Express Advocacy Communications," is also attached.

Attachments

Expenses for Express Advocacy Communications, October 1-16, 1996

Direct Mail & Direct Distribution Schedule of Express Advocacy Communications with
ATLA members

Express Advocacy Staff Contacts with ATLA Members

Endorsed Candidates for Express Advocacy Communications

**ATLA'S EXPENSES FOR
EXPRESS ADVOCACY COMMUNICATIONS
(for the Period October 1 - October 16, 1996)**

DESCRIPTION	ACTUAL EXPENSES
Salaries	1,932.00
Payroll Overhead	439.00
Independent Contractors	27,442.50
Postage	2,258.00
Printing	1,233.29
Copying	2,029.00
Equipment Maintenance	156.00
Office Supplies	1,064.00
Telephone/Fax	418.00
Depreciation	249.00
TOTAL:	\$ 37,220.79

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**ATLA's DIRECT MAIL & DIRECT DISTRIBUTION
SCHEDULE OF EXPRESS ADVOCACY COMMUNICATIONS
WITH ATLA MEMBERS**

MAIL	#	Mailing Cost	Per Candidate Cost	Candidates
10/8	108	\$136.08	\$22.68	Coopersmith (WA01) Baird (WA03) Smith (WA09) Bruggere (S-OR) Karpan (S-WY) Strickland (S-CO)
10/8	83	\$104.58	\$17.43	Bruggere (S-OR) Furse (OR01) Holley (OR05) Karpan (S-WY) Strickland (S-CO) Wellstone (S-MN)
10/8	74	\$93.24	\$18.65	Bedford (S-AL) Little (AL03) Wilson (AL04) Landrieu (S-LA) Bryant (S-AR)
10/9	27	\$34.02	\$5.67	Beshear (S-KY) Null (KY01) Ward (KY03) Baesler (KY06) Bedford (S-AL) Landrieu (S-LA)
10/9	171	\$215.46	\$23.94	Turner (TX02) Lampson (TX09) Morris (TX14) Frost (TX24) Bentsen (TX25) Bryant (S-AR) Landrieu (S-LA) Strickland (S-CO) Brennan (S-ME)

MAIL	#	Mailing Cost	Per Candidate Cost	Candidates
10/10	31	\$39.06	\$7.81	Strickland (S-CO) Bruggere (S-OR) Karpan (S-WY) Frost (TX24) Bentsen (TX25)
10/10	51	\$64.26	\$16.07	Joe Biden (S-DE) Swett (S-NH) Brennan (S-ME) Torricelli (S-NJ)
10/11	40	\$50.40	\$6.30	Gantt (S-NC) Etheridge (NC01) Price (NC04) Coble (NC06) McIntyre (NC07) Bedford (S-AL) Landrieu (S-LA) Brennan (S-ME)
10/11	82	\$103.32	\$20.67	Swett (S-NH) Keefe (NH01) Arnesen (NH02) Kerry (S-MA) Brennan (S-ME)
10/11	22	\$27.72	\$6.93	Brennan (S-ME) Allen (ME01) Kerry (S-MA) Swett (S-NH)
10/15	59	\$74.34	\$24.78	Sanders (VTAL) Swett (S-NH) Brennan (S-ME)
10/15	41	\$51.66	\$8.61	Strickland (S-CO) DeGette (CO01) Orton (UT03) Morris (TX14) Docking (S-KS) Karpan (S-WY)

MAIL	#	Mailing Cost	Per Candidate Cost	Candidates
10/15	176	\$221.76	\$55.44	Landrieu (S-LA) Bedford (S-AL) Cleland (S-GA) Gantt (S-NC)
10/16	156	\$196.56	\$49.14	Stewart (TN04) Bedford (S-AL) Bryant (S-AR) Gantt (S-NC)
10/16	66	\$83.16	\$11.88	Cleland (S-GA) Bishop (GA02) McKinney (GA04) Bell (GA10) Bedford (S-AL) Landrieu (S-LA) Gantt (S-NC)
10/16	11	\$13.86	\$2.31	Beshear (S-KY) Null (KY01) Ward (KY03) Baesler (KY06) Bedford (S-AL) Landrieu (S-LA)
10/16	136	\$171.36	\$24.48	Strickland (OH06) Kucinich (OH10) Sawyer (OH14) Burch (OH18) Gantt (S-NC) Docking (S-KS) Karpan (S-WY)
TOTAL:	1,334			

**ATLA'S EXPRESS ADVOCACY
STAFF CONTACTS WITH ATLA MEMBERS
October 1, 1996 - OCTOBER 16, 1996**

DATE	CALLS COMPLETED	MESSAGES LEFT	INFO SENT BY MAIL AND/OR FAX	AVERAGE NUMBER OF CANDIDATES
10/1/96	39	96	56	4-7
10/2/96	26	48	19	4-7
10/3/96	14	16	5	4-7
10/4/96	0	0	0	0
10/7/96	10	16	11	4-7
10/8/96	29	77	39	4-7
10/9/96	31	89	57	4-7
10/10/96	18	74	67	4-7
10/11/96	26	24	23	4-7
10/14/96	11	9	10	4-7
10/15/96	31	82	45	4-7
10/16/96	40	96	47	4-7
TOTAL:	275	627	379	

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**ATLA'S ENDORSED CANDIDATES
FOR EXPRESS ADVOCACY COMMUNICATIONS
September 30, 1996 - October 16, 1996**

<u>CANDIDATE</u>	<u>OFFICE SOUGHT</u>	<u>DISTRICT</u>	<u>STATE</u>	<u>ELECTION</u>	<u>DATE ADDED TO LIST</u>
Alioto, Michela	U.S. House	01	CA	General	July 27, 1996
Allen, Tom	U.S. House	01	ME	General	July 27, 1996
Ameson, "Arnie"	U.S. House	02	NH	General	October 4, 1996
Baird, Brian	U.S. House	03	WA	General	October 4, 1996
Baucus, Max	U.S. Senate	MT	MT	General	July 27, 1996
Bedford, Roger	U.S. Senate	AL	AL	General	July 27, 1996
Bell, David	U.S. House	10	GA	General	July 27, 1996
Bentsen, Ken	U.S. House	25	TX	General	Sept. 10, 1996
Beshear, Steve	U.S. Senate	KY	KY	General	July 27, 1996
Biden, Joe	U.S. Senate	DE	DE	Primary & General	July 27, 1996
Bishop, Sanford	U.S. House	02	GA	Primary & General	July 27, 1996
Blagojevich, Rod	U.S. House	05	IL	General	July 27, 1996
Bonior, David	U.S. House	10	MI	General	July 27, 1996
Boswell, Leonard	U.S. House	03	IA	General	October 4, 1996
Brennan, Joe	U.S. Senate	ME	ME	General	October 4, 1996
Brown, George	U.S. House	42	CA	General	July 27, 1996
Bruggere, Tom	U.S. Senate	OR	OR	General	July 27, 1996
Bryant, Winston	U.S. Senate	AR	AR	General	July 27, 1996
Burch, Robert	U.S. House	18	OH	General	July 27, 1996
Byron, John	U.S. House	15	FL	General	July 27, 1996
Capps, Walter	U.S. House	22	CA	General	July 27, 1996
Carson, Julia	U.S. House	10	IN	General	July 27, 1996
Cleland, Max	U.S. Senate	GA	GA	General	July 27, 1996
Coble, Howard	U.S. House	06	NC	General	July 27, 1996
Coffin, Bob	U.S. House	01	NV	General	July 27, 1996
Coopersmith, Jeff	U.S. House	01	WA	General	October 4, 1996
Davis, James Martin	U.S. House	02	NE	General	July 27, 1996
Davis, Jim	U.S. House	11	FL	General	October 4, 1996
DeGette, Diana	U.S. House	01	CO	General	October 4, 1996
Delahunt, Bill	U.S. House	10	MA	General	October 11, 1996
Docking, Jill	U.S. Senate	KS	KS	General	October 4, 1996
Durbin, Richard	U.S. Senate	IL	IL	General	July 27, 1996
Etheridge, Bobby	U.S. House	02	NC	General	July 27, 1996
Fazio, Vic	U.S. House	03	CA	General	July 27, 1996
Frieden, John	U.S. House	02	KS	General	July 27, 1996
Frost, Martin	U.S. House	24	TX	General	July 27, 1996
Furse, Elizabeth	U.S. House	01	OR	General	July 27, 1996
Ganff, Harvey	U.S. Senate	NC	NC	General	July 27, 1996
Cajdenson, Sam	U.S. House	02	CT	Primary & General	July 27, 1996

<u>CANDIDATE</u>	<u>OFFICE SOUGHT</u>	<u>DISTRICT</u>	<u>STATE</u>	<u>ELECTION</u>	<u>DATE ADDED TO LIST</u>
Hancock, Judy	U.S. House	03	KS	General	July 27, 1996
Harkin, Tom	U.S. Senate	IA	IA	General	July 27, 1996
Hinchey, Maurice	U.S. House	26	NY	Primary & General	July 27, 1996
Hoeffel, Joe	U.S. House	13	PA	General	July 27, 1996
Hoffman, Jay	U.S. House	20	IL	General	July 27, 1996
Hooley, Darlene	U.S. House	05	OR	General	July 27, 1996
Johnson, Glen D.	U.S. House	02	OK	General	July 27, 1996
Johnson, Tim	U.S. Senate	SD	SD	General	July 27, 1996
Karpan, Kathy	U.S. Senate	WY	WY	General	October 4, 1996
Kerry, John	U.S. Senate	MA	MA	Primary & General	July 27, 1996
King, Peter	U.S. House	03	NY	Primary & General	July 27, 1996
Kuchinich, Dennis	U.S. House	10	OH	General	July 27, 1996
Lampson, Nick	U.S. House	09	TX	General	July 27, 1996
Landrieu, Mary	U.S. Senate	LA	LA	General	October 4, 1996
Levin, Carl	U.S. Senate	MI	MI	General	July 27, 1996
Little, Ted	U.S. House	03	AL	General	Sept. 10, 1996
Martini, Bill	U.S. House	08	NJ	General	July 27, 1996
McBurney, Connie	U.S. House	04	IA	General	July 27, 1996
McCarthy, Carolyn	U.S. House	04	NY	General	Sept. 10, 1996
McHale, Paul	U.S. House	15	PA	General	July 27, 1996
McIntyre, Mike	U.S. House	07	NC	General	July 27, 1996
McKinney, Cynthia	U.S. House	04	GA	General	July 27, 1996
Morris, Charles "Lefty"	U.S. House	14	TX	General	July 27, 1996
Nelson, Ben	U.S. Senate	NE	NE	General	July 27, 1996
Null, Dennis	U.S. House	01	KY	General	October 4, 1996
Obey, David	U.S. House	07	WI	Primary & General	July 27, 1996
Orton, Bill	U.S. House	03	UT	General	July 27, 1996
Owens, Steve	U.S. House	06	AZ	Primary & General	July 27, 1996
Pomeroy, Earl	U.S. House	AL	ND	General	July 27, 1996
Price, David	U.S. House	04	NC	General	July 27, 1996
Rathbun, Randall	U.S. House	04	KS	General	July 27, 1996
Reed, Jack	U.S. Senate	RI	RI	Primary & General	July 27, 1996
Rivers, Lynn	U.S. House	13	MI	General	Sept. 10, 1996
Roberts, Darryl	U.S. House	03	OK	General	October 4, 1996
Sanders, Bernie	U.S. House	AL	VT	Primary & General	July 27, 1996
Sawyer, Tom	U.S. House	14	OH	General	July 27, 1996
Sherman, Brad	U.S. House	24	CA	General	July 27, 1996
Skelton, Ike	U.S. House	04	MO	General	July 27, 1996
Smith, Adam	U.S. House	09	WA	Primary & General	July 27, 1996
Spottswood, Lydia	U.S. House	01	WI	General	October 4, 1996
Stabenow, Debbie	U.S. House	08	MI	General	July 27, 1996
Stewart, Mark	U.S. House	04	TN	General	October 4, 1996
Strickland, Ted	U.S. House	06	OH	General	July 27, 1996

<u>CANDIDATE</u>	<u>OFFICE SOUGHT</u>	<u>DISTRICT</u>	<u>STATE</u>	<u>ELECTION</u>	<u>DATE ADDED TO LIST</u>
Strickland, Tom	U.S. Senate	CO	CO	General	Sept. 10, 1996
Swett, Dick	U.S. Senate	NH	NH	General	October 4, 1996
Thurman, Karen	U.S. House	05	FL	Primary & General	July 27, 1996
Tiemey, John	U.S. House	06	MA	Primary & General	July 27, 1996
Tomicelli, Bob	U.S. Senate	NJ	NJ	General	July 27, 1996
Turner, Jim	U.S. House	02	TX	General	October 4, 1996
Volkmer, Harold	U.S. House	08	MO	General	July 27, 1996
Ward, Mike	U.S. House	03	KY	General	July 27, 1996
Weiland, Rick	U.S. House	AL	SD	General	July 27, 1996
Weinzapfel, Jon	U.S. House	08	IN	General	Sept. 10, 1996
Wellstone, Paul	U.S. Senate	MN	MN	Primary & General	July 27, 1996
Williams, Dan	U.S. House	01	ID	General	July 27, 1996
Bob Wilson, Jr.	U.S. House	04	AL	General	October 4, 1996
Yellowtail, Bill	U.S. House	AL	MT	General	Sept. 10, 1996

Federal Election Commission
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