

Rolling Fleet a Runaway Issue

The debate over who will own the hopper cars being sold by the federal government has drawn together diverse coalitions in an attempt to influence the future of grain transportation. *See Hopper Cars, page 3.*

Lobby with Disabilities

Groups that do advocacy work for Canadians with disabilities are finding it increasingly difficult to get in the doors of government. Not only has funding been cut, interest is down. *See Disability, page 2.*

Also in this issue: Association Efforts US-Style, Canadian associations and US legislative days. *See Legislative Days, page 6.* **Some Things Never Change**, Liberals take pages from their Mulroney predecessors, page 6; **Registration Notes** page 7, and **Registrations**.

Registrations in this Issue

Lobby Firms

Association House
Aubut Chabot Avocats
Baker & McKenzie
Bennett Jones Verchere
Borden & Elliot
Byers Casgrain
C.G. Management & Comm
CAI Corporate Affairs Int
Cassels, Brock & Blackwell
Cdn Public Affairs Con Gp (Ott)
Cdn Public Affairs Con Gp (Van)
Commodity Tax Service
Corporation House Ltd (Ott)
Craven Associates
Deloitte & Touche (Tor)
Donald Jarvis Consultants
Earncliffe Strategy Gp
Eckler Partners Ltd
Ellen M. Gunn
Farris, Vaughan, Wills
Flavell Kubrick & Lalonde
Fraser & Beatty (Ott)
Fraser & Beatty (Tor)
Gervais Gagnon Covington
Goodfellow Agricola Con
Goodman Phillips Vineberg
Govt Business Cons Gp
Gowling, Strathy (Ott)
GPC Consilium Inc
GPC Govt Policy Cons (Ott)
GPC Pacific Public Affairs
Grey, Clark, Shih & Assoc

Hession, Neville & Assoc
HH Environmental Inc
Hill & Knowlton Canada (Ott)
Hill & Knowlton Canada (Tor)
Howard, Mackie
Hume, McLearn
Humphreys Public Affr Gp
IGRG-Industry Govt Reln
J. Cameron Millikin Cons
J.S.L. Consulting Ltd.
Kathleen Winn & Assoc
McCarthy Tetrault (Tor)
McMillan Binch (Miss)
McMillan Binch (Tor)
National PR
Osler, Hoskin & Harcourt (Ott)
Osler, Hoskin & Harcourt (Tor)
Parallax Public Affrs Inc
Pristanski Consulting
Prospectus Associates
Public Perspectives Inc
R. Murray Ramsbottom Ent. Inc
Ramco Enterprises
SAMCI (Ott)
Stikeman, Elliott (Mon)
Stikeman, Elliott (Tor)
Stikeman, Elliott (Ott)
Strategico Inc (Ott)
Tactix Government Consulting Inc
The Capital Hill Group (Ott)
Thomas & Davis
Thomas Robinson Commun
W.A. MacDonald & Assoc

Client Organizations

101430 Canada Inc
3d Microcomputer Wholesale
Abbott Laboratories Ltd
ACC Telenterprises Ltd.
Advance Info Tech Corp AIT
AGRI Partners Intl Inc
Alberta Energy Company Ltd
Alcan Smelters and Chemicals
Alliance Fair Trade in Beef
Alliance Resp. Envir Alt AREA
Amdahl Canada Limited
Amex Canada Ltd
Amoco Canada Petroleum Co Ltd
Archer Daniels Midland Co.
Asea Brown Boveri Inc.
Assoc des Armateurs Canadiens
Astra Pharma Inc
Avcorp Industries Inc
Avenor
Bakery Council of Canada
Bank of Montreal
Barnes & Noble Inc
BC Telecom Inc
BC Telephone Co
Beco Industries Ltd
Bell Canada
Bill Mathews Holdings Inc.
Brewers Assoc of Canada
CAE Inc
Call-Net Enterprises
Cameco Corporation
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Hopper Cars Keep Lobby Jumping

When the selling of the government's 14,000 hopper cars was first announced, rail companies **CP** and **CN** seemed the logical choice as buyers. Since then, however, a coalition of Western farmer organizations have banded together, and are scrambling to come up with a workable proposal. So far they've enjoyed some early support from Agriculture Minister **Ralph Goodale** and are working towards bringing producer groups from Ontario and BC into the fold. This is seen as an attempt to play the regional card and enhance the chance of success.

Issues

"All sides are trying to offset future problems. That's what the war is all about," says **Jack Wilkinson** of the **Canadian Federation of Agriculture**. Depending on where you sit those problems could include:

- increased shipping prices and a reduction in service, if you're a western grain farmer
- lost business opportunity and a possible shift of transport towards trucking, if you're CN or CP
- no hopper car service at all, if you're an Ontario corn producer.

The government is in the position of trying to balance its privatization agenda with several considerations, perhaps unique to Canadian agriculture. Feasibility is the overriding concern, but the traditionally cooperative approach to Canadian agriculture, along with the service to various regions are key points.

"It's not unusual for people other than the railway companies to own the rolling fleet," says **Robert Ballantyne**, of **The Railway Association of Canada**

The way in which the hopper car issue fits within the larger transition away from subsidized grain transportation is a point

used by both sides – albeit with different angles in their message.

The Company Line

"[CN and CP] were assigned these cars, even if the government did own them. If the fleet was sold to the companies I don't think anyone would notice the difference," says **Ballantyne**.

The railway message is being delivered by CN and CP's substantial in-house government affairs departments. As well, CP also employs the services of **Harry Near** and **Michael Robison** of **Earncliffe Strategy Group**.

In his presentation to a joint meeting of the Transport and Agriculture Committees, CP Railways vice-president **Rick Sallee** said that accountability was key. "Without accountability, Canada's offshore customers will not get the performance they are demanding... Commercial approaches and efficiency are the only way forward."

Wilkinson says that the railway's argument connects to the farmers' number one problem. "The stumbling block [for the farmers] is in putting together a workable bid when they're not even a company," says Wilkinson. "Selling the cars to the farmers might not meet with what right wingers understand as the point behind privatization. A traditional company is much more logical to them."

The Undeniable Appeal of a Coalition

The Producer Car Coalition, led by spokesman **Sinclair Harrison**, is trying to put their case forward to the decision makers, while at the same time scrambling to pull together a workable proposal. The task is further complicated by the complaints of some regional producer groups.

"The Ontario groups were jumping up and down, in part, because of some press coming out saying that the cars would only

be used for western grain...people got nervous," says one industry source.

Those same groups, however – linked under the **Ontario Producer Car Coalition** moniker – have been approached by the Western coalition and have tentatively supported their bid.

"We met with them when we went to Ottawa to present to the committee," says **Bob Down** of the **Ontario Corn Producers' Association**. "We're supporting the coalition, as we think we can come to an agreement on allocation." Asked if the rail companies have approached the Ontario group about a similar arrangement, Down says that there hasn't been much direct contact. "But it's understood that we would want the same deal from the other group."

Producer representatives say that the coalition idea is the key to the farmers' bid. "From a government standpoint, a broad coalition could be very attractive. The regional component is an essential part of the sales pitch...and as I say, the delays in the coalition are not huge."

Agriculture Minister **Ralph Goodale** has already voiced support for the producer's bid, and industry sources say that he should be able to sell it to his colleagues. "The minister will have no problem with cabinet if he presents a reasonable, workable plan from the farmers." Goodale's office, however, says that Transport is taking the lead on the file.

A decision is expected sometime this fall.

Disability Lobby Hindered by Feds

Lobbying in an area where there is little government interest can prove to be a test of both an individual's lobbying skill and perseverance. For groups representing the interests of Canadians with disabilities, the task is made even harder when core funding is being eroded by government cut-backs. The recent introduction and passage of bill C-33, enshrining the human rights of persons who are gay and lesbian has given hope to those working towards the same result for people with disabilities. Their hope is for the second part of the package to emerge, addressing the rights of Canadians living with disabilities. But recent actions of the government have left organizations like the **Council for Canadians with Disabilities** doubting the federal commitment to disability issues.

While there are a myriad of issues swirling around this lobby, insiders say that they are focusing on the bare basics of getting disability issues back on the federal agenda. At the top of that list is funding for consumer groups, says **Ray Cohen** of **Abilities Magazine**.

"The future of these organizations is in question," adds Cohen. "These are the organizations that spearheaded issues like equal opportunity and access."

The Players

There are two types of groups that work together to provide advocacy for persons with disabilities. One is consumer groups, usually operated by members for members, which focus most of their efforts on advocacy and education efforts. Many of these groups are funded by the government, often as the only source of revenue. Service providers on the other hand, may not be operated by members of the groups they serve. These organizations provide services to members not widely available. One example of this is the **Canadian National Institute for the Blind**, which offers its clients access to information in a format easily manageable by those who have visual

impairments. **Jim Saunders**, who handles public and government relations for the CNIB, says it is still difficult to obtain information from the government in braille, audio-cassette or large print.

Pressure Points

Laurie Beachell of the Council of Canadians with Disabilities has a growing list of program cuts and policy changes that he feels have further marginalized persons with disabilities. Funding for his group has been slated for elimination by 2000, which effectively puts them out of business. On his list of issues to target is the CHST, which does not currently guarantee funding for social services other than health; the elimination of 10,000 people from eligibility for the Disability Tax Credit; and employment insurance legislation that effectively excludes persons with disabilities from participating or being eligible for training for the workplace. They are also anxious for the government to take a leadership role.

For the CNIB, a service provider, the primary issue is the Copyright Act, and the payment issues surrounding royalties for information transferred to audio-tape or re-issued in braille.

This is our version of a wheelchair ramp," Saunders explains, adding that the groups work together to identify key areas for change.

There needs to be a Secretary of State position responsible for disabled persons within the federal government," insists Beachell. One of the dilemmas for CCD however, is that there is little money available for lobbying, let alone for the purpose of retaining a professional lobbyist. Nope, it's back to basics, writing letters to the Prime Minister and Ministers of the Crown requesting meetings to discuss the issues.

The federal government appears to be withdrawing from social policy," observes Beachell. "We need to ensure a federal role, and the visibility of rights of the disabled."

Sources of Frustration

There is significant agreement between groups over the issues at the forefront of the lobby for those with disabilities. Where there is also agreement is over the difficulty groups have gaining the attention of federal ministers.

"We haven't been able to zero in on the question of government commitment," admits **Eric Boyd** of the **Canadian Paraplegic Association**. "We have not been able to get attention on some of these issues, and have lost a lot of ground." Boyd adds that the groups are committed to their advocacy work and to maintaining a presence.

"We don't have either the time or resources to work with the media," he continues, although they have been well-received by MPs and have had cooperation from the bureaucracy in the communication of some of their concerns. But the more programs aimed at leveling the playing field for persons with disabilities are eliminated or scaled back, the more disenfranchised the group gets. Boyd worries that the voice of the disabled is being quelled, albeit unintentionally.

Outer Perspective

Those watching the issue feel that the lobby is a people issue, powerful because it plays on political sympathies. The important follow through at the bureaucratic level is considered less successful, particularly with this government, say some. With issues crossing departmental lines, it appears that there are few mechanisms in place to deal with the challenges of disabilities.

"Politicians are inclined to respond to the constituent human issue," agrees **Connie Lauren-Bowie** of **Canadian Association of Community Living**. She feels that the challenge is in communications – politicians are often able to see the logic of a position and express their support, but find that the nitty-gritty is more complicated.

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Cami Automotive Inc
 Campbell Soup Co. Ltd
 Canadian Liquid Air Ltd
 Canon USA Inc.
 Caoutchouc Acton Ltee (Les)
 CBCA Reform Coalition
 CBCI Telecom
 Cdn Allc Against SoftwareTheft
 Cdn Assoc of Film Distributors
 Cdn Assoc of Railway Suppliers
 Cdn Automobile Dealers Assn
 Cdn Bankers Assoc
 Cdn Bottled Water Association
 Cdn Broiler Hatching Egg Mktg
 Cdn Cable Television Assoc
 Cdn Cement Council
 Cdn Chicken Marketing Agency
 Cdn Chlorine Coordinating Com
 Cdn Dehydrators Assoc
 Cdn Egg Marketing Agency
 Cdn Forest Industries Council
 Cdn Health Food Assoc
 Cdn Life & Health Ins Assoc
 Cdn Marine Pilot Assoc
 Cdn Motion Picture Dist Assoc.
 Cdn Nurses Assoc
 Cdn Podiatry Assoc
 Cdn Pulp and Paper Association
 Cdn Real Estate Assoc
 Cdn Red Cross
 Cdn Sugar Institute
 Cdn Survey Research Council
 Cdn Tobacco Manufacturers Coun
 Certicom Corp
 Chrysler Canada Ltd
 Chrysler Canada Ltd
 Cineplex Odeon Corporation
 Citibank Canada
 City Guilds Toronto
 Civil Service Coop Soc
 Claridge Properties Ltd
 Coalt'n pour la sauvegarde QC
 Comdisco Canada Ltd
 Cominco Ltd
 Committee of Major Law Publish
 Compaq Canada Inc.
 Computer Modelling Group
 Confectionery Mfrs Assoc
 Conklin & Garrett
 Coun of Forest Indust of BC
 CP Rail Ltd
 Cynamid Canada
 Daiwa Bank of Canada
 Dataware Technologies
 Davies, Ward & Beck
 Diamond Field Resources Inc
 Digital Equipment of Canada
 DMR Group Inc
 Dow Corning Canada Inc
 Dowelanco Canada Inc.
 Dylex Limited
 E.D. & F. Man Group
 Electro-Federation of Canada
 Ernst & Young (CA)
 ESSROC Materials Inc.
 Eureka Textiles Ltee
 Eurocopter Canada Ltd
 Expro Chemical Products Ltd
 FABCO-Fabricated Steel Prod.
 Fed. of Law Societies of Can.
 Financial Collection Agencies
 Foothills Pipe Lines Ltd
 General Electric Capital Can

General Electric Capital Inc
 General Motors of Canada
 Gillin Engineering Ltd
 GKN Defence
 Gordon Capital Corporation
 Govt of SK — Dept Trade&Inves
 Great Canadian Railtour Co
 Great West Life Assurance Co
 Greyhound Lines of Canada
 GTE Corporation
 H & R Block Canada Inc
 Halifax Grain Elevator Limited
 Harcourt General Inc.
 Harris Canada Inc
 Harris Farinon Canada
 Hawker Siddley Canada Inc
 Health Benefits Coalition
 Health Partners
 Hershey Canada Inc.
 High-Point Rendel Canada Ltd
 Home Depot Canada
 Honda Canada Inc.
 Hudson's Bay Co
 IBM Canada Limited
 ICI Communications Canada Inc
 Image & Integration Inc
 Imasco Ltd
 Information Technology Inst
 Inland Cement Ltd
 Insurance Bureau of Canada
 Int'l Info Infrastructure Inc
 Intl Cheese Council of Canada
 Investors Group Inc
 Iron Ore Company of Canada
 JCI Technologies Inc
 Jet Form Corporation
 Johnson & Higgins Ltd
 JP Morgan Canada
 Kennedy O'Brien
 Knob Hill Farms Limited
 Kraft General Foods Canada Inc
 Labatt Breweries of Canada
 LadaCanada inc
 Lafarge Canada Inc
 Lambert Somec Inc
 Lamont
 Landmark Geographic Inc
 Lanser Wireless Inc
 Les Prod. Daishowa Ltee
 Loblaw Companies Limited
 London Life Ins. Co.
 Loral Canada Inc.
 Macartney Farms
 Makhteshim Agan North America
 Makivik Corporation
 MDS Health Group Ltd
 Merck Frosst Canada
 Midland Walwyn
 MIL Group/Groupe MIL
 Minto Developments Inc
 Mitsubishi Elec Industries Can
 Music Copyright Action Grp
 National Dairy Council of Can
 Nature Conservancy of Canada
 NBS - POS Division
 Newbridge Networks Corp
 Nisga's Tribal Council
 North York General Hospital
 Nova Corporation
 Oerlikon Aerospace Inc
 Ogdensburg Bridge & Port Auth
 Ont Corn Prod Assoc
 Oracle Canada
 Oshawa Group Ltd. (The)
 Pasteur Merieux

Pennzoil Company
 Pension Investment Assoc Can
 Pharmaceutical Mfrs Assoc Can
 Philip Morris Companies Inc
 Placer Dome Inc
 Power Corporation of Can
 Power Financial Corp
 Precise Systems Corp
 Progas Limited
 Proshred Holdings Ltd
 Province of Newfoundland
 Quebec Telephone
 Raytheon Canada Ltd.
 RBC Dominion Securities Inc
 Reader's Digest
 Real Estate Invsmt Trust -REIT
 Republique Gabonaise
 Republique Haiti
 Rider Travel
 Rockwell Int'l of Canada
 Rothmans, Benson & Hedges
 SAP Canada Inc.
 Saskatoon Reg. Econ Devt Auth
 Scarborough Truck Centre
 Scott Assoc Architects Inc
 Seeburn Div. - Ventra Grp Inc
 SEGA of Canada Inc.
 Serco Aviation Services Inc
 SHL Systemhouse Ltd
 SKD Company
 SNC Lavalin
 Spar Aerospace Ltd
 St-Lawrence Cement Inc
 Stentor
 Sterling Software
 StorageTek Canada Inc.
 Stroh Brewery Company
 Sun Microsystems of Canada Inc
 Sygma
 Syncrude Canada Ltd
 Systems Interface Inc
 TD Securities Inc.
 Teleglobe Inc
 Telezone Corp
 Telpay, Div. of CTI-Comtel Inc
 Telquest Ventures, LLC
 Tembec Inc
 Terminaux Portuaires du Que
 Tilbury Cement
 Time Canada Ltd
 Time Inc Book Co
 Time Inc. Magazine Company
 Time Warner Inc
 Tomen Corp.
 Tourism Rebate Service Inc.
 Transalta Utilities Corp
 Ultramar Canada Inc
 Unisys Canada Inc.
 Unitel Communications Inc
 Viacom Inc
 Viacom Inc.
 Video Software Dealers Assoc
 Vinyl Council of Canada
 Viridian (form. Sheritt Inc.)
 Warner Bros. Canada
 Warner Home Video Can Ltd
 Warner Music of Canada Ltd
 Warner Publisher Ser (Can)
 Westaim Technologies Inc
 Westaim Technologies Inc
 WestCoast Energy Inc.
 Westinghouse Electric Corp
 Weston Forest Corp
 Wood Gundy Inc.