

The Lobby Monitor

August 30, 1999

Volume 10, Number 18

Air Wars II

The fight for all the marbles with respect to Canada's airlines is on. When it is over, one or none will remain. It seems strange that the death of one airline could signal the demise of two, but in these days of corporate takeovers, anything is possible. Lobby watchers will have a chance to observe a short, sharp lobby campaign waged on many fronts to decide the eventual winner.

Given the precarious state of Canadian Airlines, the battle will need to be short. Whether it will be decisive is another matter. One thing is likely — the government does not want to see a result where Canadian just closes its doors and its employees get sent home. A merger of some sort is needed to save face (as well as some political ass). But who will buy what?

Three fronts

The fight for control is being waged in three places, corporate boardrooms, government conference suites, and before the court of public opinion. So far the only real player is Onex, which seems to have come out of nowhere — but likely didn't. To date, those on the side of Air Canada have held their cards close to the chest, perhaps waiting to see if share price is the only issue that matters.

In the corporate boardrooms, the edge belongs to Onex because of its association with American Airlines. With its 33% of Canadian and its reach into CAI's boardroom, it would be tough to see how

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Lobby Notes

Chinese walls

As government gets leaner, more GR and law firms find themselves in the position of offering policy or communications advice to departments while, at the same time, possibly acting for private sector clients attempting to influence government on related matters. Given this fact of life, it is timely as well as useful that in its most recent annual report the Office of the Ethics Counsellor has produced a set of guidelines for firms that find themselves working on both sides of the fence.

“Returning to the question of whether a firm can provide advisory services to a government department while at the same time representing a private sector client with interests in that same department, the Office believes that it can, but only if Chinese Walls are put in place that follow the guidelines set out by the Canadian Bar Association. These guidelines provide a fair and objective basis upon which to assess the adequacy of the measures taken by a lobbying firm in such a situation. This would mean, however, that the organizational structure of the firm would need to

Continued on page 2

Consultant registrations in this issue

Client Organizations

Air Transport Assn of Canada
Alberta Stock Exchange
Aliant Telecom Group
Almadon Productions
Apotex
Assn Immigration Coun Can
Astra Pharma
Atco Frontec
BC Cancer Fdtn
Betel Heritage Foundation
Boliden
Borealis Funds Management
C-Band Alliance Canada
C2 Logistics
Calgary Airports Authority
Canada Post
Candy Ltd
Cdn Arctic Resources Cttee
Cdn Electricity Assn
Cdn Magazine Publishers Assn
Cdn Occidental Petro
Center Fund Dev Corp
CH2M Gore & Storrie
Co-op Housing Fed of Canada
CPCS Transcom
CRB Foundation
CTV Television Network
Dairy Farmers of Ontario

DEW Engineering & Dvlpmnt
Epcor Utilities
Eurocopter Canada
Fondation Tresors des Nation
Fonderies Canadiennes D'acier
Forest Alliance of BC
Four Star Dairy
General Motors Canada
Global Dutfree
Hannover Ventures 2000
Hydro Quebec
Imasco
IMAX
Inavialuit Projects
Innu Nation
Intuit Canada
Jacques F Brunelle et Assoc
Kingsway Employee's Pension
Lockheed Martin Canada
Lovat
Luscar
Macdonald Detwiller
Maritime Lumber Bureau
MGM Communications
Nature Conservancy of Can
Northland Power
Onex
Owens Corning
Pepsi-Cola Canada

Regional Mun Hamilton-Wentworth
Retirement Income Coal'n
Seagram Canada
Semiconductor Insights
Serco Canada Facilities Mgt
SPSS
Thompson Corporation
Timberwest Forest Corp
Toronto Blue Jays
Transport Nanuk
Vern Basnett Cons

Lobby Organizations

Association House
Beeline Investments
Birchall Northey
Byers Casgrain
Capital Hill Grp
Cdn Public Affairs Con Grp
CFN Cons
CG Mgt & Comm
Corporation House
Counter Communications
Douglas Young
Doyle Resources
Fraser Milner

Continued, p. 2

provide for different people, separate files and internal undertakings to ensure that everyone within the firm agrees and complies. The firm would also need the informed consent of both clients.”

The recommended CBA guidelines can be found in the annual report or at <http://strategis.ic.gc.ca/SSG/lr01062e.html#ADVISORYROLEOFTHEOFFICE>

The editorial position of the Lobby Monitor has been, and remains, that while Chinese walls may be viable, from an “ethics in government” perspective, government should give its “informed consent” to such an arrangement only in exceptional circumstance where it is clear that no other firm can provide the necessary services.

Follow WTO positions on web

The next round of WTO negotiations is soon to get underway. Ministers will meet in Seattle, Washington from Nov. 30 to Dec 3 to establish a framework for the discussions dealing with services and agriculture. Those wanting to track events may want to browse some of these websites over the coming months to get a sense of the issues and the way they are perceived.

- World Trade Organization <http://www.wto.org>
- WTO Seattle <http://www.wto.org/wto/minist/seatmin.htm>
- Seattle Business welcomes WTO <http://www.wtoseattle.org>
- WTO Millennium Round by Green Party <http://www.millennium-round.org>
- Ontario PIRG's MAI-not Project <http://mai.flora.org>
- Peoples Global Action (PGA) <http://www.agp.org>
- PGA in Seattle <http://members.aol.com/mwmorrill/pga.htm>
- People For Fair Trade <http://www.peopleforfairtrade.org>
- Public Citizens Global Trade Watch <http://www.tradewatch.org>
- Seattle Citizen Committee <http://www.seattletwo.org>
- Third World Network <http://www.twinside.org.sg/souths/twn/trade.htm>
- BUND (Friends of the Earth Germany) <http://www.snafu.de/~bund> or www.bund.net
- Friends of the Earth Europe <http://www.foeeurope.org>
- Trade, Environment and Sustainability <http://www.foe.co.uk/foei/tes>
- Critical Mass, Seattle <http://www.oz.net/~nic/cm.html>

Other web sites

Speaking of things on the web, the people and organizations responsible for creating and cleaning up marine oil spills have been trying to negotiate an acceptable structure and fee schedule for several years now. The results of the discussions can be found on the web at <http://www.ccg-gcc.gc.ca/rser-ssie/er-ie/prepare/main.htm>. The publication of positions on a website is yet one more sign of things to come as the world of GR and the web unfolds.

Young more than once

For a moment, it appeared as though *Doug Young* and *Summa Strategies* had parted company. But Doug Young's most recent registration for *CPCS Transcom* showing him as a self-employed consultant lobbyist with his own firm was done only so that he would comply with the advisory ruling related to company directors who assume an active GR role. The directive states:

BOARDS OF DIRECTORS: APPLICATION OF THE ACT TO OUTSIDE CHAIRS AND MEMBERS - Number 2 (Revised, 1998)

"If the chair or member of the Board is an outside director (i.e. not an employee of the company in an employee-employer relationship) and receives remuneration beyond reimbursement of expenses, the requirement for registration as a consultant lobbyist applies to lobbying activities. Lobbying activities are those communications, whether formal or informal, with federal officials for the making, developing or amending of any federal law, regulation, policy or program, or the awarding of any federal monetary grant, contribution or other financial benefit, such as a loan. As well, registration would be required for lobbying for the awarding of any federal contract, or arranging a meeting."

Summa come, summa go

While Doug Young remains at Summa, *Margaret Penniston* has left the firm to return to another familiar job as legislative assistant in a minister's office. Penniston will be working with new minister *Robert Nault* at Indian Affairs and Northern Development.

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Consultant registrations

Global Public Affairs	Osler, Hoskin & Harcourt
GPC Gov't Policy Cons	Oxygene 9
Hill & Knowlton Canada	Paul-Andre Masse
Hugh Riopelle Cons	Policy Insights
Industry Gov't Relations Grp	Public Perspectives
Jayoti Howlett	Rudolph & Assoc
Joann Rogers	SAMCI
Lang Michener	Summa Strategies
Le Groupe Cortan	Sussex Strategy Grp
McCarthy Tetrault	Tactix Gov't Cons
McKercher & Co	Temple Scott Assoc
McMillan Binch	Tory Tory Deslauriers&Binnington
Me Claude Grant	VS Christie Consulting
Michele Cadario	Westwood Cons

Air Wars

Continued from page 1

Air Canada could succeed in any offer to buy CAI. American stands to lose too much if Air Canada wins. But before Onex and American can emerge as overall winners, they will have to win in the public policy forum, and to do that, they might also have to win before the court of public opinion.

Lobby power

Air Canada has not fared all that well in past lobby campaigns. In fact, it has lost most of the major campaigns against Canadian. When it lost the last round, former Chairman Hollis Harris said some unkind things about government which could hurt them. Now, with everything Air Canada could want seemingly within its grasp, could it once again lose because of its weakness in Ottawa? One important difference this time around is that this campaign is not essentially against Canadian, but against American and Onex. Another factor is that the strength of CAI's trump card, the regional issue, has diminished, which makes the Air Canada regional card, Montreal, loom much larger. Nonetheless, Onex and American are rumoured to have scooped up much lobby talent around town to work on their behalf (or at least conscript them so as to not work against them).

The government's decision will, in the end, be influenced by what is happening in the court of public opinion. That is perhaps why Onex is going out of its way to attack media stories that portray its bid as a takeover by American Airlines. (Onex has been doing its homework on the investment community. One financial analyst interviewed on CTV News noted that Onex bid was likely to succeed because its bid partner, American Airlines, was in the driver's seat at Canadian Airlines. He then talked of the Air Canada pilots getting together with Lufthansa to make an offer for Air Canada but had the cheek to say that Ottawa would not look favourably on

the Lufthansa deal because it would prefer a "made in Canada" solution.) Even if Onex cannot prevent the perception of an American takeover from taking hold, it could still argue that this should not matter and still win the day. Anti-American sentiment ain't what it used to be, particularly in the West.

Regional players

The cabinet committee looking at the issue represents more of a watching brief than a decision-making body. Given that he is a major player on the Quebec issue as well as the kingpin of polling and communication within cabinet, Gagliano is the key person in that group. However, as with the last effort at rescuing CAI, everyone will be taking their cues from the PMO. Onex's strong ties will be an asset for ensuring a hearing there. However, unless the deal is done quickly, Onex's strengths may, in the end prove to be liabilities in the court of public opinion.

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Conferences

From the Public Affairs Council

Activating the Grassroots: *Motivating and Mobilizing the Constituents*

Establishing program objectives; determining whom you wish to influence; determining structure (broad-based, key contact, and ad hoc programs); centralized vs. decentralized corporate structure; corporate culture; federal vs. state vs. local focus; working with your legal and human resources departments; geographic distribution of employees; securing senior management support; using internal resources (staffing and budgeting questions, assessing software needs). Selecting key contacts who will get the job done; recruiting members for a broad-based membership; conducting an employee political inventory; recruiting from your PAC's membership; recruiting "extended family" members (e.g., suppliers, distributors, and customers). For Grassroots Administrators from Corporations and Associations with Individual Members. *Washington Monarch, Washington, D.C.* — September 23, Hotel Monaco, San Francisco — September 15

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The Lobby Monitor is published 20 times per year.

Additions to the Lobbyists Registry

<i>Lobby Firm</i>	<i>Lobbyist</i>	<i>Client</i>	<i>Issue</i>
Association House	Brennan, James W.	Apotex	Patented Medicine (Notice of Compliance) Regulations
Association House	Sirois, Jean-Paul	Northland Power	EDC Funding in Eastern European Power Generation
Association House	Sirois, Jean-Paul	Regional Mun Hamilton-Wentworth	Red Hill Expressway Construction-Environmental Impacts
Association House	Jodouin, Gregoire	Retirement Income Coal'n	The canadian retirement income system (ie CPP, seniors benefit, RRSP and taxation)
Beeline Investments	Nicolaides, Nick	C-Band Alliance Canada	To Extend Satellite Communication Services to Communities in Northern Canada
Birchall Northey	Birchall, Charles	Innu Nation	CEAA and Voisey Bay Panel report
Byers Casgrain	Bazin, Jean	Fonderies Canadiennes D'acier	Centrale Hydro-electrique Yangtze
Capital Hill Grp	Metcalfe, Herb	CRB Foundation	Gov't financial support for "Historica"
Capital Hill Grp	Doran, Kim	Onex	Transportation Act
Capital Hill Grp	Metcalfe, Herb	Onex	Transportion act
Cdn Public Affairs Con Grp	Kirkpatrick, Douglas	Almadon Productions	Millennium Partnership Program
CFN Cons	Inglis, Norman	Atco Frontec	Providing advice on alternative service delivery opportunities
CFN Cons	O'Donnell, Patrick	Atco Frontec	Providing advice on alternative service delivery opportunitis
CFN Cons	Sturgeon, Raymond	Atco Frontec	Providing advice on alternative service delivery opportunities
CFN Cons	Webster, Harry	Atco Frontec	Providing advice on alternative service delivery opportunities
CFN Cons	Code, Barry	C2 Logistics	Logistical Support and Cargo Management Services
CFN Cons	Sturgeon, Raymond	C2 Logistics	Logistical Support and Cargo Management Services
CFN Cons	Sturgeon, Raymond	Candy Ltd	Provision of Cargo Management and Logistic Support Services
CFN Cons	Webster, Harry	Candy Ltd	Provision of cargo managemnet services
CFN Cons	O'Donnell, Patrick	DEW Engineering & Dvlpmnt	Land Forces equipment Projects
CFN Cons	O'Donnell, Patrick	Lockheed Martin Canada	DND Aerospace Projects
CFN Cons	Inglis, Norman	SPSS	Marketing assistance for software products and services for federal government departments.
CG Mgt & Comm	Gracey, Donald	Assn Immigration Coun Can	Revisions to Immigartion Act
CG Mgt & Comm	Pellegrino, Adele	Assn Immigration Coun Can	Revison to Immigrtion Act
Corporation House	Lefebvre, Ronald	Inavialuit Projects	Reconciliation of Claims by Canadian Commercial Corporation
Counter Communications	Giraud, Thomas	Forest Alliance of BC	Securing International Marketing Assistance for Forest Industry
Douglas Young	Young, Douglas	CPCS Transcom	Cida support for projects in the middle east, africa and the caribbean
Doyle Resources	Doyle, Kevin	Luscar	Canada Transportation Act-Year 2000 Review
Felesky Flynn	McDougall, Craig	Alberta Stock Exchange	Amendment to tax regs to add a prescribed exemption from the "mark-to-market" rules in Tax Act for corp formed on the proposed merger of the AB. stock exchange and the Van.stock exchange
Felesky Flynn	Skingle, Kenneth	Alberta Stock Exchange	Amendment to tax regs to add a prescribed exemption from the "mark-to-market" rules in Tax Act for corp formed on the proposed merger of the AB. stock exchange and the Van.stock exchange
Fraser Milner	Carr, Brian	Borealis Funds Management	Section 8514 of the income tax regulations
Fraser Milner	Saville, Francis	Cdn Occidental Petro	Relations between Canada and Yemen
Global Public Affairs	Chiasson, Edmond	Aliant Telecom Group	telecom policy and regulation, broadcasting policy, news media, e-commerce, international trade
Global Public Affairs	Cocksedge, Allan	Astra Pharma	Parliamentary Revue of Drug Patents - Ongoing Discussions of Regulations- Health Protection Br
Global Public Affairs	Blais, Jean-Jacques	BC Cancer Fdtn	General Advice on Health Canada programs and policy
Global Public Affairs	Chiasson, Edmond	BC Cancer Fdtn	General Advice on Health Canada programs and policy
Global Public Affairs	Chiasson, Edmond	Calgary Airports Authority	Public/Private partnership for access road; transport policy
Global Public Affairs	Cocksedge, Allan	Calgary Airports Authority	Exploring Public and Private Partnership fo Access Road, General Transport Policy
Global Public Affairs	Mulder, Nick	Calgary Airports Authority	Exploring Public Private Partnership for Access Road,General Transport Policy
Global Public Affairs	Pettipas, Randy	Calgary Airports Authority	Exploring Private Public Partnership for Access Road, General Transportation Policy

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<i>Lobby Firm</i>	<i>Lobbyist</i>	<i>Client</i>	<i>Issue</i>
Global Public Affairs	Wilkins, Jaffray	Calgary Airports Authority	Exploring Public Private Partnership fo Access Road, General Transport Policy
Global Public Affairs	Chiasson, Edmond	Cdn Magazine Publishers Assn	Advertising Services Act Foreign Publishers
Global Public Affairs	Cocksedge, Allan	Cdn Magazine Publishers Assn	Advertising Services Act Foreign Publishers
Global Public Affairs	Pettipas, Randy	Cdn Magazine Publishers Assn	Advertising Services Act Foreign Publishers
Global Public Affairs	Mulder, Nick	Center Fund Dev Corp	Canada Lands Corporation and Sale of Greisbach Lands
Global Public Affairs	Chiasson, Edmond	IMAX	International Trade and Film Policy Development
Global Public Affairs	Cocksedge, Allan	IMAX	International Trade, Canadian Film Policy Development
Global Public Affairs	Pettipas, Randy	IMAX	International Trade and Canadian Film Policy Development
Global Public Affairs	Chiasson, Edmond	Timberwest Forest Corp	Softwood export issues
Global Public Affairs	Pettipas, Randy	Timberwest Forest Corp	Log (Timber,Softwood) Export Regulations
GPC Gov't Policy Cons	Jones, Bryan	Betel Heritage Foundation	Attempting to gain funding for an Icelandic Heritage centre in Gimly, Manitoba
GPC Gov't Policy Cons	Jones, Bryan	Imasco	Corporate governance changes affecting owners of financial institutions
Hill & Knowlton Canada	McLure, John	Eurocopter Canada	Maritime helicopter project
Hill & Knowlton Canada	Miller, David	MGM Communications	Government Advertising Contracts
Hugh Riopelle Cons	Riopelle, Hugh F.	Air Transport Assn of Canada	User Fees Charged By Local Transportation Authorities For Airport Services
Hugh Riopelle Cons	Riopelle, Hugh F.	Canada Post	Financial assistance for Canada Post to convert its vehicle fleet to alternate fuels to meet the emissions reduction standards
Industry Gov't Relations Grp	Schiller, Francis	Intuit Canada	Revenue Canada, Canada Post Policy and Programs
Industry Gov't Relations Grp	Teeter, Michael	Intuit Canada	Revenue Canada and Canada Post Policies
Industry Gov't Relations Grp	Schiller, Francis	Transport Nanuk	Coastal trade, remission of duty, marine navigation services fees, service
Jayoti Howlett	Howlett, Jayoti	Co-op Housing Fed of Canada	Co-operative housing program - social housing transfer to provinces; co-operative housing sector alternative for program administration; new housing and supply programs
Joann Rogers	Rogers, Joann	Co-op Housing Fed of Canada	Co-operative housing program - social housing transfer to provinces; co-operative housing sector alternative for program administration; new housing and supply programs
Lang Michener	Young, David	Dairy Farmers of Ontario	Proposal to Consider Applications for Temporary Marketing Authorization Letters for calcium-fortified orange juices
Lang Michener	Purchase, Ken	Maritime Lumber Bureau	WTO dispute regarding EU regulatory directive 77/93 regulating the importation of softwood lumber into the EU
Lang Michener	Sosnow, Clifford	Maritime Lumber Bureau	WTO dispute respecting EU regulatory directive 77/93 regulating the importation of softwood lumber into EU.
Lang Michener	Sosnow, Clifford	Seagram Canada	Negotiating Framework Agreement Between Canada and EU for Wine, Distilled Spirits
Le Groupe Cortan	Tanguay, Denis	Hydro Quebec	Federal regulations having an impact on Quebec Hydro activities
McCarthy Tetrault	Bass, Neil	Global Dutifree	Finance review of GST visitor rebate program
McKercher & Co	Richardson, Douglas	MGM Communications	Government advertising contracts
McMillan Binch	Kinsella, Warren	Boliden	Fisheries Habitat Programming
McMillan Binch	Kinsella, Warren	Hannover Ventures 2000	Support by department of Canadian Heritage for hanover 2000 fair
McMillan Binch	Kinsella, Warren	Toronto Blue Jays	Taxation Policy/Financial Incentives for Professional Sports Teams
Me Claude Grant	Grant, Claude	Fondation Tresors des Nation	Enregistrement aux fins de l'impot sur le revenu des organismes de charite
Michele Cadario	Cadario, Michele	Epcor Utilities	Climate Change-Voluntary Challenge Registry
Osler,Hoskin & Harcourt	Fisher, Susan	CTV Television Network	Proposed Amendment to Income Tax Act (Canada)
Osler,Hoskin & Harcourt	Kingsissepp, Andrew	CTV Television Network	Proposed Amendment to Income Tax Act (Canada)
Oxygene 9	Desroches, Andre	Owens Corning	Canadian Fund For the Creation of Employment

Additions to the Lobbyists Registry

<i>Lobby Firm</i>	<i>Lobbyist</i>	<i>Client</i>	<i>Issue</i>
Paul-Andre Masse Policy Insights	Masse, Paul-Andre MacKay, Ken	Jacques F Brunelle et Assoc Macdonald Detwiller	Various foreign aid programs Canadian Space program and matters of advanced technology development opportunities in space-based and terrestrial telerobotics
Policy Insights Public Perspectives Rudolph & Assoc SAMCI SAMCI SAMCI	MacKay, Ken Koskie, Raymond Rudolph, Mark Tubridy, Laura Yearwood, Debra Yearwood, Debra	Semiconductor Insights Kingsway Employee's Pension Assn Nature Conservancy of Can General Motors Canada General Motors Canada Pepsi-Cola Canada	Technology Partnerships Canada (TPC) Surplus Regulation Under The Pension Benefits Standards Act Amending the Income Tax Act to Remove Capital Gains From Ecological Gifts Arrange meetings with officials for GM to inform government about activities and interests Arrange meetings with officials for GM to inform government about activities and interests Arrange meetings with officials from Industry Canada to provide information and perspective on competition issues before the bureau which have an impact on pepsi's business operations
Summa Strategies Summa Strategies Sussex Strategy Grp Sussex Strategy Grp Sussex Strategy Grp Sussex Strategy Grp Tactix Gov't Cons Temple Scott Assoc Tory Tory Deslauriers&Binnington VS Christie Consulting Westwood Cons	Whiting, Kenneth Zed, Paul Pellegrini, Paul Ragusa, Joseph Pellegrini, Paul Ragusa, Joseph Mains, Howard Anderson, Ian Welkoff, James Christie, Victoria Opalinski, Alexander	Cdn Arctic Resources Cttee Cdn Arctic Resources Cttee Four Star Dairy Four Star Dairy Lovat Lovat CH2M Gore & Storrie Serco Canada Facilities Mgt Thompson Corporation Cdn Electricity Assn Vern Basnett Cons	Comprehensive study report/environmental assessment of the Diavik diamonds project Comprehensive study report/environmental assessment of the diavik diamonds project importation of foreign dairy products and the production of milk and dairy products importation of foreign dairy products and the production of milk and dairy products Research and development of new mining equipment and technology Research and development fo new mining equipment and technology Environmental Remediation Alternative service delivery, Dep't of National Defence Tax legislation relating to foreign affiliates Air quality issues, canada wide standards, other air emission reporting, policies & programs Assure environmentally attentive access by contractors & government vehicles to the cutway (specific area of native-owned lands)

Building and Managing Effective Coalitions: Strategic Opportunities...Practical Considerations Explore successful approaches and potential pitfalls in developing coalitions with third party organizations and learn how your organization can help achieve its public policy goals via coalitions and long-term strategic alliances.

The Washington Monarch Hotel Washington, D.C. October 26, 1999

Leveraging Stakeholder Relationships: Integrating Government Relations and Community Involvement Strategies Explore techniques for maximizing relationships with external stakeholders (community leaders, public interest groups and public officials). *Washington Monarch Hotel Washington, DC October 27, 1999*

Measuring the Value of Public Affairs. Assess some of f the key issues involved in measuring and managing public affairs, including: integrating strategic planning, identifying and articulating a public affairs' value proposition; nurturing effective line-staff relationships; performing cost-to-value *The Washington Monarch Hotel Washington, DC October 28, 1999*

Contact: **Public Affairs Council**, 2033 K Street, N.W., Suite 700, Washington, DC 20006 Phone: 202.872.1790 — Fax: 202.296.3091

From the **Issue Management Council**

The Fundamentals of Issue Management Workshop. A hands-on, intensive program for teaching the benefits of taking the lead on issues, the process of issue management, key methodologies, and practical methods for obtaining organization-wide participation and commitment to the process. The Legendary Stockyards Hotel Ft. Worth, Texas, 30 September 1999

Contact **Issue Management Council**, 207 Loudoun Street, S.E., Leesburg, Virginia 20175, Tel: (703) 777-8450 | Fax: (703) 777-8484

Additions to the Lobbyists Registry

<i>Organization</i>	<i>Lobbyist</i>	<i>Issues</i>
Organizations		
Animal Alliance of Canada Cdn Assn of Japanese Auto Dealers	White, Liz Caldwell, Brian	Endangered Species Prot Act; reg on migratory birds; sealing regs; int'l standards re: trapping; animal testing & research funding communicate with Government members, MP's, Ministry staff on trade and tariff issues, the auto policy review and other issues pertinent to the auto industry as they arise.
Cdn Assn of Occ Therapists	Von Zweck, Claudia	admin CHST; HEAL; health services research fund; DFAIT; application for PEMD grant; trade opps & resources for CAOT; mobility of int'l students
Cdn Drug Mfrs Assn Cdn Gift & Tableware Assn	Keon, James Dugan, Deborah	trade agreements w/ generic RX industry; continuation of NOC regs; Patent Act; anti-competitive behaviour; drug reg review Submissions and letters written concerning the inclusion of specialty food items in the list of products subject to retaliatory tariffs as a result of the failure of the EU to admit Canadian beef. Other issues of importance to members as they arise.
Cdn Wildlife Federation	Maxwell, Colin	endangered species; Fisheries Act; sust dev policies; marine protected areas strategy; forest strategy; state of water in Canada; illegal trade in wildlife and wildlife parts; land use policies;
Crop Protection Inst Ont Fed of Agriculture Org of Pro Immigration Consultant	Hepworth, Lorne Gartner, Gerry Pley, Charles	cost recovery by pest mgt reg agency; biotech safety nets upcoming trade negotiations environment issues/ water quality/ nutrient management upcoming provincial budget lobby amend to Immig Act: occupational standards/certification for immigration consultants, and immigration policy-5 ("IP-5") grants, contributions or other financial benefits: HRDC partnerships grants for development of occupational standards, etc.
West Coast Enviro Law Assn	Shrybman, Steven	Provide free legal advice to anyone in the province with environmental concerns. In addition, advocate legislative reforms to protect the environment and to ensure public participation in environmental decision-making.
World Vision Canada	Toycen, Dave	CIDA grants; NGO coal'n; oppose exploitation of children; increase fgn aid; ban landmines; sust dev; promote peace

Registrations will be brought up to date in next issue

Corporations

Agricore Coop	Cummings, Gordon	farm income & finance; int'l trade in agri; Cdn Wheat Board leg & prop; review of grain transpo; labelling; rural dev; industrial labour regs; health & safety; tax policy
Agricore Coop Team Cormorant Team Cormorant Team Cormorant Team Cormorant	Saunderson, Brian Bamford, Frank Dyer, Norman Galleazzi, Gabriele Short, Samuel	farm income & financing; int'l agri trade; agri mktg; grain transpo; rural dev & services; health & safety; tax policies Canadian Govt Helicopter procurements Canadian Govt Helicopter procurements Canadian Govt Helicopter procurements

Registrations will be brought up to date in next issue

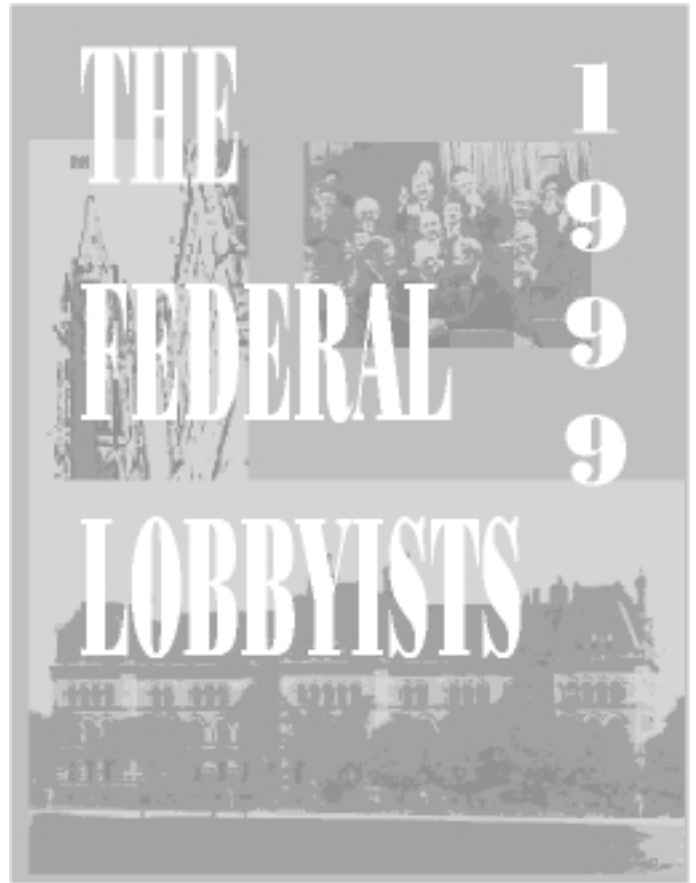
THE FEDERAL LOBBYISTS 1999

The Federal Lobbyists 1999 is a unique and invaluable reference on public policy advocacy in Canada. This annual volume from the publishers of The Lobby Monitor is a must for those who want to know who's who among lobbyists and who's working for whom.

In this edition of The Federal Lobbyists, you'll find:

- NEW Names - There's some new faces in the business
- NEW Firms - The moving and repositioning continues
- NEW Feature - Short bios on most major lobbyists
- NEW Price - before February 12, only \$89. After \$99

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THE FEDERAL LOBBYISTS 1999

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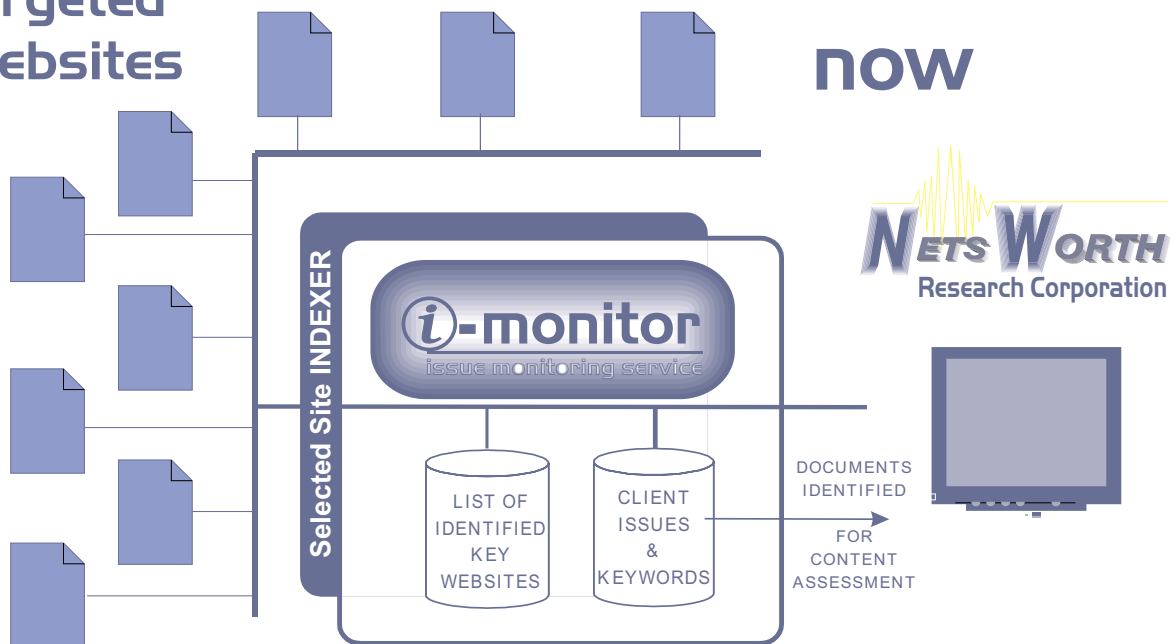
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