

The Lobby Monitor

September 27, 1999

Volume 10, Number 20

Lobby Notes

Chopper lobby lifting off

Jean-Jacques Blais makes his return to the lobbyist registry. The former Liberal defence minister has registered for a **Thompson Group** company associated with the maritime helicopter program. Blais, who joins a cast of many, has returned just in time, it would seem. Activity on that front has increased considerably in recent days as the word from the players on the street is to expect the announcement of the go-ahead for the procurement this week.

Whether and how this announcement finally sees the light of day could depend on a number of side issues. Without doubt, the military needs to replace the Sea King helicopters before they literally start falling out of the skies. The NATO meetings just concluded in Toronto were supposed to set the stage with calls on Canada to "play its part." i.e., get on with the helicopter procurement. However, the recurring embarrassment of Hercules headed to East Timor having to turn back overshadowed that message and even clouded the issue by raising more concerns about having the right equipment to meet a growing list of peace-keeping commitments.

These problems, along with talk of killing the Snowbirds à la RCMP musical ride, got a few backs up and raised concerns among the powers-that-be that money go to where the real needs do, or will in the near future, lie. All eyes will be on the requirements and numbers that emerge and the escape clauses, if any, built into the procurement process.

What's the rush?

Either John Manley and his officials know something that we don't know — hence the rush in getting new patent protection regulations in place — or they don't know something that everyone else knows,

Continued on p.2

Air Lobby

Can the size of a lobby become detrimental to the outcome? That question may not be answered yet, but there is no disputing that the size of the lobby has become an issue in the current **Onex/AMR** battle for control of **Air Canada**. That could spell bad news for those trying to drum up business on this campaign, or any other future venture of this scope.

The outcome of this lobby campaign is far from certain. The Onex campaign has not scored the victories it might have thought possible. About the only thing that has gone according to plan is the visit before the Reform caucus. Other moves, including the government response to the Canadian Airline call for invoking Section 47 and the name AIRCO which few are using, seem to be turning up duds. Now, what looked like a small, quick administrative affair, has become an issue in all party caucuses and the Senate, spawned a new consumer group, and could spill into a fed-prov arena. If Onex didn't need all the lobby help it had before, it may now.

Reverse grass roots

Usually when lobby groups resort to the courts, it means they have thrown in the towel as far as winning a political settlement. Occasionally, groups will use the courts as a way to apply pressure on government, but this tactic only succeeds if government defeat appears imminent (as in the recent NAFTA law suits). The Air Canada challenge to the application of Section 47 signalled two things. First, inevitability. After years of being on the losing end of Ottawa lobbies, why should Air Canada expect this campaign to be different? Better just go to court and be done with it. Second,

Continued on page 2

Consultant registrations in this issue

Client organizations

Acres Int'l
Air Canada
Ajilon Can
Allce Int'l Minist. Ivangeliques
Andersen Consulting
Can's Research-Based Pharm
Canon Can
Cdn Arctic Resources Cttee
Cdn Inovatech
Cdn Life & Health Insurance Assn
Free Trade Lumber Ccl
Fuel Advertizing
GE Capital Info Tech Solutions
IBM Canada

Imasco

Lockheed Martin Overseas
Newbridge Networks Corp
Ocean Nutrition Can
Oracle Canada
Paradigm Surveys
Productivity Point Int'l
Royal LePage Reallocation Serv
T Eaton Co Employees
Thomson Marconi Sonar
United Airlines

Lobby Organizations

Capital Hill Grp
Cdn Public Affairs Con Grp
Goodman Phillips Vineberg

Gowlings

GPC Gov't Policy Cons
Hugh Riopelle Cons
Industry Gov't Relations
Jean Jacques Blais,
McMillan Binch
Me Claude Grant
Neil D Currie
Public Perspectives
Summa Strategies
Walling Int'l
Westwood Cons

Lobby notes?

Continued from page 1

namely that haste makes waste and it gets people's backs up, too.

Given past history, it seems extremely unlikely that the generic drug manufacturers were going to be able to do much damage to the government's position on patent protection in the space of 90 days. So why, you might join the growing chorus in asking, did the government decide to turn a small issue into a bigger one by severely truncating the time frame for "consultation" as part of "fine tuning" the regulations. Whether the haste was the idea of an individual manufacturer, the association, the government or all of them, it raises questions of the judgement (and positions) of those involved.

On hand to help sort out the damage are three lawyers from Gowlings, *James Mills*, *Patrick Smith* and *Jane Steinberg*. They have been engaged by the organization that used to be called **Pharmaceutical Manufacturers' Association of Canada** (PMAC) but in the vernacular of the day prefer to be referred to as **Canada's Research-Based Pharmaceutical Companies**.

APCO trades for Weekes

Most LM readers will no doubt have learned that *John Weekes*, Canada's former ambassador to the WTO likes Geneva so much, that he plans to stay on. Weekes, who was replaced by outgoing trade minister *Sergio Marchi*, has taken a position with a worldwide public affairs company, **APCO**. Weekes, designated as Chairman of the APCO's Global Trade Practice, will be stationed in Geneva.

Like many firms that provide services around the globe, APCO uses a matrix-like formation to link decision centres (Brussels, Geneva, Washington, Tokyo, Hong Kong) with issues and clients. Weekes notes in the press release accompanying his appointment that "Trade negotiations can no longer be left to governments." Interested parties have to take an active role in the process." They do this by "identify[ing] their interests and register[ing] their concerns clearly with governments."

LM

Air wars

Continued from page 1

going to court offered the promise of stimulating a reverse grassroots campaign.

A lot happened over the summer involving Onex, AMR, Canadian Airlines and the Minister of Transport that might be more difficult to obfuscate when examined under oath. A court fight over the invocation of Section 47 promises an ongoing striptease of information for the media. Depending on how these play in the media, these revelations could force the resignation of *David Collette*. The facts in the case could force people to come to one of two conclusions. Either Minister Collette didn't know what was going on and was duped (in which case his credentials to be a minister are suspect) or he did know and was duplicitous. In either case, as the media have their field day, Air Canada stands to gain ground in the important public sympathy column.

Cacophony

One thing going for AIRCO at the moment is the continued fluidity of the situation. The government does not have its policy act together, and there is speculation that there is not sufficient policy strength inside government to help it think its way through this quagmire. A government official in an unrelated area noted that it is incredible government has not developed a contingency plan given that this situation has been more than a distinct possibility for at least three years. While AMR with *David Dingwall*, *Randy Pettipas*, *Nick Mulder* and *Gerard Doucet* (for those Tory Senators) and Onex with **Earncliffe Strategy** and **Capital Hill** have most of the bureaucratic and executive muscle well-covered, the campaign is faltering for lack of solid answers to questions being raised by caucus and the emerging consumer groups.

That amounts to a lobby campaign without a salable solution to government's policy problem — and you know how those fare!

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LRB change

Corinne MacLaurin, the current Registrar at the Lobbyist Registration Branch, will be leaving that post as of October 1, 1999. A new registrar, the fourth since the Act was proclaimed ten years ago, is expected to be appointed soon.

Canadian PACs in U.S.

When talking about the power of lobbyists and special interests in the U.S., it is only a matter of time before the subject of election financing and PACs spring up. PACs, short for Political Action Committees, are the primary means for channelling money into the political process. They are the means by which business, labour and other interests make their presence felt in the legislative and political process. PAC funding runs into the hundreds of millions over each and every electoral cycle — no small change, indeed.

The PAC scene is becoming slightly more complicated with the merger mania that is sweeping the western world. A recent story in the D.C. based newsletter, *Political Finance & Lobby Reporter* (PFLR) noted: “Last week’s announcement that the Danish shipping giant, A.P. Moller Group, paid \$800 million to acquire SeaLand Services Inc. from its parent owner, the CSX Corp., was the latest in a series of global mergers which are putting a growing number of PAC-sponsoring corporations under foreign ownership.”

Who controls outcome?

The list of companies (and PACs) affected — many of which are American as apple pie — continues to grow: Chrysler, American Oil Co., Transamerica Corp, Bankers Trust Corp. The changes are occurring in the midst of an ongoing controversy over the reform of campaign funding and now clouded by the usual paranoia surrounding foreign influence of electoral outcomes

According to PFLR:

“In the overall scheme of corporate PACs, those connected to foreign companies represent a small fraction of the total universe. But their existence remains controversial for campaign reformers and congressional lawmakers who believe they should be eliminated. Other countries do not allow U.S. corporations to meddle in their elections, goes one familiar argument. Another blames the Federal Election Commission’s permissive interpretation of a law which prohibits foreign involvement in all U.S. elections. The prohibition, the FEC has ruled in several advisory opinions, doesn’t apply to expenditures which corporations — both foreign and domestic — make to support the administrative and fund-raising solicitation costs of their PACs. These opinions stipulate, however, that all political funds and contribution decisions must come from U.S. citizens without direction or control by their foreign owners.”

“A new analysis shows that 87 foreign-connected PACs contributed about \$5.5 million to federal candidates during the 1997-98 election cycle. This was approximately 7.7% of the \$71.1 million that was contributed by all corporate-sponsored PACs during the two-year period. The analysis further showed that foreign-connected PACs gave \$1.8 million to Democrats and \$3.6 million to Republicans, thus favoring Republicans by approximately a 2-to-1 ratio, in the last election cycle. Also, the foreign-connected PACs gave \$4.8 million to incumbents and only \$266,500 to challengers, almost an 18-to-1 ratio. Foreign-owned PACs”

Below is a list of Canadian PACs

Foreign-owned PACS: Canada

Parent Owner	U.S. Subsidiary	Total Gifts	To Democrats	To Republicans
Barrick Gold Corp.	Barrick Goldstrike Mines Inc.	59,878	26,128	33,750
Great-West Lifeco Inc.	Great-West Life & Annuity Insurance Co.	29,950	2,000	27,950
Laidlaw Inc.	Greyhound Lines Inc.	35,500	13,000	22,500
Nortel Networks Corp.	Nortel Networks Inc.	91,879	45,766	46,113
Seagram Co. Ltd.	Joseph E. Seagram & Sons Inc.	136,190	56,012	80,178
Seagram Co. Ltd.	Universal Studios Inc	209,100	89,500	119,600
Sun Life Assurance Co. Can	Massachusetts Financial Services Co.	25,000	8,500	16,500

Additions to the Lobbyists Registry

<i>Lobby Firm</i>	<i>Lobbyist</i>	<i>Client</i>	<i>Issue</i>
Capital Hill Grp	Dover, Steven	Andersen Consulting	Develop opportunities for Andersen Consulting to position their expertise in various disciplines
Capital Hill Grp	Angus, David	Canon Can	seeking procurement opportunitites for copiers and printing services;
Capital Hill Grp	Angus, David	Oracle Canada	Seeking opportunities for software procurement;
Capital Hill Grp	Woods, Nanci	Oracle Canada	Seeking opportunitites for software procurement;
Capital Hill Grp	Dover, Steven	Productivity Point Int'l	To assist in obtaining status for US employee;
Cdn Public Affairs Con Grp	Kirkpatrick, Douglas	IBM Canada	Provision of info technology systems/service to various dep'ts;
Goodman Phillips Vineberg	Rae, Robert	Free Trade Lumber Ccl	Can-US softwood lumber agreement;
Gowlings	Mills, James	Can's Research-Based Pharm Comps	Propose amendments to "patented medicines (notice of compliance) regulations"
Gowlings	Smith, Patrick	Can's Research-Based Pharm Comps	Propose amendments to "patented medicines (notice of compliance) regulations"
Gowlings	Steinberg, Jane	Can's Research-Based Pharm Comps	Propose amendments to "patented medicines (notice of compliance) regulations"
GPC Gov't Policy Cons	Smith, Brian	Acres Int'l	Relations with int'l financial inst;
GPC Gov't Policy Cons	Jones, Bryan	Air Canada	Air carrier ownership and air transportation policy
GPC Gov't Policy Cons	Murdock, Bruce	Air Canada	Air carrier ownership and air transportaion policy
GPC Gov't Policy Cons	Arnaud, Donovan	Ajilon Can	Raise Ajilon Canada's profile with the federal government; identify new business opportunities;
GPC Gov't Policy Cons	Craven, Geoffrey	Ajilon Can	Raise ajilon canada's profile with the federal government; identify new business opportunities
GPC Gov't Policy Cons	Smith, Brian	Cdn Life & Health Insurance Assn	Insurance Companies Act, Bank Act, Canadian Payments Assn Act, financial insts statutes regulations : [insurance networking), corporate governance, privacy, payments system
GPC Gov't Policy Cons	Arnaud, Donovan	GE Capital Info Tech Solutions	Market ge capital (disaster recovery) capability . Identify procurement vehicle.
GPC Gov't Policy Cons	Craven, Geoffrey	GE Capital Info Tech Solutions	Market ge capital (disaster recovery) capability Identify procurement vehicle.
GPC Gov't Policy Cons	Smith, Brian	Imasco	Review of federal financial institutions statutes;corporate governance changes affecting ownership of financial institutions
GPC Gov't Policy Cons	Craven, Geoffrey	Royal LePage Realocation Serv	profile -business opportunity identification (relocaton services)
Hugh Riopelle Cons	Riopelle, Hugh F.	Air Canada	Airline mergers proposal;
Industry Gov't Relations Grp	Kelly, Brian	Newbridge Networks Corp	Telecommunications policy, technology partnerships canada, r&d, experimental development
Jean Jacques Blais,PC,QC	Blais, Jean Jacques	Lockheed Martin Overseas	C130 replacement;
Jean Jacques Blais,PC,QC	Blais, Jean Jacques	Thomson Marconi Sonar	Maritime Helicopter Programme
McMillan Binch	Clifford, John	United Airlines	S.47, Canada Transportation Act, [enactment oforder.Negotiate... Conditional agreement]
McMillan Binch	Kinsella, Warren	United Airlines	S.47, Canada Transportation Act, [enactment oforder.Negotiate... Conditional agreement]
McMillan Binch	Rowley, William	United Airlines	S.47, Canada Transportatation Act, [enactment oforder.Negotiate... Conditional agreement]
McMillan Binch	Scott, Graham	United Airlines	S.47, Canada Transportation Act, [enactment oforder.Negotiate... Conditional agreement]
Me Claude Grant	Grant, Claude	Allce Int'l Minist. Ivangeliques	tax and charitable organizations;
Neil D Currie	Currie, Neil	Cdn Inovatech	Food and drug regulation;
Public Perspectives	Landry, Peter	T Eaton Co Employees	Labour market adjustment programs;
Public Perspectives	May, Christopher	T Eaton Co Employees	Labour market adjustment programs;
Summa Strategies	Hartley, Jennifer	Cdn Arctic Resources Cttee	Comprehensive study report/environmental assessment of the diavik diamonds project
Summa Strategies	Phillips, John	Cdn Arctic Resources Cttee	Comprehensive study report/ environmental assessment of the diavik diamonds project
Walding Int'l	Dingwall, David	Fuel Advertizing	Facilitating client's activites in relation to gov't procurement;
Walding Int'l	Dingwall, David	Ocean Nutrition Can	natural health products & product approval processes;
Westwood Cons	Opalinski, Alexander	Paradigm Surveys	Insure environmentally attentive access by contractors, surveyors & gov't to raw lands, cutways

Additions to the Lobbyists Registry

<i>Organization</i>	<i>Lobbyist</i>	<i>Issues</i>
		Registrations: Organizations
Action Canada for Pop & Dev Assn des Collab et Part en Affair Assn des Prod de Films/TV du QC Brotherhood of Locomotive Eng Cable TV Standards Foundation Canada Pork Int'l Cdn Alliance of Student Assns Cdn Apparel Mfrs Inst	McDonald, Katherine Marais, Irene Breard, Raymond Hucker, Thomas Lavallee, Gerald Pomerleau, Jacques Aebig, Jason Osborne, Todd	increase support & funding from UN Int'l Conference on Pop & Dev; involuntary migration & immigration; reproductive health care GATT; financial services sector reform; CPP reform; Insurance Act CRTC; gov't funding; programming Railway Safety Act; grain handling; rail abandonments; Transpo Canada reg proposals ensure that codes & guidelines administered by Cable TV Standards Cnl in sync w/ CRTC & gov't funding of CPI business plan under the AIMS initiative; access to fgn markets; tariffs & quotas; export market intelligence & info alternative loan repayment scheme; student mobility under Charter of Rights; nat'l standards in post-secondary education WTO quota phase-out; tariff adjustments re: CITT recommendations; NAFTA labelling regs; NAFTA tariff preference levels; child labour in int'l sourcing
Cdn Assn of University Teachers Cdn Criminal Justice Assn Cdn Health Coal'n	Turk, James St-Jean, Gaston McBane, Michael	CHST; CPP; OAS; changes to copyright leg; federal budget; funding for the granting cnls presenting brief on CCRA review; homecare; pharmacare; technology iss; campaign to protect health care from private greed; drug patent monopolies; commercialization of health care; public edu. on health iss; health tech. iss;
Cdn Horticultural Cnl	Dempster, David	code of practice for unpasteurized juices; on-farm food safety; irradiation; CFIA business initiatives; NAFTA; reusable packaging; offshore dev prog; GST; pre-budget consultations; biotech; pesticides
Cdn Motion Picture Dist Assn	Frith, Douglas	Cdn film policy review; Cdn TV policy review; Cdn prog recognition process; taxation of non-resident performers; production services tax credit; WIPO copyright treaties;
Cdn Oilseed Processors Assn Cdn Police Assn	Broeska, Robert Griffin, David	domestic/int'l export mkt ops; trade policy re: grain mktg; rail transpo policy regs Criminal pusuits, impaired driving, disarming police, consecutive sentencing, CCRA review and YOA review, national sex offender registry; any gov't or private member's bill affecting policing and/or public safety
Cdn Poultry & Egg Processors Cnl	Anderson, Robert	Canada Food Act proposals; regs re: Poultry Meat, Egg & Hatchery Inspection Prog; Poultry & Egg Grading Prog; food & drugs; egg import controls; grants for HACCP prog for hatcheries
Cdn Produce Mktg Assn	Dempster, David	trade & mktg; admin of seasonal duties; tariff classification; GST; pre-budget consultations; pesticides; biotech; labelling; nutrition; reusable packaging; on-farm safety; irradiation
Cdn Rest & Food Services Assn Cdn Standards Assn Cdn Turkey Mktg Agency	Needham, Douglas Ridout, Peter Boyd, Phil	Sales taxes, GST and harmonization, general taxation issues, food and beverage supply and pricing, labour issues such as E.I. CPP Drinking Water Materials Safety Act agri safety nets; FTAA; modernized poultry inspection project; AAFC adaptation prog; WTO; NAFTA; farm input price index; MFERRS; admin monetary penalty regs; active pharma ingredients; MAI; poultry meat business initiatives
Cdn Wine Inst	Randolph, Roger	Regs relating to labelling, packaging, int'l market access. CDN wine devel't programme, programme for export dev't, national wine standards, taxation, statistics, pesticides, additives, trade marks act, interprovincial trade agreement, WTO
coal'n QC Pour le Cont'l du Tabac Coast Forest & Lumber Assn Fed des Comm Franco & Acadienne Hum & Soc Sci Fed of Canada	Gauvin, Louis Zak, Brian Barrette, Richard Robert, Louise	C-42; taxation; funding; Canada-US softwood lumber quota; EICB; applied research funding for coastal species product enhancement & new product dev; official languages law; french health services; promotion of Franco.&Acadian communities; office Int'l Franco Cooperation; pre-budget consultations; infra for humanities & social sciences; performance indicators for universities; commercialization of campuses; Cdn Found for Innovation; Res & Info Crossroads; Finance Cttee Cons; health inst; modern languages;

<i>Organization</i>	<i>Lobbyist</i>	<i>Issues</i>
Int'l Assn of Fire Fighters Int'l Un of Bricklrs & Allied Cra Medical Devices Canada Nat'l Assn of Pharm Reg Author Ont Mining Assn Ont Natural Gas Assn OPCMIA Retail Cnl of Canada	McManus, Sean Hendry, Gerald Bryant, Dennis Wells, Barbara Reid, Patrick Jones, Bernard Gannon, Michael Brisebois, Diane	CPP; infectious diseases notification; public safety officer's benefit; haz amat electronic tracking; pension reform re: Income Tax Act Canada Labour Code; CPP benefits; taxation; Immigration Act medical devices regs; Medical Devices Bureau re: implementation iss; Health Canada cost recovery; HPB transition; ; drug scheduling, narcotic inspections, drug sampling, electronic prescriptions,pharmacare; taxation; financial assurance requ for mining; electricity & natural gas; harmonization of health; safety labour & employment leg energy & natural gas; distribution in Ont; climate change; combustion tech; renewable energy; energy efficiency meeting w/ HRDC re: IAS committee; gov't funding, collective bargaining & proposals GST harmonization; Cdn code of practice for consumer debit card services; cost of credit disclosure; financial services reform; e-commerce; labelling; cost recovery; user fees; competition policy; tax; interest rates; pesticides; nat'l crime strategy;WTO
Saint John Construction Assn Toronto Board of Trade (The)	Darrah, Patrick Allan, Elyse	construction; labour relations; safety; tender calls for construction projects; legislation re: construction industry Pre-clearance act;control of Air Canada&Canadian airlines;greater Toronto Airport Auth;taxation,EI,CPP;GST-PST harmonization; homelessness & housing in T.O.;

Registrations: Corporate

AT&T Canada	Morrison, Don	CRTC, Industry all iss. impacting telecommunications carriers, the role of CRTC and the competition bureau, trade in basic services, foreign ownership req'ts;
AT&T Canada	Peirce, Chis	CRTC, Industry all iss. impacting telecommunications carriers, the role of CRTC and the competition bureau, trade in basic services, foreign ownership req'ts;
Bell Expressvu IMS Health Can	Armsrtong, Paul Drinkwalter, Brenda	promote fair and sustainable techs., neutral competition in distribution of braodcast and telecom services Bill c-54 (privacy) health care delivery affecting public / private partnerships

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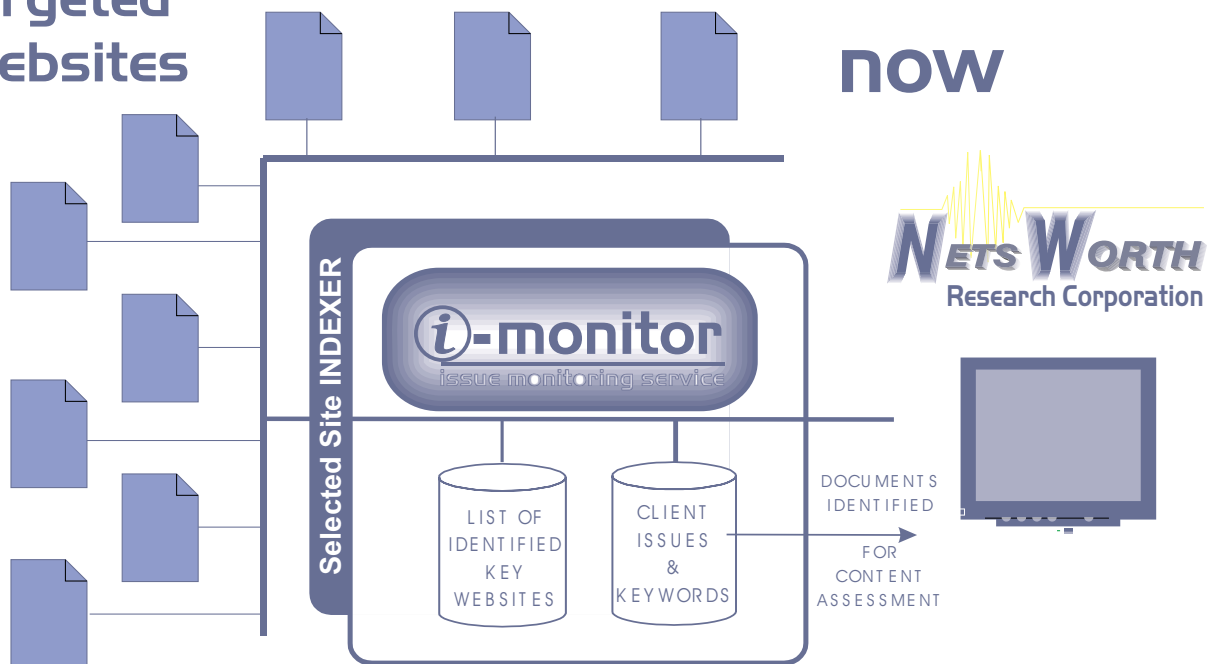
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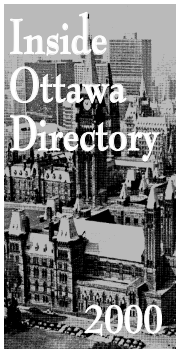
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Officers and Leaders in the House of Commons..... 31	MP's: thumbnail photos and bio, riding profile, committees, positions, margins of victory.....51
Standings by province: Commons and Senate.....32	Officers and Leaders in the Senate.....145
Opposition critic and government office-holders.....32	List of Senators by Province, with date of retirement.....145
MP's by province and riding with percentage of votes cast.....36	..and much more, all in a convenient, coil-bound, pocket-sized format with 165 pages full of information
MP's by phone, fax and riding numbers.....41	

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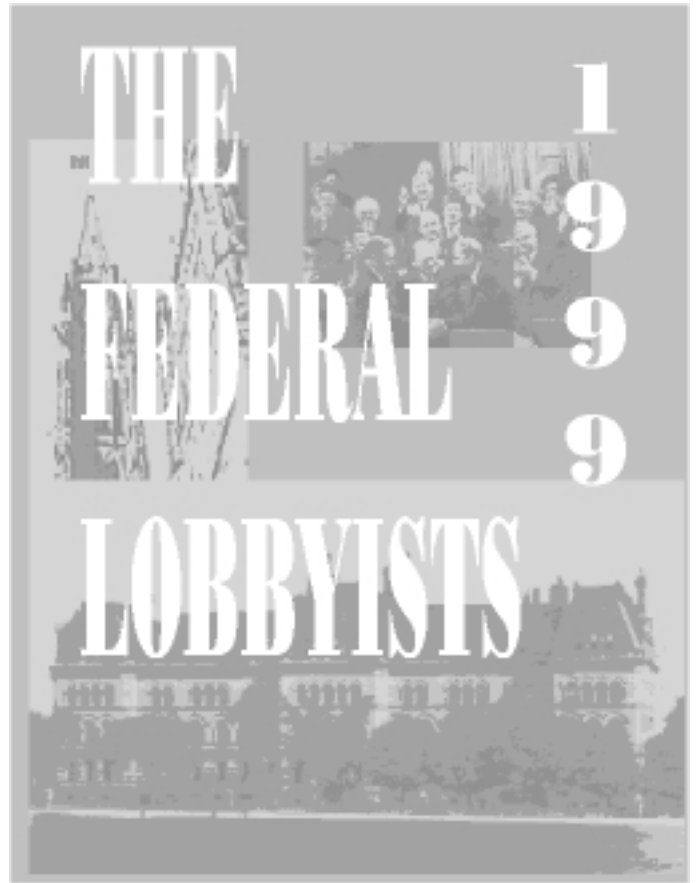
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