

The Lobby Monitor

February 8, 1999

Volume 10, Number 8

In this issue

The Business Coalition on Cost Recovery has all the ear-markings of a good lobby. The homework has been done, the themes have been shaped to fit right into government's priorities and the timing couldn't be better. Is success right around the corner? (2)

Industry Notes: Global Public Affairs enters into the communications business with a West Coast caper that promises a good fit. (3) The SAMCI rumour mill just keeps on grinding out grist. (3) The culture lobby may take over from bank mergers in soaking up billable lobby hours. (3) The release of the report on accountability and governance in the voluntar secotr should signal the start of a new round of lobbying for the sector. (3)

I-Monitor finds that lobbyists receive the most praise from politicians when they are not in the picture. (3)

Consultant Registrations (4) DELTA File (5) Corporate Registrations (6) Organization and Association Registrations (8)

Consultant registrations in this issue

Client Organizations

AGF Mgt
Amex Canada
Assn des Man de Bois de
Assn of Cdn Advertisers
BC Softwood Trade Cnl
Boehringer Ingelheim (Canada)
Bombardier Recreational Products
Business Coal'n on Cost Recovery
Canfor Corp
Capital One
Cdn Hydropower Assn
Cdn Inst of Actuaries
Cdn Motion Picture Dist Assn
Cdn Wood Council
Co-op Housing Fed Canada
Consoltex
Fidelity Investments
General Motors - Diesel Division
Helix Biotech Corp
Int'l Allee of Theat Stage Employ
Jacques Verrier
Le Groupe Ocean

McKenzie Financial Corp
Microsoft Canada
Misley Manufacturing
Noranda
Nova Corp of Alberta
Nu Pharm
Sask Wheat Pool
Talisman Energy
Tempest Mgt Corp
Textron
Trimark Investment Mgt
Westland PLC
Wyeth-Ayerst Canada
Lobby Firms
Aff Customs Brokers
Association House
Bresver, Grossman, Scheininger
Cdn Public Affairs Con Grp (Van)
Earncliffe Strategy Grp
Ernst & Young (Tor)
Farris, Vaughan, Wills, & Murphy
Fraser Milner (Ott)

Fraser Milner (Tor)
Goodman Phillips Vineberg (Mtl)
GPC Gov't Policy Cons (Ott)
Hill & Knowlton Canada (Ott)
Le Groupe Cortan
MacLeod Dixon (Cal)
Merrilee Robson
Michael Vollmer Yacht Design
Milne & Craighead
Moorcroft Quaiattini
National PR (Ott)
Ogilvy Renault (Mtl)
Osler, Hoskin & Harcourt (Cal)
Robert Boulay
RS Plecas Consulting
SAMCI (Ott)
SAMCI (Tor)
Sask Wheat Pool
Sussex Strategy Grp
Temple Scott Assoc
Walding Int'l
Western Policy Consultants

Avoiding the NIMBY syndrome

Where did the government initiative for cost recovery come from? More importantly, where is it going, and who's driving it? Those are the key questions for the coalition seeking to reign in government's attempts to transfer costs to producers and, ultimately, consumers.

The initial lobby voicing concerns about cost recovery had almost disappeared after the first series of measures were announced, re-negotiated and then implemented in a revised format. However, the motivation to recover more costs now seems entrenched in the government ethos and as the impact of what has happened is felt and more cost recovery initiatives are rolled out, many associations have made the re-assessment of the whole initiative their top priority. Each day, more seem to join this fast growing coalition.

Call to united action

Leading the current charge is **The Business Coalition on Cost Recovery**. The media and GR specialists to work behind the scenes and help the coalition to keep its messages punchy, coherent and simple — *Bill Millikin*, *Lisa Stillborn* and *Don Moors* of **Temple Scott Associates** — have had lots of experience positioning issues. All also have strong ties to the departments most likely to be concerned about the issue — Industry and Finance.

Garth Whyte, VP of National Affairs at the **Canadian Federation of Independent Business** is one of the spokespersons for the coalition. Whyte says one of the main things coalition members stress in meetings with government is the negative effect the fees levied by government are having on productivity. It is not by coincidence that the coalition has chosen to wrap their campaign in the issue of productivity, which also happens to be the Liberal buzzword of the day.

The immediate lobby target is the forthcoming budget. While they do not expect a major rollback of cost-recovery measures to be included among the measures, they are hoping government will at least declare a moratorium on future fees. Should a moratorium be the order of the day, the next step would be a study by an independent panel of experts on how cost recovery should be put in place.

Good lobby that it is, the coalition has done its homework. It brings a litany of problems created by the current recovery regime to each meeting. From this it can be seen that the simple "cost per inspection" approach is grossly damaging to smaller businesses or those with smaller production runs over which to spread the costs. The key questions they think need to be addressed before government goes any further are: How can the costs be controlled? Where should the costs be levied?

Not theory but practice

One of the first messages anyone in the coalition makes sure to send is that they are not against cost-recovery, per se, but against the way it has been implemented. The basis of their argument is that the firms have no way of controlling the amount government spends and, therefore no way (and no choice) in controlling their production costs.

The crux of the matter is, however, that even if all government costs could be controlled, the current pricing structure could still make it too costly for some businesses and, therefore, pose a serious barrier to entry or continuance. Hence, the real question, although they won't say it, is not how but how much of the costs should be recovered. Now that the fiscal position has changed, this is a much easier topic to broach.

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Editor: Dr. John A. Chenier

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Industry Notes

Global goes national

Global Public Affairs has joined the crowd and opened up a communications unit and, in the same stroke, opened a branch office. **Global Strategic Communications** has opened its doors in Vancouver, BC **Brian Bohunicky**, until recently executive assistant to fisheries minister **David Anderson** has left government to head up the office. Bohunicky, a Winnipegger who started off in Axworthy's office, has taken a liking to the lifestyle that goes with the BC climate. Global hopes Bohunicky will be able to offer a local presence for many of their western clients and, at the same time, maybe land some government communications contracts directed at west coast communities.

SAMCI rumour mill

Left out of the previous edition of LM was the news that **Gordon Shields** became the latest to leave the Ottawa offices of SAMCI. His departure led to speculation that **Michael Pearson's** departure was imminent. The fact that Pearson has said that his commitment to SAMCI was for a fixed term while he figured out what he wanted to do with the rest of his life fed the speculation.

Meanwhile, SAMCI continues to recruit new staff and, as expected, have some of its clients cherry-picked by the competition. The most recent registrations show **General Motors Diesel Division** signing on with a firm of former SAMCI staffers, **Moorcroft Quaiattini**. **Microsoft**, meanwhile, has hired **The Earncliffe Strategy Group**.

Culture

For several years, much of the cultural policy debate took place in the context of media convergence and regulation. However, the magazine issue and recent talk of changes to the tax regime in the world of cinema have broadened the focus of the cultural lobby considerably.

What this means is that former Liberal cabinet minister **Doug Frith** of the **Canadian Motion Picture Distributors Assn** suddenly finds himself very busy. Frith is building a coalition to fight the removal of the tax credit provided for films shot in Canada. He is also very interested in where National Revenue Minister **Herb Dhaliwal** is going to come down on the withholding tax for foreign performers.

To help fight some of his many fires, Frith has brought in **Richard Mahoney** and colleagues from **Fraser Milner**. The main

lobby target at the moment is Finance Minister **Paul Martin** who, in addition to controlling the levers for the tax credits, also has the major say on proposed "ear-marked" taxes on one product in support of another.

Voluntary sector report

The voluntary sector will release its report on accountability and governance today. Whether planned or not, the sector should, if their luck holds, benefit from the lull between the uproar of the Social Union and the Budget as far as media coverage is concerned.

After recent successes, the sector hasn't received much encouragement in its efforts to influence this budget. Nonetheless, never pass up the opportunity to talk of the sector's importance to government. The sector has been working diligently at establishing a more serious presence (and effect) on advocacy in Ottawa. This report may provide more ammunition for its ongoing campaign.

LM

I-Monitor on lobbying

Ms. Bev Desjarlais (Churchill, NDP):

Speaking on Railway Safety Act Feb 1, 1999

The process of consultation that culminated with the bill is a rare and refreshing change from the autocratic way the government usually operates. Most of the time the government takes its cues from its business friends who are concerned with only their bottom lines and not with what is in the public interest. This obvious bias is most apparent in the way the Liberal government has slashed health and social spending and finagled with EI funds that are supposed to pay for unemployed workers and job training.

Most government bills come to the House from the bureaucratic backrooms like lightning bolts from Mount Olympus with little or no public consultation. When there is consultation it is usually only with the high priced **lobbyist**. That is why the bill is such a rare and refreshing change.

It was a pleasure to see organized labour, municipal governments and the Canada Safety Council consulted in the making of the bill. It was rare to see a balanced process, rather than one skewed by a one dimensional perspective.

Additions to the Lobbyists Registry

<i>Lobby Firm</i>	<i>Lobbyist</i>	<i>Client</i>	<i>Issue</i>
Aff Customs Brokers	Martin, Sydney D.K.	Wyeth-Ayerst Canada	tariff relief for imported chemicals used in R&D
Association House	Ashley, Larry	Westland PLC	Cdn search & rescue helicopter prog; Cdn maritime helicopter prog
Association House	McWha, Larry	Westland PLC	Cdn search & rescue helicopter prog; Cdn maritime helicopter prog
Bresver, Grossman, Scheininger	Scheininger, Lester	Nu Pharm	therapeutic products prog
Cdn Public Affairs Con Grp (Van)	Kirkpatrick, Douglas	AGF Mgt	proposed changes to Cdn payments system
Cdn Public Affairs Con Grp (Van)	Kelly, Charles	Fidelity Investments	Cdn payments system
Cdn Public Affairs Con Grp (Van)	Kirkpatrick, Douglas	Fidelity Investments	Cdn payments system
Cdn Public Affairs Con Grp (Van)	Kirkpatrick, Douglas	McKenzie Financial Corp	proposed changes to Cdn payments system
Cdn Public Affairs Con Grp (Van)	Kelly, Charles	Noranda	CEPA
Cdn Public Affairs Con Grp (Van)	Kirkpatrick, Douglas	Noranda	CEPA
Cdn Public Affairs Con Grp (Van)	Kirkpatrick, Douglas	Trimark Investment Mgt	proposed changes to Cdn payments system
Earncliffe Strategy Grp	King, Charles	Microsoft Canada	policies impacting software industry; int prop; privacy; gov't procur & taxation
Earncliffe Strategy Grp	Near, Harry J.	Microsoft Canada	policies impacting software industry; int prop; privacy; gov't procur; taxation
Earncliffe Strategy Grp	Robinson, Michael	Microsoft Canada	policies impacting software industry; int property; privacy; gov't procur; taxation
Ernst & Young (Tor)	Ashton, Roger	Capital One	income tax regs
Farris, Vaughan, Wills, & Murphy	Shuster, Alan	BC Softwood Trade Cnl	Can/US Softwood Lumber Agreement
Fraser Milner (Ott)	Johnson, Andrea	Cdn Motion Picture Dist Assn	federal film tax policy; fgn production services tax credit
Fraser Milner (Ott)	Mahoney, Richard J.	Cdn Motion Picture Dist Assn	federal film tax policy; fgn production services tax credit
Fraser Milner (Ott)	Johnson, Andrea	Int'l Allce of Theat Stage Employ	federal film tax policy; fgn production services tax credit
Fraser Milner (Ott)	Mahoney, Richard J.	Int'l Allce of Theat Stage Employ	federal film tax policy; fgn production services tax credit
Fraser Milner (Tor)	Shiroky, Peter	Cdn Motion Picture Dist Assn	federal film tax policy; fgn production services tax credit
Goodman Phillips Vineberg (Mtl)	Smit, Carrie	Textron	amend Income Tax Act
GPC Gov't Policy Cons (Ott)	Jones, Bryan	Cdn Wood Council	climate change; CEPA: enviro health; building codes & standards
GPC Gov't Policy Cons (Ott)	Bujold, Remi	Le Groupe Ocean	marine certification & pilotage
GPC Gov't Policy Cons (Ott)	Craven, Geoffrey H.	Le Groupe Ocean	marine certification & pilotage
Hill & Knowlton Canada (Ott)	Bhumgara, Noel	Amex Canada	gov't travel card & travel services
Le Groupe Cortan	Tanguay, Denis	Cdn Hydropower Assn	definition of green energy
MacLeod Dixon (Cal)	McKee, James G	Talisman Energy	amend Income Tax Act
Merrilee Robson	Robson, Merrilee	Co-op Housing Fed Canada	oppose transfer of progs to prov admin; support transfer to private admin
Michael Vollmer Yacht Design	Vollmer, Michael	Bombardier Recreational Products	Canada Shipping Act; Navigable Waters Protection Act; small vessel regs; boating restriction regs
Milne & Craighead	Korchmar, Barry	Misley Manufacturing	tariff classification of goods under package deal re: production parts for forestry machinery
Moorcroft Quaiattini	Moorcroft, Rick	General Motors - Diesel Division	gov't procur; DND requ APC LUVW - light utility vehicle wheeled
Moorcroft Quaiattini	Quaiattini, Gordon	General Motors - Diesel Division	gov't procur; DND requ APC LUVW - light utility vehicle wheeled
National PR (Ott)	Graham, Clyde	Assn of Cdn Advertisers	advertising services supplies by fgn periodical publishers
Ogilvy Renault (Mtl)	Potter, Simon V.	Assn des Man de Bois de Sciage/QC	softwood lumber exports to the US
Ogilvy Renault (Mtl)	Potter, Simon V.	Consoltex	duty remission
Osler, Hoskin & Harcourt (Cal)	Silverson, Jack A.	Nova Corp of Alberta	draft leg & tech notes re: trust proposal
Robert Boulay	Boulay, Robert	Jacques Verrier	import of motor vehicles
RS Plecas Consulting	Plecas, Robert S.	Canfor Corp	Can/US Softwood Lumber Agreement
SAMCI (Ott)	Yearwood, Debra	Cdn Inst of Actuaries	financial sector reform; pensions; social insurance

Additions to the Lobbyists Registry

Lobby Firm	Lobbyist	Client	Issue
SAMCI (Tor)	Wigdor, Ted	Cdn Inst of Actuaries	financial sector reform; pensions; social insurance
Sask Wheat Pool	Larsen, Leroy	Sask Wheat Pool	analyse gov't leg; CBCA; CEPA; Farm Improvement & Ccooperatives Loan Act
Sussex Strategy Grp	Pellegrini, Paul	Boehringer Ingelheim (Canada)	fed gov't smoking cessation strategy; tobacco strategy & HPB
Temple Scott Assoc	Stilborn, Lisa	Business Coal'n on Cost Recovery	amend gov't cost recovery policy
Walling Int'l	Dingwall, David	Tempest Mgt Corp	real property services contracts; proj mgt contracts
Western Policy Consultants	Bailey, Michael	Helix Biotech Corp	seeks to conduct DNA testing in order to relieve workload on RCMP labs

The DELTA File

Lobbyists new to the registry or in new positions

Consultant Lobbyists

Barbara Worndl	Partner	Aird & Berlis
Larry Ashley	Associate	Association House
Larry McWha	Associate	Association House
Rick Walter	President	Biotech Consulting Grp
Douglas Kirkpatrick	SR Consultant	Cdn Public Aff Con (Van)
Peter Cairns	Consultant	CFN Consultants
Bernie Collins	CEO	Collins & Co
Dean Crawford	Associate	Davis & Co
Rick Beaudoin	Partner	Deloitte & Touche (Edm)
Roger Ashton	Partner	Ernst & Young (Tor)
Alan Shuster	Lawyer	Farris, Vaughan, Wills, & Murphy
Andrea Johnson	Associate	Fraser Milner (Ott)
Steven Gaon	Lawyer	Goldberg,Shinder,Gardner&Kronick
Gordon Shields	Consultant	Gordon Shields
Mark Siegel	Partner	Gowlings (Ott)
Noel Bhumgara	Sr Assoc	Hill & Knowlton Canada (Ott)
Lou Riccoboni	Partner	Impact Public Affairs
Jack Squires	Principal	Jack Squires Aviation Rep & Cons
Michael Kantor	Partner	Mayer, Brown & Platt
Merrilee Robson	Consultant	Merrilee Robson
Michael Vollmer	President	Michael Vollmer Yacht Design
Barry Korchmar	Manager	Milne & Craighead
Clyde Graham	Sr Consultant	National PR (Ott)
Gary Horlick	Partner	O'Melveny & Myers
Paul-Andre Masse	Expert-Conseil	Paul-Andre Masse
Donald Haire	President	Proteus Transpo Enterprises
Patrick Gagnon	Consultant	Protocol Strategies & Solutions
Susan Petniunas	Mang Principal	Public Affaires Resources

Organization & Associations Lobbyists

Rejean Bernard	President	RB Cabinet Conseil
Ted Wigdor	Vice President	SAMCI (Tor)
Joseph Ragusa	VP	Sussex Strategy Grp
Howard Mains	Sr Consultant	Tactix Gov't Cons
Brenda Cassidy	Co-ordinator	Agri Grps Conc About Res & Env
Leslie Aalders	VP, Maint & Eng	Air Transport Assn of Canada
Glenn Priestley	VP	Air Transport Assn of Canada
Robert Armstrong	President	Assn of Int'l Auto Mfrs of Canada
Adrian Bradford	Exec Director	Assn of Int'l Auto Mfrs of Canada
Burt Abugov	Director	B'Nai Brith Canada
Jesse Katz	Res & Comm	B'Nai Brith Canada
Corinne Krepel	Edu Coord	B'Nai Brith Canada
Christina BurrIDGE	Mging Director	BC Salmon Mktg Cnl
Paul Hough	VP	Biotecanada
Gilles Halle	Cdn Director	Brotherhood of Locomotive Eng
Thomas Hucker	VP	Brotherhood of Locomotive Eng
Sharon Baxter	Exec Director	Cdn Aids Society
Pierre Stang	Exec Dir	Cdn Aquaculture Industry Allee
Audrey Lawrence	Dir Education	Cdn Assn of Med Radiation Tech
Darene Toal-Sullivan	Director	Cdn Assn of Occ Therapists
William Bullis	President & CEO	Cdn Automobile Assn-BC (CAA BC)
Ralph Frustaglio	Pub Aff Coord	Cdn Bankers' Assn
Sara Gelgor	Advisor	Cdn Bankers' Assn
Paul Griffin	Reg Director	Cdn Bankers' Assn
Caroline Hubberstey	Advisor	Cdn Bankers' Assn
Richard Ellis	Policy Analyst	Cdn Bar Assn
Michael Anderson	Exec Dir	Cdn Business Telecom Alliance
Michael Anderson	Exec Director	Cdn Business Telecom Alliance

Steven Doherty	Proj Coord	Cdn Cnl for Hum Res in Env Ind
Terence Davis	Manager	Cdn Cnl of Prof Engineers
David Lapp	Director	Cdn Cnl of Prof Engineers
Dan Levert	President & CEO	Cdn Cnl of Prof Engineers
Wendy Ryan-Bacon	VP	Cdn Cnl of Prof Engineers
Deborah Wolfe	Director	Cdn Cnl of Prof Engineers
Lynne Toupin	CEO	Cdn Co-op Assn
Theresa McClenaghan	Counsel	Cdn Enviro Law Assn
Diane Begin	Mem Serv Coun	Cdn Fed of Independent Business
Holly Bennett	Pub Aff Off	Cdn Fed of Independent Business
Doug Bruce	SR Economist	Cdn Fed of Independent Business
Diana Buric	Mem Serv Coun	Cdn Fed of Independent Business
Michel Leger	Mem Serv Coun	Cdn Fed of Independent Business
Robert Meijer	Policy Analyst	Cdn Fed of Independent Business
Corinne Pohlman	Research Analys	Cdn Fed of Independent Business
Bambi Raeburn	Mem Serv Coun	Cdn Fed of Independent Business
Sylvie Ratti	Economist	Cdn Fed of Independent Business
Robert Morton	Dir Policy	Cdn Fed of Independent Grocers
Michael Conlon	Nat'l Chair	Cdn Fed of Students
Rosa Paliotti	Policy Analyst	Cdn Healthcare Assn
Ron Singer	Adv Res Assoc	Cdn Jewish Congress
Kory McDonald	Parl Rel Analys	Cdn Life & Health Insurance Assn
Louiss PP Brisson	QC Exec Dir	Cdn Lung Assn
Vera Holliad	Dir Public Affs	Cdn Medical Assn
John Darroch	Exec Director	Cdn Museums Assn
Nancy Amos	Researcher	Cdn Nat'l Inst for the Blind
Fran Cutler	Director	Cdn Nat'l Inst for the Blind

Continued on page 11

*Additions to the Lobbyists Registry*OrganizationLobbyistIssues

Corporate Registrations

ACC Telenterprises	Noakes, Robert	Telecom Act; Broadcasting Act; convergence policies; info highway
Agricore Coop	Groeneveld, George	farm income & financing; safety nets; crop ins; intl agri trade; agri mktg; grain transpo; rural dev; labour; health & safety regs; tax policy
Agricore Coop	Saunderson, Brian	farm income & financing; intl agri trade; agri mktg; grain transpo; rural dev & services; health & safety; tax policies
Agricore Coop	Townsend, Patricia	farm income & financing; safety nets; crop ins; intl agri trade; Cdn Wheat Brd; grain transpo; rural dev; health & safety regs; tax policy
Apotex	Betito, Elie	int prop; Patent Act; drug patent regs; Exports Tax Act; gov't procur; Medical Research Cnl; Sci&Tech; Competition Bureau; pharmacare
Apotex	Kay, Jack	int prop; Patent Act review; drug patent regs; gov't procur; Medical Research Cnl; Sci&Tech; Competition Bureau; pharmacare
Apotex	Sherman, Barry	int prop; Patent Act; drug patent regs; gov't procur; Medical Research Cnl; Sci&Tech; competition bureau; pharmacare
Astra Pharma	McDole, Gerald	health; int prop protection; trade & export; drug patents; HPB
AT&T Canada Long Distance	Faris, Ian	iss affecting telecom carriers; CRTC's rules & regs; fgn ownership
AT&T Canada Long Distance	Mcdougall, Barbara	iss impacting telecom carriers; CRTC's rules & regs; fgn ownership requirements; Competition Bureau
Bank of Montreal	Bothwell, George	Bank Act; task force on future of Cdn financial services sector;
Bank of Montreal	Bright, Steven	Bank Act; SME; task force on future of Cdn financial inst; Industry Cttee
Bank of Montreal	Durbin, Martha	Bank Act; task force on future of Cdn financial services sector;
BCE Mobile Comm	Duguay, Toni	Ind Can policies re: wireless telecom incl spectrum licences, CRTC regs, Foreign Affair
Boehringer Ingelheim (Canada)	Hampel, Ernie	Bill C-91; Patented Medicine Prices Review Brd; Health Canada; cost recovery initiatives
Boehringer Ingelheim (Canada)	L'Abbe, Daniel	Bill C-91; PMPRB; HPB cost recovery initiative
Boehringer Ingelheim (Canada)	Payette, Guy	Bill C-91; PMPRB; HPB cost recovery initiative; Ont risk-sharing agreement
CAE	Waite, Robert E	TPC; investment tax credits; Sci&Tech; export licensing; EDC; education; defence procur; ind reg benefits
Cameco Corp	Grandey, Gerald	fgn ownership restrictions re: uranium; purchase enriched uranium from Russia; non-proliferation treaty; disposal of radioactive waste
Cameco Corp	Mirwald, Rita	uranium mining & processing regs; Kyrgyzstan/Canada gov't rel; fgn ownership restrictions
Cdn Airlines Int'l	Bradley, J Scott	nat'l airports; Official Languages; environment; health; tourism; human rights; gov't travel; NAVCAN; transpo regs; GST harmonization;
Cdn Airlines Int'l	Dorsay, Roland	nat'l airports policy; Official Languages; environment; human rights; tourism; gov't travel; NAVCAN; transpo regs; GST harmonization
Cdn Airlines Int'l	Markey, Stephen	nat'l airports policy; Official Languages; environment; human rights; tourism; gov't travel; NAVCAN; GST harmonization
Cdn Airlines Int'l	McRae, Malcolm	nat'l airports policy; Official Languages; environment; human rights; tourism; gov't travel; NAVCAN; GST harmonization
Celanese Canada	Carrell, Nancy	regs re: transpo of hazardous products; packaging & labelling regs for chemicals; climate change; CEPA
CHC Helicopter Corp	Chisholm, Robert	provide search & rescue helicopters to DND; new aircraft facility in NFLD
Compaq Computer Corp	Mondello, Carman	HAFTA; DFAIT; info highway policy; gov't product compliance; certification policy; security encryption techniques & export policy
Dow Chemical Canada	Lachance, Claude-Andre	CEPA; harmonization; toxic substances; intl trade; chlorine action plan; ozone depleting; GHG emission reduction strategy
Dupont Merck Pharma	Brennan, John	pharma & medical device products; drug patents renewal; pharmacare
Eli Lilly Canada	Fenton, Susan	drug patents; health policies & progs; GATT; NAFTA; int prop; HPB; PMPRB; cost recovery; pharmacare; privacy leg
Enbridge	Neiles, Byron	Nat'l Energy Brd regs; CEPA
Foothills Pipe Lines	Cochrane, S. Philip	Nat'l Energy Brd Act; Northern Pipeline Act; CEPA;
Foothills Pipe Lines	Hobbs, Harry	Nat'l Energy Brd Act; Northern Pipeline Act; CEPA
Ford Motor Co of Canada	Pattee, Wyman	removal of MMT fuel additive; sulphur content; fed emission regs; CEPA; climate change
Ford Motor Co of Canada	Williams, Trevor	removal of MMT fuel additive; sulphur content; emission regs; vehicle safety; CEPA; enviro law; harmonization of auto standards

Additions to the Lobbyists Registry

<i>Organization</i>	<i>Lobbyist</i>	<i>Issues</i>
Glaxo Wellcome	Cadden, Suzanne	regs impacting brand name pharma industry; review of drug patent leg; pharmacare prog; drug approvals
Glaxo Wellcome	Laidlaw, Bill	brand name pharma industry; drug patent leg; pharmacare; drug approval policies
Glaxo Wellcome	Levy, Michael	brand name pharma industry; drug patent leg; pharmacare; drug approval policies
Glaxo Wellcome	Lucas, Paul	brand name pharma industry; drug patent leg; pharmacare; drug approval policies
Glaxo Wellcome	Osborne, Kathleen	iss impacting brand name pharma industry; drug patent leg; pharmacare; drug approvals; CFC-Chloro-Fluoro iss
Hoffmann-La Roche	Kulik, Marvin	review of drug patent leg
Hoffmann-La Roche	Melville, John	review of drug patent leg
Hoffmann-La Roche	Willoughby, James	review of drug patent leg
IBM Canada	James, Arthur	gov't procur; competition policy; Can Business Corp Act; int prop; int'l trade; Sci&Tech; SR&ED tax credits; new media; e-commerce
IBM Canada	Reid, Robert	corporate & personal taxation; review admin guidelines for SR&ED tax credits; Y2K task force
IBM Canada	Scott, Wayne	privacy & prot of personal info; data encryption; key recovery & cert; digital signatures; immigration policy; Canada Labour Code
Imperial Oil	Dupuis, Richard	alternative fuels; CEPA; CBCA; carbon taxes; climate change; energy policy; particulate emissions; oil sands dev; gas pricing controls
John Deere	Hollings, Albert	Rev Can policies & regs; statistics DB for imports & exports
Kraft Canada	Bailey, Richard	reg review under Agri Products Act; CPLA; packaging & labelling; harmonization of standards; trade barriers re: dairy products
Kraft Canada	Cross, Ian	reg review under Agri Products Act; CPLA; packaging & labelling; harmonization of standards; trade barriers re: dairy products
Kraft Canada	Hutner, Bev	reg review under Agri Products Act; CPLA; packaging & labelling; harmonization of standards; trade barriers re: dairy products
Kraft Canada	Knight, Ron	reg review under Agri Products Act; CPLA; packaging & labelling; harmonization of standards; trade barriers re: dairy products
Kraft Canada	Nadeau, Guy	reg review under Agri Products Act; CPLA; packaging & labelling; harmonization of standards; trade barriers re: dairy products
Kraft Canada	Nanni, Carl	reg review under Agri Products Act; CPLA; packaging & labelling; harmonization of standards; trade barriers re: dairy products
Kraft Canada	Rosenfeld, Irene	reg review under Agri Products Act; CPLA; packaging & labelling; harmonization of standards; trade barriers re: dairy products
Labatt Breweries of Canada	Bolduc, Alain	commodities pricing; Wheat Brd; advertising; labelling; alcohol educ; waste mgt; patents/trademarks; NAFTA; WTO; trade barriers; tax
Labatt Breweries of Canada	Morin, Louis	commodities pricing; Wheat Brd; advertising; labelling; alcohol educ; waste mgt; patents/trademarks; NAFTA; WTO; trade barriers; tax
Labatt Breweries of Canada	Paul, Sharon	commodities pricing; Wheat Brd; advertising; labelling; alcohol educ; waste mgt; patents/trademarks; NAFTA; WTO; trade barriers; tax
Labatt Breweries of Canada	Villeneuve, James	commodities pricing; Wheat Brd; advertising; labelling; alcohol educ; waste mgt; patents/trademarks; NAFTA; WTO; trade barriers; tax
Michael Vollmer Yacht Design	Vollmer, Michael	Can Sshipping Act amendments; Nav Wters Prot Act; sm vessel regs; Nat'l Parks Act
Monarch Entertainment	Cheikes, Stephen	motion picture & TV productions; income tax leg; admin procedures
Monarch Entertainment	Knutson, Harry	motion picture & TV productions; income tax leg; admin procedures
Monsanto Canada	Ingratta, Robert	pesticide & biotech regs; agri & rural dev; food safety & inspection; trade of canola, potatoes, cereals; int prop; nutrition labelling; CEPA
Nova Chemicals	Finn, Gerry	CEPA; climate change; energy policy; harmonization; NEB review; sustainable dev; gas emissions; enviro codes & practice
Nova Chemicals Corp	Newall, James	CEPA; climate change; energy policy; harmonization; NEB review; sust dev; ethane; budget; gas emissions; enviro codes & practice
Nova Scotia Power	Redmond, Mike	energy policy; climate change; taxation of energy companies
Pancanadian Resources	Protti, Gerard	upstream oil & gas industry; activities impacting NA business interests; climate change; resource taxation
Pancanadian Resources	Zahary, John	upstream oil & gas industry; income tax policy; bituminous oil sands mining
Pattison Outdoor	Moonen, John	contracts for billboard sites; restrictions on advertising;
PCI Enterprises	Tofin, Kim	seeks opps for geomatics software sys worldwide; trade missions; info highway; defence sys; public awareness
Pratt & Whitney Canada	Johnson, Stuart	IC Canada; IC DIPP; sci&tech policies; DND alternative service delivery; Transpo Canada cert & regs; DFAIT
Pratt & Whitney Canada	Reilley, Dennis	TPC; DIPP; cert & reg in aviation matters; DND alternate service delivery; DFAIT; export controls; immigration policies
Proctor & Gamble	Banks, Mitchel	GATT; NAFTA; non-tariff barriers to trade; CEPA; drug regs; cost recovery; GST harmonization
Proctor & Gamble	Khosla, Amardeep	CEPA; sustainable dev; mgt of chemicals; fed toxins policy; GATT; NAFTA; CEPA; cost recovery; taxation

Additions to the Lobbyists Registry

<i>Organization</i>	<i>Lobbyist</i>	<i>Issues</i>
Reader's Digest Magazines	Poirier, Bernard	cultural protectionist progs; data protection & privacy
Reader's Digest Magazines	Robins, Barbara	leg prop & policies of cultural protectionist nature; data protection & privacy
Reckitt & Colman	Lafiel, William	processed products regs; Pest Control Products Act
Rhone-Poulenc Rorer Canada	Gravel, Benoit	Patent Act; examine price of medical services
Sanofi Winthrop	Clark, Bruce	clinical dev progs; new pharma product approvals; product safety reports; R&D taxation
Sask Wheat Pool	Shauf, Marvin	analyse gov't prop; CBCA; CEPA; farm improvement & marketing cooperatives loans Act
Sask Wheat Pool	Wiens, Marvin	analyse gov't leg prop; CEPA; fram improvement & marketing cooperatives Act
Sun Life Assur Co Canada	Abbaszadeh, Babak	financial services sector reform; public/private pension plans; amend Insur Companies Act; Bank Act
Sun Life Assur Co Canada	Mousley, Jonathan	financial services sector reform; public/private pension plans; amend Insur Companies Act; amend Bank Act; Income Tax Act
Sun Life Assur Co Canada	Pattillo, Robert	financial services sector reform; payments sys reform; public/private pension plans; Bank Act
Sun Life Assur Co Canada	Perry, Jennifer	task force on future of Cdn financial services sector; Bank Act; public/private pension; fed budget; trade initiatives; pharmacare
Suncor Energy	Lambert, Gordon	CEPA; climate change; land, air & water iss
Superior Propane	Cooper, John	alternative fuels; Transpo of Dangerous Goods Act; Weights & Measures Act; emergency response plans
Toyota Canada	Beatty, Stephen N	enviro law; standards re: fuel economy, emissions & climate change; consumer loans & credit; harmonize auto standards w/ NAFTA; int'l trade & tariffs on parts; training progs; health & safety; taxation
Transalta Corp	Westbury, Robert	impact of fossil fuels on enviro; tax impacts of crown utilities; impact of hydro sites on fisheries; climate change
Transcanada Pipelines	Martin, Margret	Cdn Endangered Species; CEPA; MacKenzie Valley Resource Mgt; climate change; aboriginal land claims; infra dev; tax conventions
United Parcel Service Canada	King, Rick	Canada Post mandate review; customs regs; Canada Transpo Agency approvals for carriers leases
Versaflo	Shaw, Charles J.	movement & storage of PCB's & other toxics; explosive & hazardous wastes; contaminated property; new construction projects
Wyeth-Ayerst Canada	Howe, John	int prop leg; Patent Act; consumer advertising; drug interchangeability; prairie economic dev
Wyeth-Ayerst Canada	Margles, Elizabeth	status of conjugated estrogen products on mkt in Canada

Organizations & Associations

Agri Grps Conc About Res & Env	Armitage, David G	Pest Mgt Reg Agency; harmonize pesticide regs; cost recovery; crop biotech; on-farm food safety
Assn des Man de Bois de Sciage/QC	Robitaille, Jacques	sustainable forestry mgt; export quotas; represent forest industry interests both nat'l & int'l
Assn of Cdn Publishers	Davidson, Paul	new financial tools for publishing industry; enforcement of cultural policies re: fgn ownership; MAI; review of cultural policy
Assn of Int'l Auto Mfrs of Canada	Armstrong, Robert	iss re: light duty vehicle mfrs; financial sector reform; MMT additive; emissions standards
Brotherhood of Locomotive Eng	Hucker, Thomas	Railway Safety Act; grain handling; rail abandonments; Transpo Canada reg proposals
Cdn Apparel Mfrs Inst	Osborne, Todd	WTO quota phase-out; textile tariff adjustment; NAFTA labelling regs
Cdn Aquaculture Industry Allce	Stang, Pierre	human resources dev; fish inspection; biotech
Cdn Asphalt Shingle Mfrs Assn	VandenBussche, Michael J.	work with DFAIT to prevent European export restrictions; Canada/US imports; competition leg
Cdn Assn of Med Radiation Tech	Lauzon, Richard	NAFTA; Health Can Fed Breast Cancer Initiative
Cdn Assn of Occ Therapists	Von Zweck, Claudia	CHST; HEAL; health services research fund; DFAIT; PEMD grant; trade opps & resources for CAOT; mobility of int'l students

Additions to the Lobbyists Registry

<i>Organization</i>	<i>Lobbyist</i>	<i>Issues</i>
Cdn Bar Assn	Hoyles, John D.	Canada health & social transfer; legal aid standards; int'l dev; racial equality task force; ratification of int'l instruments on human rights; Cdn unity; code of judicial conduct; aboriginal justice
Cdn Conference of the Arts	Williams, Megan	enhance status of artist; phase III of copyright revisions; fair assessment of tax returns of self-employed from cultural sector; reinvestment of fiscal dividend; Working Group on Cultural Policy for 21st Century; CRTC
Cdn Drug Mfrs Assn	Keon, James J.	trade agreements w/ generic RX industry; continuation of NOC regs; Patent Act; anti-competitive behaviour; drug reg review process
Cdn Electricity Assn	Konow, Hans	CEPA; fish habitat protection policies; Fish Act; PCB regs; air iss mgt; interest rate policy; climate change; native self-gov't; income tax
Cdn Health Coal'n	McBane, Michael	homecare; pharmacare; technology iss; campaign to protect health care from private greed; drug patent; commercialization of health care
Cdn Industrial Transpo Assn	Cadieux, Pierre	transpo of dangerous goods regs; Canada Marine Act; Canada Wheat Brd Act; Canada Labour Code
Cdn Parks & Wilderness Society	Granskou, Mary	Marine Conservation Areas Act; endangered species leg; Nat'l Parks Act
Cdn Petro Products Inst	Perez, Alain	fuel quality; sulphur content; CCME; CEPA; climate change; MIACC; taxation; industry competitiveness; effluent limit guidelines; ambient air quality; coast guard cost recovery; harmonization
Cdn Securities Inst	Wilton, Roberta	comment on Industry Canada report; input on proficiency standards & adult education
Cdn Steel Producers Assn	Van Loon, Jean	SIMA; CEPA; climate change; smog & hazardous air pollutants; FTAA; APEC; WTO; unfairly traded imports
Cdn Steel Trade & Empl Congress	Nakitsas, George	skill training prog; HRDC; Youth Agreement Worker Adjustment Prog; Policies & Contribution Agreement
Cdn Trucking Assn	Bradley, David	Cdn substance use testing prog; driver fatigue & hours of service regs; Motor Vehicle Transpo Act; road use tax; NAFTA; transport of dangerous goods; Canada Labour Code; import procedures
Cdn Water & Wastewater Assn	Ellison, Thomas	Drinking Water Materials Safety Act; drinking water guidelines; CEPA; Fisheries; NRC infra research; municipal infra prog
Cdn Wildlife Federation	Maxwell, Colin	endangered species conservation; Fisheries Act; sustainable dev; marine protected areas strategy; forest strategy; state of water in Canada
Conseil du Patronat du QC	Taillon, Gilles	federal budget; nat'l deficit & debt; Bank of Canada monetary policy; tax policies
Crop Protection Inst	Hepworth, Lorne	cost recovery by pest mgt reg agency; biotech
Egyptian Cdn Friendship Assn	Iskander, Adel	health care delivery sys; delays in VISA processing; unemployment insurance; Constitution
Fed Cult Canadienne-Francaise	Juneau, Nancy	official languages prog; financial assistance for francophone cultural activities
Fisheries Cnl of BC	Hunter, Michael	Pacific fisheries; restructuring & licence buyback progs; salmon allocation policy; revised QMPR & regs; aboriginal land claims; DFO; Pacific Resources Conservation Cnl
Food & Cons Prod Mfr Canada	Fleischmann, George	cost recovery; trade disputes; NAFTA; Cdn Food Inspection Agency; supply mgt reform; nutrient enrichment to allergens
Mennonite Central Cttee Canada	Frey, Martin	CIDA; Palestinian concerns; Royal Commission of Aboriginal Peoples; sponsorship of refugees; peace tax proposal; landmines
Nat'l Assn Tobacco & Conf Dist	Dumulong, Luc	GST revision to prevent tax evasion from natives; meetings to discuss possible ban on tobacco product displays
Ont Cattlemen's Assn	Hedley, Graeme	endangered species leg; Food & Drug Act; Cdn Food Inspection Agency; user fees; residue testing
Processed Fruit & Veg Import Cnl	McCormack, Melissa	processed fruit & vegetable regs
Shipping Fed of Canada	Nicol, Francis	cost recovery for inspection of conveyances; Immigration Act; CEPA; chemical spill response prog; water levels of Great Lakes; ship inspection prog; law enforcement
Sierra Club of Canada	May, Elizabeth	endangered species leg; climate change; electricity restructuring; greenhouse gas emissions reduction; shrimp aquaculture
Sport Fishing Inst of BC	Bird, Tom	rec fish mgt plans & regs; intersectoral fish allocations; funding for mkt strategy; enhancement projects
Toronto Board of Trade (The)	Allan, Elyse	fed budget; retirement income security; employment insurance; financial sector restructuring; tax policy reform; Canada Labour Code; Competition Act
Ukrainian Cdn Congress	Shawarsky, Lydia	Immigration Act; CRTC & CBC public consultation meetings; CIDA; Canada-Ukraine relations; Cdn unity & multiculturalism; arts & culture prog; war crimes
West Coast Enviro Law Assn	Shrybman, Steven	comment on any new federal enviro law or policy
Western Cdn Shippers' Coal'n	May, Ian	Y2K review of Cdn Transpo Act; CCMTA; ports devolution; coast guard cost recovery

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JIM LEWIS, *Lobbyist Registration Office, Management Board Secretariat*

9:45 - 10:30 Managing the Registration Process -- Procedures and practices to ensure compliance: Why you should develop a registration policy. Questions you need to ask. Centralizing the process in-house. Enlisting help in filing registrations.

DR. JOHN CHENIER, *Editor, The Lobby Monitor*

10:30 - 10:45 Coffee Break

10:45 - 11:15 Managing the Registration Process -- Client concerns with disclosure: How to determine what must be disclosed. Keeping clients onboard and above board.

WARREN KINSELLA, *McMillan Binch*

11:15 - 12:00 Managing the Registration Process -- Making the most of disclosure: Disclosure isn't all bad news. Using disclosure to advance your cause. Taking precautions to manage the public relations of disclosure.

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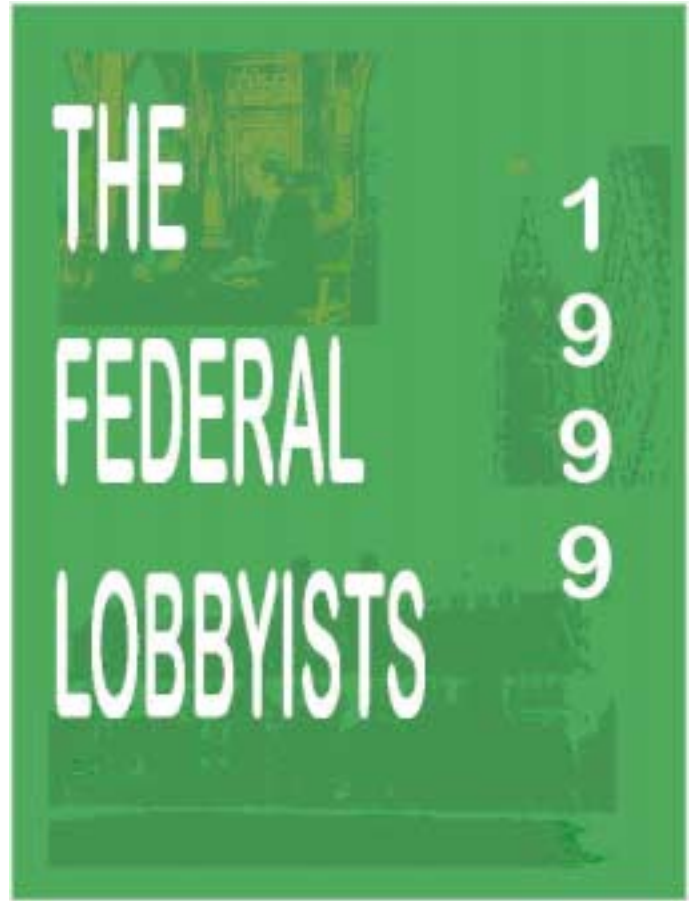
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