

The Lobby Monitor

February 22, 1999

Volume 10, Number 9

In this issue

There is a fine line that separates fair and frank criticism on the budget from disparaging comments on the government. When it comes to commenting on the budget, GR professionals in some organizations might want to pay more heed to the impact of their remarks on future dealings with government. (2)

The recent seminar on the Ontario Lobbyist Registration Act highlighted several issues. The first was the mindset of the Integrity Commissioner on the role of this law. Second was the popularity of the data with the site receiving over 92,000 hits in the first two weeks. Third was the intent to keep the data fresh. (2)

Registration notes: The environment, softwood lumber, helicopter procurements and new land claims account for a majority of the new registrations. (3)

People: New people enter into the business, another gets his title straightened out, while another takes on a new role. (3)

Consultant registrations (4) Organization registrations (5) Corporate registrations (6)

The DELTA file (5)

Consultant registrations in this issue

Client Organizations

Agusta Spa
Air Canada Pilots Assn
Amtruck Co
AOL Canada
Aquatex Corp
Arts & Entertainment Network
Ballard Power Systems
British Energy
Caldwell First Nation
Casco
Cdn Electricity Assn
Cdn Fracmaster
Cdn Marine Pilots Assn
Cougar Helicopters
ED & F Man
Ethyl Corp
Forum Comm Aff Publiques
Gov't of Alberta

Infrastructure for Information
Iron Ore Co of Canada
Liskeard Lumber
Misty Mountain
Pope & Talbot
Railtex Service Co
RCMP Div Staff Rel Rep Prog
Shaughnessy Golf & Country Club
Sikorsky Int'l Operations
Spyrus
Tokmakjian
Vinyl Council of Canada

Lobby Organizations

APCO Canada
Ashton Int'l
Association House
Capital Hill Grp (Ott)
CFN Consultants
Concise Consulting

Contacto Grp
Frontline Corp Comm
Gowling, Strathy & Henderson (Ott)
GPC Gov't Policy Cons (Ott)
Grey, Clark, Shih & Assoc
Hill & Knowlton Canada (Ott)
Insercor
Inverness Grp
James Maxim & Co
Lawson Lundell Lawson &
Marc Lamoreux
McMillan Binch
Rawson Grp Initiatives
SAMCI (Ott)
Summa Strategies
Tactix Gov't Consulting
Temple Scott Assoc

The post-budget whine

“If you can’t say anything nice, don’t say anything at all.” That bit of advice from Thumper the Rabbit in Bambi has some application in the GR world. Certainly it can be desirable and necessary at times to forcefully state a contrary position to stake out organizational turf and rally supporters. But is it necessary (and wise) for lobby groups to also be disparaging when doing so?

The latest example are some of the press releases and post-budget comments emanating from many groups anxious to get the media to carry their two-cents worth of commentary on the budget. It may be important for organizations to draw attention to the difference of opinion with the government’s budgetary policy and theirs, and even to stress the benefits of going their way.

However, this budget is a now done deal, and it is never too soon to consider strategies to influence the next one. Disparaging comments, which are the stock and trade of opposition parties, might better be left to the politicians.

Lobby Ontario

The Integrity Commissioner and Lobbyist Registrar designate for Ontario, Hon. Robert Rutherford, spoke last week at a conference dealing with the Ontario lobbyists legislation. The tone of his speech left little doubt that the former Ontario Supreme Court Judge has strong feelings on the importance of trans-

parency in government. Using the current troubles of the IOC as an example, the Commissioner indicated that transparency in the role of outsiders in the policy process went hand-in-hand with integrity in government and that both were essential in preserving public faith in our political institutions.

On a less philosophical note, Jim Lewis, the official overseeing the implementation of the new Act provided some insights into the usual growing pains of an untested computer system being bombarded with requests (92,000 hits on the site that has only been open for three weeks). Lewis says he expects the backlog of registrations will disappear along with the technical and personal glitches involved with filing first-time registrations.

One of the things that was frequently mentioned during the conference was the “freshness” of the data on the registry. Readers may recall that the first draft of the Ontario legislation had a maximum \$25,000 fine for failure to deregister. This was opposed by several lobby groups who appeared before the legislative committee who argued it was already a requirement of the law to announce changes to any undertaking within 30 days, so failure to deregister was already covered.

The Act was subsequently amended to remove the explicit penalty for failure to deregister. However, lobbyists must still confirm registrations on an annual basis, and there was a distinct impression given that there would be little tolerance for the practice of leaving registrations on the system in an effort to conceal loss of business and so forth.

LM

The Lobby Monitor is published 20 times per year by ARC Publications.

63 Sparks Street, Suite 800, Ottawa, Canada K1P 5A6.

Phone (613)230-3029 Fax (613) 237-9617 E-mail arc@arcpub.com Subscription: \$519 plus 7% GST

Editor: Dr. John A. Chenier

No part of this publication may be reproduced or transmitted by any means, electronic or mechanical, without written permission from ARC Publications. Permission is hereby granted to reviewers or reporters to quote brief passages, with proper attribution to The Lobby Monitor, in connection with news or commentary, with the stipulation that a copy of the story where the passages appear is provided to ARC Publications under similar conditions.

Please Note: Subscribers receiving the electronic version are allowed to print one copy for personal use or distribution. Printing of more than one copy, the copying and distribution of the electronic file or posting to an intranet or internet site is prohibited unless a site license has been obtained from ARC Publications. ©ARC Publications 1999

Registration notes

Lumber and procurement

Some familiar areas are well-represented in the most recent registrations. **Andrew Lane** at **APCO Canada**, and **Sean Moore** of **Gowlings** are the latest to enter the softwood lumber issue. This matter just keeps getting bigger and bigger as markets get squeezed, mills change hands, and original decisions of who should get what quota are subject to serious scrutiny. The government has recently let a \$5M contract to revamp the computer system that is designed to keep track of everyone's entitlement.

Choppers

Larry Ashley and **Larry McWha** of **Association House**, **Bruce Murdock** of **GPC** and **Brian Mersereau** of **Hill and Knowlton** are registered for helicopter interests. The first three have added their names to the many that are chasing the plum DND contract while Mersereau is pursuing a smaller contract for fisheries surveillance.

Native land claims

Also emerging are the issue that are best classified as fallout from aboriginal land claims. Two lawyers from Vancouver law firm **Lawson Lundell Lawson & McIntosh**, **Robert Mair** and **John Olynyk** have been hired to protect the interests of the **Shaughnessy Golf & Country Club**. In Ontario, lobbyist **Howard Mains** of **Tactix Government Consulting** has become involved in a political hot-potato, the **Caldwell First Nation** agreement.

Environment

As noted in a LM 10-4, environmental issues remain a hot topic. In this edition, there are five more registrations for environmental concerns, **Misty Mountain**, **Canadian Electricity Assoc**, **Canadian Wood Council**, **Vinyl Council of Canada** and **Ethyl Corp**. The last four on this list are merely augmenting their lobby power on existing files.

People

There is a new partner at **IGRG – Industry Government Relations Group**. **Diane Wood**, who was until recently Senior Policy Advisor, Aboriginal Justice Directorate in **Justice Canada** has, after a long career in government, switched over to the GR world.

With so many rumours flying around concerning **SAMCI**, you have to make sure what you write is right, right? Well, you read it here first, **Ted Wigdor** is NOT a VP at **SAMCI** — at least not yet. Wigdor was the victim of a fill in the blanks registration which left him temporarily with the title but, alas, not the rest of the perks of the job.

David McInnes, the former Director of Government Relations with the **Canadian Bankers Association**, has moved on to greener pastures. McInnes, who spent nearly 10 years working in the trenches for the banks has gone on to **MDS Nordion** where he is Vice President, Corporate Communications. His new jobs runs the gamut of public affairs and, no doubt will bring him up to the Hill.

Before his departure from the CBA, McInnes completed a book, which has just been released, entitled *Taking it to the Hill: Appearing before (and surviving) Parliamentary Committees*. This is an area where McInnes has had plenty of experience. Look for a review in LM soon.

ISSUE MANAGEMENT for the 21st Century

i-Monitor

the electronic internet monitoring
facility for GR practitioners.

Track your issues on Parliament
Hill constantly, effortlessly,
effectively

NetsWorth Research Corporation

(613) 230-5244

Additions to the Lobbyists Registry

<i>Lobby Firm</i>	<i>Lobbyist</i>	<i>Client</i>	<i>Issue</i>
APCO Canada	Lane, Andrew	Pope & Talbot	lumber trade
Ashton Int'l	Wilson, Neil	Gov't of Alberta	industrial/regional benefits from procur; Investment Partnerships Canada; Tech Partnerships Canada
Association House	Ashley, Larry	Agusta Spa	Cdn Search & Rescue Helicopter Prog; Cdn Maritime Helicopter Prog
Association House	McWha, Larry	Agusta Spa	Cdn Search & Rescue Helicopter Prog; Cdn Maritime Helicopter Prog
Capital Hill Grp (Ott)	Doran, Kim	AOL Canada	3rd party access to high speed cable internet; privacy; advertising services by fgn periodicals
Capital Hill Grp (Ott)	Dyer, David	AOL Canada	3rd party access to high speed cable internet; privacy; advertising services by fgn periodicals
Capital Hill Grp (Ott)	Metcalfe, Herb	AOL Canada	3rd party access to high speed cable internet; privacy; advertising services by fgn periodicals
Capital Hill Grp (Ott)	Woods, Nanci	AOL Canada	3rd party access to high speed cable internet; privacy; advertising services by fgn periodicals
CFN Consultants	Inglis, Norman	Spyrus	info tech enterprises security products & solutions; smart cards; cryptographic tokens
Concise Consulting	Vinning, Prem	Misty Mountain	promote potential mining site for enviro review; mine dev certification
Contacto Grp	Egan, Timothy	Cdn Electricity Assn	Fisheries Act; CEPA; renewable energy strategy; toxic substances mgt policy; wood preservatives
Frontline Corp Comm	Hall, Jennifer	Vinyl Council of Canada	labelling of children's toys containing phyalates; enviro stewardship of vinyl products
Gowling,Strathy & Henderson (Ott)	Moore, Sean	Liskeard Lumber	export - import controls on lumber
GPC Gov't Policy Cons (Ott)	Veilleux, Ronald	Air Canada Pilots Assn	Canada Labour Code amendments
GPC Gov't Policy Cons (Ott)	Murdock, Bruce	Cdn Marine Pilots Assn	fed review of marine policy; Pilatage 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)	Murdock, Bruce	Sikorsky Int'l Operations	search & rescue heicopters; maritime replacement
Hill & Knowlton Canada (Ott)	De Toni, Christina	British Energy	British Energy's possible acquisition of nuclear generating power assets of Ontario Hydro
Hill & Knowlton Canada (Ott)	Hardman, Graham	British Energy	British Energy's possible acquisition of nuclear power generating assets of Ontario Hydro
Hill & Knowlton Canada (Ott)	McNaney, Mike	British Energy	British Energy's possible acquisition of nuclear power generating assets of Ontario Hydro
Hill & Knowlton Canada (Ott)	Mersereau, Brian L.	Cougar Helicopters	fisheries air surveillance
Hill & Knowlton Canada (Ott)	Hardman, Graham	Ethyl Corp	CEPA; climate change
Inverness Grp	MacKay, Cliff	Infrastructure for Information	sales support; advice on sales activity; tech infrastructure
James Maxim & Co	Maxim, James	Cdn Fracmaster	general gov't financial progs
Lawson Lundell Lawson & McIntosh	Mair, Robert	Shaughnessy Golf & Country Club	aboriginal land claims
Lawson Lundell Lawson & McIntosh	Olynyk, John	Shaughnessy Golf & Country Club	aboriginal land claims
Le Groupe Cortan	Tanguay, Denis	Cdn Hydropower Assn	definition of green energy
Marc Lamoreux	Lamoreux, Marc	Amtruck Co	contracts for repair & maintenance of the gov'ts truck fleets; auto parts
McMillan Binch	Albrecht, Dalton J.	Tokmakjian	export control list re: specialized vehicle
McMillan Binch	Kinsella, Warren	Tokmakjian	export control list re: specialized vehicle
Rawson Grp Initiatives (missed earlier)	Rawson, Bruce	Ballard Power Systems	Industry Canada; Technology Partnership Canada; western economic dev
SAMCI (Ott)	Tubridy, Laura	Casco	sugar & corn policy
SAMCI (Ott)	Yearwood, Debra	Casco	sugar & corn policy
Summa Strategies	Phillips, John	RCMP Div Staff Rel Rep Prog	improve conditions of RCMP members: compensation, pensions, health & safety
Sussex Strategy Grp	Pellegrini, Paul	Boehringer Ingelheim (Canada)	fed gov't smoking cessation strategy; tobacco strategy & HPB
Tactix Gov't Consulting	Mains, Howard	Caldwell First Nation	specific native claims settlements
Temple Scott Assoc	Stilborn, Lisa	Arts & Entertainment Network	monitoring of broadcasting policy

Additions to the Lobbyists Registry

Lobby Firm	Lobbyist	Client	Issue
Organizations			
Alliance for Resp Env Alternative	Vant, Thomas	climate change	
Assn des Prod de Films/TV du QC	Baillargeon, Louise	CRTC; gov't funding; programming	
Assn Miniere du QC	Tolgyesi, Dan	import/export of toxic substances; Auatic Effects Tech Eval Prog; biodiversity; maritime tariffs	
Cdn Assn of Oilwell Drilling Cont	Herring, Don	Income Tax Act; payment of auto allowances regs	
Cdn Dental Assn	Neilson, Jardine	taxation of health & dental benefits; pension reform; tobacco control; non-insured health benefits; postal subsidies; child tax benefit prog	
Cdn Horticultural Cnl	Dempster, David A.	Food Inspection Agency; code of practice for unpasteurized juices; on-farm food safety; irradiation; CFIA business initiatives; NAFTA; reusable packaging; HRDC: offshore dev prog; GST; pre-budget consultations; biotech; pesticides	
Cdn Motion Picture Dist Assn	Frith, Douglas	Cdn film policy; Cdn TV policy ; Cdn prog recognition process; taxation of non-resident performers; production services tax credit	
Cdn Produce Mktg Assn	Dempster, David A.	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	Needham, Douglas	GST harmonization; food & beverage supply & pricing; labour; CPP; workers compensation	
Cdn Seed Growers' Assn	Robertson, William K.	changes to seed reg; gov't downsizing & privatization; cost recovery; biotech	
Free Trade Lumber Cnl	Neubert, Karl	Canada-US softwood lumber agreement	
Ont Mining Assn	Reid, Patrick	taxation; financial assurance requ for mining; electricity & natural gas; harmonization of health; safety labour & employment leg	
Ont Natural Gas Assn	Jones, Bernard	energy & natural gas; distribution in Ont; climate change; combustion tech; renewable energy; energy efficiency	
Saint John Construction Assn	Darrah, Patrick	construction; labour relations; safety; tender calls for projects	
Teamsters Canada	Lacroix, Louis	Canada Labour Code; air & ground transpo	
United Transpo Union	Secord, Timothy	employment insurance; old age security; Railway Safety Act; fencing regs; Employment Insurance Act; Pension Benefits Standards Act	
World Vision Canada	Toycen, Dave	CIDA grants; NGO coal'n; oppose exploitation of children; increase fgn aid; ban landmines; sust dev; promote peace	

The DELTA File

New lobbyists added to the registry since the last D-file update

Consultant Lobbyists

Neil Wilson	President	Ashton Int'l
David Birnie	Solicitor	Birnie & Co
Barry Strauss	Sr Consultant	Cdn Corporate Consultants
Timothy Egan	Principal	Contacto Grp
Jennifer Hall	Account Mgr	Frontline Corp Comm
John Welch	President	Insercor
Cliff MacKay	President	Inverness Grp
Robert Mair	Lawyer	Lawson Lundell Lawson & McIntosh
John Olynyk	Lawyer	Lawson Lundell Lawson & McIntosh
Bruce Rawson	President	Rawson Grp Initiatives

Laura Tubridy

Govt Rel Consul

SAMCI (Ott)

Corporate lobbyists

Julie Patry	Consultant	Assn des Prod de Films/TV du QC
Don Herring	Managing Dir	Cdn Assn of Oilwell Drilling Cont
Sunstrum Murray	Coordinator	Cdn Assn of Oilwell Drilling Cont
Tim Paul	Coordinator	Cdn Assn of Oilwell Drilling Cont
Burton Conrod	VP	Cdn Dental Assn
Andrew Jones	Manager	Cdn Dental Assn
Anne Fowlie	Exec Dir	Cdn Horticultural Cnl
Ron Lemaire	Dir Mktg	Cdn Produce Mktg Assn
Mmarie-Claude Schirdewahn	Chief, Food&Saf	Cdn Produce Mktg Assn

Continued on page 7

Additions to the Lobbyists Registry

<i>Organization</i>	<i>Lobbyist</i>	<i>Issues</i>
Corporations		
Air Canada	Brisson, Christiane	restructuring of Cdn air industry; int'l air routes
Air Canada	Dee, Duncan	int'l & domestic air policy; immigration laws; gov't procur of air services; taxation; customs services at airports
Air Canada	Dufresne, Yves-Antoine	air transpo regs
Air Canada	Gaspar, Fred	int'l & domestic air policy; immigration laws; gov't procur of air services; taxation; customs services at airports
Air Canada	Heinke, Patrick	Canada Labour Code; OSHA; Unemployment Insurance Commission; WCB; Human Rights Act; Official Languages Act; pay equity
Air Canada	Magher-Legault, Linda	Canada Transpo Act; accessibility regs; computer reservation sys regs; non-smoking regs; Aeronautics Act; health; customs; immigration
Air Canada	Pare, Jacques	air transpo regs
Air Canada	Sladen, Doug	air transpo regs
Alcan Aluminum	Porteous, Hugh	CEPA; MIA; fgn tax credit; restrictive trade actions export mkts; 1987 settlement Alcan/BC gov't; aboriginal land claims; Kyoto protocol
Amex Canada	Lee, Linda	travel mgt services contracts; gov't acquisition cards; AMEX travellers cheque prog
Amoco Canada Petro Co	Smith, Richard	taxation of petro & natural gas industries; energy dev policies; climate change; aboriginal peoples; R&D; offshore dev
Bell Helicopter Textron	MacRae, Roy	GATT; air transit regs; export control regs & changes
Bombardier Aerospace	Chopra, Kamal	fgn tax credit; trade actions by export mkts; risk sharing product dev; aircraft certification; fgn trade iss; R&D
Bombardier Defence	Crowe, Wayne	DND procur policies & practices; aircraft certification; industrial reg benefit regs; alternate service delivery policies; labour/personnel iss
Bristol Myers Squibb Pharma Grp	Lamontagne, Michel	drug patents; Bill C-91: implementation & follow-up linkage regs
Cdn Airlines Int'l	Benson, Kevin	Official Languages Act; environment; human rights; tourism; NAVCAN; reg eco dev & employment initiatives; air transpo regs; GST harmonization; immigration policy; ab purchasing policy
Cdn Airlines Int'l	Gorman, Erin	nat'l airports policy; Official Languages Act; environment; human rights; tourism; gov't travel; NAVCAN; reg eco dev & employ initiatives; air transpo regs & licensing; immigration
Cdn Pacific Rail	Apedaile, Dennis	freight & passenger transpo; railway taxation
Cdn Pacific Rail	Burrows, Bruce	railway taxation reform; Canada Labour Code; grain transpo reform
Cdn Pacific Rail	Gauthier, Gerald	Canada Labour Code; Railway Safety Act; railway taxation reform
Cdn Pacific Rail	Kienzler, James	Railway Safety Act revision
Cdn Pacific Rail	Liddell, William	Railway Safety Act revision
Cdn Pacific Rail	Lockhart, Bruce	Railway Safety Act revision; Cdn rail operating rules; Transpo Canada regs
CHC Helicopter Corp	Chisholm, Robert	provide search & rescue helicopters to DND; seeks in-service support contract
Chevron Canada	Innis, Robert	fuels reformulation; CEPA; transpo of dangerous goods; Canda Shipping Act; global warming
Chevron Canada	Yarrington, Patricia	benzene reduction in gas; sulphur content & CCME recommendations; fuel/vehicle compatibility proj; diesel sulphur content studies
Connaught Laboratories	McKibbin, Donald	drug patent leg; biotech; vaccine manufacturing
Credit Union Central of Canada	Knight, William G.	fed budget; Bank Act; Financial Admin Act; Farm Credit Corp Act; Trust & Loans Act; Bankruptcy Act
Credit Union Central of Canada	Rogers, Gary	Income Tax Act; Excise Tax Act; credit unions & co-operatives
Dupont Canada	Choquette, Yvon	global warming; climate change
Hudson Bay Mining & Smelting Co	Fraser, William	CEPA; toxic substances mgt policy; minerals & metals policy; Fisheries Act; ARET; NPRI; Navigable Waters Protection Act; fishing habitat policy; UNECE; OECD
James Richardson Int'l	Magarrell, Kent	int'l agri trade; WTO; transportation concerns
Kodak Canada	Bailie, John D.	import & import policy; tariff policy

Additions to the Lobbyists Registry

Organization	Lobbyist	Issues
Kruger Leo Laboratories Canada Leo Laboratories Canada Novartis Crop Protection	Labonte, Alain Coley, Alan Hines, Gregory Shaw, Judy	research funding; infra progs; Technology Partnerships Canada; transport deregulation; enviro iss Patent Act; HPB: Bureau of Prescription Drugs; drug licensing practices; linkage regs; pharmacare Patent Act; HPB: Bureau of Prescription Drugs; drug licensing practices; linkage regs; pharmacare Pest Control Products Act; enviro policies re: agriculture & pesticides; enviro sustainability; food safety; biotech; Cdn toxic substances mgt policy
Novartis Pharmaceuticals Pancanadian Petroleum	Gagnon, Gilles Ficcaccio, Dario	Bill C-91; HPB; pharmacare & homecare progs income & excise tax policy; fed budget; export sales; joint venture opps: field processing plants; bituminous sands mining; tax loss consolidation; fgn tax credit; int'l trade; equalization payments computations
Pancanadian Petroleum Pancanadian Petroleum	Landry, Leonard Saunders, Christopher	upstream oil & gas industry; tax policy; climate change; enviro policies income & excise tax policy; fed budget; export sales; joint venture opps: field processing plants; bituminous sands mining; tax-loss consolidation; int'l income tax policy; fgn tax credit; int'l trade; equalization payments computations
Rogers Cantel Rolls-Royce N America Sanofi Winthrop Sanofi Winthrop SNC Lavalin Via Rail Canada Via Rail Canada Via Rail Canada Voisey's Bay Nickel Co Voisey's Bay Nickel Co Westel Telecom	Fox, Francis Lennie, Bruce Gabel, Phyllis Gow, Karen Blackburn, Robert Kolaitis, Gerry Salo, Keith Udell, John Gill, Derrick Napier, William Stonier, Robin	telecom industry; Telecom Act; Broadcasting Act; cable TV regs; fgn ownership; Cdn content; Competition Act; info highway defence procur; industrial regional benefits; Tech Partnerships Canada; gov't procur; Cdn Spave Agency; int'l trade; export control approval for clinical dev progs & new pharma products; taxation of R&D; CIDA Food & Drug Act; clinical dev progs; approval for new pharma products; safety reports CIDA; industrial cooperative projects; export dev; Team Canada participation; tax rulings; health projects; immigration fed budget; passenger rail transpo in Canada fed budget; passenger rail transpo in Canada fed budget; passenger rail transpo in Canada create project awareness w/ enviro regulators, aboriginal negotiations & transpo mgrs; CEPA; reg dev create project awareness w/ enviro regulators, aboriginal negotiations & transpo mgrs; CEPA; reg dev CRTC; telecom policy; spectrum frequency allocation; Competition Act

DELTA File, Cont.

Louise MacNaughton	Fed Lob Coor	Coop Housing Fed
Michael Shapcott	Govt Rel Off	Coop Housing Fed
Frank Dottori	Co-chair	Free Trade Lumber Cnl
David Emerson	Co-chair	Free Trade Lumber Cnl
Karl Neubert	Sec & Treasurer	Free Trade Lumber Cnl
Bernard Jones	President	Ont Natural Gas Assn
Louis Lacroix	President	Teamsters Canada
Francois Laporte	Dir Gov't Aff	Teamsters Canada
Kwame Agyirey-Kwakye	Agri Economist	World Vision Canada
Ghermai Berhe	Nutrition Off	World Vision Canada
Rupen Das	Asia Prog Off	World Vision Canada
Judith Gama	Agri Econ	World Vision Canada

Joan Hildebrand	Nutrition Off	World Vision Canada
Janet-Marie Huddle	Nut Team Ldr	World Vision Canada
Hannibal Muhtar	Food Aid Secur	World Vision Canada
Kathy Vandergrift	Sr Analyst	World Vision Canada
Carolyn Williamson	Nut Team Ldr	World Vision Canada

Organization Lobbyists

Fred Gaspar	Gov't Rel Rep	Air Canada
Kevin Benson	President & CEO	Cdn Airlines Int'l
Erin Gorman	Manager	Cdn Airlines Int'l
Bruce Lockhart	Director	Cdn Pacific Rail
Phyllis Gabel	Manager	Sanofi Winthrop
Karen Gow	Manager	Sanofi Winthrop

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:

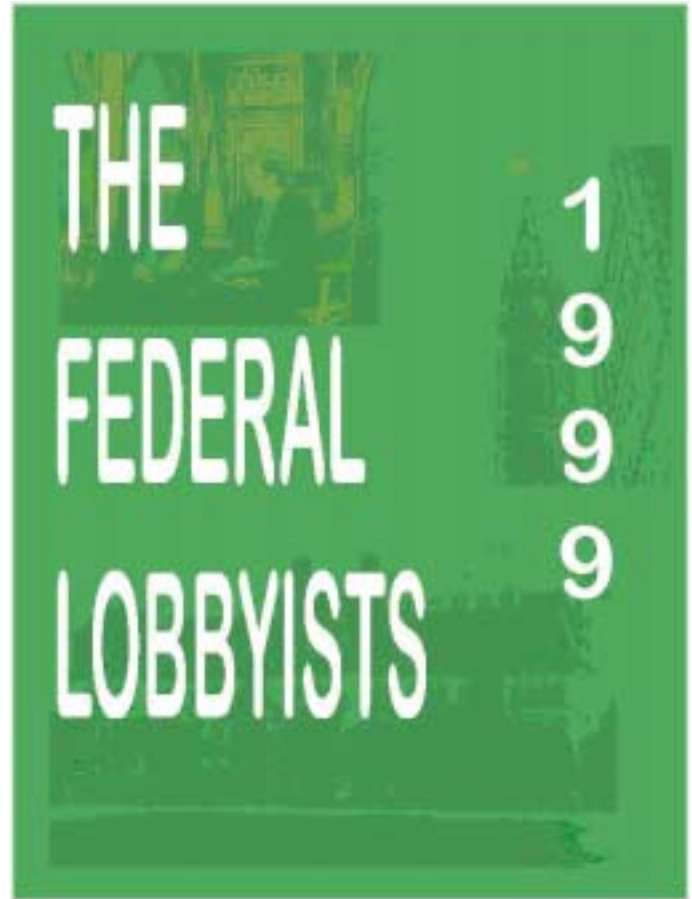
NEW Names - There's some new faces in the business

NEW Firms - The moving and repositioning continues

NEW Feature - Short bios on most major lobbyists

NEW Price - before February 12, only \$89. After \$99

Plus, you'll find articles on the state of government relations, charts and graphs on industry structure as well as a ranking of the top government relations, law and accounting firms.



The Federal Lobbyists 1999

Please send me ___ copy(ies) of
The Federal Lobbyists 1999 at the
prepublication price of \$89 + \$5 p&h + \$6.58 GST
(only on orders received before Feb. 12, 1999).
After Feb. 12, cost is \$99 + \$5 p&h + \$7.28

Name _____

Title _____

Organization _____

Address _____

City _____

Province _____ Postal Code _____

Phone (____) _____ Fax (____) _____

Cheque or Mastercard or AMEX or VISA

Name on card _____

Card # _____

Expiry date ____/____/____ **GST#R126644616**

Signature _____

Please mail or fax your order to: **ARC Publications**
63 Sparks St. Suite 800, Ottawa, ON K1P 5A6
Phone (613) 230-3029 Fax (613) 237-9617