

The main purposes consultants serve are to provide analyses of regulations; information about domestic developments and the positions of special interest groups where appropriate; advice on getting our message across and many other such ends.

The majority of the contractual arrangements have been made with Washington law firms. But the dividing line between lawyers and other types of consultants and lobbyists is often pretty hard to see and sometimes invisible. The leading Washington law firms such as Arnold and Porter, who represent the Canadian softwood lumber industry, (and who, incidentally, were present in Vancouver last week at the meeting I chaired with the provinces and industry to work out a united front on our lumber strategy), also help to provide public relations services to the industry and do liaison with U.S. domestic interests.

In general, the activities undertaken by such firms on Canada's behalf have been:

1) the provision of ongoing advice on legislative, legal or regulatory or other policy developments in areas of particular concern to Canada, such as the environment, acid rain, toxic or nuclear waste, or on a range of trade and economic issues of concern to us. Such arrangements cover not only expert analyses on these matters, but, as well, guidance on appropriate strategies and tactics to pursue on these issues. They have also helped from time to time with early warning of U.S. industry initiations inimical to Canadian interests;

2) the provision of advice on legal or regulatory processes, as well as strategic and tactical advice, involving Canadian interests such as countervailing duty or anti-dumping actions on Canadian exports to the U.S., or in U.S. court proceedings involving Canadian business or industry subjected to, for example, the extra-territorial application of U.S. law. Recent examples have been advice given to counter U.S. actions against East Coast groundfish, B.C. raspberries, pork and hogs from most parts of Canada;

3) direct representation of Canada's position before U.S. courts or regulatory agencies through, for example, the preparation and presentation of an amicus curiae brief to the U.S. Supreme Court on the unitary tax issue;

The other major category of expenditure in the Embassy's contractual arrangements has been in the area of public affairs. Services have varied from advice on the handling of specific issues, such as the seal hunt or acid rain,