

in existence — you still require the permission of the publisher to perform the work and that you are perfectly within your rights to obtain that permission in Canada through the Canadian agent or society governing the rights to Cocteau's works in Canada (in the case of a Cocteau work that would mean dealing with the Montreal office of the Société des Auteurs et Compositeurs dramatiques de France). You might also be able to make a much better deal if you have already given a large number of performances of the work in question in Canada as this should be taken into consideration when the rights to perform the work in France are discussed.

You are then in a position to assure your presenter that you will have proof positive of your licensing arrangements on tour with you and that you will be happy to make these available for inspection by anyone claiming jurisdiction over performing rights in the countries that you are going to visit.

In this case, your contract should confirm that this is the course of action that you intend to take and that you will not be responsible for any claims made against your organization in such matters, i.e. they will become the presenter's responsibility.

This is indeed a complex subject and you are advised to speak to other administrators who have previously toured to the part of the world you are going to visit. Remember also that if you are a dance company using pre-recorded music that this can also be a most sensitive issue, particularly in the United Kingdom, and that you are advised to be able to show that you have authorization to use the tapes you intend to play.

17. International Transportation. A simple statement of who will be responsible for the international transportation of your personnel and cargo to and from the country you are visiting, together with a notation of which party will be responsible for any applicable airport or cargo taxes. It is vital that you be aware of the existence of either or both of the latter.

18. Customs. It is recommended that you make your presenter responsible for the

physical clearance of your material through customs on the basis that you will supply him with a detailed customs list three months, say, prior to the start of the tour. (In a Communist bloc country or if you are entering a country to appear at an important international festival, you will not have any choice in the matter).

In fact you cannot divest yourself of all responsibility because, after all, the material belongs to you and not to your presenter. The point is, however, that your presenter has as much interest as you in getting your goods into his country without delay. Thus, it is certainly reasonable to ask him to pay any bonds or brokerage fees that might be levied to expedite the entry of your material. If you intend to travel with an A.T.A. Carnet (see Chapter V) and if the presenter's country is a signatory to that agreement, you should note this fact in your contract.

19. Immigration, Visas and Work Permits. On the basis that you provide a complete visa list (see Chapter IV) to your presenter three months prior to the start of your tour, the presenter must agree to apply to the appropriate authorities in his country for permission for you to enter and perform in that country. Those authorities will then notify the consular section of their embassy or one of their consulates in Canada who will be responsible for entering the authorization in your members' passports. To eliminate any last minute problems, you should specify that the authorization must be in Canada no later than one month prior to the start of the tour and not one month prior to the engagement. In the event that you are undertaking a six-week tour, remember that if you are entering a country for the first time during the sixth week, the visa authorization should be in Canada ten weeks prior to the time you actually cross the border.

You must insist that there is a senior representative of your presenter present at your point of arrival to assist in the event that a problem occurs during the immigration formalities.