

CRA

magazine

Canada's Expat Quarterly

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FARMING CORAL
STRIVING TO REVIVE THE
"UNDERWATER RAINFOREST"

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Farming Coral

Striving to Revive the "Underwater Rainforest" Living coral provides more oxygen to the planet than all land-based rainforests. But, the world over, these "underwater rainforests" are in a precarious state due to a variety of factors: if drastic steps are not taken to prevent further destruction, all reefs could be dead within the next forty years. Canadian expat Gwenith Whitford describes a heartening initiative to save the coral.

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Taking the Necessary Precautions

For people living abroad, home may seem very far away in times of uncertainty. While recent world events have focused attention on issues of personal and financial security for everyone, these developments have added dimensions for Canadians overseas. Our four experts provide their comments and advice.

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Offshore Trusts

Myths & Realities Historically, some Canadians have reduced their tax burden by using offshore trusts. But the Canadian government is now going out of its way to develop tax laws to quell the use of offshore entities for other than legitimate reasons, a position reinforced with the recent introduction of revisions to the foreign trust rules. Garry Duncan addresses the myths and realities and what still works.

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Brittany by Bike

"This is not my real life. Nor is it a parental fantasy," writes Janis Cooke Newman, author of *Brittany by Bike*. "It's a Butterfield & Robinson family vacation, and it's about as far from real life with a 5-year-old as Versailles is from Chuck E. Cheese's." When it comes to travelling, it seems you can have it all!



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FROM THE

Editor



In my contact with expat groups over the years, I've observed that two holidays seem to bring Canadians together – July 1 and Thanksgiving (the Canadian version, of course). Well, Thanksgiving is past for another year and snow has been falling, though not yet “accumulating” north of Oakville. In typical Canadian fashion, I find myself looking forward to those same crisp nights and flurries that I'll be cursing when they're still around next April. Thanksgiving thoughts tended to be sombre this year in the shadow of recent world developments. That is one reason I'm pleased that our cover story is one of hope and healing. Author Gwen Whitford, a Canadian expat living in Dominica, reveals the wonder of coral regeneration, human intervention to save the world's threatened coral reefs.

There's lots more of interest in this issue, from creative options for buying a house on your return to Canada to some answers to the age-old question, “Why can't I just put my money in an offshore trust?” A family holiday in Brittany offers the best of all worlds to parents and kids, and a profile of Calgary comes complete with Stampede trivia. Finally, we look at special dimensions to the current focus on personal and financial security for Canadians living overseas.

We have another sign that our publication is growing up – we have applied for an audit of our circulation numbers by the Canadian Circulation Audit Bureau (CCAB). In order to successfully complete the audit process we need to hear from you!

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FARMING CORAL

STRIVING TO REVIVE
THE “UNDERWATER
RAINFOREST”



BY GWENITH WHITFORD

By propagating coral on the tiny Caribbean island of Dominica, a company called Applied Marine Technologies Ltd. (AMT) strives to save the world's dying coral reefs. On this organization's Web site, readers are informed that living coral provides more oxygen to the planet than all the land-based rainforests. AMT has devoted itself to reviving the "underwater rainforest."

This ambitious objective has very humble origins. About 15 years ago, Alan Lowe, AMT's Director of Operations, watched a coral reproducing itself in his home aquarium. He developed a fascination with this phenomenon, and his fascination evolved into a plan for a full-scale coral farm.

"AMT is the first commercial coral cultivation facility in the Caribbean, and possibly the largest in the world," says Alan.

His dedication to the propagation of coral is rooted in a deep concern about the precarious state of the world's coral reefs. Both nature and human beings are responsible for their rapid deterioration. Hurricanes and typhoons uproot corals, while pollution, shipwrecks, illegal harvesting for jewellery-making and the random use of dynamite to catch fish have also taken their toll. It is only recently that the gathering of coral for the marine aquarium industry has been halted. Global warming, too, is having an adverse effect on this fragile ecosystem.

"Coral is dying all over the world," Alan explains. "Studies by the U.S. National Oceanographic and Atmospheric Administration and others have

REEF BALL PREPARATION



FILLING MOLDS



INSERTING BLADDER



REMOVING MOLDS

REEF BALLS

"Reef Balls" are a leading make of designed artificial reefs. The balls are made by pouring a special marine-friendly concrete, designed to mimic natural reef systems, into a fibreglass mold which also creates holes in the ball itself. For installation, Reef Balls can be floated using a buoy and towed behind any size boat. Divers position them under water using rubber air bladders. Coral "seeds," brought from the "farm" in mesh bags, are then attached to the ball and the bladders are removed. Reef Balls are used around the world to create habitats for fish and other marine and freshwater species. Over 100,000 Reef Balls have been deployed in more than 1,500 projects, worldwide. Reef Balls are made in many sizes to best match the natural reef type which is being mimicked, ranging from 16x10 cm (2.5 kg) to 2x1.4 m (1,800 kg). Further information on Reef Ball artificial reef systems and the Reef Ball Foundation (a nonprofit organization dedicated to restoring ocean ecosystems) can be found at Web site <www.reefball.org>.



human population.

"Coral provides food and shelter for many of the oceans' creatures. It is a breeding ground for a huge percentage of fish. Destruction of the reefs could lead to mass starvation amongst seafood-dependent people," insists Alan.

Alan feels that Dominica is an ideal venue in which to operate AMT's privately funded coral propagation farm.

"Dominica was chosen for its pristine waters and friendly people," he says of the "Nature Island" of the Caribbean. The team at AMT consists of engineers, divers, marine biologists, construction managers, coral husbandry specialists and marketing

concluded that if drastic steps are not taken to prevent further destruction, all reefs could be dead within the next forty years."

If the coral dies, this will have an extremely adverse effect on other marine life. Its absence will then have dire consequences on the world's

PHOTOS THIS PAGE
RIGHT & FAR RIGHT: SEEDED CORAL



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strategists who are located in Dominica and the United States.

AMT's main objective is to cultivate coral "in captivity" and then put it back into reefs that are distressed or destroyed in order to restore the oceans' ecosystems. This action will provide damaged reefs with an enhanced means to heal.

Otherwise, recovery could take hundreds of years. The organization has an ambitious plan to eventually grow all of the approximately 2,500 different types of hard and soft coral that exist in the world.

Corals have a unique and infrequent means of reproduction, which makes the restoration situation even more urgent. Their sexual reproduction only happens once a year, around the time of the full moon in August or early September. The coral releases approximately 500,000 eggs during this mass spawning. However, fish eat considerable numbers of the eggs and others drift down to the ocean floor, where they die. Alarmingly, often only



one egg per coral will survive and grow.

But coral can also reproduce asexually. "Asexual reproduction is the fragmenting of coral by breaking a piece away. Under the right conditions, these fragments can take hold and grow," explains Alan.

At AMT, Alan and his team endeavour to recreate the marine environment that is ideal for raising corals. These conditions include appropriate temperature, water salinity and clarity. The facility is designed for 500 tanks, each containing 250 gallons of seawater. Several hundred corals can be raised in each tank. In order to grow the coral "in captivity," parent

REEF RESTORATIONS ON MUSTIQUE & JAMAICA

Over the past year, Applied Marine Technologies (AMT) has been restoring coral reefs off the island of Mustique, damaged by Hurricane Lenny in November 1999. The reef restoration project is the first of its kind.

Using their patented method, AMT propagates corals from a parent stock and uses the "babies" to reseed reefs. The propagated corals are raised on star-shaped bases made of a resin-sand composition. These bases can then be attached with stainless steel screws either to a dying reef substrate or, as in the case of Mustique, to concrete domes (see "Reef Balls" sidebar) settled into the rubble of destroyed reefs. During 2000, AMT flew 1,200 coral patches to Mustique for attachment to the artificial reef placements. Fifteen species of coral were used, with some of the coral polyps propagating in only six weeks. This year, AMT hopes work will begin on coral replacement off Negril on the west coast of Jamaica. This will involve a beta test with the placement of 10,000 baby corals, the full project to include more than one million pieces. While "Reef Balls" were used on the Mustique project, the Jamaica project and future reef restoration projects by AMT will use a more natural product, now under development, which is made of a material similar to the tiles on the space shuttle.

ABOVE: SEEDING CORAL
BELOW: TEAM SEEDING



pieces – called “brood stock” – initiate the patented propagation process. After a few months, many of the cultivated pieces become the brood stock themselves. The system eventually becomes self-sustaining.

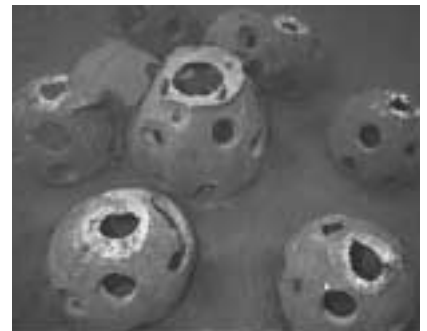
Coral husbandry specialists on the staff maintain the tanks on a daily basis, which includes a cleaning and inspection of each tank every week. When the farm is fully operational, the tanks will hold almost 500,000 cultivated corals. Then, several thousand pieces can be shipped out per month.

“We are experimenting with the various needs of some corals so that we can design species-specific tanks, if needed,” says Alan. “We also have

has been “seeded” over the past year to begin to repair the damage caused by Hurricane Lenny in 1999.

“Our research indicates that we can give a minimum of a 165-year jump by seeding a reef with cultivated corals,” exclaims Alan.

Additional programs which are now being developed include pharmaceutical research utilizing coral enzymes in AIDS and cancer research, the use of certain hard corals, raised by AMT, for bone reconstruction, and supply for home aquaria, thereby reducing the harvesting load from natural reefs. Also, coral that has died at the AMT farm can be employed in jewellery-making and other crafts.



REEF BALLS

which have been grown in captivity at the farm. AMT intends to increase awareness about the importance of preserving these natural wonders. “Education and then positive action are desperately needed to save these ocean treasures,” urges Alan.

As part of their public awareness campaign, AMT has launched an “Adopt-A-Coral” program. This project is designed to aid in the restoration of coral reefs worldwide. Public support will help the coral propagation farm raise coral in captivity to repair damaged reefs so that the oceans’ ecosystems can be re-established.

“The Adopt-A-Coral program is a way for concerned people to take a positive step of their own, and place a piece of coral onto a reef,” says Alan. He feels that this small gesture by many concerned individuals can save the beauty and importance of this wonderful marine environment for future generations. Without assistance from citizens of the world, the revival of our “underwater rainforests” will take a very, very long time.



8 MONTHS AFTER SEEDING

a twenty-five thousand gallon pool where people can see the many types of corals we are working with. We are also committed to the construction of a larger pool that will, in essence, give us a two hundred and fifty thousand gallon interactive pool. People will be allowed to enter this large pool with a guide and receive an education-oriented underwater tour.”

Many exciting projects are underway at AMT’s coral farm, including the coral restoration process off the island of Mustique (see sidebar, page 9) where coral

“All of this can be achieved without continued destruction of natural coral reefs!” enthuses Alan.

AMT recognizes the value of forming partnerships with similarly concerned organizations. They are currently in negotiation with various academic institutions as well as educational foundations. They include the prestigious Living Classrooms Foundation, the ReefBall Coalition, and a conservation organization called REEF. Also under discussion are agreements with various commercial aquaria to showcase living corals

Further information about the Coral Propagation Farm and its Adopt-A-Coral Program can be obtained from **Applied Marine Technologies Ltd.**, Box 1001 Roseau, Commonwealth of Dominica. Tel. 767-445-5903, Fax 767-445-3547, E-mail <info@appliedmarinetech.com>, Web site <www.appliedmarinetech.com>. AMT welcomes prearranged tours of the facility.

Gwenith Whitford is a freelance journalist from Canada who resides in the Commonwealth of Dominica, the “Nature Island” of the Caribbean. She may be contacted at: E-mail <whitfordg@cwdom.dm>.

This article originally appeared in a slightly different form in the December 2000 issue of Caribbean Compass.



BY MICHAEL DAY

Portfolio

HOME PURCHASING STRATEGIES ON RETURNING TO CANADA

You've been living offshore for a few years now, squirrelling away monthly savings in a portfolio of Canadian-based mutual funds. You are pleased to see that you have accumulated a very tidy sum because you are finally ready to return to Canada and purchase the home you've always wanted. So, you wonder, is it simply a matter of cashing these mutual fund investments and buying that home, or what?

It can be as simple as that. But while it may be gratifying to own your home, mortgage-free, will it really feel right to consume a large portion — perhaps all — of your savings in a single transaction? You've enjoyed the security of a growing nest egg of cashable mutual funds. Must you give up that security by using those investments to purchase a home and become asset rich, cash poor? Is there some way of owning a home without erasing your savings? Can you have your cake and eat it too?

Life in the 21st century is all about acquiring assets and using those assets to provide a lifestyle at your desired level of comfort. For example, earned cash is converted to mutual funds, mutual fund investments are later converted to cash and cash is converted to a home. Skill and careful planning in the conversion of assets can enhance your lifestyle

over the years. You can exercise some control over the way your assets are converted. Consider the following alternative methods of acquiring a home when you return to Canada.

Get a mortgage, investments make the payments

Since equity mutual funds based in Canada earn capital gains, they are not taxed in Canada unless or until you are a resident of Canada. And since the growth of these investments is often at a rate exceeding the low mortgage rates we are experiencing, an investor can set up a Systematic Withdrawal Plan (SWP) from accumulated mutual fund investments that could pay for the house and may allow you to keep some reserves of mutual funds at the same time.

In this SWP, you do not cash your mutual funds. Instead you set up automatic monthly withdrawals from them to make the mortgage payments. If your investments provide average returns at a rate exceeding the amount of mortgage payments, the capital in your mutual funds will actually continue to grow, therein converting one major asset (mutual fund investments) into two major assets — mutual fund investments and real estate — without using employment income. Since taxable gains accrue only after arriving in Canada, the monthly withdrawals are mostly a return of after-tax capital and thus attract very little tax.

Let's take a look at some historical examples. The date is January 1, 1991. At that time you had \$150,000 worth of global equity mutual funds. You wanted to buy a house that cost \$150,000 more than the cash you

have for a down payment. You planned to cash in your mutual funds to pay for the house but you found yourself having misgivings about spending your entire savings and having no reserves, so you looked at alternatives. You considered taking out a mortgage for \$150,000 aggressively amortized over 10 years to buy the house, while simultaneously setting up a SWP on your portfolio of global equity funds to make the mortgage payments. That way, you felt your savings would be depleted slowly and would provide some emergency reserves until you could rebuild savings from income.

According to the Bank of Canada, the average one-year mortgage rate for the period January 1, 1991, to December 31, 2000, was 6.71 per cent. That rate with ten-year amortization would require monthly payments of \$1,713 to pay out the mortgage. During that same period the Globe Global Equity Peer Index, an equally weighted average of mutual funds within the global equity asset class, averaged 13.47 per cent return per year. If you were fortunate enough to achieve both of those averages, your portfolio would have made every mortgage payment and still had an ending value of \$132,138. That means you were able to pay for your house without spending a single paycheck on mortgage payments and still had \$132,138 worth of the \$150,000 in mutual funds that you were going to completely consume on the house. That's having your cake and eating it too.

Okay, but those are average rates. What if your mortgage rate didn't work out to equal the average of 6.51 per

cent? What if you paid a higher rate due to length of term, or market-timing? Consider the following examples. With a mortgage rate of 8 per cent over ten years your monthly payments would have been \$1,810. A monthly SWP on the global equity index average would have paid the mortgage out fully in ten years and left you with \$112,267 in mutual funds. Similarly, a mortgage rate of 9 per cent would have left you with \$96,493 in mutual funds, and a mortgage rate of 10 per cent would have left you with \$80,310 in mutual funds.

Of course, these examples assume your mutual funds produced an average annual return equal to the global equity index for the period, while, in practice, that's not often the case. Now let's work the examples with real mutual funds. There were 36 Canadian-based global equity mutual funds available 10 years ago. The median average annual return for the group for the ten-year period was 10.55 per cent. The individual mutual fund which most closely mirrors that return was the Empire International Fund with a ten-year average annual return of 10.52 per cent. Even if your mortgage rate was 8 per cent, which is higher than the average of 6.71 per cent, your house was paid for by your SWP and you had \$73,309 remaining in your Empire International Fund.

But the Empire International Fund was a relative newcomer in 1991 and likely would not have been your first choice as an investment. Suppose instead your advisor convinced you

to opt for brand recognition and you held \$150,000 of Templeton Growth Fund Ltd. in 1991. A SWP to pay the 8 per cent mortgage payments of \$1,810 monthly would have again paid off your house in ten years and left you feeling great with \$142,810 in Templeton Growth Fund Ltd.

Holding the best fund in the class for that period, the Trimark Fund, would have resulted in a residual of \$199,900 after paying for your house. That also is having your cake and eating it too.

Cash your investments, borrow against the house

A second method involves cashing your pool of investments to purchase the home, then borrowing against the home to re-purchase the investments. You still have the home, the investments, and the mortgage. In this case you make the mortgage payments from earned income. But because you borrowed to invest (not to purchase a personal asset such as a home) the interest on the mortgage is tax-deductible in Canada. In effect, your house payment becomes tax-deductible, a very sweet deal.

Let's look at that Trimark example again. This time you cash your Trimark Fund for \$150,000 on January 1, 1991, and buy your home for cash. Next you borrow \$150,000 and use it to purchase an investment in Trimark Fund. This time you make monthly payments from income and after 10 years you have paid out a total of \$217,200 (\$1,810 monthly for 120 months). Of that amount, \$67,200 was tax-deductible interest which saved you \$33,600 in taxes if you were in the 50 per cent marginal tax bracket. Your house was free and clear and your Trimark Fund investment, which was not saddled with monthly mortgage payments, increased in value to a remarkable \$725,852 by December 31, 2000.

The above examples are simple illustrations of strategies for increasing your wealth. In the interest of simplicity the systematic withdrawal plans used ignore the effects of tax and redemption fees on withdrawals. The indices and investments used are historical and do not indicate future performance.

As with any investment strategy, there are risks involved in these methods of increasing your asset base. In actual practice, it is likely that your advisor would recommend a blended portfolio of equity mutual funds which reduces risk through diversification and asset allocation. Always seek out professional advice before committing to any investment plan.

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BY MAURICE FORTIER

Running with the Bulls

THE “R” WORD

How to Invest in the Midst of Pessimism

Now that the world economy seems to be entirely ensconced in recession – how do investors cope? Should we sit on the sidelines and wait for the telltale signs of recovery? Or is now the time to jump into the action, hoping to make a big score?

If there was any doubt that we were at least in the midst of a slow down, it was all put aside on September 11 when terrorists attacked New York and Washington, triggering one of the worst sell offs in market history when Wall Street reopened the following week.

Now people and markets all over the world are faced with the realm of the “R” word. Say it loud and say it proud: “Recession!” We really shouldn’t complain. It has been 10 years since the last recession, which was followed by unprecedented growth in world markets and economies.

But now what? For many investors there have never been economic data which continually point to decreased corporate earnings, depressed consumer confidence and negative growth in real GDP. Is it time to hide the money under the proverbial mattress and wait until it all blows over?

Hardly. It is at times such as this that commitment to an investment philosophy must be adhered to. Discipline is the name of the game.

First of all there is no such thing as “telltale signs of recovery.” Being able to

time the market is a mug’s game. When it comes to market timing, people have to understand that there are always two decisions that have to be made.

When to get out?

Based on recent equity markets (and the beauty of hindsight) the answer would have been March 2000. But of course more than a few people missed that call.

When to get back in?

Between March 2000 and now there have been several “buying opportunities,” if you listen to various investment experts (a.k.a. pundits). Of course markets have continued to decline, even after several short lived pseudo-rallies.

So what is the solution? You are either in or you are out. Trying to time these two decisions will only lead to frustration and missed opportunities. If you are a long-term investor with a goal such as retirement many years down the line, then you are in. If you are a short-term investor with specific cash requirements for some assets in one or two years, then you are out. Get a term deposit and carry on.

For the long-term investor, historical research has shown time and again that the importance is time in the market, not timing the market. Consider this. One dollar invested in stocks (represented by the S&P 500 index) at the end of each year from 1925 through 1998 would have produced a return on investment of \$2,351 at the end of this time period. Investing in cash (T-Bills), the return on investment would have equalled \$14.94.

However, if you take out the 40 best-performing months during this 73-year

time period, the return on stocks drops to an astonishing \$14.10 – less than cash.

The message? Markets move in short dramatic bursts. It is impossible to predict these bursts with enough accuracy to develop an effective market timing strategy. (Even if people could make the predictions, investors’ emotions would likely still prevent them from taking the proper action).

To compound the problem, markets are getting more volatile, so attempting to time the market becomes even more difficult as larger daily movements in key market indicators no longer have the same meaning they once did.

Consider that in 1995 there were only three days when the Dow Jones Industrial Average moved up or down more than 100 points. Such a move was big news. Newspapers would be filled with headlines about the precipitous plunge in markets or, conversely, with stories about instant millionaires. Only two years later there were 52 days with movements of more than 100 points in the Dow. In the first nine months of 2001 there were 74 such days. Market volatility is now the norm. If the Dow is up or down 100 points in a single trading session no one really bats an eye.

So, does that mean that if you are invested in a diversified portfolio you should just sit tight, do nothing and hope for the best? Absolutely not. You should be proactive. While you have to remain invested in order to make sure that you don’t miss out on the market recovery, it is important to ensure that your portfolio is properly balanced.

Portfolio management and asset allocation strategies are dynamic. They

Running with the Bulls, continued on page 15



BY GORDON LAIGHT

The Laight Edition

911

The morning of September 11, 2001, changed many people's lives forever. For some, the loss of friends and family, for many the loss of innocence, for many more the loss of certainty. We in North America are no longer spectators to world events. We can no longer expect only good to be bestowed upon us. Our much blessed existence and place in the world have been redefined. Yet life will go on.

The events of September 11 will remain with us for the rest of our lives. Like the day President John F. Kennedy was assassinated, we will all remember where we were and what we were doing that day. A few colleagues and I were attending a conference for an investment dealer being held in the Muskokas in Ontario cottage country and as I quite happily rolled out of bed that morning (ironically, September 11 is my birthday) and turned on the television to see what the world was up to that day – needless to say, the day and the world took on a completely different complexion from what I or anyone was expecting.

As the days passed and the events of that day gave way to explanations, speculations and Monday morning quarterbacking by the media, pundits, retired pundits, politicians and experts, I needed a little clarity. So the television was turned off and newspapers were

folded, replaced by some history books and conversations with senior colleagues and mentors. People of a certain age are best in situations such as these because their experiences and wisdom give them an ability to weigh events not only on an historical basis, but a personal one as well.

The Cuban missile crisis of 1962 was the first example of an event that, in the opinion of my group of wise people, was truly global in nature, bringing the world to the brink of nuclear war as the U.S. and former U.S.S.R. debated and postured on the positioning of Russian intercontinental ballistic missiles 90 miles south of Florida. From the start of the crisis on August 23, 1962, until its resolution on October 23, 1962, the Dow Jones Industrial Average (DJIA) lost 9.4 per cent, yet one month following the resolution the DJIA had gained 15.1 per cent, and 28.7 per cent six months later. The Cuban Missile crisis is an example of a global event that confronts individuals with overpowering complexity and the ultimate of dire consequences; in other words the effects on individuals would have been intangible yet catastrophic.

"One of the safest times to invest is when the news is awful and the markets are depressed: the Time of Deepest Gloom."

— JOHN TRAIN

The Arab Oil Embargo or Energy Crisis of 1973 was the second example of global crisis, yet this one affected everyone in a very tangible manner, not to mention the rise in prominence of the compact car (who can forget the Ford Pinto). Lineups at gas stations, home heating oil price spikes, transportation costs spiralling upward. This was an

event that affected everyone, yet looking back through time it is not viewed as a crisis in the way crisis is defined today: it caused cost problems, not death and destruction. But the financial crisis attached to this event was very real. From October 18, 1973, to December 5, 1973, the DJIA dropped 17.9 per cent. One month later, the DJIA rebounded 9.3 per cent, but after six months was only up 7.2 per cent, pointing to the longer-term financial effects this crisis had on businesses and financial markets.

"A stock market decline is a great opportunity to pick up bargains left behind by investors who are fleeing the storm of panic."

— PETER LYNCH

We are a funny lot, we human beings: we tend to have very short memories. Case in point, the 1987 financial panic and market crash. October 19, 1987, is still very fresh in my mind since I was then just hired for my first job at a large investment firm. I thought it was my first and last week in the industry. The panic that gripped the market was quick and almost painless since most people stood in shock and amazement at the swiftness with which the markets moved southward.

The psychological impact on individual investors, however, took on a whole different dimension. Many individual investors had never experienced anything like this before. This was the era of the roaring 80s after all – "Masters of the Universe," Michael Milken, junk bonds and leveraged buyouts were all the rage, and any investor worth his or her salt had to be

invested just to keep up with cocktail circuit chatter. Individual investors had never ventured into the equity markets in such numbers until then. The fallout was dramatic. From October 2, 1987, to October 19, 1987, the DJIA fell a precipitous 34.2 per cent. One month later the index rebounded 11.5 per cent and was up 15 per cent six months later. Yet individual investors took years to return.

“Everybody remembers the dark side of the 1987 crash, but they tend to forget what a great buying opportunity it was.”

— GRAHAM HOOPER

Crises have been, and will continue to be a part of our lives, yet we always react the same way and focus on the negative aspects of any given crisis for an inordinate amount of time, without considering or weighing the opportunities just below the surface.

Every generation has had a galvanizing event, followed almost immediately by opportunity. For example, short-term interest rates in the U.S. have been reduced 9 times since the beginning of this year (twice since September 11) and currently stand at 2.5 per cent (at the time of this writing), the lowest level since 1963. In Canada rates are the lowest since 1967. And this year's crop of Canada Savings Bonds were released with an introductory rate of 1.8 per cent: if you subtract the annual inflation rate (approximately 2 per cent), CSBs are a negative investment.

Now is the time for individual investors to consider their investment opportunities in a very practical manner, and the only real consideration for future growth is equities. Now is not the time to speculate, but to invest. The technology/telecom/dot-com bubble of the recent past is behind us (and in tatters). Yet, throughout that entire speculative trend, companies with little more than an idea, a good story and hope garnered market capitalization in

the billions of dollars, while excellent businesses with real earnings, solid balance sheets and growing market share languished. True value was left behind for “hope.”

“I'd rather be assured of a good return than hopeful of a great one.”

— WARREN BUFFET

Now is the time to research those opportunities left unchecked for so many years. Excellent businesses don't stop being excellent businesses in times of crisis. In fact, their excellence is more often compounded since their share prices do not reflect the true value of the business at the best of times, let alone times such as these.

Our mortgages, automobiles and

the many essential and sundry bills and invoices we receive still need to be paid. We still have to save for our children's education, put food on our tables and provide for our retirements, as well as our many future needs and wants. Our responsibilities as employees, employers and citizens will continue going forth: so should our responsibilities to our collective futures.

Crisis = Danger + Opportunity

— OLD CHINESE PROVERB

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have to be constantly updated or they will no longer reflect the initial risk/reward trade off that was desired when the portfolio was put in place. As equity markets have declined during the past several months, bond markets have rallied. Portfolios look very different today, compared to one year ago. Most likely the equity component has decreased and the fixed income component has increased as a percentage of the entire portfolio.

So if you are a moderate investor with 65 per cent of your portfolio initially invested in equities, there may be only 55 percent equities at this point. The key is to rebalance. By rebalancing back to the original asset allocation you are always forcing yourself to sell the over-performing assets and buy the under-performing. It sounds fairly simple and really it is – unless you let your emotions get the best of you.

The key with rebalancing is setting limits and sticking to them. For example, if you set a limit that no more than a 10 per cent shift in your asset allocation is acceptable, then you have to make sure that the rebalance is triggered at this point. Too often the best laid plans go awry when investors want to try to time the rebalance and end up missing it altogether.

The best approach is to be systematic. Many managed money programs will have rebalancing as an automatic feature that kicks in at certain thresholds (such as 10 per cent). If this is not the case for you then you should at least make sure that you and your financial advisor agree at what level your portfolio should be rebalanced. This way you will not be able to go past the threshold without someone prompting you to rebalance the portfolio.

It is at times like these that the importance of good financial advice and the proper portfolio strategy really become apparent. They keep you in the game at all times, where you can score – instead of on the sidelines just watching the action.

Maurice Fortier is Vice President, Investment Services, **Bayshore Bank & Trust (Barbados) Corporation**. If you have any questions about this column, offshore investing or expatriate issues, Maurice may be contacted at: Tel. 246-430-8650, E-mail <mfortier@bayshore-international.com>.

Canadians Abroad

TAKING THE NECESSARY PRECAUTIONS

For families living abroad, home may seem very far away in times of uncertainty. While recent world events have focused attention on issues of personal and financial security for everyone, these developments have added dimensions for Canadians overseas.

We have asked a panel of experts to provide their comments and advice. Longtime diplomat Doug Sirrs highlights the resources available to Canadians from Canada's government offices abroad, while security consultant Herbert Fraser looks at the need to plan ahead. On the financial side, advisor John Wright provides perspective on handling your investment portfolio and tax expert Garry Duncan examines possible tax implications of an unforeseen return to Canada.



Consular Services for Canadians Resident Abroad

By R. Douglas Sirrs

In times of uncertainty or danger, it is natural for Canadians travelling or living abroad to look to Canada's embassies and other missions for guidance and assistance. Canada's Embassies, High Commissions (in Commonwealth countries) and Consulates offer services which contribute to the security and well-being of Canadians abroad.

Services rendered by Canada's missions abroad include familiar functions such as the extension and renewal of passports and assisting those who fall under the generalized heading of "distressed Canadians." This might include involvement in medical emergencies, arrests, contacting family and friends and a wide variety of other consular functions.

While the Canadian government does not normally "give away" money in any of these instances, the missions can at their discretion lend money to Canadians for purposes of repatriation, medical or other needs of an emergency nature. Some consular services, such as assistance with money transfers, are also extended on a fee basis. It is important to remember, however, that the ability of our government to assist you in some situations may be limited by the fact that everyone is subject to the laws of the particular country where you are located.

The Department of Foreign Affairs and International Trade provides 24-hour assistance at 613-996-8885. During non-office hours, calls to offices abroad will be automatically transferred to this number.

It is also possible to e-mail directly using the online form provided at the department's Web site: <www.dfait-maeci.gc.ca> or at <sos@dfait-maeci.gc.ca>. The Web site is an excellent source of information both on consular services and specific destinations. The department publishes Travel Reports on 220 destinations, as well as weekly Travel Bulletins highlighting current hot spots. While individual Canadians ultimately make their own decisions, they are urged to give serious consideration to any warnings and/or advice which is being extended.

Those who have decided to reside abroad are urged to register with the Canadian mission as soon as possible after arrival, in order to assist the Embassy in contacting you in an emergency.

In many countries, there is also a system of volunteer wardens set up among the Canadian population to assist in coordinating communication efforts. Local Canadian associations, which often work closely with the Canadian missions, can also be a source of information and support. Should a local situation deteriorate, the Canadian government has on occasion coordinated evacuation services, working closely with countries such as Australia, New Zealand, the United Kingdom and the United States.

Doug Sirrs had a long and distinguished career in the **Canadian Foreign Service**, including postings to Venezuela, New York, Pakistan and Mexico. He served as Canada's Ambassador to Costa Rica, Nicaragua, El Salvador, Panama and Honduras. He now works as a consultant out of Canada and Geneva, with diverse assignments in Latin America. He may be contacted at: E-mail <dougsirrs@sympatico.ca>.



Increasing Personal Security Abroad

By Herbert Fraser

Recent events in New York and Washington are a wake-up call for all of us. Our bubble of complacency has been shattered by the actions of terrorists who have demonstrated contempt for humanity. While actions to prevent future horrendous acts will lie largely with governments, aided by an alert and informed citizenry, you should review your own personal security practices when abroad.

This does not mean starting with a blank page. Members of the foreign service and their families have lived and worked in an enhanced security regime for years. In present circumstances we can learn much from their experiences. The Department of Foreign Affairs and International Trade's (DFAIT) personal security program is active and ongoing and a recent publication called *Living Overseas: Security Orientation*, contains helpful tips to assist foreign service families adapt to life abroad with greater security and confidence. It provides sound professional advice to any person who travels or lives abroad and, while many of the points raised will be familiar to expatriates and experienced travellers, they are worth repeating.

In Canada we are aware of our environment and trust that the services provided by all levels of government will protect us. This is not always the case abroad when we move into unfamiliar territory. In such circumstances the expatriate must work hard to become aware of local conditions, to become familiar with the types of services that may or may not be provided, and to develop habits that will ensure your personal safety.

Assess your security needs

The more you know of your local environment and its potential threats, the better equipped you and your family will be to adapt to local conditions. Read up on the country before departure. Discuss the local security situation with others who are knowledgeable. Don't forget that DFAIT's Consular Bureau provides advice to the traveller (their Information Hotline is 1-800-267-8376 or 613-944-4000 in the Ottawa area). The local Canadian consul is a good contact for newcomers. If you intend to travel to a particularly dangerous area, advice and assistance from a professional is a valid option.

Keep your home secure

Some suggestions for home security were discussed in my article in the summer issue of *CRA magazine*. The level of security required will vary with the threat, and the usefulness of most security features depends on how they are used. Remember, alarms will only function when they are maintained and set; locks are only effective when they are used and access to the keys is controlled.

Keep informed about local events

Don't isolate yourself from your local environment. Follow local developments and become familiar with those that might affect your safety. Discuss information with friends and colleagues. Don't be afraid to ask!

Plan, rehearse, reassess your security procedures

Try to anticipate certain threatening scenarios that might impact on you or your family. You probably had a family fire emergency evacuation plan in Canada: you will need a far more comprehensive plan abroad. Your ability to respond effectively to any threat depends on knowing, in advance, how you should react. Don't forget to let the local Canadian mission know of your presence so that you and your family can be included in any of their consular contingency plans.

Keep a low profile, try to blend in

Remember those signals that identify you as a foreigner and therefore a potential target. Always avoid routine.

Avoid potentially dangerous situations

Plan your route ahead of time and leave your itinerary with a friend or colleague. Learn areas to avoid and safe times to travel. Seek advice from others and profit from their experiences. Use common sense but follow your instincts. If you feel uncomfortable with certain situations, avoid them.

Stay alert

Be aware of what is going on around you. Get to know your neighbourhood, its people and rhythms. There will be many strange sights and sounds that are part of your new environment and that add to the richness of your foreign experience. Nevertheless, watch for signs that you are being assessed as a possible target for crime or terrorist attack. Do strangers frequently loiter outside your home or office, or follow your car? Share your observations with others. Find out where you can go for help.

Know and respect the local customs and laws

Be aware that many embarrassing or potentially dangerous confrontations can occur simply because of ignorance of local cultural or religious customs or laws. A thoughtless gesture, inappropriate dress, or even an attempt to take a photograph of an unwilling person or sensitive subject can transform a pleasant excursion into a possible nightmare.

Conclusions

Security orientation is relevant to all travellers: there may be circumstances over which the expatriate has no control but good personal security is still based primarily on knowing your environment, applying common sense, and integrating the principles and habits of good security into daily life.

Herbert Fraser is a retired **Foreign Service Officer** with extensive experience in security and intelligence matters. He may be reached at: Tel. 613-798-1858, E-mail <hpgfraser@yahoo.com>.



Managing Your Investments In Uncertain Times

By John Wright

As investors around the world began to recover from the shock of the events of September 11, we could not help but

wonder what the short- and long-term effects would be on our portfolios. How should we respond? What we can do to protect our hard-earned capital in the future? In a certain regard, the world has changed dramatically forever. In another sense, "there is nothing new under the sun." History has an infallible ability to repeat itself over and over again.

Newspaper headlines in the weeks that followed the events in New York screamed that the Dow Jones Index, German DAX Index and Japan's Nikkei Index were down 20 per cent, 36 per cent and 30 per cent, respectively, for the year. Approximately one-third of these losses occurred immediately after the tragic event. What could we possibly expect for the future? As I perused some historical data to examine what had happened during past crises, my research indicated that it is human nature to overreact. During any period of market crisis, stocks have gone down very rapidly to be followed shortly by very solid rebounds.

- The market declined by 20 per cent after the attack on Pearl Harbour in 1941. One year after the market low, the Dow had recovered by 46 per cent.
- The market bottomed out one day after President Kennedy's address to the nation during the Cuban Missile Crisis in 1962. The market rallied very sharply the following month and one year later the market was up by 34 per cent.
- The Dow fell 13 per cent on the announcement of the invasion of Kuwait in 1991. The markets began to rally on the announcement of the air campaign over Iraq, and were up by 30 per cent in January 1992.

If history has one good lesson to teach it is that in times of market capitulation stocks move from "weak hands to strong hands." Individuals who rush in and sell will likely get the lowest price of the period and be forced to buy back at higher prices at a later date. As you review your portfolio over the coming months, I would offer the following advice and thoughts.

Step 1

Decide if you are an investor or a speculator. Investors have a long-term time horizon, regardless of age, whereas speculators believe that one week is medium-term, one month is long-term and one to three years is an eternity. The research evidence is overwhelming that speculators achieve lower rates of return over five- and ten-year investment periods.

Step 2

Establish a plan and stick to it. We all remember sitting down with our advisor and establishing a formal investment plan

designed to provide us with an ideal mix of fixed income and equity-based products suitable for our level of risk and short- and long-term goals. In bull and bear markets, however, human nature takes over and we try to modify our plan on a weekly, monthly or quarterly basis, while losing focus on our long-term objectives. The end result can be disastrous. Research shows that the majority of people who make drastic changes to their portfolios during volatile markets usually end up buying high and selling low. One U.S. brokerage, which studied their clients over a long period, found that focused, long-term investors generally had returns of approximately 2 per cent more per year.

Step 3

Find a safe, secure jurisdiction in which to invest your funds. This point is especially pertinent to expats. As an advisor who is constantly exposed to Canadian and internationally domiciled investment products I will not place an investment in a jurisdiction that is unstable politically and not governed by British Common Law or some close variation. As an expatriate investor you need to ensure that in times of crisis:

- your funds will not be frozen indefinitely as part of a global financial investigation or due to political uncertainty in the jurisdiction where you invest;
- you will be able to maintain liquidity in order to provide for emergency funds and the continuation of basic income needs.

Step 4

Monitor your financial and investment plans. You should sit down with your advisor at least once a year to ensure that the plan you implemented is still relevant. Although your investment plan will not likely require major adjustments, your advisor will need to rebalance your portfolio from time to time. The past year is a classic example. If you had purchased bonds, real estate investment trusts or precious metals a year ago to insulate your portfolio against market turbulence, you would have succeeded: as of September 30, 2001, all of these sectors had one-year returns ranging from approximately 5 per cent to 25 per cent. The time may be right to trim out some profits and buy broad-based equities which are by some measures trading at 20- and 30-year lows. But remember rule number two. Keep within the bounds of your plan and don't forget to set aside adequate funds for short-term needs.

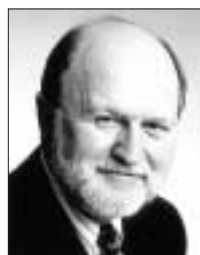
One word of personal advice: stop living your investments and live life! I have become increasingly concerned over the past four years by the number of investors who watch their investments on a daily, weekly or monthly basis.

Their emotions and habits are governed by the rise and fall of their investments. As an advisor, I have no idea whether the market will be up or down today, tomorrow, next week or even next month. What I do know is that both bull and bear markets are normal. As investors we are buying solid companies that will continue to grow, innovate and contribute to the prosperity of our whole economy. Since World War II we have been through nine recessions; nevertheless corporate earnings are still up 63-fold and the stock market is up 71-fold.

Although we may wonder and worry what the immediate future holds, as an investor I strongly believe that over the next five, ten and fifteen years markets will continue to move upwards. We will continue to see incredible advances in health care, technology and manufacturing. The movement towards peace, free-market economies and more open cross-border trade will continue to raise the standard of living and level of prosperity for average people around the globe.

As investors we need to stay focused, understand our objectives and not be distracted by the bumps, potholes or repair signs along the road we travel.

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Unexpected Returns

By Garry Duncan

Migration to foreign lands commences with enthusiasm and anxiety. From a tax standpoint, the overall objective is to sever one's ties and become a non-resident of Canada. Unfortunately, the best laid plans of man can be changed quickly by either natural or man-made disasters. In other words, circumstances beyond your control may cause you to return to Canada unexpectedly.

For those who have not been out of Canada for more than two years, the question "Have we become non-residents?" arises. While this is a common question, the answer will depend on each individual's situation. Fortunately, the courts have held that individuals who departed with the intent of

remaining outside of Canada, but returned for reasons beyond their control, had achieved non-resident status even though they had not been out for more than two years. Whether this will assist you will depend on the facts of your case.

Another scenario which may arise sees the family returning to Canada while the working spouse remains in the foreign jurisdiction. What happens here?

Currently, Canada Customs and Revenue Agency (CCRA) practice would treat not only the family, but also the working spouse as residents of Canada. A recent court case appeared to provide relief in these circumstances, but CCRA has gone on record to state that the court case is not a precedent to support the working spouse's claim that non-resident status was retained.

For those who do return, specific tax provisions cause certain assets to be deemed sold and re-acquired. This event establishes a tax cost for these assets in order to determine future capital gains or losses. This is similar to the deemed disposition that occurs on departure.

If you realized deemed dispositions of assets on departure which caused a tax liability, you may elect to cancel the departure disposition on assets you still hold and reclaim the tax. Any gain/loss on certain assets that arose between the date of departure and return will not be taxed, whether or not this election is made.

Upon return, you should notify various institutions that you are once again a resident. This action will ensure that non-resident tax withholdings will cease.

If you rented your house, you should give notice to your tenants. Remember, the lease agreement should have had a three-month termination clause. The act of moving back into the house after renting it out will be a deemed disposition due to a change of use and may cause a tax liability.

The returning non-resident may have incomes owing but not received until after they become resident in Canada. What will happen to these payments? In general, Canada will tax such amounts as part of your world income if you receive them after you become a resident of Canada.

Unfortunately, events can occur quickly and unannounced. As a result, one may have little time to react. It is therefore, important to review your situation on an ongoing basis and ascertain if problems would be created by a sudden, unexpected return.

Garry R. Duncan, C.A., CFP is a Tax Partner with **BDO Dunwoody LLP** in Toronto, co-author, with Elizabeth J. Peck, of the book *Canadians Resident Abroad*, and a member of *CRA magazine's* editorial board. He may be contacted at: Tel. 416.369.3062, Fax 416.865.0887, E-mail <gduncan@bdo.ca>.

Leaving or coming to Canada?

Beware

The tax man may want more than you think...

If you are planning on making a long term move, don't ignore your tax issues. Without proper planning, these tax liabilities can become an unwelcome surprise.

We deal with such questions as:

- ◆ Have you severed enough ties to become a non-resident?
- ◆ Do you have continued responsibility for Canadian tax as a non-resident?
- ◆ Do you know all the tax consequences of migrating to or from Canada?
- ◆ Will your tax returns be properly prepared?

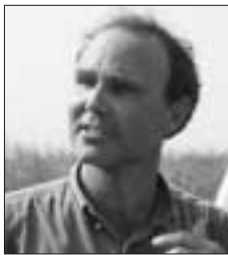
Talk with **Garry Duncan**, Co-author of *Canadians Resident Abroad*, at **416-369-3062**.

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BDO Dunwoody LLP
Chartered Accountants
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BY DR. MARK WISE

Your Travel Meds

FIRST AID KITS AND OTHER SUNDRY ITEMS

I never travel without my diary. One should always have something sensational to read in the train.

— OSCAR WILDE

“What medicines and supplies should I take along?” is a common question we get asked when people are travelling abroad.

“That depends,” is my usual answer. It depends on all of those risk factors, like where you are going, how long, what you are doing, etc. The person who plans to climb Mount Everest as the expedition doctor, or sail around the world for a year, may need slightly more than the businessperson off to Bangkok for a week. If you will be residing abroad for some time, you may need to do a little bit more advance planning. And if you already have pre-existing medical conditions requiring regular medication, you really had better do your homework before you leave.

My first suggestion for most people is to go to your medicine cabinet and see what you normally keep handy around the house. This includes both medications and medical supplies. Then consider whether you plan to be far enough from decent medical care that you'd better take along what you would normally get at the drugstore or emergency department. Are you responsible for others such as children, fellow climbers or a tour group? Then you had better anticipate their needs as well.

I think it is fair to say that most medications are available in most major cities around the world, but this is far from absolute. Obviously, there will be some variability, with Kuala Lumpur likely having a better selection than Ouagadougou. We take it for granted in North America that we have a wide choice of antihypertensives, antidepressants, antibiotics and anti everything else. Over there, wherever “there” may be, you may find that the particular medication with which you are comfortable is not available.

Most medications, when they are available, are sold over the counter in lesser-developed countries. They often cost less than back home, as the local market will bear only so much. There is occasionally some concern regarding the quality or authenticity of these medications, just as there is with the local water. Pills that have reached their expiry date in North America may turn up on the shelves of your local emporium.

When weary travellers empty their pockets of foreign drugs in my office, I often notice the tendency of the local manufacturers to put many ingredients into the same pill – call it polypharmacy. So that pill for your tummy troubles may contain an antibiotic, an antiparasitic, an antispasmodic and an analgesic. I suppose this approach works most of the time, but it may be a little confusing as to what you are really taking, especially when it is written in a foreign language! Certain drugs which we consider outmoded and unsafe, such as the antibiotic chloramphenicol, may also be used in poorer countries due to their low cost.

How do you manage to get your pills across international borders? It is

usually sufficient to carry them in their original labelled container which you received from the pharmacy. If you are carrying narcotic medications or syringes for diabetes or other medical conditions, a brief letter from your doctor with a few official-looking stamps is a necessity.

There are commercially available kits, such as the Steri Aid Kit, which contain sterile supplies such as syringes, intravenous needles and suture material. This would be appropriate for someone travelling off the beaten path, someone who is responsible for a group of travellers or someone who distrusts needles around the world. While this sort of kit may be of help if you need an injection or a few stitches, it will not bail you out of a serious car accident or a ruptured appendix.

The following are brief lists of some of the more common and useful things to take along. Remember, what you take along will depend on your own particular situation. If your first aid kit outweighs the rest of your belongings, maybe you should be rethinking your travel plans!

Suggested Medications

- analgesics (Tylenol, ASA, codeine, ibuprofen, Tylenol # 3 or other narcotics)
- anti-nauseant/motion sickness (Gravol, Transderm V patches)
- antimalarials (discuss with medical professional)
- anti-diarrheal (Imodium, Lomotil, Pepto-Bismol); antibiotic such as Cipro, Noroxin, Bactrim)
- antibiotics (amoxicillin, cephalixin, erythromycin)

Your Travel Meds, continued on page 24



By Garry R. Duncan

MYTHS & REALITIES

Offshore Trusts

Over the years, Canadians have endeavoured to reduce their tax burden by using offshore entities, in particular, offshore trusts.

An offshore trust is a trust like any other trust except its trustees are resident in a country other than Canada. The fact that the trustees are resident in another country will cause the trust to be resident in that other country. The fact that the trust is resident in another country should cause its income to be taxed by that country, rather than by Canada. And if the country is a tax haven, as usually is the case, no tax will be paid.

Too good to be true?

With the exception of several situations, it is too good to be true. Like it or not, our government is quite concerned about the loss of tax revenue and goes out of its way to develop tax laws to quell the use of offshore entities for other than legitimate reasons. This position was reinforced with the recent introduction of revisions to the foreign trust rules which go far beyond the

current rules and may catch existing structures which were set up years ago. This article will address the myths and realities surrounding the use of offshore trusts, and review what still works.

First of all, Canadian residents are taxed on world income. That is the harsh reality. Some feel that if they don't receive the income, they should not pay tax on that income – now or at any time. For most Canadians, that is not true. However, new Canadians can and do benefit from this treatment.

Immigration trusts for individuals

Canadian residents must pay Canadian income tax on their worldwide income. However, individuals immigrating to Canada can now establish a non-resident trust for the benefit of themselves and their families. The assets in a non-resident trust can earn income and capital gains from foreign sources free of Canadian income tax for up to the first five years of an immigrant's Canadian residency.

This is a substantial benefit. Without the establishment of such a trust, the immigrant, once a Canadian resident, would have to pay Canadian tax on all income and capital gains earned on the assets. Depending on the amount of assets transferred to the

trust, the Canadian tax savings over the five-year exemption period could be significant.

All individuals moving to Canada should consider using these trusts. However, because of the costs of setting up and administering the trust, it will generally only be beneficial for immigrants who have in excess of \$1 million in assets that they can leave offshore.

A trust is a separate legal entity. It is created when a person (the settlor) transfers trust assets to the trustees. The trustees are responsible for managing the assets in accordance with the trust document for the benefit of the beneficiaries of the trust.

An immigration trust is settled by the individual who is moving to Canada. These trusts are set up in jurisdictions that have no income tax, are politically stable and have the appropriate infrastructure and trust laws.

In order to avoid Canadian tax on the trust income for a period of five years, it is important that the trust be properly set up and administered. Particular attention should be paid to the following matters.

Under Canadian tax law, residence of a trust is generally considered to be the place of residence of a majority of the trustees who exercise management and

control of the trust. The place of residence of the settlor or the beneficiaries of the trust is generally not relevant, as long as they do not exercise any control over the trust.

Selection of the trustees is therefore critical. No resident of Canada should have the authority to control the trust. In order to take full advantage of the tax benefits of these trusts, trustees are usually selected in tax havens that can accommodate this type of planning. The Bahamas, Barbados, Anguilla, Cayman Islands, Bermuda, Cook Islands, Isle of Man and the Channel Islands of Jersey or Guernsey are examples of appropriate havens. These places all have little or no income tax, have legal systems that accommodate this type of planning and have suitable financial institutions that can act as trustees.

In order to avoid Canadian income tax on the trust income, the trustees should have full discretion as to the payment of the income of the trust.

To obtain the maximum benefit from an immigration trust, two things should be kept in mind. First, the trust should be settled prior to moving to Canada. The tax-free holiday for the trust will only last for the first five years that the settlor is a Canadian resident. Therefore, if the trust has been set up before the settlor moves, it will benefit from the full five-year tax exemption. A trust can be set up after the settlor has moved to Canada, but the benefits will not be as great. For example, if the settlor has already been in Canada for two years, any immigration trust set up would only be exempt from Canadian tax for up to three years.

Second, it is better to move to Canada early in a calendar year to obtain the maximum benefit of the tax holiday for an immigration trust. Because of the wording of the relevant Canadian tax provisions, the trust's income will be fully taxable in the calendar year in which the five-year holiday period ends. For example, if an individual

moves to Canada on January 1, 2002, and sets up an immigration trust, the trust will be exempt from Canadian tax until the calendar year 2007. If he moves to Canada on June 30, 2002, the trust will also become taxable in Canada in the calendar year 2007. Therefore, the income earned in the trust will effectively only get a Canadian tax holiday for 4½ years.

No income of the trust should be paid or be payable to the beneficiaries during the five-year period of exemption from Canadian tax. If funds are required by the beneficiaries, a distribution of trust capital should avoid any Canadian income tax consequences.

After the five-year holiday period has expired, the income of the trust will generally be taxable in Canada. At this time, the trust can be terminated.

Granny Trusts

As noted under immigration trusts, new Canadians can benefit from a five-year exemption from Canadian tax. What happens if an individual who has never been a resident of Canada in the past, and never plans to reside in Canada in the future, creates a trust in an offshore jurisdiction for the benefit of Canadian resident beneficiaries? Under current and proposed trust rules, such a trust may never be taxable in Canada. In other words, a perpetual immigration trust.

Income earned by the trust will be taxed in a beneficiary's hands if it is allocated to them as income. Care must be taken to only pay out capital, which is not taxable. As a result, if a Canadian has a non-Canadian relative who plans to give him money, consideration should be given by the relative to settle an offshore trust with that gift. The long-term benefits can far outpace any immediate joy of receiving such a gift.

Testamentary Offshore Trust

Another opportunity to use an offshore trust arises from the death of a non-resident. In particular, individuals who

have never been resident in Canada and former Canadians who have been non-resident for more than 18 months preceding their death can create a testamentary offshore trust. The deceased's will will provide that his or her assets will be left to a trust in an offshore jurisdiction under the control of non-Canadian executors. As with the granny trust, the trust should never be taxable in Canada. And income earned by the trust will only be taxed in Canada if that income is paid to a Canadian resident beneficiary.

Exempt Foreign Trust

Exceptions are also made for a number of specific situations. These include offshore trusts set up for non-resident dependents who are mentally or physically infirm, marriage breakdown and several limited situations. The rules are quite strict and must be carefully reviewed to ascertain if they apply.

Former Canadian Residents

A number of Canadians leaving Canada set up trusts to avoid paying taxes in their new homeland. If these trusts have Canadian resident beneficiaries, under the new rules these trusts will be taxable in Canada. An exception to the rule applies where the trust is set up after the emigrant has been a non-resident of Canada for more than five years. There is, however, one catch. If you ever resume Canadian residency for tax purposes, the trust will be taxed as a Canadian trust. And remember, these rules are still in the creation stage and may change in final legislation. Check the rules once they become law to ensure they provide the relief you expect.

A further problem arises for existing trusts. Effective January 1, 2002, these trusts may be subject to Canadian tax. Despite the fact that the trust is not located in Canada, if the trust fails to pay the taxes owing, our new rules will cause the Canadian beneficiaries to be

liable for the tax. As a result, if the Canadian beneficiaries receive any money from the trust, the tax authorities could lay claim to it to the extent of any unpaid tax liability. Current trusts should be reviewed to ensure that this does not happen.

Other Trusts

Aside from the situations noted above, Canada will tax offshore trusts. This may include trusts that already exist. But how will Canada ever know about these trusts? Unfortunately, there are several rules which will cause exposure. First, as stated, Canadian residents are taxed on world income. If an offshore trust is taxable, it is required to pay tax in Canada. If it does not pay tax, its Canadian beneficiaries could be liable for the tax.

Foreign property reporting rules require Canadian residents to report money transferred to a trust and also report the receipt of money from a trust. The reporting forms are required even though the funds received from the trust is capital. The information contained on the form will notify Canada Customs and Revenue Agency what is in the trust. Penalties will be applied if no form is filed.

Once again, our authorities have tightened the tax screws on offshore trusts in the hopes of stemming the leakage of government revenue. If you encounter an offshore structure that promises either tax deferral or tax-free funds, pinch yourself and wake up to reality. Aside from the limited list outlined above, they don't exist for Canadians.

Garry R. Duncan, C.A., CFP is a Tax Partner with **BDO Dunwoody LLP** in Toronto, co-author, with Elizabeth J. Peck, of the book *Canadians Resident Abroad*, and a member of *CRA magazine's* editorial board. He may be contacted at: Tel. 416.369.3062, Fax 416.865.0887, E-mail <gduncan@bdo.ca>.

Your Travel Meds, continued from page 21

- rehydration salts (Gastrolyte)
- antifungal cream (Canesten, Monistat, Lamasil)
- antihistamine (Benadryl)
- topical cortisone cream (Celestoderm, 1% HC)
- bee sting kit (Ana-Kit, EpiPen - for those with a history of severe allergic reactions)
- topical antibiotic (Polysporin, Fucidin, Bactroban)
- cream/pills for vaginal infections (Monistat, Diflucan)
- eye drops (10% sodium sulamyd, Garamycin)
- sunscreen
- altitude sickness (Diamox, Adalat, dexamethasone)
- usual prescription and non-prescription medications used regularly

Suggested Supplies

- Swiss Army knife
- adhesive tape
- antiseptic
- bandaids
- sterile dressings
- safety pins
- scissors
- Steri-strips
- tensor bandage
- triangular bandage (sling)
- sterile needles, suture supplies (e.g., Steri Aid Kit)
- tweezers
- insect repellent (containing DEET)
- mosquito net (preferably impregnated with permethrin)
- water purifier, iodine tablets
- thermometer
- toilet paper
- medical records and/or Medic Alert bracelet
- diary

Mark Wise is a Family Doctor in Thornhill, Ontario. He is the Medical Advisor to Voluntary Service Overseas (VSO), a Canadian non-government organization sending volunteers to lesser-developed countries. He runs **The Travel Clinic**, and is the author of *Malaria, Montezuma and Me - A Medical Guide for Travellers*. For a copy of the book, please contact him at <markwise@home.com>.

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PHOTOGRAPHY KEN NEWMAN

Brittany by Bike



TOWING CHILD IN TRAILER, MERIEVENEZ, BRITTANY



BY JANIS COOKE NEWMAN

Somebody else is cutting up my 5-year-old son Alex's *poulet rôti* (roast chicken) into bite-sized pieces, while I drink a perfectly chilled Lillet blanc, and gaze out the window of the Chateau de Locguénolé. From the table behind me, I hear Alex asking for more frites, and as I take another sip, somebody else gets up to get them. My husband joins me, and we stand together at the chateau's windows. Alex knocks over his milk, and while we watch the light change over the Atlantic, somebody else mops it up.

This is not my real life. Nor is it an alcohol-induced parental fantasy. It's a Butterfield & Robinson family vacation, and it's about as far from real life with a 5-year-old as Versailles is from Chuck E. Cheese's.

Canada-based Butterfield & Robinson is one of the most deluxe biking and walking trip companies around. Back before my husband and I had any reason to learn the evolved forms of each Pokémon, we took a B&R walking tour of Tuscany, staying at villas and castles, lunching at a cooking school, sampling Brunello at a private wine tasting at an *enoteca* in Siena. So when I saw that B&R had added family trips to their itineraries, I was all set to sign us up.

But all that B&R luxury comes with a price. Their family trips start at \$2,895 (U.S.) for each adult, and the seven day/six night bike tour of the Breton Coast I'd chosen cost \$4,650 (U.S.).

"We could take a couple of vacations for that money," my husband said, when I showed him a happy family biking in the B&R catalogue.

"The grownups get to have dinner by themselves," I told him.

"We could stay a month in Monterey."

"Every afternoon, there are separate activities for the kids."

"We could spend the whole summer camping in Yosemite."

"There's a private oyster tasting."

"Let me see that catalog again."

Finishing the last golden drop of our Lilllets, my husband and I stroll over to the chateau's dining room where we join our fellow B&R travellers, three couples from the West Coast, four from New York. We're seated at a window table, where we have a perfectly framed view of the Atlantic shoreline and our children climbing on Chat, one of the B&R guides.



ABOVE: HUNTING FOR SEA LIFE, GAVRES, BRITTANY

LEFT: CHATEAU DE SUSCINO, SUSCINO, BRITTANY

We order duckling and *homard* (lobster) from the one-star Michelin menu, followed by *sorbet* made from *fraises* (tiny wild strawberries) and runny cheeses served with Port. After dinner, we retrieve our children and take them back to our manor house rooms, tucking them into Louis XVI beds.

The next morning, our bikes are all set up and waiting for us (Alex rides a tandem attached to my husband's bike, the younger children ride in trailers). Our water bottles are filled, our helmets hang from the handlebars, there's even a stamped postcard of Brittany on the seat in case we're compelled to send a message home – "Sell the house, I'm never coming back."

We ride out into the Breton countryside, cycling past whitewashed cottages with blue-painted shutters, big hydrangea bushes covered with fat flowers that resemble cheerleader's pom poms. Now and then, we come upon an old Celtic cross, its stone edges worn smooth by weather and age. Every time I catch up to Alex on my husband's tandem, he shouts, "Go pod racer!"

In the village of Poulínec, we stop at a fish market to show Alex enormous silver *anchois* (anchovies) and live *boulot* (sea snails) twitching in a cardboard box.



SAMPLING PAIN AU CHOCOLAT, POULINEC, BRITTANY

At the town's *patisserie*, we run into one of the families from New York. I've already begun to notice that the New York families seem to arrive at every village ahead of the rest of us.

"You have to try these *pains au chocolat*," insists the New York mom. She has small bits of flaky crust stuck to her lipstick.

We sit on the stone steps in front of the *patisserie* eating *pain au chocolat*, until

the B&R van pulls up to collect Alex.

"Where's he going?" we ask, as Chat detaches Alex's bike and tosses it into the van.

"On a *pêche à pied*," he tells us. Which turns out to be a beachcombing expedition led by a French marine biologist.

My husband and I wave goodbye to Alex, wipe the chocolate off our faces, and hop back onto our bikes. About half a mile down the road, we experience something we haven't had on a bicycle in a long time – quiet. Nobody is making anybody discuss who would win a fight between a Stegosaurus and a T-Rex. Nobody is whistling the theme music from "Star Wars." Nobody is making fun of the way anybody's butt looks in bicycle shorts. All the way to the coastal village of Gavres, the only sound we hear is the sea and an occasional French cow.

We ride all afternoon, just the two of us, stopping in cafés for *cidre* (the slightly fizzy, mildly alcoholic cider Brittany is known for), lingering for as long as we like near tidal flats where French families in rubber boots collect clams in plastic buckets.

When we arrive back at the Chateau de Locguénolé, Alex comes clacking across the courtyard to meet us, his pockets stuffed with shells and the discarded bodies of tiny green crabs.

"Did you have a good time?" we ask.

"We saw starfish and hermit crabs and shrimp, and my shoes are soaked. Can I go back now?"

An hour later, Alex is eating pizza with the other kids, and my husband and I are sipping ice cold Muscadet at a seaside restaurant called La Dégustation de Saint Guillaume. Outside the window, a man with a long hook like Little Bo Peep's staff is lifting boxes of fresh oysters out of the water for our dinner. We've ordered the *super plateau de fruits de mer*, which turns out to be an embarrassingly large pile of oysters, mussels, clams, crawfish, and lobster, as well as *bigorneaux* – tiny snail-like creatures that are eaten with a tool that resembles a hat pin.

"Bon appétit!," says a French lady at the next table.

Then she takes a picture of us with the *super plateau*.

We eat all of it, and it's salty and briny and tastes of the sea. When we return to the hotel, Alex is sound asleep in our room, watched over by Jacquie, another of the B&R guides.

"I'm doing your laundry," she whispers, "because the hotel couldn't get to it. It'll be ready in the morning."

On the third day, we ride to the town of Carnac on quiet lanes, through forests of fern and pine, and out along windswept dunes bright with white coastside light. From time to time, we pass the other families on our trip: the mom from Colorado with the punk haircut, the grandmother in the "Boonetown Ladies Sewing Circle and Terrorist Society" t-shirt. We never pass the New Yorkers.

Shortly before noon, the B&R van sweeps by to pick up Alex.

"Where's he going today?" I ask.

"Surfing lessons," Chat says.

Once Alex is off to "hang *dix*," my husband and I continue into Carnac, where we have lunch at a little *creperie* just off the village's cobblestone square. We have ham and *guyère*, followed by a chocolate *galette* (a crepe made with a slightly thicker batter). We eat the entire meal without having to ask the waitress for crayons. After lunch, we bike back up the road to join our group for a tour of Carnac's famous menhirs.

Menhirs are standing stones, and Carnac's are believed to date from the late Neolithic age (2,800-2,300 B.C.). At least that's what Peter, our spiky-haired Dutch tour guide

tells us. Peter compares the menhirs at Carnac to the huge stones of Stonehenge. However, these menhirs are all about knee-high. They remind me of the scene in the film *This is Spinal Tap* in which the band has to perform with a miniature stone monument.

On day four, we take a private boat through the Golfe du Morbihan, passing tiny islands covered with cypress trees, and oyster

beds that look like giant moss-covered silicon chips. We dock in Port Navalo, where our bikes are waiting, and begin cycling along the *Route de L'Huitre* (Route of the Oyster), riding close to the sea, where the air tastes iodiney.

Near the village of Brilliac, we turn into the oyster farm of Philippe Malbrunot. Philippe has rubber overalls and a chapped red face. He looks like an illustration of a French fisherman from one of Alex's books.

Philippe gives the kids a tour of the farm, showing them the mesh cages where he grows flat-shelled belon oysters. He lets them pass around an enormous oyster shell the size of a horse's hoof. Alex almost doesn't give it back. Inside a large tin shed next to the oyster beds, Philippe has set up a long seaweed-covered table and piled it high with oysters and clams, two kinds of crab and *langoustines* (miniature lobsters). Seeing it, my husband moans a little.

We spend the next two hours sucking seafood out of shells. At some point during this feast, Jacquie comes to collect Alex and the rest of the kids, who have been eating peanut

butter and jelly and watching us slurp oysters with little expressions of disgust.

"Where's he going today?" asks my husband, oyster brine dripping down his chin.

"A cooking lesson at a two star French restaurant."

When there's nothing left on the seaweed-covered table except seaweed, my husband and I bike the 50 or so kilometres to the town of Billiers and the *Domaine de Rochevilaine*, a hotel and spa that sits on a rocky promontory in the Atlantic. Our room is in the old part of the hotel, a collection of stone buildings with small niches that hold painted Madonnas and primitive fat-bodied Jesuses.

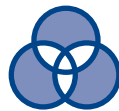
That evening, the grownups eat dinner at the *Auberge Bretonne* in La Roche Bernard, the two-star restaurant where the kids had their cooking lesson. We have lobster salad with peaches and *foie gras*, pigeon and roasted lobster. Afterward, we're presented with six desserts – *sorbets* and custards in tall glasses, as well as little white crock pots filled with chocolate mousse made by our children that afternoon.

"Now this beats all those macaroni shell picture frames she usually makes me," says the dad from San Jose, scraping his little crock pot so hard it squeaks.

On day five, instead of biking, I lay naked on a heated bed of rock while a Frenchwoman slathers me with half a bottle of scented oil. The rock, which looks a bit like Cleopatra's barge, is called a hammam, and is supposed to rid the body of impurities. There's a little pillow filled with scented herbs beneath my head, a hot towel on my feet, and I'm being gently massaged with oil that smells of mimosa to match my astrological sign. The Frenchwoman has to practi-



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MAKING PAPER FROM CLOTH, MOULIN DE PEN-MUR, BRITTANY

cally push me off the hammam to make me leave.

The morning of day six, the three of us ride to the town of Muzillac. On the way, my husband explains to Alex about the Celts who came to Brittany in the 5th and 6th centuries. Alex explains how to make chocolate mousse.

It's Friday, market day in Muzillac. The cobbled streets of the village are filled with stands selling *torteaux* (large brown crabs) and underpants, white nectarines and beach towels printed with pictures of Ricky Martin.

We buy *reblechon* and *Roquefort* at the cheese vendor's, oysters from the fishmonger, a bag of *mirabelles* that look like tiny yellow plums from the fruit stand, and a chilled bottle of



HONEY STAND, MUZILLAC, BRITTANY

Muscadet. We have to drag Alex away from a honey stand where hundreds of bees crawl over each other between two panes of glass.

Our next stop is the Moulin de Pen-Mur, a mill that turns natural fibre cloth into paper using the enormous wooden hammers of an 18th century machine. Inside the mill, we walk through rooms filled with sheets of thick wet paper hangs drying from clotheslines. It smells a little like the mummy room of the British museum.

When we come outside, Chat is waiting for Alex.

"Where to today?"

"Horseback riding."

Alex heads off to ride a French horse, and my husband and I picnic on our *reblechon* and oysters overlooking a little lake outside the papermill. We drink all of the Muscadet.

On the ride back to the hotel, we stop at a field of zucchini the size of small blimps. The farmer, a large man with a high-pitched voice that makes him sound disturbingly like Julia Child, shows us zucchini blossoms as big as his hand. In bad French, I tell him that at the farmers' market in San Francisco, we've paid as much as 10 francs (\$1.50) for three zucchini blossoms half that size. Without another word, the farmer turns away and hurries off to his stone farmhouse.

"Do you think I accidentally insulted him?" I ask my husband.

"I think he's going to tell his wife that they're moving to San Francisco."

That night, at our farewell dinner, Chat brings us the developed photographs from Alex's disposable camera. There are pictures of the kids splashing in the sea, sailing on an old wooden fishing boat, wearing little paper chef's toques. Looking through the photographs, I decide that Alex will probably miss being on this trip more than I will. Then he dumps a whole bowl of vanilla *glacé* on the parquet floor, and somebody else cleans it up.

If You Go

Going with a group: Butterfield & Robinson (800-678-1147) runs 26 different family trips for kids ages 3 to 12+ in places as exotic as Morocco, and as close to home as North America. Most departures are timed for summer vacation, or during spring and winter break. Prices include all hotels and most meals. Airfare is extra. Call for a catalogue, or visit them online at < www.butterfield.com > .

Justifying the expense: To recreate this trip on your own, you'd first have to convince several other families to join you, and then make sure everyone brought along a nanny. Additionally, you'd have to rent a van that could hold all the kids, and their bikes. You'd also need to do some research to put together your biking route for each day, and you'd either have to arrange to bring your own bikes, or find a place in Brittany that rented them. To really recreate the experience, you'd also have to find a French marine biologist, a surfing instructor, a horse stable, and convince the chef of a two-star Michelin restaurant to let a group of kids into his kitchen.

GOING ON YOUR OWN

Where to Stay:

Chateau de Locguénolé. 011-33-2-97-76-76-76, fax 011-33-2-97-76-82-35, Route de Port-Louis, Hennebont. This elegant chateau will make you feel like Marie Antoinette before the revolution. There's a tennis court, pool, sauna, and a private pontoon. The hotel also rents bicycles. Double rooms \$103-\$251 per night, depending on the season.

Domaine de Rochevilaine, 011-33-2-97-41-61-61, fax 011-33-2-97-41-44-85, Pointe de Pen Lan, Billiers. Do not miss having a massage on heated rock at the hotel's spa. There's also an indoor and an outdoor pool, a sauna, and bike rental. Ask for a room in the old section, they have more charm and ocean views. Double rooms run \$130-\$220.

Getting there:

The Chateau de Locguénolé is five hours by car from Paris, three and a half hours by high-speed train TGV (get off at Lorient). The Domain de Rochevilaine is about four hours by car from Paris, three by TGV (get off at Vannes). You can rent a car from Auto Europe (800-223-5555, < www.auto-europe.com >), a consolidator that works with Hertz, Avis and National. They say they'll match or better any competitor's rates.

For more information:

Visit Lonely Planet: Destination France at www.lonelyplanet.com/dest/eur/fra.htm.

Janis Cooke Newman lives with her husband and son in Northern California. She may be contacted at: E-mail <j-newman@pacbell.net>.



Moving Right Along...

WELCOME TO AMJ CAMPBELL COUNTRY!

AMJ Campbell Van Lines was founded by Tim Moore in Eastern Canada in 1977. In 1980, Tim's brother, Terry, came out west to open the Calgary branch office of the company. Since that time, AMJ Campbell Van Lines has risen to prominence as a leader in national and international moving. The Calgary branch now handles approximately 3,000 moves per year and, outside of Toronto, is the second largest mover in Canada. AMJ Campbell International specializes in servicing and managing overseas relocations. Our cross-Canada "international" teams focus exclusively on the unique needs of families who are relocating to foreign countries or returning to Canada.

The beautiful City of Calgary, where our office is located, nestles in the foothills of the eastern slopes of the Canadian Rocky Mountains. In 1875, the North West Mounted Police built Fort Calgary at the junction of the Bow and Elbow Rivers; from this beginning rose the City of Calgary which today boasts a population of about 850,000.

Calgary's economy has always been built on two major industries: agriculture and oil. Our first big boom came in 1883 when the Canadian Pacific Railroad arrived and opened the area to settlers, farmers and ranchers. Calgary today is still a major centre for agriculture and agro-related industries such as food processing, livestock, grain handling and farm equipment. Calgary is also the energy capital of Canada, with more than 80 per cent of all Canadian oil and gas producers located here.

The new economy of Calgary still has its roots in the land with agriculture and oil, but is expanding into the high technology area and is becoming



ONE OF MANY FRIENDLY FACES

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Calgary is also home of the greatest Outdoor Show on Earth – The Calgary Stampede – when for ten days every July the city remembers its beginnings through events held all over town, with the main rodeo as centrepiece. In 2000, the Calgary Stampede set an all-time attendance record of 1,218,851. This year the Stampede welcomed 1,203,111 visitors.

Stampede Park, where the main rodeo is held, covers 137 acres and is an integral part of Calgary's community, culture and history. Stampede Park is also a year-round facility which includes the Saddledome – home of the



CALGARY SKYLINE



AMJ CHUCKWAGON

Stampede Trivia

1. How many chicks hatch per day in Stampede Country?
a. 50 b. 3 c. 150 d. 100
2. How many miles of twine will be used to make rope over the 10 days of Stampede?
a. 78 b. 25 c. 05 d. 62
3. How many litres of milk does a dairy calf produce in a day?
a. 40 b. 0 c. 19 d. 8
4. How many truckloads of wood shavings are used to bed cattle in the barns?
a. 14 b. 15 c. 17 d. 30
5. How many quarter-pounder hamburgers can be made from the average beef steer?
a. 600 b. 2,000 c. 900 d. 4,000
6. What is the least amount of time it takes to erect a teepee (in minutes)?
a. 47 b. 75 c. 12 d. 5
7. When was the first Calgary Stampede?
a. 1884 b. 1912 c. 1918 d. 1923
8. Who first envisioned the Calgary Stampede and helped promote the first event?
a. Buffalo Bill b. James Walker
c. Guy Weadick d. Tyler Knight
9. How many times do the Rodeo riders perform Happy Trails each day during Stampede?
a. 3 b. 10 c. 12
d. too many times to count

Answers

1=d, 2=a, 3=b, 4=c, 5=b, 6=c (minutes, but on average it takes roughly half an hour), 7=b, 8=c, 9=a (it just seems like more)



AMJ FOLKS FLIPPIN' A FEW FLAPJACKS

Calgary Flames, the largest Petroleum show in the world (it shares this event with Houston, Texas, alternating location each year), and an amphitheatre auditorium, agricultural facilities, and casino.

The Calgary Exhibition and Stampede Association is a not-for-profit organization. This association depends solely on its own resources to raise operating revenue. The revenue generated from operations is spent on programs, improvements and additions to



RIDE'M COWBOY!

Stampede Park and its facilities. All buildings and land of Stampede Park are leased from the City of Calgary and managed by the Calgary Stampede Board on behalf of Calgarians.

The core of this association is made up of volunteers – 2,000+ dedicated individuals who serve on more than 50 committees. These volunteers give their time freely on a year-round basis to organize events and promote the Calgary Stampede and Calgary's western hospitality. Their strong sense of community spirit and tireless efforts continue to play an integral role in the ongoing success of the Calgary Stampede.

AMJ Campbell Calgary works and plays together with equal enthusiasm, taking the time to welcome and have fun with visitors internationally. This year AMJ was delighted to make the cowboys and cowgirls breakfast.

Brenda Mitchell is General Manager and **Trish Wagner** is Executive Administrative Assistant at AMJ Campbell International, Calgary. **AMJ Campbell International** is a moving company specializing exclusively in the international shipment of household goods and personal effects. They may be reached at: Tel. 403.273.1220, Toll Free 800.661.3993, Fax 403.207.3979, E-mail <bmitchell@amjcampbell-calgary.com> <twagner@amjcampbell-calgary.com>.

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