

- (a) **Continuation of the status quo** was judged **not to be an acceptable alternative** as present difficulties were being faced by Canadian exporters in obtaining access to efficient, price competitive maritime transportation amply demonstrated.
- (b) **Government support for commercial solutions** was viewed as potentially useful in resolving some issues because they ultimately were the result of Government policies at the other end of the trade in the first place and could not be resolved solely on commercial terms.
- (c) **Government-to-Government consultation** similarly was judged to be essential to resolve some issues which were the result of our trading partners', laws regulations or economic policy.
- (d) The creation of a **Maritime Transportation Advisory Council** was strongly endorsed as essential in order to effectively coordinate industry and government initiatives and policy development.
- (e) **Formal bilateral government-to-government negotiations including the negotiation of bilateral trade agreements with appropriate shipping related clauses** were favoured by the Halifax seminar as means to provide a framework guaranteeing Canadian access to competitive maritime transportation services.
- (f) **Multilateral solutions** through the GATT and possible **leverage through Canadian aid** contributions to the LDC's should be carefully considered by government policymakers.

#### Panel 4

##### Carrying Industry's Message in Ottawa

Dr. Pierre Camu, Vice President, Lavalin Ltée, who acted as moderator, in his introduction noted his concern that the recommendations of the Task Force on Deep Sea Shipping had to date been largely ignored by government. He was pleased to see that the current series of discussions by exporters had confirmed the proposal to form an Advisory Council. He congratulated the Department of External Affairs on its present

action to represent in government circles the "commercial aspects — not the vessels, but what is carried inside."

Mr. Dennis Pratt, Director General, Transport Canada reviewed the 1979 shipping policy and the recent adoption by the OECD of common principles of shipping policy for member countries. Relevant to earlier discussion he noted that member countries were committed to rejecting protectionism in the shipping policies of non member countries, "even to the extent of implementing counter measures". He believed that the views of Transport Canada had not changed since their review of the U.N. Code in 1982. Reviewing current developments he outlined follow up actions relating to the Task Force on Deep Sea Shipping, the review of the Shipping Conferences Exemption Act and the fact finding initiative of the CTC which examined conditions in the Canada-South American trades.

Anne Burnett, Fed Nav Ltd., responding to the previous speaker in her opening remarks, suggested that the imposition of duty on ships engaged in intercoastal trade appeared to be incompatible with Transport's mandate to support shipping! Ms. Barnett reviewed the work of the Task Force on Deep Sea Shipping, emphasizing the recommendation relating to the formation of an Advisory Council, and pleaded for action by government in this regard.

Mr. Hibbeln reiterated his opening remarks on the watchdog role of the Exporters' Coalition, remarking that the opinions at the Conference and in the seminar series had confirmed not only the need to carry industry's views to government, but somehow to ensure that these concerns are heeded and acted upon. **Canadian exporters and importers had confirmed that strict and anti-competitive forces are in play in many Canada trades and that governments at the other end of the trade are deciding the competitiveness of Canada products.** While the clear preference identified had been for commercial solutions rather than government involvement, Mr. Hibbeln noted that political objectives prevail in a number of countries. There was however no doubt it was in the Canadian interest to ensure commercial interests prevail when problems in shipping are encountered.