

24. • Do you believe a Canadian Government response should be developed
- as and when required on a case by case basis?
 - only after a formal process of consultation
 - with trade interests?
 - with shipping interest?

and

An assessment of relevance of issue

- on trade issues
- on Canada's bilateral relationship with country in question
- on Canada's multilateral commitments
- on shipping interests.

25. • Do you accept that the relative seriousness of the issue will dictate the manner and timing of the Canadian intervention?

- eg. — as an agenda item for regular trade discussions
- embassy intervention
 - diplomatic note
 - Ministerial intervention

When discussing which approach or process should be recommended when competition in shipping is restricted, it may be useful to separate our thinking and responses between commercial and governmental approaches to solutions

For example,

26. • Which do you consider the most appropriate forum, in order of merit, for bilateral discussion and resolution of shipping related problems of Canadian trade?

- (1) bilateral meetings of commercial shipping interests?
- (2) bilateral meetings of shippers?
- (3) government — government shipping discussions?
- (4) government — government trade discussions?

Current shipping policy acknowledges the possibility of shipping agreements with developing countries to ensure that Canadian are able to participate in these trades.

OECD countries indeed have many such agreements in place.

27. • Do exporters favour the concept of bilateral trade agreements with appropriate shipping related clauses?

Some governments favour an umbrella agreement drawn up to stipulate the important terms which should govern trade and shipping between countries.

28. • Would such agreement be acceptable to exporters/importers — if other country proposes? — if such arrangement is deemed to resolve impasse?

29. What in the view of exporters/importers should be addressed in the model contents of such agreement?

- MFN treatment
- non-discriminatory treatment
- reciprocity
- accreditation or designation of national carriers
- shipper — shipper consultation
- shipper — carrier relations
- resolution of freight rate issues
- access to ports
- cargo access/reservation

How should trade interests make themselves understood

We talked briefly at the beginning of our discussion about the possibility of enhancing dialogue between Canadian and overseas exporters and importers as a means of enlisting one another's support in lobbying government, to ensure priority is given to the facilitation of trade.

- 30 • How might this best be done?

31. • Could more research in this area be encouraged in Canada? Should universities consider some of the issues, or should trade and industry associations sponsor surveys?