

- **The increased use of bilateral trade agreements with shipping related articles** (as detailed on page 18) on an as and when required basis to resolve commercial difficulties.

In this respect, where competitive forces are absent, or where a foreign government has resisted all efforts of the Canadian government to introduce competition, and in so doing is threatening to damage Canadian trading interests, **as a matter of last resort, and to maintain Canadian access to markets, consideration be given to cargo sharing arrangements** which would maximize the opportunity for Canadian exporters and importers to gain access to competitive shipping services in such trades.

- In developing procedures to cope with today's shipping environment **Canada should adopt the successful model of the pro-active industry-government air negotiating process**, to ensure the interests of all parties are represented in bilateral negotiations, where these are necessary.
- **that efforts to exchange information and improve liaison between shippers organizations at both ends of the trade be supported**, as these are likely to bear dividends by improving market intelligence to the mutual benefit of both parties, and the competitive position of Canadian trade interests in negotiations with shipping conferences.
- **the introduction of defensive trade legislation to be used as a last resort** where access to export markets is jeopardized by restrictive practices.
- that Canada's Export Development Corporation and the Canadian International Development Agency initiate a comprehensive **study relating to the shipping of government funded cargo**, and examine the practicalities of including in overseas bilateral contracts a list of approved Canadian carriers, thus ensuring their opportunity to compete for this business.
- that the Department of External Affairs in collaboration with industry examine the feasibility of developing an **education program on the critical importance of transportation to success in export markets.**

- That additional resources be allocated to the Department of External Affairs to ensure that an **effective channel of communication** is maintained **with the trade community** regarding multilateral and bilateral developments affecting trade and transportation.

The Coalition at its final Conference in Ottawa after considerable debate adopted the following Resolution, which is also passed to Ministers for their consideration:

"Canadian shippers and ship owners are concerned that increasing degrees of protective legislation and their enforcement by developing nations will continue to reduce the availability of adequate and economic sea transport between Canada and those nations to the detriment of Canadian trade.

We request that Ministers actively support free access of all shipping companies to Canada's seaboard trade. Where trades are restricted through foreign legislation, to initiate negotiations, if necessary supported by the introduction of appropriate defensive legislation, to ensure free access for all shipping lines, including Canadian shipping lines, to compete for a portion of these trades."