

- After extensive discussion, seminar participants expressed qualified support for the **negotiation of bilateral agreements to facilitate trade, including shipping and cargo reservation clauses**, where these are absolutely necessary. Support was qualified insofar as a majority felt that bilateral agreements, while they appeared to be successful in aviation matters, should be used to facilitate shipping only where it was clear that it would take a documented agreement to achieve stability in trade and shipping relations.

Mr. John Anderson, Traffic Manager — Newsprint Division, James MacLaren Industries presented the conclusions of the seminar series in response to the question:

**Can we improve the interface between Canadian industry and government and the present process of Canadian response in addressing trade problems related to shipping?**

#### Conclusions

- There was unanimous agreement that **industry-government consultation** on matters relating to the interface of trade and maritime transport could and **should be improved**. This was regarded as being an essential prerequisite to maintaining Canada's competitive position in international trade.
- As an urgent priority, seminar participants expressed unanimous support for the early implementation of Recommendation 4 of the Task Force on Deep-Sea Shipping which suggests government create an **advisory board** or council consisting of representatives from industry, labour and government to monitor the international shipping environment on an ongoing basis.
- As an immediate measure, seminar participants agreed that **existing mechanisms for consultation** through industry associations and, in particular, the Canadian Exporters' Association (CEA) and Canadian Shippers' Council **should be enhanced**.
- Seminar participants noted that some industry

associations have not given sufficient attention to the **importance of access to efficient, price competitive transportation services** as a factor in maintaining Canadian exporters' competitiveness in international trade—particularly with the LDC's.

- The need for less ad-hocery and more formal industry-government consultation was emphasized as a priority by seminar participants. They also urged government to identify a **formal channel for reporting instances of restrictive shipping practices affecting Canadian trade**. It was the consensus recommendation of seminar participants that this formal channel be established through the Department of External Affairs, International Trade Branch.

Mr. Joe Howard, President, Alberta Inter-model Services Limited, summarized the response of the seminar series to the question:

**Is the present situation manageable or is it damaging Canadian trade and international relations? Should we be more active in protecting our trade?**

#### Conclusions

- Seminar participants unanimously favoured **commercial solutions as "the first choice of industry"** as a means to manage and resolve maritime transportation problems which inhibit Canadian trade.
- In the opinion of seminar participants the question of whether a given transportation problem adversely affecting trade is manageable must be decided on a **case by case basis**. The first judge of whether the situation is manageable on solely commercial terms, or requires government intervention, must be the Canadian industry which is directly affected.
- However, seminar participants recognized that when satisfactory solutions are not attainable by purely commercial means, particularly when the problem results from the intervention of governments of our trading partners, there is a clear requirement for a **more active role for the Canadian government in support of Canada's vital trade interests**.