

*important aspect of trade.* It can also cover maritime cargo insurance if necessary. It can cover many important areas that directly or indirectly affect trade. What we need is defensive trade legislation that gives us the means to retaliate when countries are being unfair in trading with us. I'm not suggesting that these powers be used lightly in any way. As a shipper I have very great qualms about using defensive retaliatory measures just because someone says: 'Hey so and so is having a little problem operating his ships down in one country. Let's do something, let's retaliate!' What happens to me, the exporter who is trying to ship to that country at the same time? We have to be very careful about how we frame such legislation and how we use the defensive countermeasures it would provide as retaliation — but I definitely think defensive trade legislation must be in place and available in those serious situations when we really need it."

In his opening remarks Mr. Matt Stinnes, President, Great Lakes Trans-Caribbean Line (LTL) commented that, in view of traditional Canadian shipper-carrier antagonisms and, as a panelist on a panel representing so many shipper interests, he felt "...like a mouse at a cat convention ... trying to get out with a whole skin". However, he noted the objectives of this panel and today's conference was not to resurrect the old debate on a Canadian flag fleet, but to establish the basis for a "common" approach to problems presented by cargo reservation and other restrictive maritime shipping practices, imposed by some of our trading partners. These are regarded as detrimental to the interests of both Canadian shippers and shipping companies alike.

Mr. Stinnes stated that he disliked flag protection, not because of any question related to whether or not Canada should have a national flag fleet, but because any kind of restriction on free and open competition in maritime shipping services inevitably results in very poor service, and generates a national line monopoly which is not in the interests of either Canadian shipping lines or shippers. GLTL believes itself to be a most efficient carrier and therefore is not interested in government flag protection, but simply wishes an **"opportunity to compete"**.

"As of now Canadian shipping companies do not compete on an equal basis. Canadian

companies have in fact competed against South American lines for 20 or more years in the face of a host of hidden subsidies. For example, the South Americans get fuel subsidies, South Americans get cheaper ships, the South Americans get assistance with their crews. South Americans are able to discharge their vessels more quickly and cheaply than we are, South Americans are allowed to have access to ports more readily than the Canadian lines. And, in the face of all these disadvantages, the Canadian line service and prices have still been better than these national lines. What stops Canadians from competing isn't the slanted commercial playing field, what stops us is when a law is passed that says you are not allowed to compete in certain trades. Equal competition has gone out the window long, long ago and it's a sign that Canadian lines are more competent than the developing countries subsidized national lines, because we are able to compensate and compete despite all of these disadvantages. ...Faced with such laws, private initiatives by shipping companies, shippers, or freight forwarders are doomed to failure and frustration. Somebody else has to get involved, and that's the Government of Canada!"

Concluding his presentation Mr. Stinnes stated:

"My objective today is to solicit this conference to request the Ministers of Transport, of International Trade and the Secretary of State of External Affairs, for their support to Canadian shippers and ship owners who are concerned with the increasing degrees of restrictive shipping legislation and its enforcement by the developing nations. The enforcement of such restrictive legislation by developing countries, if not counteracted by effective Canadian countervailing policies and appropriate legislation, will continue to reduce the availability of adequate and economic sea transport between Canada and these nations. We request that the Ministers actively support the free access of all shipping companies to Canada's seaborne trade. Where trades are restricted through foreign legislation we request that the Canadian Government initiative negotiations, if necessary, supported by the introduction of defensive legislation, to ensure free access for Canadian shipping lines to compete for at least half of the trade."