

## POST SCRIPT

Transportation is regarded as a **service industry**. It **serves trade**. By deduction, transportation **policies** should **serve trade**. The Canadian shipping policy was succinctly phrased in 1979:

“the primary objective of Canadian deep-sea shipping policy should be to ensure the continuing availability of adequate and economic shipping services as part of the overall transportation system serving Canada, with a secondary objective of being able to capitalize on significant opportunities”.\*

It is clear that in Government's order of priorities, **primacy** is given to the user of transportation services, while the secondary consideration is given to those who may have some opportunity, namely carriers and other transportation interests.

In light of this recognition, trade interests face the challenge of considering what is **wanted** and how it should be **realized**. Thus:

- we as exporters and importers should not lose our primacy by default or by disinterest
- we and our customers pay for transportation, and we should have a strong voice
- our international competitiveness must be preserved
- we should not abdicate decision making, and allow foreign governments to unilaterally dictate terms of trade

Canadian companies must tell the Canadian government:

- what are the concerns
- what approaches are preferred
- how the private sector should participate in developing and implementing preferred approaches

Clearly its **our move**.

\**A Shipping Policy for Canada, 1979*