

agreement³⁶ states that tariffs *may* be reached through multilateral coordination. The United Kingdom and Hong Kong bilaterals³⁷ prefer agreement between the designated carriers with the option of multilateral coordination. Finally, the Austrian and Netherlands agreements³⁸ specify three preferred options: Tariffs should be set individually by carriers, by mutual agreement among designated carriers, or through multilateral coordination.

The findings on preferred price-setting appear to indicate a movement away from IATA or multilateral coordination as the preferred means for setting prices and a movement towards providing more choices to designated carriers. Dresner and Tretheway³⁹, in their study of Canadian bilateral agreements signed between January 1978 and April 1986, found that ten of thirteen agreements (77 percent) specified IATA as the preferred means for price-setting and the remaining three (23 percent) specified agreement among designated carriers as the preferred price-setting mechanism. There were no agreements among those studied by Dresner and Tretheway similar to the Austrian and Netherlands bilaterals described above, that specifically mentioned individual carrier choice as a price-setting option. As indicated above, only a bare majority of the recent set of agreements favor (only) multilateral coordination.

³⁶ Canada, Agreement Between the Government of Canada and the Government of the Hashemite Kingdom of Jordan on Air Transport (with Annex), *op. cit.*

³⁷ Canada, "Agreement Between the Government of Canada and the Government of the United Kingdom of Great Britain and Northern Ireland Concerning Air Services", *op. cit.*; Canada, "Air Agreement Between Canada and Hong Kong (with Annex), *Canada Treaty Series*, 1988, No. 16.

³⁸ Canada, Agreement Between the Government of Canada and the Austrian Federal Government on Air Transport (with Annex), *op. cit.*; Canada, Agreement Between the Government of Canada and the Kingdom of the Netherlands Relating to Air Transport (with Annexes), *op. cit.*

³⁹ Dresner and Tretheway, "Policy Choices for Canada in International Air Transport", *op. cit.*, p. 89.