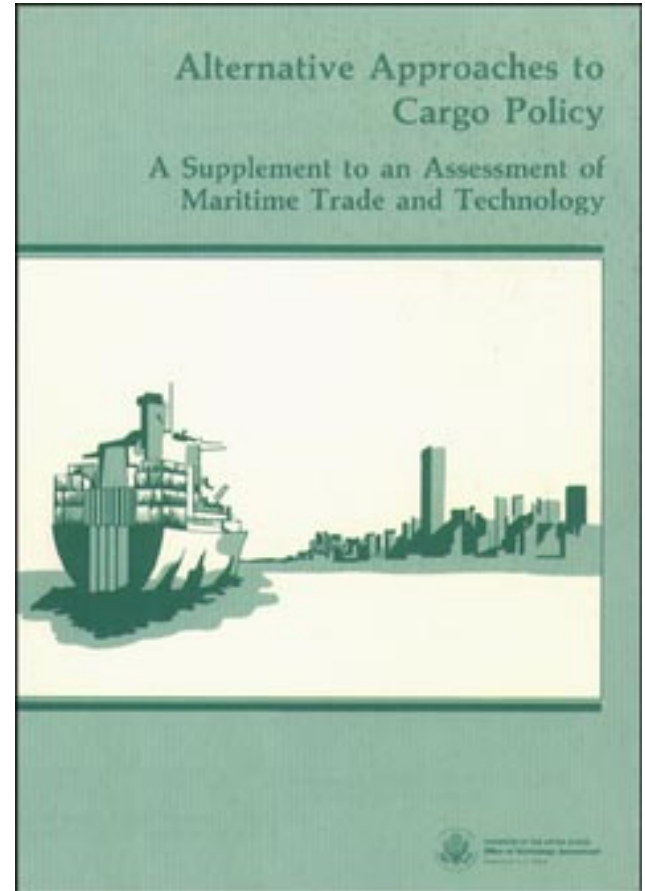


*Alternative Approaches to Cargo Policy: A  
Supplement to an Assessment of Maritime  
Trade and Technology*

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# Foreword

The United States increasingly depends upon international trade and shipping to maintain a healthy economy. As trade has grown in importance, so too has the Federal Government's role in assuring fair and equitable U.S. participation in international shipping.

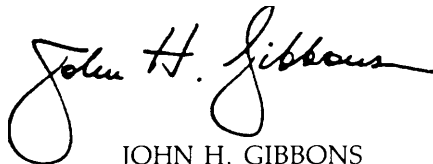
When OTA published *An Assessment of Maritime Trade and Technology* in October 1983, one of its principal findings was that because national interests were not defined and strategies for international negotiation had not been developed, there was at that time no generally accepted U.S. cargo policy. The assessment stressed the profound influence of Federal policy and analyzed several options for congressional consideration, including that of clearly defining U.S. national interests and devising strategies and guidelines for future cargo policy initiatives.

Subsequently, the Senate and House Merchant Marine Subcommittees requested that OTA conduct additional analyses of cargo policy. OTA found that there is still no generally accepted U.S. cargo policy, because U.S. interests and negotiating strategies have not been defined. But foreign governments have adopted such policies, which increases the disadvantage of U.S. shipping interests and therefore increases the intensity of the debate over U.S. cargo policy.

As part of its investigation, OTA held a two-day workshop on December 3 and 4, 1984, with participants from the interested parties—shippers, operators, trading firms, and Government. The workshop focused on three topics: 1) the effects of cargo policies now in force; 2) the status of new policies under consideration by the United States and its various trading partners; and 3) costs and benefits of existing, proposed and alternative policies. The workshop was structured around a series of presentations, followed by general discussion by participants selected on the basis of interest and expertise in four topic areas:

- Panel 1, Current Policy Initiatives;
- Panel 2, Industry Impacts of Liner Cargo Policies;
- Panel 3, Industry Impacts of Bulk Cargo Policies; and
- Panel 4, Alternative Approaches to Cargo Policy.

Summaries of panelists' presentations and discussion for each panel are presented in appendix A.



JOHN H. GIBBONS  
*Director*

# OTA Project Staff—Alternative Approaches to Cargo Policy

John Andelin, *Assistant Director, OTA*  
*Science, Information, and Natural Resources Division*

Robert W. Niblock, *Oceans and Environment Program Manager*

## *Project Staff*

Peter A. Johnson, *Project Director*

Nan Harllee      Paul B. Phelps

## *Administrative Staff*

Kathleen A. Beil      Jacquelynne R. Mulder

## OTA Workshop Participants, December 3 and 4, 1984

### Panelists

Charles Angevine  
Department of State

George Berg  
American Farm Bureau Federation

Gus Caras  
Ogden Corp.

Deborah Christie  
Department of Defense

H. Clayton Cook  
Cadwalader, Wickersham and Taft

Robert Ellsworth  
Federal Maritime Commission

Peter Finnerty  
Sea-Land Corp.

Ernst Frankel  
Massachusetts Institute of Technology

Brian Garbecki  
U.S. International Trade Commission

Jack Goldstein  
Overseas Shipholding Group

Bonnie Green  
American President Lines

William Johnson  
Department of Commerce

Leslie Kanuk  
Baruch College

Don Kash, Session Moderator  
University of Oklahoma

Kenneth Kastner  
Chemical Manufacturers Association

Sandra Kjellberg  
MIRAID

John Leeper  
Simat, Inc.

Arnold Levine  
Department of Transportation

Peter Luciano  
Transportation Institute

Joseph Lykes  
Lykes Bros. SS. Co.

Kay McLennan  
Department of Agriculture

Sam Nemirow  
Council of American Flag Ship Operators

Lewis Paine  
Department of Transportation

Robert Rickert  
E.I. du Pont de Nemours & Co., Inc.

Emery Simon  
Office of the U.S. Trade Representative

William Tuthill  
Joint Maritime Congress

Harlan Unman  
Georgetown University

Roger Wigen  
3M Co.

Gene Yourch  
Federation of American Controlled Shipping

### OTA and Congressional Staff

John Andelin  
OTA, Assistant Director

David Dye  
Senate Committee on Merchant Marine and  
Fisheries

Caroline Gabel  
House Committee on Public Works and  
Transportation

Jack Gibbons  
OTA, Director

Chris Goebel  
House Committee on Public Works and  
Transportation

John Hardy  
Senate Committee on Merchant Marine and  
Fisheries

Nan Harllee  
OTA, Senior Analyst

Peter Johnson  
OTA, Project Director

Larry Mallon  
House Committee on Merchant Marine and  
Fisheries

Bob Niblock  
OTA, Program Manager

Kip Robinson  
House Committee on Merchant Marine and  
Fisheries

Gerald Seifert  
House Committee on Merchant Marine and  
Fisheries

Lenore Sek  
Congressional Research Service

Peter Tarpgaard  
Congressional Budget Office

Cyndy Wilkinson  
House Committee on Merchant Marine and  
Fisheries

Alternates and Observers

Jim Caron  
Department of Agriculture

Joann DeCarlo  
Center for Strategic and International Studies

Judy Demetriades  
Department of Agriculture

John Gaughan  
Maritime Administration

Jackie Igoe  
AIMS

George Miller  
Lubrizon Corp.

Steve Moody  
FACS

Jack Park  
Crowley Maritime Corp.

Paula Petavino  
Center for Strategic and International Studies

Janet Rice  
Office of Management and Budget

William J. Smith  
Federal Maritime Commission

Erik Stromberg  
Federal Maritime Commission

Joe Toraselli  
Prudential Lines

Brandt Wagner  
CASO