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Immediate Release

Duluth--- If cargoes are available and a "dollar can be made," American flag shippers will sail to any Great Lakes port, Capt. David A. Jones, Chicago, told the Seaway Institute in Duluth today.

Jones, who is Midwest Manager for Isbrandtsen Co., Inc., said there still are costs involved with St. Lawrence Seaway operations which make it impossible for American shippers to compete with foreign counterparts---even with government subsidies.

He said steamship operators must consider lengths of voyage, weather, port costs, likelihood of return cargoes and shipping operating charges ranging from \$2700 to \$3,000 in order to calculate profitable rates. "If you're not a poker player, don't get into steamship operations," he advised.

Jones advised prospective shippers to figure what they can afford to pay. "If the rate you're quoted by the steamship line is less, keep quiet," he said. "If it's more, find out how your competition is doing."

Jones said he wasn't necessarily pessimistic about the future of Seaway operations. But he does believe the availability of cargoes, improved Seaway operations and port facilities must be accomplished before American shippers can expand their operations in the Great Lakes in a profitable manner.