

the part of the buyer; exchange restrictions in the buyer's country preventing the transfer of funds to Canada; cancellation of an import licence or the imposition of restrictions on the importation of goods not previously subject to restrictions; the occurrence of war between the buyer's country and Canada, or of war, revolution, etc., in the buyer's country.

The insurance is available under three main classifications: general commodities, capital goods, and services. Coverage for general commodities may be procured by exporters under two types of policies: the Contracts Policy, which insures an exporter against loss from the time he books the order until payment is received; or the Shipments Policy, obtainable at lower rates of premium and covering the exporter from the time of shipment until payment is received. These policies are issued on a yearly basis, covering exporters' sales to all countries.

Insurance of capital goods offers protection to exporters dealing in plant equipment, heavy machinery, etc., where extended credit for lengthy periods is often necessary. Specific policies are issued for transactions involving capital goods but the general terms and conditions are the same as those applicable to policies for general commodities. Specific policies are also issued to cover engineering, construction, technical or similar services contracts entered into between Canadian firms and persons in foreign countries who have agreed to purchase such services.

The Corporation insures exporters on a co-insurance basis up to a maximum of 85 p.c. of the gross invoice value of shipments. This co-insurance basis also operates in the distribution of recoveries obtained after payment of a loss, and these recoveries are shared by the Corporation and the exporter in the proportions of 85 and 15 p.c., respectively.

The Corporation, from its inception to Dec. 31, 1957, insured export sales valued at \$422,000,000. Premium income was \$3,762,223 and gross claims paid to exporters during the same period amounted to \$9,431,017. Most of these claims resulted from exchange transfer difficulties, relatively few arising from insolvencies. Recoveries made amounted to \$6,141,409. The balance at credit of the underwriting reserve as at Dec. 31, 1957, was \$2,437,501.

Industrial Development Branch.—This Branch co-ordinates the assistance offered by the Federal Government in the establishment of new industries in Canada. Acting in this capacity, information is provided on a multiplicity of matters pertaining to industry establishment. The Branch assists also in solving the variety of problems encountered by Canadian and foreign businessmen. It also aids those established firms that wish to expand into new lines of production. Inquiries from foreign firms and individuals regarding the manufacture of products in Canada under licence or royalty are screened and brought to the attention of Canadian manufacturers interested in producing additional items.

The Branch acts in an advisory capacity to the Immigration Branch of the Department of Citizenship and Immigration regarding the admission of individuals, other than those from Commonwealth countries, who wish to establish new industries in Canada. It also works in close co-operation with a widespread network of organizations throughout Canada, including industrial development departments of the provinces, municipalities, railways, banks, power companies, chambers of commerce, boards of trade, and the Canadian Manufacturers' Association.

International Economic and Technical Co-operation Division.—The administration of Canada's participation in the Colombo Plan, the Canada-West Indies Bilateral Aid Programme and the Canada-Ghana Bilateral Aid Programme, is the responsibility of this Division. These plans and programs are a co-operative effort to help raise the standards of living of the people and the economic potential of the countries in the areas concerned. Contribution is of two types—capital assistance and technical co-operation. Capital assistance grants for goods and services are made on a government-to-government basis, while technical co-operation embraces the training, in Canada, of selected *trainees* in the various fields of endeavour, and the sending of Canadian *experts* to advise and instruct in the countries participating. The Division also assists the United Nations and its