

Insurance is available to all persons or corporations carrying on business in Canada to cover export sales made on customary credit terms. It provides protection against risks involved in the export, manufacture, treatment or distribution of goods, or the rendering of engineering, construction, technical or similar services. The main risks covered include: insolvency or protracted default on 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. General commodities policies cover a policyholder's export sales to all countries except the United States for a period of one year, and are renewable. Two types are available: the contracts policy, which insures an exporter against loss from the time he books an 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.

Insurance of capital goods offers protection to exporters dealing in plant equipment, heavy machinery, etc., where extended credit up to a maximum of five years may be 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 service 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, the exporter retaining a small percentage of the risk involved, and the same principle operates in the distribution of recoveries obtained after the payment of a claim.

The Corporation has authority to enter into certain contracts of insurance, which, although they would impose upon the Corporation a liability for a term or in an amount in excess of that normally undertaken, would, in the opinion of the Minister of Trade and Commerce, be considered in the national interest. The Corporation also administers direct financing facilities available under the Act in cases where export sales involving capital goods are of such a nature as to warrant credit terms in excess of five years. The Corporation, when authorized, buys the promissory notes or other negotiable instruments of the foreign purchaser.

Canadian Government Exhibition Commission.—The Canadian Government Exhibition Commission organizes, designs, produces and administers all Canadian exhibits at fairs and exhibitions abroad in which the Canadian Government participates. It also advises private exhibitors and their agents on the best means of displaying Canadian products at trade fairs, and prepares domestic exhibits for government departments and agencies on request. It is responsible for international fairs and exhibitions held in Canada that are financed and sponsored by the Government of Canada.

Canadian Government Travel Bureau.—The Canadian Government Travel Bureau is in operation to encourage tourist travel to Canada and to co-ordinate the tourist promotion conducted by the provinces, transportation companies and national, regional and local tourist associations. The Bureau undertakes extensive tourist advertising campaigns abroad, provides tourist publicity material for foreign newspapers, magazines, radio and television outlets, and annually handles more than 1,000,000 inquiries from potential visitors to Canada. It operates tourist offices in New York, Chicago and San Francisco in the United States and in London, England.