

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. Tourist offices are operated in New York, Chicago, San Francisco, Minneapolis and Los Angeles in the United States, and in London, England. Also, the Bureau has field representation in Paris, France, and Duesseldorf, Germany.

**Export Credits Insurance Corporation.**—This Corporation was established under the provisions of the Export Credits Insurance Act, 1944 (RSC 1952, c. 105, as amended) and is administered by a Board of Directors that includes the Deputy Minister of Trade and Commerce and the Deputy Minister of Finance. It operates in two fields—export credits insurance and export financing.

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, when authorized by the Governor in Council, may 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 by the Governor in Council, buys the promissory notes or other negotiable instruments of the foreign purchaser.

## Section 2.—The Development of Tariffs

Limitations of space in the Year Book have made it necessary, in regard to tariffs, to adopt the policy of confining any detail regarding commodities and countries to tariff relationships in force at present and to summarize as much as possible historical data and details of preceding tariffs.