

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 handles about 2,000,000 inquiries a year from potential visitors to Canada. Offices are operated in New York, Chicago, San Francisco, Minneapolis, Los Angeles, Boston, Philadelphia, Cincinnati, Rochester, Indianapolis, Cleveland, Detroit, Washington, Hartford, Pittsburgh and Seattle in the United States; the Bureau also has representation in London, Paris, Frankfurt, Amsterdam, Copenhagen, Mexico City, Tokyo and Sydney, Australia.

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 long-term 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 an export licence or the imposition of restrictions on the import or export 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 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 may also extend unconditional guarantees to Canadian chartered banks which will agree to provide non-recourse financing to insured exporters who have sold capital equipment abroad on medium-term credit.

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. When, in the opinion of the Minister of Trade and Commerce, a proposed transaction is in the national interest but would impose upon the Corporation a liability for a term or in an amount in excess of that normally undertaken, the Corporation may be authorized by the Governor in Council to enter into a contract of insurance at the Government's risk.

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.