

**(7) Financing Foreign Trade**

Types of commercial paper and documents in use in Canada; clean, documentary, sight and time bills. Part played by Canadian banks in financing business and industry. Methods of financing foreign trade; commercial credits—confirmed and unconfirmed; trust receipts; revolving credits; legal aspect. The money market.

3 periods—Mr. H. M. Cameron.

**(8) Costing for Exporting.**

Ex-warehouse cost; factory cost; selling expenses; administrative and general expenses. C.I.F. prices; ex-factory expenses, F.A.S., F.O.R., F.O.B., C.I.F.; building up a C.I.F. quotation.

2 periods—Professor R. R. Thompson.

**ARRANGEMENTS**

1. The lectures and demonstrations will be given in Strathcona Hall (McGill University), 348 Sherbrooke St. W., Montreal. The time-table will be mailed to each registered student one week before the opening day. The first lecture will commence promptly at 9 A.M. Monday, January 29th, and the course will close at noon on Saturday, February 10th.

2. The registration fee is \$5.00. A list of suitable boarding-houses may be obtained from Strathcona Hall, 348 Sherbrooke Street W., Montreal.

3. There are no specified entrance requirements, no examinations, no certificates.

4. The Committee on Arrangements consists of H. R. Poussette, Director, Commercial Intelligence Service, Department of Trade and Commerce, Ottawa; Gordon Laing, Dean of the Faculty of Arts, McGill University, Montreal; R. M. Sugars, Director of the School of Commerce, McGill University; Stephen Leacock, Professor of Political Economy, McGill University; and Alexander Marshall, B.A., Manager of Commercial Intelligence Department, Canadian Manufacturers' Association.

5. Lectures will be given from 9 A.M. to 12 M., and discussions and demonstrations will be conducted from 2 P.M. to 4 P.M., except on Saturday afternoon.

6. The hour 4-5 each day, except Saturday, will be devoted to questions, which will be answered by some one prominent in export trade.