

International Transactions between insurance brokers in Canada and their foreign affiliates, agents, and other companies or persons outside Canada, 2012

BP - 17

Confidential when completed

Si vous préférez que s'effectue la future correspondance en français veuillez cocher ou vous pouvez nous contacter pour obtenir ce questionnaire en français.

Correct pre-printed information, if necessary, using the corresponding boxes below:

C0021 _____
Title of contact

C0008 _____
First name of contact

C0028 _____
Family name of contact

C0001 _____
Legal name

C0002 _____
Business name

C0004 _____
Address (number and street)

C0005 _____
City

C0006 _____ C0007 _____
Province / Territory / State Postal Code / Zip

C0053 _____
Country

HAVE YOU EXPORTED OR IMPORTED SERVICES?

You have exported services if you have charged a foreign client for services that you have provided. You have imported services if you have purchased services from a foreign provider. Please see the "Reporting guide" included with this questionnaire or available upon request.

PLEASE READ BEFORE COMPLETING

This information is collected under the authority of the *Statistics Act*, Revised Statutes of Canada, 1985, Chapter S19
COMPLETION OF THIS QUESTIONNAIRE IS A LEGAL REQUIREMENT UNDER THIS ACT.

Purpose of the survey

The data are required for the compilation of Canada's Balance of International Payments and the Gross Domestic Products. Such statistics are used as a major input in the conduct of monetary and exchange rate policies.

Fax or e-mail transmission disclosure

If you choose to transmit the questionnaire to Statistics Canada by facsimile or other electronic transmission, please be advised that there could be a risk of disclosure during the communication. However, upon receipt of your information, Statistics Canada will provide the guaranteed level of protection afforded all information collected under the authority of the *Statistics Act*.

Confidentiality

Statistics Canada is prohibited by law from releasing any information it collects which could identify any person, business, or organization, unless consent has been given by the respondent or as permitted by the *Statistics Act*. Statistics Canada will use the information from this survey for statistical purposes.

Record linkages

To enhance the data from this survey, Statistics Canada may combine it with information from other surveys or from administrative sources.

Filing of this questionnaire

A completed copy of this form should be returned within three weeks of receipt to

Statistics Canada,
150 Tunney's Pasture Driveway,
Distribution Center - SC-0505,
Ottawa, Ontario, K1A 0T6.

If you need any clarification about reporting, please call toll free **1-800-565-1685**. Fax **1-888-883-7999**. E-mail: **bop.surveys@statcan.gc.ca**.

Instructions on filling out the survey

Please see the "Reporting guide" included with this questionnaire or available upon request.

Period covered

Please report for the calendar year 2012 or if not practicable, your nearest fiscal year ending

C1000

Y	Y	Y	Y	M	M	D	D
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Estimates

If a particular category of services or geographic distribution is not readily available, please estimate.

Coverage

Please report all external service transactions including those financed by government in Canada (for example, by CIDA) or by other Canadian or international organizations (as World Bank). **You have to include services transacted over the Internet.**

Related parties

You are asked to report transboundary trade with foreign related parties and with other foreign parties (not related). Foreign related parties are either foreign entities that have the ability to exercise significant influence on the Canadian unit or either foreign entities in which the Canadian entity have the ability to exercise significant influence. In general, there is significant influence when an entity owns 10% or more of the ordinary shares or voting power of another entity (for an incorporated enterprise) or the equivalent (for an unincorporated enterprise). Foreign related entities include parent companies, subsidiaries and branches. For more details, refer to C.I.C.A. accounting standards.

Schedule A - Exports of commercial services, 2012

For your operations in Canada, please report the value of services sold to customers abroad (revenues earned) during 2012 (or your nearest fiscal year)

REPORT NET OF WITHHOLDING TAX, AND IN THOUSANDS OF CANADIAN DOLLARS

Services (see definitions on page 6)		Country Please enter country code from yellow sheet (eg: JPN for Japan)			
		C1001 <input type="text"/>		C1002 <input type="text"/>	
		to foreign related parties	to other foreign parties	to foreign related parties	to other foreign parties
		\$ '000			
Telecommunications and related services	1	C1001101 <input type="text"/>	C1001201 <input type="text"/>	C1002101 <input type="text"/>	C1002201 <input type="text"/>
Construction services	2	C1001102 <input type="text"/>	C1001202 <input type="text"/>	C1002102 <input type="text"/>	C1002202 <input type="text"/>
Insurance (direct claims paid by unregistered insurers)	3	C1001103 <input type="text"/>	C1001203 <input type="text"/>	C1002103 <input type="text"/>	C1002203 <input type="text"/>
Financial services other than insurance	4	C1001104 <input type="text"/>	C1001204 <input type="text"/>	C1002104 <input type="text"/>	C1002204 <input type="text"/>
Computer services	5	C1001105 <input type="text"/>	C1001205 <input type="text"/>	C1002105 <input type="text"/>	C1002205 <input type="text"/>
Information services	6	C1001106 <input type="text"/>	C1001206 <input type="text"/>	C1002106 <input type="text"/>	C1002206 <input type="text"/>
Royalties & licenses for:	7	C1001107 <input type="text"/>	C1001207 <input type="text"/>	C1002107 <input type="text"/>	C1002207 <input type="text"/>
- Patents & industrial designs					
- Trademarks	8	C1001108 <input type="text"/>	C1001208 <input type="text"/>	C1002108 <input type="text"/>	C1002208 <input type="text"/>
- Franchises	9	C1001109 <input type="text"/>	C1001209 <input type="text"/>	C1002109 <input type="text"/>	C1002209 <input type="text"/>
- Pre-package software (non customized)	10	C1001110 <input type="text"/>	C1001210 <input type="text"/>	C1002110 <input type="text"/>	C1002210 <input type="text"/>
- Other computer software	11	C1001111 <input type="text"/>	C1001211 <input type="text"/>	C1002111 <input type="text"/>	C1002211 <input type="text"/>
- Copyrights and related rights except computer software	12	C1001112 <input type="text"/>	C1001212 <input type="text"/>	C1002112 <input type="text"/>	C1002212 <input type="text"/>
- Other royalties. Please specify in the Comments section	13	C1001113 <input type="text"/>	C1001213 <input type="text"/>	C1002113 <input type="text"/>	C1002213 <input type="text"/>
Non-financial commissions and merchandising	14	C1001114 <input type="text"/>	C1001214 <input type="text"/>	C1002114 <input type="text"/>	C1002214 <input type="text"/>
Legal services	15	C1001115 <input type="text"/>	C1001215 <input type="text"/>	C1002115 <input type="text"/>	C1002215 <input type="text"/>
Accounting services	16	C1001116 <input type="text"/>	C1001216 <input type="text"/>	C1002116 <input type="text"/>	C1002216 <input type="text"/>
Admin., business & management consulting & public relations serv.	17	C1001117 <input type="text"/>	C1001217 <input type="text"/>	C1002117 <input type="text"/>	C1002217 <input type="text"/>
Maintenance and repair services	18	C1001118 <input type="text"/>	C1001218 <input type="text"/>	C1002118 <input type="text"/>	C1002218 <input type="text"/>
Equipment rentals	19	C1001119 <input type="text"/>	C1001219 <input type="text"/>	C1002119 <input type="text"/>	C1002219 <input type="text"/>
Advertising and related services	20	C1001120 <input type="text"/>	C1001220 <input type="text"/>	C1002120 <input type="text"/>	C1002220 <input type="text"/>
Research and development	21	C1001121 <input type="text"/>	C1001221 <input type="text"/>	C1002121 <input type="text"/>	C1002221 <input type="text"/>
Architectural and engineering services	22	C1001122 <input type="text"/>	C1001222 <input type="text"/>	C1002122 <input type="text"/>	C1002222 <input type="text"/>
Scientific and technical services	23	C1001123 <input type="text"/>	C1001223 <input type="text"/>	C1002123 <input type="text"/>	C1002223 <input type="text"/>
Mining services	24	C1001124 <input type="text"/>	C1001224 <input type="text"/>	C1002124 <input type="text"/>	C1002224 <input type="text"/>
Environmental services	25	C1001125 <input type="text"/>	C1001225 <input type="text"/>	C1002125 <input type="text"/>	C1002225 <input type="text"/>
Health services	26	C1001126 <input type="text"/>	C1001226 <input type="text"/>	C1002126 <input type="text"/>	C1002226 <input type="text"/>
Education, training, staff development	27	C1001127 <input type="text"/>	C1001227 <input type="text"/>	C1002127 <input type="text"/>	C1002227 <input type="text"/>
Performing arts	28	C1001128 <input type="text"/>	C1001228 <input type="text"/>	C1002128 <input type="text"/>	C1002228 <input type="text"/>
Other audio-visual services (films and videos)	29	C1001129 <input type="text"/>	C1001229 <input type="text"/>	C1002129 <input type="text"/>	C1002229 <input type="text"/>
Other audio-visual services (other)	30	C1001130 <input type="text"/>	C1001230 <input type="text"/>	C1002130 <input type="text"/>	C1002230 <input type="text"/>
Contract production abroad	31	C1001131 <input type="text"/>	C1001231 <input type="text"/>	C1002131 <input type="text"/>	C1002231 <input type="text"/>
Other services. Please specify in the comments section	32	C1001132 <input type="text"/>	C1001232 <input type="text"/>	C1002132 <input type="text"/>	C1002232 <input type="text"/>
Total revenues	33	C1001199 <input type="text"/>	C1001299 <input type="text"/>	C1002199 <input type="text"/>	C1002299 <input type="text"/>

Schedule A - Exports of commercial services, 2012

For your operations in Canada, please report the value of services sold to customers abroad (revenues earned) during 2012 (or your nearest fiscal year). Please use separate page(s) to report more than four countries.

REPORT NET OF WITHHOLDING TAX, AND IN THOUSANDS OF CANADIAN DOLLARS

	Country Please enter country code from yellow sheet (eg: JPN for Japan)				Total revenues on exports							
	C1003		C1004		to foreign related parties	to other foreign parties						
	to foreign related parties	to other foreign parties	to foreign related parties	to other foreign parties	to foreign related parties	to other foreign parties						
\$ '000												
1	C1003101		C1003201		C1004101		C1004201		C1099101		C1099201	
2	C1003102		C1003202		C1004102		C1004202		C1099102		C1099202	
3	C1003103		C1003203		C1004103		C1004203		C1099103		C1099203	
4	C1003104		C1003204		C1004104		C1004204		C1099104		C1099204	
5	C1003105		C1003205		C1004105		C1004205		C1099105		C1099205	
6	C1003106		C1003206		C1004106		C1004206		C1099106		C1099206	
7	C1003107		C1003207		C1004107		C1004207		C1099107		C1099207	
8	C1003108		C1003208		C1004108		C1004208		C1099108		C1099208	
9	C1003109		C1003209		C1004109		C1004209		C1099109		C1099209	
10	C1003110		C1003210		C1004110		C1004210		C1099110		C1099210	
11	C1003111		C1003211		C1004111		C1004211		C1099111		C1099211	
12	C1003112		C1003212		C1004112		C1004212		C1099112		C1099212	
13	C1003113		C1003213		C1004113		C1004213		C1099113		C1099213	
14	C1003114		C1003214		C1004114		C1004214		C1099114		C1099214	
15	C1003115		C1003215		C1004115		C1004215		C1099115		C1099215	
16	C1003116		C1003216		C1004116		C1004216		C1099116		C1099216	
17	C1003117		C1003217		C1004117		C1004217		C1099117		C1099217	
18	C1003118		C1003218		C1004118		C1004218		C1099118		C1099218	
19	C1003119		C1003219		C1004119		C1004219		C1099119		C1099219	
20	C1003120		C1003220		C1004120		C1004220		C1099120		C1099220	
21	C1003121		C1003221		C1004121		C1004221		C1099121		C1099221	
22	C1003122		C1003222		C1004122		C1004222		C1099122		C1099222	
23	C1003123		C1003223		C1004123		C1004223		C1099123		C1099223	
24	C1003124		C1003224		C1004124		C1004224		C1099124		C1099224	
25	C1003125		C1003225		C1004125		C1004225		C1099125		C1099225	
26	C1003126		C1003226		C1004126		C1004226		C1099126		C1099226	
27	C1003127		C1003227		C1004127		C1004227		C1099127		C1099227	
28	C1003128		C1003228		C1004128		C1004228		C1099128		C1099228	
29	C1003129		C1003229		C1004129		C1004229		C1099129		C1099229	
30	C1003130		C1003230		C1004130		C1004230		C1099130		C1099230	
31	C1003131		C1003231		C1004131		C1004231		C1099131		C1099231	
32	C1003132		C1003232		C1004132		C1004232		C1099132		C1099232	
33	C1003199		C1003299		C1004199		C1004299		C1099199		C1099299	

FOR INFORMATION ONLY

Schedule B – Imports of commercial services, 2012

For your operations in Canada, please report the value of services purchased from suppliers abroad (expensed) during 2012 (or your nearest fiscal year)

REPORT NET OF WITHHOLDING TAX, AND IN THOUSANDS OF CANADIAN DOLLARS

Services (see definitions on page 6)		Country Please enter country code from yellow sheet (eg: JPN for Japan)			
		C2001 <input type="text"/>		C2002 <input type="text"/>	
		from foreign related parties	from other foreign parties	from foreign related parties	from other foreign parties
Includes transactions concluded over the Internet		\$ '000			
Telecommunications and related services	1	C2001101 <input type="text"/>	C2001201 <input type="text"/>	C2002101 <input type="text"/>	C2002201 <input type="text"/>
Construction services	2	C2001102 <input type="text"/>	C2001202 <input type="text"/>	C2002102 <input type="text"/>	C2002202 <input type="text"/>
Insurance (direct premiums paid by unregistered insurers)	3	C2001103 <input type="text"/>	C2001203 <input type="text"/>	C2002103 <input type="text"/>	C2002203 <input type="text"/>
Financial services other than insurance	4	C2001104 <input type="text"/>	C2001204 <input type="text"/>	C2002104 <input type="text"/>	C2002204 <input type="text"/>
Computer services	5	C2001105 <input type="text"/>	C2001205 <input type="text"/>	C2002105 <input type="text"/>	C2002205 <input type="text"/>
Information services	6	C2001106 <input type="text"/>	C2001206 <input type="text"/>	C2002106 <input type="text"/>	C2002206 <input type="text"/>
Royalties & licenses for:	7	C2001107 <input type="text"/>	C2001207 <input type="text"/>	C2002107 <input type="text"/>	C2002207 <input type="text"/>
- Patents & industrial designs					
- Trademarks	8	C2001108 <input type="text"/>	C2001208 <input type="text"/>	C2002108 <input type="text"/>	C2002208 <input type="text"/>
- Franchises	9	C2001109 <input type="text"/>	C2001209 <input type="text"/>	C2002109 <input type="text"/>	C2002209 <input type="text"/>
- Pre-package software (non customized)	10	C2001110 <input type="text"/>	C2001210 <input type="text"/>	C2002110 <input type="text"/>	C2002210 <input type="text"/>
- Other computer software	11	C2001111 <input type="text"/>	C2001211 <input type="text"/>	C2002111 <input type="text"/>	C2002211 <input type="text"/>
- Copyrights and related rights except computer software	12	C2001112 <input type="text"/>	C2001212 <input type="text"/>	C2002112 <input type="text"/>	C2002212 <input type="text"/>
- Other royalties. Please specify in the Comments section	13	C2001113 <input type="text"/>	C2001213 <input type="text"/>	C2002113 <input type="text"/>	C2002213 <input type="text"/>
Non-financial commissions and merchandising	14	C2001114 <input type="text"/>	C2001214 <input type="text"/>	C2002114 <input type="text"/>	C2002214 <input type="text"/>
Legal services	15	C2001115 <input type="text"/>	C2001215 <input type="text"/>	C2002115 <input type="text"/>	C2002215 <input type="text"/>
Accounting services	16	C2001116 <input type="text"/>	C2001216 <input type="text"/>	C2002116 <input type="text"/>	C2002216 <input type="text"/>
Admin., business & management consulting & public relations serv.	17	C2001117 <input type="text"/>	C2001217 <input type="text"/>	C2002117 <input type="text"/>	C2002217 <input type="text"/>
Maintenance and repair services	18	C2001118 <input type="text"/>	C2001218 <input type="text"/>	C2002118 <input type="text"/>	C2002218 <input type="text"/>
Equipment rentals	19	C2001119 <input type="text"/>	C2001219 <input type="text"/>	C2002119 <input type="text"/>	C2002219 <input type="text"/>
Advertising and related services	20	C2001120 <input type="text"/>	C2001220 <input type="text"/>	C2002120 <input type="text"/>	C2002220 <input type="text"/>
Research and development	21	C2001121 <input type="text"/>	C2001221 <input type="text"/>	C2002121 <input type="text"/>	C2002221 <input type="text"/>
Architectural and engineering services	22	C2001122 <input type="text"/>	C2001222 <input type="text"/>	C2002122 <input type="text"/>	C2002222 <input type="text"/>
Scientific and technical services	23	C2001123 <input type="text"/>	C2001223 <input type="text"/>	C2002123 <input type="text"/>	C2002223 <input type="text"/>
Mining services	24	C2001124 <input type="text"/>	C2001224 <input type="text"/>	C2002124 <input type="text"/>	C2002224 <input type="text"/>
Environmental services	25	C2001125 <input type="text"/>	C2001225 <input type="text"/>	C2002125 <input type="text"/>	C2002225 <input type="text"/>
Health services	26	C2001126 <input type="text"/>	C2001226 <input type="text"/>	C2002126 <input type="text"/>	C2002226 <input type="text"/>
Education, training, staff development	27	C2001127 <input type="text"/>	C2001227 <input type="text"/>	C2002127 <input type="text"/>	C2002227 <input type="text"/>
Performing arts	28	C2001128 <input type="text"/>	C2001228 <input type="text"/>	C2002128 <input type="text"/>	C2002228 <input type="text"/>
Other audio-visual services (films and videos)	29	C2001129 <input type="text"/>	C2001229 <input type="text"/>	C2002129 <input type="text"/>	C2002229 <input type="text"/>
Other audio-visual services (other)	30	C2001130 <input type="text"/>	C2001230 <input type="text"/>	C2002130 <input type="text"/>	C2002230 <input type="text"/>
Contract production abroad	31	C2001131 <input type="text"/>	C2001231 <input type="text"/>	C2002131 <input type="text"/>	C2002231 <input type="text"/>
Other services. Please specify in the comments section	32	C2001132 <input type="text"/>	C2001232 <input type="text"/>	C2002132 <input type="text"/>	C2002232 <input type="text"/>
Total expenses	33	C2001199 <input type="text"/>	C2001299 <input type="text"/>	C2002199 <input type="text"/>	C2002299 <input type="text"/>

Schedule B – Imports of commercial services, 2012

For your operations in Canada, please report the value of services purchased from suppliers abroad (expensed) during 2012 (or your nearest fiscal year). Please use separate page(s) to report more than four countries.

REPORT NET OF WITHHOLDING TAX, AND IN THOUSANDS OF CANADIAN DOLLARS

Country		Please enter country code from yellow sheet (eg: JPN for Japan)				Total expenses on imports						
		C2003		C2004		from foreign related parties	from other foreign parties					
		from foreign related parties	from other foreign parties	from foreign related parties	from other foreign parties	from foreign related parties	from other foreign parties					
\$ '000												
1	C2003101		C2003201		C2004101		C2004201		C2099101		C2099201	
2	C2003102		C2003202		C2004102		C2004202		C2099102		C2099202	
3	C2003103		C2003203		C2004103		C2004203		C2099103		C2099203	
4	C2003104		C2003204		C2004104		C2004204		C2099104		C2099204	
5	C2003105		C2003205		C2004105		C2004205		C2099105		C2099205	
6	C2003106		C2003206		C2004106		C2004206		C2099106		C2099206	
7	C2003107		C2003207		C2004107		C2004207		C2099107		C2099207	
8	C2003108		C2003208		C2004108		C2004208		C2099108		C2099208	
9	C2003109		C2003209		C2004109		C2004209		C2099109		C2099209	
10	C2003110		C2003210		C2004110		C2004210		C2099110		C2099210	
11	C2003111		C2003211		C2004111		C2004211		C2099111		C2099211	
12	C2003112		C2003212		C2004112		C2004212		C2099112		C2099212	
13	C2003113		C2003213		C2004113		C2004213		C2099113		C2099213	
14	C2003114		C2003214		C2004114		C2004214		C2099114		C2099214	
15	C2003115		C2003215		C2004115		C2004215		C2099115		C2099215	
16	C2003116		C2003216		C2004116		C2004216		C2099116		C2099216	
17	C2003117		C2003217		C2004117		C2004217		C2099117		C2099217	
18	C2003118		C2003218		C2004118		C2004218		C2099118		C2099218	
19	C2003119		C2003219		C2004119		C2004219		C2099119		C2099219	
20	C2003120		C2003220		C2004120		C2004220		C2099120		C2099220	
21	C2003121		C2003221		C2004121		C2004221		C2099121		C2099221	
22	C2003122		C2003222		C2004122		C2004222		C2099122		C2099222	
23	C2003123		C2003223		C2004123		C2004223		C2099123		C2099223	
24	C2003124		C2003224		C2004124		C2004224		C2099124		C2099224	
25	C2003125		C2003225		C2004125		C2004225		C2099125		C2099225	
26	C2003126		C2003226		C2004126		C2004226		C2099126		C2099226	
27	C2003127		C2003227		C2004127		C2004227		C2099127		C2099227	
28	C2003128		C2003228		C2004128		C2004228		C2099128		C2099228	
29	C2003129		C2003229		C2004129		C2004229		C2099129		C2099229	
30	C2003130		C2003230		C2004130		C2004230		C2099130		C2099230	
31	C2003131		C2003231		C2004131		C2004231		C2099131		C2099231	
32	C2003132		C2003232		C2004132		C2004232		C2099132		C2099232	
33	C2003199		C2003299		C2004199		C2004299		C2099199		C2099299	

FOR INFORMATION ONLY

Definitions of services categories and reference numbers

1. Telecommunications and related services:

Encompasses the transmission of sound, images or other information by telephone, telex, telegram, radio and television cable and broadcasting, satellite, electronic mail, facsimile services etc., including business network services, teleconferencing and support services. It does not include the value of the information transported. Also included are cellular telephone services, Internet backbone services and on-line access services, including provision of access to the Internet. Excluded are installation services for telephone networks equipment (included in construction services #2), and database services (included in information service #6).

2. Construction services supplied directly from or to Canada:

Covers erection of structures, structural repairs, installation, refurbishing, special trades, demolition and site work. Please include any equipment rentals with operator. Note: Where construction activity is an indistinct part of a turnkey project, please make a general estimate of the construction portion. Otherwise, assign here or to #22 (architectural and engineering services) according to where you believe the major value lies.

3. Insurance: Covers (a) direct insurance claims to Canadian policy holders by insurers not registered in Canada. While we recognize that these claims are normally settled directly between the insured and the insurance company, we ask the brokers to estimate the amount of claims paid during the year. (b) direct insurance premiums paid by Canadian policy holders to insurers not registered in Canada. Reinsurance premiums and claims should not be reported, as they are included in reports from the ceding and assuming insurance companies. Please include commission revenues and expenses for insurance and reinsurance.

4. Financial services other than insurance: Covers financial intermediation and auxiliary services, usually provided by banks and other financial intermediaries and auxiliaries. Included are services related to financial activity, such as advisory, custody and asset management services, merger and acquisition services, deposit taking and lending, letters of credit, credit card services, commissions and charges related to financial leasing, factoring, and clearing of payments but excluding commissions on insurance transactions (see #3), accounting, tax planning (see #16) or associated legal charges (see #15).

Note: fees and commissions on securities (such as broking, placement of issues, futures trading) are excluded from this survey.

5. Computer services: Covers design, engineering and management of computer systems (exclusive of the value of hardware). Covers the development and production of original (customized) software (including operating software and internet software), but excludes the export/import of prepackaged software units for general commercial or personal use (see #10). Computer processing services as well as equipment maintenance and repair should be reported here. This category also includes consulting and specific training related to the above (for general training see #27). For royalties, licences and other fees for the use of software see #10 and 11.

6. Information services: Covers on-line information retrieval services, including database services (the development of subject matter through to storage and dissemination) and computer assisted document searches and retrievals. Includes operations of internet service providers and other services which directly enable or support the provision of internet services. Also covers news agency services (as syndicated reporting services to the media). Database charges not separable from related telecommunications charges should be included here, unless the latter are thought to predominate, in which case please report under #1.

7. to 13. Headnote about royalties and licences: Items #7 to #13 below, refer to royalties or fees for the use of rights. Sale or acquisition of the rights themselves should be specified separately under #32 "Other Services". Further, the following items should be excluded: patent or trademark registration, or maintenance fees, and distribution rights specified at #28, #29 and #30.

7. Royalties and licences: Patents and industrial designs: Covers royalty or licence fees for the use

of patents, industrial designs, industrial know-how or manufacturing rights. Includes payments for the use of unpatented industrial processes.

8. Royalties and licences: Trademarks: Covers royalties or fees for the use of trademarks, that is, words, symbols, designs or combinations thereof which distinguish the holder's products or services from those of another provider.

9. Royalties and licences: Franchises: Covers contractual privileges granted by an individual or corporation to another, permitting the sale of a product or service in a specified area and/or manner.

10. Royalties and licences: Pre-packaged software (non-customized): Covers royalties, licences or other fees for multiple use of pre-packaged software as well as licence extensions for copies already provided to clients. Includes also sales of exported or imported units of general-use software either downloaded, otherwise electronically delivered, or on physical media (CD-ROM, DVD, etc.).

11. Royalties and licences: Customized computer software: Covers royalties, licences or other fees for the right to replicate, distribute or otherwise use customized software (whether or not over the Internet).

12. Royalties and licences: Copyrights and related rights, except computer software: Covers royalties, licence fees for the use, display, reproduction, or distribution of original works of authors, painters, sculptors, etc., excluding those related to products of an audio-visual nature (see #28, #29, or #30).

13. Other royalties: Include all other royalties not covered in lines 7 through 12. Please specify the type of royalties reported using the "Comments" section at the bottom of Schedule "A" and "B" and report the amounts on line 13. For example, in the case of royalties for the exclusive use of natural resources, report the amounts on line 13 and specify that it is of this type of royalties in the "Comments" section.

14. Non-financial commissions and merchenting: Non-financial commissions: Covers commissions on goods and service transactions between (i) resident merchants, commodity brokers, dealers, manufacturers' sales branches and commission agents and (ii) non-residents. Includes auction commissions. Excluded are commissions already recorded in the price of goods imported and exported through Customs, and financial service commissions (whether involving insurance, credit, stock or bond issues).

Merchandenting: Covers process by which a good is purchased by a Canadian resident from a nonresident and then subsequently resold to another non-resident; during the process, the good does not enter or leave Canada. The difference between the value of goods when acquired and the value of goods when resold is defined as the merchenting services.

15. Legal services: Covers legal advisory and representational services in any law, judicial and statutory procedures, and the drawing up of legal instruments or documentation.

16. Accounting services: Covers the recording of business and other accounts, including reviews and audits, book-keeping and preparation of related statements and returns. Includes corporate tax planning and consulting, and preparation of tax documents.

17. Administrative, business and management consulting and public relations services: Covers business and management consulting as well as public relations services, typically transacted with unrelated parties. Certain specialized management consulting however, should be reported with the service concerned: telecommunications (#1); computer and information services (#5 and #6); legal services (#15); accounting (#16); advertising (#20); architectural, engineering/construction (#22); environmental (#25); property management services (#32); education/training (#27). Covers also charges between related parties for managerial and administrative services rendered by an individual or corporation and which cannot be allocated to another category on this survey.

18. Maintenance and repair services: Covers maintenance and repair work by residents on goods that are owned by non-residents (and vice versa). The repairs may be performed at the site of the repairer or elsewhere. Repairs and maintenance on ships, aircraft, and other transport equipment are included in this item. Construction repairs and construction maintenance are excluded; they are included under construction (#2). Repairs and maintenance of computers are included under computer services (#5).

19. Equipment rentals: Excepting construction equipment with operator, covers rentals with and without operator of: light or heavy machinery and tools, drilling rigs and supply vessels, rail or road/off-road vehicles, aircraft (short term leases). Also includes rental of containers; office machinery and equipment including computers; rentals of household and personal goods. Excludes financial leases, leases of telecommunication lines, leasing of real estate, car rentals to foreign travellers, and shipping charters.

20. Advertising and related services: Covers the design, creation and marketing of advertisements by advertising agencies; placing advertisements in newspapers, journals, radio, TV and other media, including the purchase and sale of advertising space; advertising on the internet or which otherwise supports E-commerce; participation in trade fairs and other promotional outlays, including exhibition services, telemarketing or delivery services. Also covered are market research services and public opinion polling. Call center telemarketing services are covered here. Call center customer assistance services and other call center services are reported at #32.

21. Research and development: Covers charges related to systematic investigations through experiment or analysis to achieve a scientific or commercial advance for or through the creation of new or significantly improved products or processes. R & D extends to the social sciences and humanities but excludes market research (see #20) and technical studies (see #23).

22. Architectural and engineering services: Covers any of consulting, design/pre-design, and contract supervision services; also integrated services, but please see Note to #2. Covers urban planning and landscape architectural services, including the export or import of services for the management of projects after completion.

23. Scientific and technical services: Covers geological and geophysical services; mineral exploration and prospecting work; surveying and mapping services of or from land, sea and above-surface, including weather services; services of testing, analysis, inspection or certification of any materials or products.

24. Mining services: Covers drilling and field services including maintenance and inspection, but not equipment rentals (see #19) or sales. Services related to discovery - that is, mineral prospecting and exploration, as well as geological surveying - are reported at #23.

25. Environmental services: Covers sanitation services; waste storage, treatment, destruction; decontamination, cleanup/containment and pollution control; environmental consulting, covering biological and ecological consulting, environmental audits, impact and site assessments.

26. Health services: Covers services provided by hospitals, doctors, nurses and paramedical and similar personnel, as well as laboratory and similar services, whether rendered remotely or on-site. Health services provided to non-residents travelling to Canada or Canadians who travel abroad are excluded. Veterinary services are included in Scientific and technical services (#23).

27. Education, training, staff development: Covers charges for employee training and development; also covers such services to the educational market as testing, consulting and the development and delivery/adaptation of course materials and systems. Educational equipment sales and replications of course material for general sale are excluded. Fees incurred for attending full time university and college programs are beyond the scope of this survey and should not be included here.

28. Performing arts: Cover fees to producers, directors, actors, crew and others engaged in staging theatrical and musical events, circus entertainment and other performances, whether for profit or not. Covers fees for distribution rights for the media (as TV, radio) for such productions.

29. Other audio-visual services - films and videos: Covers receipts and payments for the production of films and videos; includes receipts or payments for post-production, motion picture laboratory, rentals and distribution rights sold to the media for a limited number of showings in specified areas. Excluded here are copies for general or personal use of films, videos, programs, texts or musical compositions, together with software replications of such materials for retail sale.

30. Other audio-visual services - other: Covers receipts and payments for the production of programs for radio, television, cable and satellite broadcast (live or taped), and musical recordings; includes receipts or payments for rentals and distribution rights sold to the media for a limited number of showings in specified areas. Excluded here are copies for general or personal use of films, videos, programs, texts or musical compositions, together with software replications of such materials for retail sale.

31. Contract production abroad: If you pay a producer abroad to produce a good which you then directly sell abroad (i.e. no export back to Canada), please report (on Schedule B at #31) the production expenses which the foreign producer bills you. Report (on schedule A at #32) the revenue received from the direct sales. In the reverse situation, i.e. you are the contract producer, please report (on Schedule A at #31) revenue from foreign parties who engage your services, and (on Schedule B at #32) specify the value of the products shipped within Canada.

32. Other services: A variety of other services are included here, for example, real estate services, interior, product and package design services, personnel, translation, and security services. Call center telemarketing services are reported at #20. Call center customer assistance services and other call center services are covered here. If you are a provider of courier services, please specify here your international delivery revenues and expenses. Please identify the contents (including the type of service supported by call center activities) of your amount in line 32 by using space in the Comments section at the bottom of Schedule "A" and/or "B".

Comments or qualifications about the data reported

Lined area for providing comments or qualifications about the data reported.

* Please use separate page(s) to report more than four countries.

How long did you spend collecting the data and completing this questionnaire? C9910 Hour(s) C9909 Minutes

Person primarily responsible for completing this questionnaire

Form fields for contact information: Title of contact (C0014), Family name (C0054), First name (C0013), Telephone number (C0017), Fax number (C0016), Date (C0015), E-mail address (if available) (C0018), and Signature.

Thank you for completing this questionnaire
Please retain a copy for your records