

unsaleable product and will eventually cease to bother too much about this activity. Automatic circular distribution of information material to all posts is easy and does not demand very much manpower but it is clearly a relatively unproductive activity. To assess and discriminate as to what posts should receive what material demands more people at headquarters available to think and decide what purpose a document is intended to serve at a specific post. It is more than we can ever expect that each piece of written material going to each post will be accompanied by a letter explaining why that document is being sent and what purpose in that specific country it is intended to serve but I suggest that the despatching officer should, in his own mind, have an idea of what end use it will serve and send it only to posts where he has a reasoned basis for belief that it can be profitably put to use. Indeed, in some cases, where the documentation has an importance beyond the normal run, a brief accompanying letter or an introductory note should be contemplated.

5. A further problem regarding written information material sent to posts is that the Department is dependent to too great an extent on the reprinting of already published articles and has not been able to engage on an adequate scale in the production of material specifically designed for information use abroad either at a broad range of missions or for specific groups of missions. Although, granted more personnel, more original writing of such material could be done within the Department, it is surely unrealistic to think our personnel resources are ever likely to permit a sizeable writing unit. In the past, articles and reports have been commissioned outside the