

taxes, etc., if they were properly trained through industry consultation about what specific pieces of information were needed;

- others were doubtful that DEA officials abroad could be of any assistance in gathering this kind of information and suggested this was an industry responsibility.

- It was suggested by close to all of the industry representatives that they would have to provide training to DEA officials on their industry and thought that a series of consultations between them and DEA officials could serve to define clearly, the detailed information desired by the industry.
- A number of representatives suggested that it would be of value to smaller companies making first ventures into a territory to be provided in advance, with information on whom and whom not to contact. This could make the limited number of relatively short ventures into non-North American and particularly, non-Western countries much more effective.
- Other individuals suggested that it would be useful for the DEA officials abroad to inform them of individual business opportunities on the horizon. An example given here was the provision of information about large firms in industries related to film and video, which might be interested in investing in a particular film project.
- There was a variety of opinion on the possible use of office facilities of the posts abroad. Most representatives stated that in transacting actual business deals with a foreign counterpart, the client's office was the ideal location, followed by the Canadian's hotel room. However, a number of individuals considered it would be to their benefit to use the phones and reception services of some of the offices. This was seen by some as giving them credibility with clients in certain countries. It was also suggested that more use be made of the post facilities for cocktail and press parties, etc., especially for particularly important projects.