

NEWSLETTER

NEWSLETTER NUMBER THREE.

February 1985

Know the Crew

A LAYMAN'S GUIDE TO STAFF WATCHING
... THE DRIVER (CHAUFFEURIS OILIS)

USUALLY LOVABLE
BUT LIVED IN
FACE

PERSONAL
COFFEE CUP.
THIS SPECIES
KNOWN TO
DRINK HEAPS

MISSING
SKIN ON
KNUCKLES

MORE
IMITATION
GREASE
PATCHES

UNUSED
EXCHANGE
RECEIPTS

AUTHENTIC
MUD FROM
WORK YARD



IRON ON
IMITATION
GREASE PATCH

PERSONAL
COPY OF "
DIAMOND LIFE"
CASSETTE

SHORT
SLEEVED
SAFARI
SHIRT

PISTON
(BROKE)
[LIFE STORY]

ON THE ROAD
THIS SPECIES
DEVELOPES AN
ACUTE
ATTACK OF
ARMY FOOTITIS
(SOMETIMES IT
MAY BE
REDSHOENTIS

Know the Crew

A LAYMAN'S GUIDE TO STAFF WATCHING
THE OPERATIONS MANAGER (HIREUS FIREUS)

GLASSES.
(CAUSED BY
EXCESSIVE
WINKING AS AN
ADOLESCENT.

COLD EYES.
WITHOUT THESE
SPECIMEN IS
NOT GENUINE

PHONE
EAR. AN
OCCUPATIONAL
HAZZARD

ENROUTE
REPORTS
REALTIME READING

SUIT (PROBABLY
EX-SALES
STAFF.)

MANAGENT
BOOK ONE:
"TEACH YOURSELF
BEDFORDS/FEEDS



MOUSTACHE
AND HAIRCUT
FASHIONED AFTER
BOYHOOD HERO

BAGS UNDER
EYES, DUE TO
TOO MANY
EARLY MORNING
RISES.

ENLARGED TELEX
FINGER.

SCARS ON PALMS
OF HANDS. (THOUGHT
TO BE CONNECTED
WITH PREVIOUS
OCCUPATION.)

ADVANCES' WRITING
PEN. (HARDLY
USED.)

MANAGEMENT
BOOK TWO:
"HOW TO SAY 'NO'
IN 101 LANGUAGES'.

Dear All,

Trust that February's weather has been more clement in your part of the world than it has been here. London was once more covered in snow, the roads were like skating rinks and chaos ensued and we all froze in temperatures of -19°C (now I know why I try and escape from the U.K. in winter!) However Spring has now decided to show us her fair face - long may it last.

You may all be wondering when this Newsletter is going to get a name but I am having a hard time deciding on the right one (that, of course, has nothing to do with the 'gender' of the Editor either!!). Must thank **Brian FELTOVICH** for his suggestions especially for 'Letter from A-broad! My mind is buzzing at the moment so maybe by the time this goes to press a miracle might have occurred.

February was a busy month for us here in London (when do we ever have a month that isn't!!). **DI** has been away in Australia having a well-deserved holiday and **KATHY** has been coping well under the Africa Desk Paper Mountain. **ROSEMARY** was briefly back in the U.K. after her South American trip and is now down in Australia visiting her sister.

DERREKA has returned from South Africa looking fit and healthy having had a successful promotional tour. Since his return he has been seconded to the Accounts Department- think they are trying to get enough members for a football team!!

DEREK BIDDLE leaves today to go on a Promotional Tour of Europe which includes shows in Germany and Switzerland where **WBH 645S** will be bedecked in her finery luring in potential customers. **GARY STRAND** will be driving **WBH** and helping Derek out with the promotions. Best of luck you two and we look forward to the flood of bookings!!

TIM BRETT has just flown in from Australia via the States to see how everything works in London these days (Tim used to work for us as a Driver a few years back and is now doing a very successful job of promoting in Australia and New Zealand) He then flies to Kathmandu at the week-end and then back to Australia.

MR SUTI has left me in charge of the Hot Seat whilst he is away - I have gone grey overnight just thinking about it! I am then escaping to the ski slopes of France to regain my sanity!

We seem to have an unprecedented amount of birthdays in the last month - **TONY, MEG, MR SUTI, GERRY (ALIAS MR SPANNER), DERREKA AND DENISE** (John Clark's star 'Number-Cruncher and another potential member of that football team) and that is just here in London. One of the obvious traits of Aquarius and Pisces must be insanity!!

Well that's it from me for this month. Drive carefully.

A S I A :

KATHMANDU:

BRIAN THOMAS leaves today with SVC 339H. All Asia departures through until April are on the 13 week itinerary as per last year's brochure. It is unknown as yet as to whether we will be able to get into Kashmir and whether the Indian convoy situation still exists. Best of luck **BRIAN** and fingers crossed for Kashmir.

CHARLIE NORWOOD has just flown back to Kathmandu from London with parts etc. He will now start preparing WBH 647S for one of the 15th March departures.

NIC ROBINSON has been doing turnaround work in Kathmandu and doing rafting drop-offs and pick-ups and is now preparing SBH 441W for another of the 15th March departures.

ANNIE BRADSHAW is in New Zealand at the moment grabbing a couple of weeks well-earned rest. She is due back in Kathmandu tomorrow in time to prepare for our first complete Great Overland Encounter, also departing on 15th March, with Jasper, otherwise known as Q43 MPP.

DENNIS is as busy as ever organising the crew out in Kathmandu - there are 99 people leaving Kathmandu on the 15th March which is a fairly formidable thought....! Thank God Holi falls early in March this year!

IVAN flies out from London this week-end with the usual consignment of H0 baggage to start preparing from the **NOMAD** which he will be doing with **DOT** as his courier in HEK 919N - surprisingly enough, this departure also leaves on 15th March...

ANDY has been busy working on coaches and he is preparing his vehicle, TEF 72M, for the 29th March Pharaoh departure with **BILBO** as his courier. **BILBO** has been kept busy in Kathmandu helping with the trekking, rafting drops-offs etc .

GERRY MOFFATT is leading the treks at the moment as well as helping out on the river (keeps you out of trouble, Moffatt!) . The rest of our rafting programme continues as per the brochure. We are not permitted, at the moment, to run any unscheduled departures.

WARREN is flying out to Kathmandu next week, followed by John Clark at the end of the week, who will then fly on down to Australia. **WARREN** will stop off in Delhi to continue investigating the possibility of getting our trips in to Kashmir before flying up to Kathmandu.

ON THE HIMALAYA OVERLAND FRONT:

ALLAN (RADAR) JEFFRIES AND CHRISTINE NEWTON & TEF 73M - Pharaoh 15th February ex Kathmandu, Kathmandu to Karachi:

RADAR AND CHRISTINE arrived in Delhi last night. They will hopefully join the convoy on the 3rd and will be spending additional time in Northern Pakistan before the group travels by train to Karachi. We were hoping that **RADAR** would re-join the convoy on the 12th to re-enter India but the telex from Delhi reports that **RADAR** is not happy with Stephanie's engine performance at the moment and is

considering overhauling the engine in Lahore and catching the convoy on the 22nd. When he re-enters India he will meet up with **CHRISTINE** and they will re-locate back to Kathmandu.

IAN JOHNSTONE AND TRISH BURT leave here on 5th March with RUT 3R to go down to Athens to pick up **RADAR AND CHRISTINE'S** Pharaoh group after their overflight on the 12th.

BACK ON THE EO FRONT:

OLLIE PHILLIPS AND GRAHAM BURN are working away at Wren Park to get one of the new Q trucks ready to re-locate to Kathmandu. Their tentative date of departure is the 13th March. **OLLIE** will most probably have to fly out of Pakistan up to Kathmandu in order to be there in time to lead Kathmandu to London 5th April in LLK 183 K.

A F R I C A

SOUTHBOUND:

TONY WATSON & GLP 203 J, The Great Safari 24th January:

Heard from **TONY** in Agades on Wednesday by phone. Has been told by the authorities there that he can obtain his Tchad transit permit in Zinder rather than Niamey so he has set off for Zinder and we are all crossing our fingers that this information is correct as it will cut out a major diversion and save time and money. Trip seems to be going well so far.

JEREMY CATTELL & GLP 200 J, All Africa 6th December:

SPINY departed from Bangui on 15th February having obtained his Zaire visas in 24 hours and collected his funds. His front axle seems to be holding up well. He had no problem entering the Central African Republic with expired visas (thankfully...!). He hopes to make good time through to East Africa where he will be replaced by **STEVE SATOW**. We may hear from him in Kisangani but more likely from Bujumbura.

PETER ABEL & GUR 527T, The Great Safari 29th November:

ABBOT ABEL and his band of merry monks are going fine. Had our first on-the-road Africa wedding on this trip - Dennis's brother Terry and his young lady, Lorraine Huntley got married in Bangui in fine style with **GURTI** in attendance as the bridesmaid! Heard from **PETER** a week ago in Kisangani (quite a feat, in fact as we haven't received any telex communications from Zaire for ages) and will hear from him again in East Africa.

LANCE THOMAS & AOR 622 J, The Great Safari 20th October:

LANCE is a little behind schedule and is trying to catch up some time. He departed from Dar on Monday and aims to be in Joburg on 6th March. He arrived in Dar at a very opportune moment for **DAVE JOHNSON** as he was able to give him some spares (more about Dave later!) - we will replace these for him in Joburg. **LANCE**

has got a very speedy turnaround in Joburg as he departs again on 13th March on a trans Africa via the Nile trip. However **LANCE** has had a fairly trouble free southbound so we don't predict that he will have to do any major turnaround work.

STEVE MORTIMER & JNM 600 V, Trans Africa via the Nile, 27th September:

STEVE is nearly at the end of his everlasting trip via the Nile!. He has just left Dar, having completed the northern circuit of his South East Safari. He now heads down through Malawi, Zambia and Botswana to Johannesburg where he is due on 21st March as per his schedule. He will then spend a month in Joburg turning his truck around and grabbing a well-earned week off before coming north again on the 17th April on a Great Safari.

JOHANNESBURG:

BOB BALCON & WBH 646 S, South East Safari 27th December

BOBBIE arrived in Joburg on the 18th February and had to do a speedy turnaround with **DAVID WALKLEY** who left AOK on Wednesday on a Great Safari. **BOBBIE** will now be involved in a short period of turnaround work once Lance Thomas arrives and will then be returning to the U.K.

NORTHBOUND:

DAVID WALKLEY & WBH 646 S, The Great Safari 27th February

Just left Johannesburg and we will hear from him in Lusaka next week.

GEOFF ROY & GLW 919 J, Trans Africa via the Nile 23rd January:

Heard from **GEOFF** in Kigali today who has just seen the gorillas. He is a bit concerned about low oil pressure but otherwise appears to be going OK. He is due in Nairobi on the 16th March where some people will finish their trip, others will remain with him and new people will join.

GRAEME KIDD & JNM 601 V, The Great Safari 5th December

We heard from **GRAEME** on the 16th February in Kigali en route to Zaire. One of his EM's had to stay behind in hospital with malaria. **STEVE MORTIMER** advised us that he is now out of hospital and is trying to catch **GRAEME** up in Eastern Zaire or at the latest Kisangani. **GRAEME** gave us his EDA for Bangui as the 5th March originally but then gave us a later one of 15th March which is probably more likely given road conditions which aren't as dry as they should be at this time of year.

NEIL PODMORE & SIMON BOON & JNM 603 V, The Great Safari 24th October:

We heard from **NEIL** and **SIMON** in Tam last Saturday advising us that everything was AOK. But then we heard from them again on Tuesday from In Salah to say that they had fairly major gearbox problems.

Got the truck towed 18 kilometres to In Salah and then enlisted the help of a French Construction Company who are apparently looking after the group in style and have flown **NEIL** up to Algiers in their company plane. **NEIL** is there at the moment awaiting the arrival of the gearbox parts we freighted out to him this afternoon. Wish you very 'bonne chance' in extracting them from Algerian customs who are not renown for being overly friendly or helpful when it comes to importing parts!!

This trip was originally due into London on the 26th February but will most probably now arrive around the 18th March. Because of this delay several people have had to leave the trip early. If they are further delayed we may well have to get Simon back from Morocco so that he can have a break before leaving on the 30th March southbound.

BRIEF ENCOUNTERS:

BRIAN FELTOVICH & NRB 956 J, Egypt Brief Encounters

BRIAN started yet another Egypt 3 weeker on the 23rd. All the trips seems to be going well. He has just had a week's break between trips where he has managed to catch up on a few things and give NRB some TLC.(how was the pork pie **BRIAN?!)**

DAVE JOHNSON & HMG 820 K, East Africa 3rd March:

DAVE has just completed his first Mountain Gorilla trip and has just picked up his East African Safari group and will be leaving Dar today for Kili. At the end of his last trip he was unfortunate enough to have his front left-hand ball joint snap off completely causing quite extensive damage to both tracta housings. He was able to make temporary repairs and limp back to Dar where he was able to borrow certain parts from **LANCE** and **STEVE** who were in town at the time. The final necessary parts were flown in with the East African safari group at the week-end. **DAVE** will complete this trip and will then be taking **SPINY'S** London to Johannesburg EM's down to Joburg.

STEVE TESTER AND BVS 967 T, Mountain Gorillas 24th February:

STEVE recently completed an East African safari which was somewhat marred by very heavy rains. He has a week's layover in Dar and has now departed on the last Mountain Gorilla trip of the season. He will be re-confirming our future gorilla bookings for us in Kigali and completing the trip as normal and will then , most probably, be re-locating to London.

S O U T H A M E R I C A

GENERAL:

All the turnarounds were successfully completed in Rio despite a lot of places being closed for Carnival.

TRANS AMAZON - JAMES ALEXANDER AND DAVE HARRINGTON & JNM 602V ex Rio 20 February:

This was the first departure out of Rio which is the new South American Circle. We last heard from **JAMES AND DAVE** in Brasilia where everything was AOK and they are expected in Manaus on 20th March .

CON QUISTADOR - CHRIS ROBINSON AND ALLARDES HOITING & WBH 648 S ex Rio 23 February:

CHRIS has now taken over WBH from **BRUCE**. The new diff for this truck was successfully imported into Rio and installed so hopefully there will be no further problems. **ALLARDES** has gone with **CHRIS** as a trainee.

OCEAN TO OCEAN, - PETER MACALISTER & BVS 504X, ex Rio 23rd February:

PETER will be running this trip on the new itinerary which includes Chile. **BRUCE** is travelling with him as far as Asuncion and will then be flying up to Lima to the 10th March Peru and the Incas trip from Lima to La Paz. **PETER** also has 2 people on board doing the new Conquistador itinerary ie Rio to Quito so **PETER** will be travelling on to Quito at the end of his Ocean to Ocean trip.

GUNNA returned to UK at the end of last week having completed a conquistador with **JAMES**. He came back with the normal 'abnormally heavy' luggage from South America consisting of several used parts which we require back here for exchange. We have never discovered the true story of his broken ankle (someone did mention something about him falling off his mount in Colombia.....!) Nice to see you back **GUNNA**.

E U R O P E

On Friday, 8th March, **GARY STRAND** and WBH 645 S (suffering from an identity crisis as she has been painted orange.....!) will leave for Europe to go on a promotional tour of Europe with **DEREK BIDDLE**. This truck will be returned to Calais in time for the 30th March Great Safari.



In case any of you were wondering how tough the treks are in Kathmandu!!! Here's you answer!!!

FROM HOT SEAT (ALIS MR SUTI):

Dear One and All,

Now that we're entering the first of the 1985 "silly" seasons" (there are about 4 or 5 of them incidentally) I am off to Kathmandu and leaving Heather to it!! Hope you don't have too many sleepless nights!!

My first stop will be Delhi to meet Mr. Habib of Lion Travel. He has been lobbying the authorities there to get permission to take our vehicles up to Kashmir - hopefully that will be finalised this week.

Then up to Kathmandu - a busy time around the 15th with 3 trucks and a coach departing, and not least EOK itself.

REMINDERS AND UPDATES:

EXPEDITION DURATIONS

This mostly applies to Africa.

Over the last year we have experienced the constant problem of trips being delayed with a consequent late arrival at the point of destination. Whilst most of these delays are attributed to border delays, breakdowns, visas, diversions, banks etc, some however have no apparent reason, merely a lack of urgency or, more moderately, a lack of awareness for a schedule to be kept to.

The results are:

1. Increased Expedition Costs:

As we have a totally inclusive price, entire days cost us money directly so consequently the limited profit on trips is slowly dwindled away.

2. Shorter Turnaround Periods:

These effect not only the truck but more importantly, the Leader/Driver - you get little or no break, increased daily workload, consequently one knackered being by the beginning of your next expedition.

3. Expedition Members:

Some have to inevitably leave the trip for various reasons i.e. other commitments, lack of funds etc . Whilst we warn clients of this likelihood, it is often hard to justify when there is an extended delay for no apparent reason.

In the past, E.O. endeavoured to control this by introducing a 'Safety Award Scheme' which included a penalty for unjustified delays. It is not in our interest to cause a showdown as such by stating "you **will** be there when **we** say". **BUT** it is in your interest to endeavour to do so for the above reasons.

EXPEDITION COSTS:

The continuing saga of the U.S. Dollar has seriously effected these costs. You will all be experiencing increased exchange rates for **our** dollar - this should by now be showing in your enroute accounts.

One should be thinking of a **POUND** when spending a **DOLLAR** - need I say more.....

MALARIA PROPHYLAXIS

Please ensure that you are administering the correct quantities of the correct tablets specified in the Medical Notes i.e.

ASIA: 1 Maloprim and 2 Nivaquine per week
S. AMERICA: 1 Maloprim and 2 Nivaquine per week
AFRICA: 2 Nivaquine per week plus 1 Fansidar per week for Central, Eastern and Southern Africa.

This reminder comes at a time when we have an increasing number of EM's returning having contracted malaria. Your responsibility is to ensure the above is carried out and to closely monitor the use and condition of **our** mosquito nets. EOL has to supply you with all the goods i.e. the drugs, the nets and the information - so please give us good notice of any requests.

Sure you'll all be looking forward to my next installment.....

Bye for now

MR. SUTI

FROM GERRY AT WREN PARK:

The Construction Camp is now firing on all cylinders. With the departure of a coach and a truck looming up on us, the Workshop and Yard are cluttered up with truck bodies and half-built chassis' slowly being turned into Adventure Machines. The first one is now nearing completion for departure on the 15th March. There are 14 staff working here at the moment - all working flat out (unfortunately at their own speed).

With the prospects of a very busy Summer/Autumn, we need to be getting vehicles back in a condition that makes all the modification a worthwhile and viable proposition. That goes for the equipment too.

EN ROUTE/PRE TRIP/END OF TRIP REPORTS

A lot of you seem to be unaware of losing touch with the purpose of these reports - the idea being that a report will help us to build up a picture of any problems you may be having or are likely to have. With clear, precise and factual information, we can advise or even send parts to an appropriate place prior to your arrival which can save delays all round. Also this information can help us decide if the quality of spares and materials in the U.K. is what we require or we should redesign our building techniques.

MECHANICAL NOTES:

These notes contain diagrams of vehicle components. Firstly, these are a very important part of your equipment so make sure you've got them prior to actually needing them. Secondly, when ordering parts use these notes - it stops any misunderstanding with interpretation but also it keeps telexes shorter which makes them cheaper.

So keep that information coming in and look after those trucks and coaches and their equipment.

All the best from all at Wren Park

GERRY

WHEN THE GOING GETS TOUGH - THE TOUGH GET GOING

On the road, 1985 might have got off to the annual fairly slow start (with the important exception of 3 vehicles simultaneously ex Rio). But are March, April and May going to make up for it! In earnest if not with vengeance.

For a critical number of months now, the company is operating at maximum planned pressure. Unlike bloodless machinery, this is not the pressure at which things have been tolerated not to go wrong. Rather it is the degree of pressure that can be coped with if (when ?) they do!

It has been described as more art than science. Maybe. But not more luck than judgement. It is about working to terms of reference, about hard graft not heroics.

As I follow a trip's progress, as I see the full canvas of activity, I see colleagues called upon to work close to the tolerances. I am not making a virtue out of a necessity when I say that something would be really wrong right now if this weren't the case.

We are in a tough business and the 'bottom line' is such that we have to be highly competitive; on price and thus on resource utilization. We do not work under quite this degree of pressure globally all-year (nor should we) but, by Gum, we are now

Wasn't it Somerset Maugham who's said to have said " of course the mediocre are always at their best." Well, it isn't 'always' we're talking about, it's now. Now when the best are needed at their best.

"England expects" and all that - or at least EOL does.

Warm Salutations!

TONY



P.S. - Clocks here change to British Summer Time (GMT + 1) on Sunday 31st March.

FROM MR. PROMOTIONS (alias Biggley Ace of Spies)

1985 began with much activity promotionally. I spent the majority of January in Canada taking part in Seminars and Consumer shows organised by our Agent, Westcan Treks.

Briefly the format was for eight companies represented by Westcan to participate in a tour of Canada, travelling from town to town (Coast to Coast starting in Vancouver) and each day making a presentation of slide/film show to both travel agents and public.

The idea being to increase awareness of adventure travel in both wholesale and retail.

The turnouts to these shows were, in the event, disappointing with attendances well below expectation. However keen and serious interest was shown by all those we did address. It was particularly gratifying to receive real interest in H.O. from many agents and public alike.

We first visited Canada on this basis in January 1984 and saw a very significant increase in business during that year. I feel confident that trend will continue.

Both January and February have been good months for bookings, January in particular. Its a good start to the year and we must all do all we can to maintain this. There is absolutely no doubt that satisfied clients are our best ambassadors and make a very effective sales team. It is therefore up to you to ensure they get the trip we promised them!

H.O. has been subject to some modification of the programme, to facilitate the logistics of operation, and to fit marketing trends which suggest an overland programme to be more saleable. We are now going all out to fill the trips in both directions. Some encouraging signs are there but it will take a lot of 'selling' effort in the short term to really establish H.O. in the market place.

I am just off to Europe for four weeks on a promotional tour of Germany and Switzerland. This will include a truck to be used in major towns as a show piece backed up with film and slide shows. Gary Strand will be driving the truck (trusty WBH 645S) and helping with all aspects of the tour.

In Germany we will be touring for two weeks with our agents, Travel Overland and in conjunction with a Tobacco Company, Javanese Jongs who have sub-contracted a Goa and South India trip later this year. In Switzerland we will be working with our agents, SSR and touring around for a week with Trek America, Sundeckers and Euro Trek. Full details of this tour in the next Newsletter.

Best wishes to all of you at the sharp end.

Cheers

DEREK.



Paul 'Bilbo' Bilbrough



Alan 'Radar' Jeffries



Christine Newton



Andrew Baillie

HIMALAYA OVERLAND

This month I thought I would introduce you to the Himalaya Overland crews, so you could put a face to the names you have only ever heard about!!

An awful lot of people have been associated with the setting up and running of H0, both on the road and behind the scenes, since we began operating our first tour ex Kathmandu in February 1983 - 2 years old and still going strong.

A few of us still remain from the old Sundowner's days - Radar, Dot, Derrek, Trish and myself. Radar has been associated with H0 since the beginning, and has driven all of the various programmes we run. He is presently finishing off the Asian section of the 15 Feb Pharaoh with Christie, who was a pax with Derrek Zelcer last year (and she has a few good stories to tell about him!) Bilbo is an ex pax of Graham 'hello hello' Kidd on a Trans-Africa expedition and knows an awful lot about Zaire! Good training for him Graham! Andy did Ktm-Lon with Annie Bradshaw, who (dare I say) enjoyed her few days of Coach Driving last month. Andy has been trained in the finer art of coaches by Radar, and he and Bilbo are about to leave Ktm on the overland Pharaoh back to London. Ivan has done a number of 'half' trips due to the Indo/Paki border situation, but is about to notch up his first complete overland with Dot, leaving Ktm as part of the 'mega' departure on 15 March. Graham knows a lot about negotiating the icy roads of Yugoslavia, and is soon heading for the warmer climate of the Indian Sub-Continent. Ian is an ex EO Driver - yes they do come back - who drove for H0 in India last year. He is venturing down to the Middle East with Trish to do the second half of 15 Feb Pharaoh. Colin has just returned from a holiday in Korea, bringing back with him a delightful young lady called 'Ming'. Do I detect wedding bells in the air Col?? Derrek has been working in the office for almost a year now, and is leaving us at the end of March for 'Gods Own Country' - New Zealand - with Lindy. We will miss you Derrek!!



Ivan Hutcheson



Dot Collocott



Ian Johnstone



Trish Burt



Graham Burn



Colin Kirwan

Now that you have met everyone currently on the road with H0 - except for those big white coaches - "Ruth", "Stephanie 1", "Stephanie 2" "Hecktor" I hope you will continue to give us the support and enthusiasm necessary to make H0 work. It is certainly a real commitment to us all, and one we know will succeed.

Cheers Meg.



Derrek Zelcer



FROM ROB RUMBALL:

For many weeks we have been closely watching the declining value of the Pound, the Rand and, more recently, the Australian Dollar. Although it would appear, at least for a time, that the slide has halted, there is little sign of any of these currencies starting to appreciate significantly in value. So, despite the fact that the ink is barely dry on our new E.O. brochure, we are raising prices in the above currencies. The increases averaging about 7.5% will go some of the way to balancing prices around the world - but not all the way.

As WARREN points out, the U.S. Dollar is worth almost a pound -therefore you should be running trips way under the cost (in dollar terms) of trips 6-10 months ago.!!

Now that you have had a chance to see the '85-'86 brochure, I will take this opportunity to point out the changes to trips:

THE GREAT AFRICAN SAFARI:

Minor changes to the route in the Tanzanian section plus alternative route through Malawi should time allow.

TRANS AFRICA VIA THE NILE:

Now 21 weeks and Jerusalem is cut out. The alternative route through Zaire and RCA is also shown on the map.

ALL AFRICA

Now sold only as a section of the GOE, not as an amalgamation of Nile and Sahara Trans African Expeditions. A flight is included between London and Cairo or v.v.

WEST AFRICA:

Is now 49 days (this is not shown in the new brochure) as timings were found to be too tight.

CRADLES OF OUR CIVILISATION:

This now follows the same route as Trans Africa via the Nile to Cairo. This allows us to top up with Cradles clients if the Nile trips are likely to be undersubscribed.

France and Southern Italy have been removed from the itinerary.

THE BACKROADS OF ASIA:

is now 14 weeks. The text also makes it clear that the visit to Jerusalem is at the individual's expense.

THE GREAT OVERLAND ENCOUNTER:

is unchanged except that it is now operated as a trip in its own right(not as an amalgamation as before). Thus the hotel stops in Nairobi and Amman have been deleted.

CONQUISTADOR:

is now 12 weeks with Quito as the start or end of the trip. We are sure Quito will prove a much better terminus than Barranquilla. Northern Chile has once again been added to the itinerary of both the Conquistador and the Ocean to Ocean trips.

SOUTH AMERICAN CIRCLE:

is always an ammalgamation of Trans Amazon and Conquistador. This trip is now 22 weeks, although it incorporates a one week break between the two phases, in either Quito or Rio, to allow people to do their own thing and not to be tied by the provision of accommodation or meals. This week is at the individual's expense.

TRANS AMAZON:

is Rio-Quito or v.v. and is 9 weeks. It now gets a full page as Central America has finally been axed.

PERU AND THE INCAS:

is no longer a circular tour but back-to-back Lima to La Paz. This is already working well and saves back tracking.

There are two other major changes:

THE SOUTH AMERICAN TOWN ACCOUNT has been replaced with a simpler system applying to the four transcontinental journeys. See 'Important Red Tape - The Cost'.

CONTINGENCIES has now been remodelled; allowing us to pass on up to U.S.\$250 of overflight costs (Transcontinental trips only) to the client

HIMALAYA OVERLAND is now in urgent need of a new brochure, both because current stocks are low and the programme is undergoing subtle re-modelling. The facelift should do much to simplify the programme and provide better load factors.

I am seriously thinking of introducing an End of Trip Questionnaire for our clients in the near future. If you have any views on what should be included, please let me know.

TIM BRETT, our Australian Marketing Manager, has just visited London and is now in Kathmandu with Warren and John Clark (we may well make it the Head Office if the drift continues!)

Tim is very optimistic of further increasing sales in Australia and accordingly has left London with a slightly larger promotional budget, the majority of which is to be spent on increased advertising and agent promotions.

Keep up the excellent work and drive safely.

Best Regards

ROB

USEFUL PHONE NUMBERS ETC:

HOT SEAT:	01 - 370 0354
WORKSHOP	0462 - 811470/815424
WREN PARK (ater hours - Rob)	0462 - 814292
GERRY (home)	046272 - 338
WARREN (still at the same number)	673 - 0126
HEATHER	994 - 6794

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