

19 July 2007

Mr R Davies  
Guy's Hospital RFC

Dear Rhys

**Re: Guy's Hospital RFC's Proposed Rugby Tour to Barbados, June 2008**

Thank you for your recent enquiry and request for a quote on your proposed forthcoming sports tour. Please find enclosed our suggested itinerary for your rugby tour.

Gullivers Sports Travel is the largest and longest established sports tour operator in the UK, with over thirty years experience. We specialise in organising worldwide sports tours. We have a sound financial base and you are guaranteed total financial protection as we are a fully licensed and bonded member of ABTA, IATA and hold an ATOL licence with the Civil Aviation Authority (CAA). To ensure you are covered financially when embarking upon any overseas tour, please ensure that the company with whom you are making your booking is fully bonded and licensed.

Each of our tours is well-organised, excellent value for money and our travel expertise and experience, coupled with worldwide fixture contacts, enables us to offer an unrivalled service in providing custom-built tours throughout the sports playing world.

Each of our itineraries is flexible and we would welcome the opportunity of meeting with you to further discuss your particular needs and suggestions. Once you have decided on your preferred itinerary we can provide you with a host of tourist information which I am sure you will find most interesting and useful should you decide to hold a tour promotional evening.

As part of our five star service we can also assist with fund raising once your tour arrangements are under way. We have a variety of suggestions and would be pleased to discuss these with you.

Whilst it may seem that the proposed departure date is a long way off, we cannot emphasise enough the importance of booking early. The sooner you are able to put your requests in to us and collect deposits the better. We already have tours registered for as far ahead as the year 2008!

- So many clubs and schools are touring nowadays that you need to get overseas fixtures in place as soon as possible.
- Airlines operate on a first come first served basis. Demand during peak times and school holidays is high. Seats at the most advantageous group rates are limited so the earlier we can apply for them the better.
- Billeting with families is not always easy to arrange and we need to give potential hosts as much notice as possible.
- To enable you to fund raise in the most effective way, you should allow good time to prepare a well-balanced, well-spaced series of events to attract maximum support.

Once we have produced a mutually acceptable itinerary and costing our payment procedure is as follows:

- We require a deposit of £150 per person to confirm your intention to tour with us. It is only at this stage that we will confirm flights and accommodation, which are subject to availability.
- A further deposit of £150 per person is payable approximately four months later, depending on how far in advance of your tour you book (£200 for Australian tours).
- Final payment is required eight weeks prior to departure.

Please note that you will need to contact the Rugby Union for permission to travel abroad. The address is as follows:-

RFU  
Twickenham  
Middlesex  
TW11 1DZ

Upon booking we will send you an application form which you will need to complete and return directly to them 3 months prior to departure.

Upon booking your tour details will be handed over to one of our experienced Tour Co-ordinators who, as well as myself, may contact you from time to time. They will be handling all the overseas arrangements in addition to your merchandise requirements such as bags and shirts.

I hope that the enclosed itinerary and quote is of interest to you. I will contact you shortly to follow up on this information but if you have any queries or amendments to make in the meantime, please do not hesitate to contact me.

I have also enclosed a previous questionnaire that we had back from Lincoln, that went on a similar tour with us earlier this year.

Yours sincerely  
For GULLIVERS SPORTS TRAVEL

Neil Rayer  
Sales Manager

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