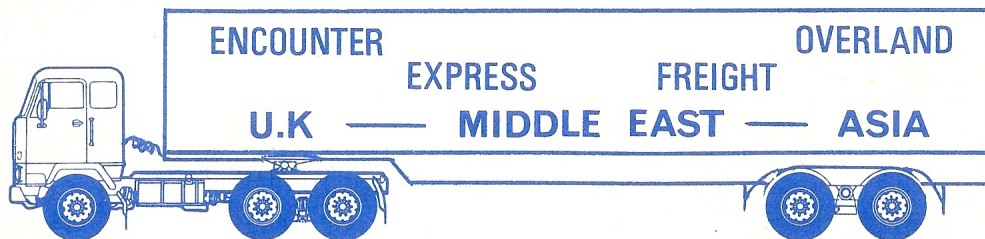


ENCOUNTER OVERLAND

Telephone: CHICKSANDS 7470

WREN PARK
SHEFFORD
BEDFORDSHIRE



The Export Manager,

Dear Sir,

It is now possible to have your products delivered direct to destinations in the Middle East and Central Asia in as little as two weeks. And at rates which are as low as one third of the only alternative method - by air.

The operation begins on March 25th, 1971 when the first of our vehicles leave for Kabul via Teheran to initiate a regular monthly service. Other areas served are Iraq, The Persian Gulf, and Pakistan.

The trucks are Volvo FB 88 Artics with 40 foot T.I.R. trailers. Their capacity - 2,600 cu. ft., their payload - 20 tons. To Teheran for example it could cost from only £84 per ton or £66 per 100 cu. feet for your goods to be collected from your factory and delivered DIRECT by us.

Please complete and return the attached questionnaire so that we can supply more specific details.

Yours faithfully,

Encounter Overland (Freight)

NAME OF COMPANY	NAME OF EXPORT MANAGER
NATURE OF PRODUCT	APPROXIMATE QUANTITY FOR MONTHLY SHIPMENT
APPROXIMATE VOLUME OF UNITS	APPROXIMATE WEIGHT OF UNITS
DESTINATION OF GOODS	PRESENT MODE OF SHIPMENT