

TO: 2019 New Zealand Trekking Teams
FROM: Coach Ron Gunn
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ALL THE CARDS ON THE TABLE

I am very happy that all the arrangements for our trips are finally completed. The most remarkable development has been that new nonstop flights from Chicago to Auckland are going to start this November and I have been fortunate enough to get all trips on these new flights on Air New Zealand. All lodging, inter island flights and ground transportation are also complete. Wow! This is going to be a dynamite trip featuring the best of both the North and South Islands. An updated itinerary is attached.



I was very eager to price this tour well before final prices could be established in order to get manageable payments started sooner for all interested hikers.

Since my days as Dean of Sports Education at SMC I have always prided myself in securing excellent prices for my students and now my Cairn Stone family. I worked hard to keep the price down but I didn't realize how tight the lodging market is for groups. We have excellent lodging but my estimate fell short. With the addition of a day and the enhancement of a non stop flight on an upgraded aircraft I have managed to hold the cost increase to just \$295. With this we are still



priced at 60%-70% of comparable trips (none with training) and many do not include airfare. I feel that this is still an exceptional price for this custom trip - I hope you do too.

You may pay this difference in a single payment or add \$29.50 to your next 10 payments – whatever works best for you.

I really appreciate your understanding and if you have any questions or concerns please don't hesitate to contact me at 574-215-4779.

Kia Ora!