



My company, Oglethorpe Tours - A Gray Line Authorized Provider, has been offering fun, informative and economical trolley tours of Savannah for nearly five years. Since the beginning, our Historic Savannah Trolley Tour price has been \$10.00 per person which created quite a stir among the other trolley tour companies. I had worked for a trolley company for ten years before opening my own company, so I wasn't new to the business, but the formation of my company added another player to the already competitive sightseeing business.

We did not have the lucrative hotel concierge contracts – where we paid off the hotels to recommend our company. Since our price point was less than half of what the others charged, you can imagine the reaction. We were told that we would be closed in six months, then it was a year, then it was eighteen months and so on. Those ominous predictions made us work harder and our strong reputation started to spread. Some hotels even switched to our tours even though we could not afford to pay for their recommendation. As our company grew from two vehicles to eight vehicles to twelve vehicles, we stuck it out with our original price of \$10.00 per person.

You all know where this is going don't you? Well... we are going to have to increase our price from \$10.00 per person to \$15.00 per adult and \$10.00 per child. However, in true southern fashion we couldn't ask you to pay more and not offer you more, right? The Historic Savannah Trolley Tour will now include an additional day of on / off service! So, you will get a fully narrated uninterrupted trolley tour that lasts approximately 90 minutes and TWO days of on and off service until 5:30 p.m. at Trolley Stops throughout Savannah.

I appreciate your patronage and promise that we will do everything we can to exceed your expectations and make your trip to Savannah an enjoyable one. As always, have a safe trip to Savannah and please feel free to call me on my mobile (912) 272 – 5761 should I be able to be of any assistance to you.

Best regards,

Adam L. Wilkins

Owner – Oglethorpe Tours