Navigating Through a Challenging Winter (x 3)



Summarised under the following 3 headings

- > Save
- > Save /Build
- Build

Save Covid-19 Legislation



- > Adhere to Legislation
- Adapting Tours Accordingly
- ➤ Late Deals & Day Trips
- Maximising Passengers



Save Health & Safety



- > Risk assessments
 - Documented Safety Checks
 - Customers
 - Vehicles
 - Stops en-route (Service Stations)
 - Excursions
 - Hotels



Save Furlough



- Maximising Scheme until 2021
- > Full and the Part time Furlough
- Use Furlough for Training



Save **Invoices**



- Cost Saving Exercise
- Scrutinise every Invoice
- Cut Back on unnecessary spend



Save Funding



- Research & investigate Available funding
- Maintain Good Relationships
- > Financial Director- key staff

Coronavirus: New £60m fund for businesses hit by local lockdowns in Wales

Save Restructure



- Cost Saving Exercise
- Retaining Correct Skills
- > Team Work
- > High Staff Morale



Save / Build Customers, Agents & Suppliers



- > Fully utilising the Data Base
- Questionnaires and Research
- > Telephone Conversations
- > E-mails
- Keeping in Touch
- Working in the Community



Save / Build Communication & Team Work



- Regular Staff meetings (Zoom & Teams)
- Minutes
- High Staff Morale
- Less staff better communication
- > Team Work
- Quality Control
- Commitment & Passion

Save / Build Marketing



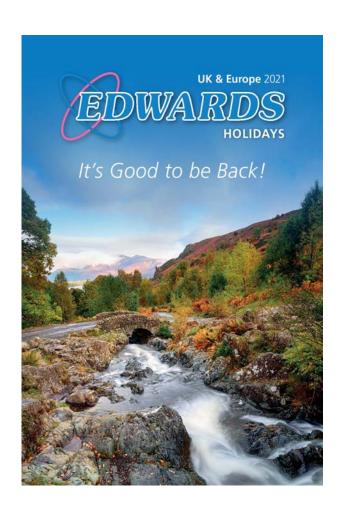
- > In-House
- Less Costs
- Social Media and all platforms
- Regular, Fresh, New and Exciting



Save / Build Holiday Supplement



- Holiday Supplement
 - Less pages
 - Less spend
 - Local, small & exciting
 - Regular
 - Build Confident
 - Deposits



Edwards Future



- Develop What can we learn from the Covid experience
- Reliability We own, operate and maintain our own fleet
- Reputation We are only as good as our last job!
- Safety 'Good to be Back' campaign
- Loyalty Our Customers book up to 4-8 holidays a year
- Professionalism Hand-picked experienced team.
- Environmental Friendly From our paper to emission free engines
- UK Award Winning Recognised as best in the business

Industry Future



- Believe in yourself and your staff
- Talk with your trusted friends, a problem shared!