

# **MOTOR-HOME OFF-ROAD**

## **MANUFACTURER**

SAFARIBUS, new brand type of motor-home off-road vehicle with innovative features to correspond to the current needs of tourism discovery and technical services.



## **OPEN LETTER TO THE TRADING BUSINESSES**

Push back the limits of your projects thanks to a new link travel: the motor-home off-road SAFARIBUS.

This great intervention tool is exclusive of the SAFARIBUS Company. Eighteen years of professional experience, secured the necessary teachings for the development of such a tool. Results: Mobility, Safety, Comfort, reliability and originality are the arguments that will make you choose the SAFARIBUS.

Very remarkable and much noteworthy among others by its exclusive design, this vehicle is a very flexible interior design, adaptable for all your needs: tourism, professional travel, mobile life base, team location transportation, mobile VIP lounge, press room, outside broadcasting vehicles or race mobile command post. Whatever your activity, the SAFARIBUS will adapt your image and quickly become a vital partner for your services and your communication.

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## THE MISSING LINK

### **For tourism:**

**For needs of adaptation or anticipation, Tourism should constantly cope with the emergence of new consumer needs. The key of success resides in the ability to understand and anticipate.**

Eager for new sensations, today's and tomorrow's tourist is looking for a new way to travel, a total immersion in the crossed countries, a return to true genuine values sometimes forgotten. The tourist wants to travel better, out of the beaten tracks, relive the emotion of the adventure away from the usual tourist infrastructure, and away from sites so often visited by many tourists.

He wants to travel more, farther and better. Better because he is often not ready to sacrifice his comfort and his safety.

The ideal is to provide an answer to this dual requirement.

### **For special business travels:**

**Many professions require travelling to very remote places, sometimes inhospitable where many daily tasks can become a real problem.**

Traveling for any purpose, scientific, humanitarian, filming or any other technical specialization, finds more and more its answers, its purpose or its inspiration in remote and unexplored territories.

Situations of emergency, interventions of all types require advanced, bulky, expensive and fragile equipment, which becomes, in this context, dangerous or impossible to organize in good conditions both for men and equipment.

It was therefore necessary to arrange all logistical problems to allow users to focus on the real aim of the expedition, without waste of time and energy.

### **The current solutions:**

**The concept of SAFARIBUS focus on new tourist destinations with deficient infrastructure, requiring the use of our concept.**

The actual vehicles are used in “secured field”, where easy intervention is possible and where insufficient guaranty exists in extreme and highly specialized travel.

The available equipment in developed countries is not adapted for use in remote areas and underdeveloped countries (bad roads and traffic on track, poor fuel quality and random traffic rules ...). They have to follow marked and well indicated routes, leaving no room for improvisation.

Local vehicles adapted to local economies do not provide as well the level of security expected by those people visiting these places of comfort.

### **Conclusion:**

**Traveling with 2 to eight passengers and even more, with one or several tons of equipment on all kinds of terrain, with safety, comfort and speed cannot find answers with current tools.**

## The solution: The SAFARIBUS!

The SAFARIBUS is not a coincidence. It was born from eighteen years of experience by its designer and of the conjunction of different factors.

Eighteen years of observation in the field, overviews, reflexions about the difficulties, and the search of appropriate innovative technological solutions are at the origin of its creation.

Listening to various potential users who were once the world actors of extreme travel and special business travellers, the SAFARIBUS was born from the drafting of a bill of specifications (cahier des charges) without any concession, leading to get the most important of the possibilities from various horizons that the transportation industry offered.

The SAFARIBUS therefore combines:

- The strength and adaptability to terrain difficulties of driving off-road.
- A special design from the rail industry, reinforcing its character.
- The capacity and the friendliness of a bus.
- Security through a rigorous process originated from aeronautics.
- Comfort and layout capacity of a mobile home.
- And especially Autonomy and Capability to escape like on a pleasure boat.

One of its best source of inspiration is pleasure-boating:

Autonomy = long journey;

Crossing = Freedom on the route;

Facilities = unexpected stops, added to freedom and conviviality.



The SAFARIBUS: What it brings back while travelling.

***For Passengers:***

- Passive safety with its stainless steel body;
- Active safety with its unique suspension technology;
- Original routes become possible;
- More friendly travel;
- A panoramic view for all passengers;
- The best comfort against tiredness;
- A toilet block for more freedom;
- Individual lockable storage;
- A positive and attractive image by its design.

***For the Operator:***

- Complete equipment: shower, toilet block, kitchen, storage for large volumes for freedom of travelling.
- Strong ability to travel around over rough terrain;
- Loading potential: fuel, water, provisions for a simple management;
- Easy transfer, avoiding convoy of several vehicles, a source of inconvenience to clients.
- A small number of drivers;
- A warranty on the vehicle (maintenance organized by the manufacturer).
- A mechanical base used to half its loading capacity, for a longer exploitation.

***Ecology and Environment:***

- Economy of fuel per passenger.
- Soil protection: the low pressure on tyres put less pressure on the soil with fewer vehicles as well.
- Control and noise reduction;
- A choice of materials and technologies for the upstream construction (suppliers) and for better recycling afterwards.

## **TECHNICAL ASPECTS OF THE VEHICLES**

Motor-home off-road to be used on international roads and tracks:

**General description:**

- The vehicles consist of three distinct groups,
- Mechanical base (chassis-cab)
- Body (original Safaribus concept)
- Adjustments and specific equipment.

**Chassis:** we make use of existing brands selected for their specific characteristics and use. Possible choice between 4x4, 6x6, 8x8. The choice will depend on the nature of the exploitation with a specific preparation for the transport of persons in safety and comfort. Displacement into remote areas without intervention on structure requires a specific preparation for mixed use: road, track and off-track displacement.

**The Body:** original are constructions installed on the selected chassis. Their dimensions and adjustable interior volumes are adapted to the needs of passengers and technical zones to be realised.

Single hulled body type motor-home is in stainless steel with an integrated security arch and thermal and sound insulation.

The roof-terrace with interior access allows loading and more spaciousness.

The lower floor provides maximum safety and comfort while traveling.

Many openings on the outside make easier all types of interior equipment.

**Fitting and equipments:** This procedure involves an integration of existing components. Their characteristics, their origins and their setting-up techniques are selected according to the vehicle models and destinations.

### Standard Models:

° **Tourism Model**, with transport of people:

1/ Grand Tourism model: 20 + 2 forward cabins,

2/ Cruise model: 12 persons + 2 forward cabins.

For both models, basic equipment: washbasin-WC, washbasin-shower, kitchen, generator 220 V.

° **Combi Model:**

- Volume 1/3 transport of persons : 7 persons + 2 forward cabins,

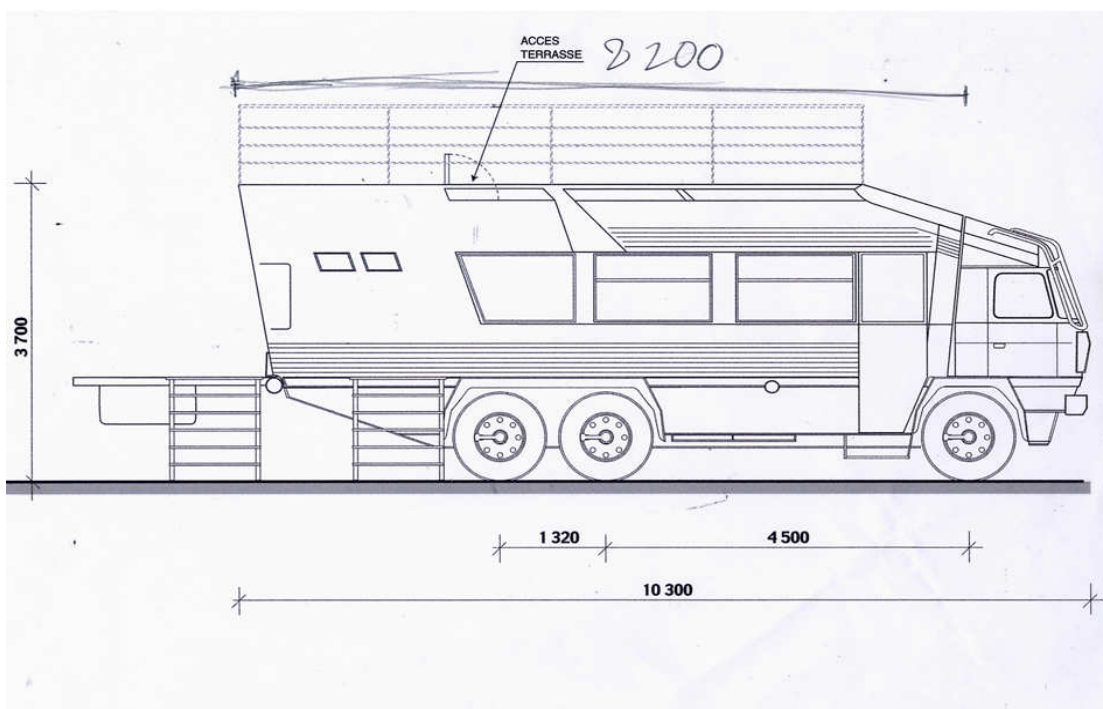
- Volume 2/3 free space open to all technical functions.

° **Model camping-car:** private use, any fitting on request.

° **All other models** for all types of needs can be studied on request.

### Ex. GT model definition:

° Manufacturing to European standards ° 6 driving wheels ° 20 passenger seats + 2 forward cabins ° Air conditioning with filtration system ° Power Station 220 V ° 1 shower + independent WC ° Pneumatic Suspension ° Autonomy: 2000 Kms ° Independent Heating ° 800 liters water ° Roof terra



## ENVIRONNEMENT: CONCERN OF THE ORIGIN OF CONCEPT

Preamble:

- ° 10 000 years of development have brought the industrial period,
- ° 1 century of industrial developments have brought solutions to health, facilities for travel and comfort for individuals,
- ° 20 years were enough to measure effect on the environment and to become aware of the need to control our consumption and its impact.

The Safaribus concept.

Before the media coverage on the environment we have recently witnessed, the vision of building a bill of specifications to build this concept of SAFARIBUS was born from 20 years of experience, international trips, situations and thoughts I had to make choices to limit the impact for use of it in a natural environment.

### SOLUTIONS TO REACH THIS GOAL:

- ° **Limit the production:** Longevity with a duration of life of 20 years (10 + 10 after reconditioning)
  - Solution: mechanical elements dimensioned to extend the life and exploitation of the truck
- ° **Operating:** reduce the petro consumption to reduce pollution,
  - Solution: more seats and a more important loading capacity to limit the number of disposable vehicles.
- ° **Reliability:** Reaching difficult areas brings the risk of frequent interventions, heavy logistics and more structures monitoring from environmental impact side.
  - Solution: increase the loading capacity for more autonomy and specific preparation for reliability and maintenance.
- ° **Safety:** traveling in natural environments and to various destination and according to random traffic rules are a permanent risk,
  - Solution: passive safety through steel construction and specific training and management of drivers/technicians by the manufacturer.
- ° **Elimination of components:** Crossing a natural environment and in underdeveloped countries doesn't provide with the technical means of treatment of components.
  - Solution: steel construction (100 % recyclable) for local recuperation and reuse.

**These solutions are just a few answers to a broader use to more destinations and are not limi**

## **HISTORICAL:**

This new concept of vehicles and services is the result of twenty years of international experience in unrivalled conditions by the designer Alain Piatek.

18 years of experience using motorcycles, cars or trucks on a sporting event: the Paris-Dakar rally, an expedition event in the beginning more than a car race which used to cross unique regions with difficult approaches. That experience motivated reflections about new means of transport to discover these unparalleled sites.

This experience built a clear vision of the needs and technical solutions for the people and sensitive equipment transport.

Cooperation with recognized industrial partners permitted to draw up the Bill of specifications without concession for the construction of these vehicles which will provide, security, usability, economy and feasibility of new concepts of operation .

### **Experiences: The result of international logistics activity:**

#### **Services for Logistics of sports and media events organizers:**

Example of completed opérations: Val d'Isere Trade Fair, Tour de France, Tour de France VTT; Eurosatory (Military Event), Mondial de l'Automobile, TV Production (Jordan) ...

#### **Competition, competitor and logistics:**

Example of completed operations: Competitor at The Rallye Paris/Dakar (eighteen participations on motorcycle, car or truck); Competitor at Paris/Le Cap (1992) Competitor Paris/Beijing etc...

#### **Assistance organization and competitor:**

Example of completed operations: Raid Bordeaux/Shanghai; Rally of Morocco ; Rally of Tunisia; Rally of Egypt; Raid 4L Trophy (Morocco) ... surf competitions Adventure -Line ; audiovisual Jordan etc...

## **TESTIMONIES FROM CLIENTS AND WELKNOWN ORGANIZATIONS!**

### **Where did we already use the SAFARIBUS ?**

° Studio Astre (Fashion shooting): vehicle equipped with makeup room. ° The Paris-Dakar Rally: TSO (organization). Hundred of competitors and professional drivers. ° Lancaster (communication event) vehicle equipped with recording studio. ° Marathon des Sables (Race on foot through sand dunes in Morocco): TV control, and space for organization team.. ° Group Expand (production for French TV channel Antenne 2 in Jordan): TV Control room vehicle. ° Tour de France Cycle Tour (organization) : vehicle equipped in VIP lounge and office. ° France Television (French channel France 2 sports services for Tour de France cycling tour): VIP lounge and office. ° Wilson France (Tennis Medias and Press operation for the company) vehicle equipped as showroom. ° Tour de France VTT (organizers: Amaury Group which owns as well TSO Paris-Dakar: vehicle equipped with TV control room. ° Rally of Tunisia (Transfert of people: Touristic operation). ° Rally of Morocco (TV production): vehicle equipped with TV control room. ° Paris / Shanghai (raid auto): vehicle equipped with offices. ° Quiksilver (World's surfing championship): Office and control room. ° O. Neill (surfing competition stages): Judges office. ° Participation in many organizations: fairs, exhibitions, shows.... This short list of Operations should confirm the potential and the availability of the technical choices and the adaptability of the SAFARIBUS for the exploration and development of new and different markets.

## **SAFARIBUS: origins and designer's presentation, Alain Piatek.**

This vehicle concept and its application have been built in twenty five years of experience in extreme situations and in different countries.

Twenty-five years of travel on all continents: the crossing of Africa from east to west, from North to South, from Egypt to Mauritania, from Libya to South Africa, from Europe to Asia, Paris-Peking through Mongolia, and America to name a few.

This experience has forged a vision: the need to develop new ways and new strategies for people and equipment transfer under total safety, comfort, economy and with full respect of ecology.

The knowledge gained has validated the technical choices and conditions of operations for this new type of vehicle.

### **History:**

Participation in motorcycle racing: 27 years.

Participation on the first Rally/Raid Paris-Dakar in 1979 on a motorcycle. Starting point for a regular participation in this event every year.

Paris-Dakar Rally: ° 1980-1985 Participation to the event with a car, and along the way with another objective: bringing assistance to other competitors. ° From 1985 : This event became a social and worldwide event where manufacturers used the rally as a test platform for their cars, and competitors where enjoying more the expedition than the race itself and challenges to be faced. Alain Piatek was involved in assistance to many competitors by setting up a company to organize logistics for the event with heavy vehicles. ° 1986-1996: regular participation in this event, assisting several vehicles at the same time. ° From 1980-1996, other than The Paris-Dakar: regular participations in Rally-Raids from the World's Championship: Morocco, Tunisia, Egypt, Paris - Beijing ...

The SAFARIBUS was the normal choice for competitors to guarantee results, the choice of an unknown vehicles brand born in France with a unique technology for extreme conditions. This choice is the origin of the development and recognition of the well-known brand **Tatra** in this competition.

**Who are the clients?** Well-known racing teams, Rally and Raid organizers, Private Clients, Fashion Companies, TV channels...

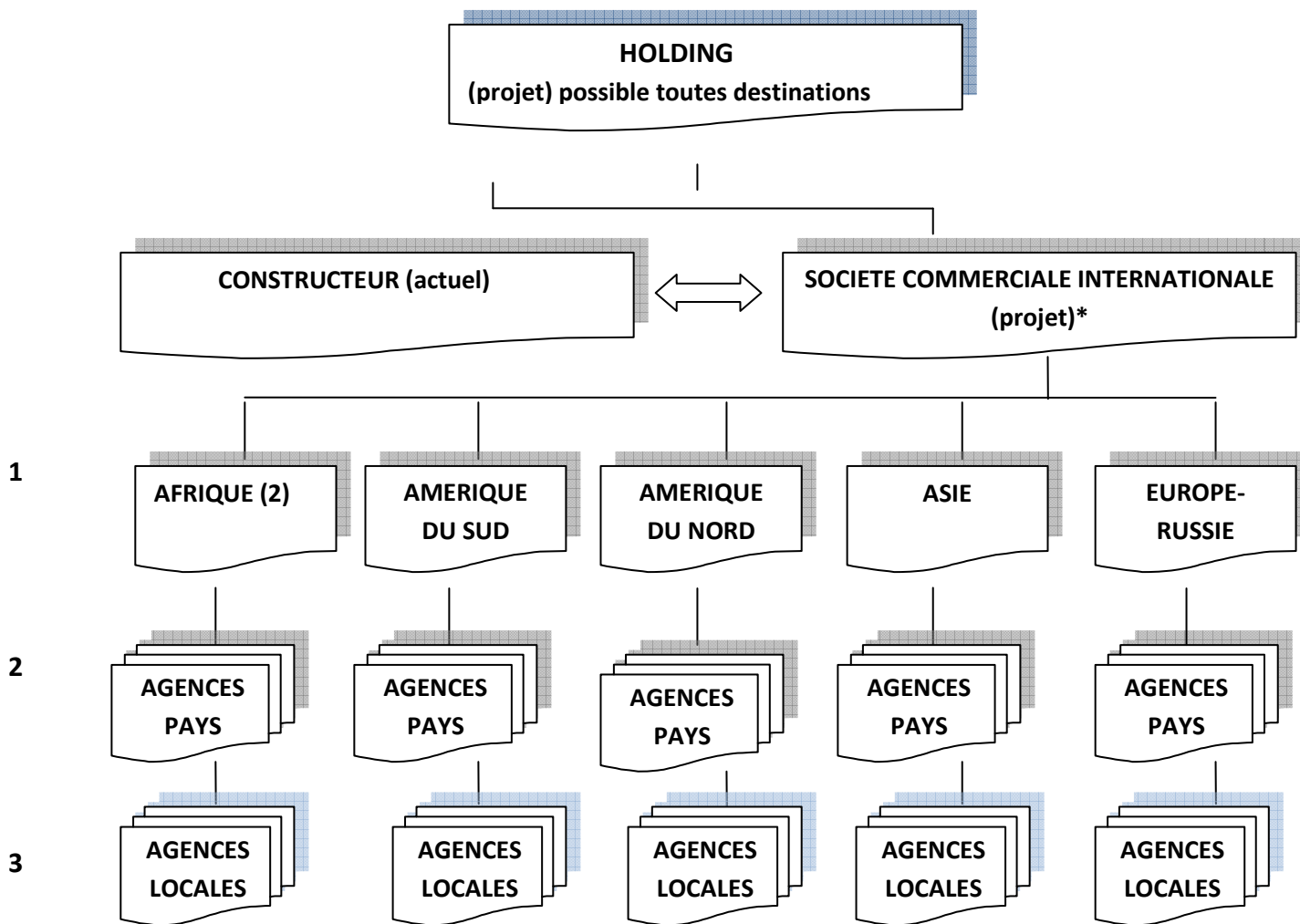
### **Other Rallies with SAFARIBUS:**

From 1997, following the movement for environment and after numerous meetings and trade fairs, was built the idea of a new activity: ensure the displacement of people and sensitive materials to all destinations, off-road, in total autonomy for tourists and business professional. From that was born a new concept – the Off-road motor home vehicle. The first prototype was manufactured in 1993.

At the same time the meeting with a foreign industrial, a train manufacturer has developed an ideal technology under specific conditions for future operations. From this partnership, two prototype vehicles were built.

- 1997-2000: the 2 vehicles, put under operation has defined a more precise nature of markets and confirmed the potential: logistic for TV post control rooms (Jordan, Morocco, Egypt, Tour de France VVT, Cycling Tour de France...), organizer's space: Eurosatory, Paris Motor Show, 4x4 Show Val d'Isere ...), sports and promotional events (surfing competitions, Marathon des Sables ...)





**Les nombreuses opérations d'exploitations des véhicules de démonstrations ont confirmées la nécessité de la création d'agences locales de services, elles seront les premières clientes pour des véhicules neufs.**

*\* Pour optimiser le développement commercial international implantation lieu possible Londres.*

**(1) Agences principales continents de représentations,** 2-3 véhicules\* minimum pour la communication et le travail commercial, leurs actions : création d'agences nationales, centralise les réservations internationales pour l'exploitation des agences pays, assure la liaison constructeur pour la maintenance des véhicules avec les agences pays... Intervention de partenaires économiques possibles. \*(premier marché constructeur)

**(2) Agences de représentations pays,** 2 véhicules minimum, leurs actions : exploitent les véhicules, participe au développement d'agences régionales pour une exploitation locales. Structure fixe légère. L'intervention de partenaires économiques nationaux garantira le développement et simplifiera les démarches administratives.

**(3) Agences régionales,** 1 véhicule minimum. Le rayon d'intervention moyen à 250 Kms facilitera le développement. Ne nécessite pas de structure fixe, *le statut de franchise est adapté à cette exploitation* et permet une intervention minimum pour des investisseurs. Compte tenu de l'isolement de ces agences la communication et une réservation centralisée garantira l'exploitation.

*L'investissement pour chaque agence nationale ou régionale est représenté principalement par l'achat de véhicules, situation qui sécurise naturellement les fonds investit sur des produits concrets. Quelle que soit la situation locale ces véhicules sont facilement déplaçables, montant de l'investissement suivant objectif.*