

June							July							August							
Week	M	T	W	T	F	S	Week	M	T	W	T	F	S	Week	M	T	W	T	F	S	
22		1	2	3	4	5	26				1	2	3	31	1	2	3	4	5	6	7
23	6	7	8	9	10	11	27	4	5	6	7	8	9	32	8	9	10	11	12	13	14
24	13	14	15	16	17	18	28	11	12	13	14	15	16	33	15	16	17	18	19	20	21
25	20	21	22	23	24	25	29	18	19	20	21	22	23	34	22	23	24	25	26	27	28
26	27	28	29	30			30	26	27	28	29	30	31	35	29	30	31				

Daily Plan

Hairc St,  
Baulk E20 → Inv Acc.

Monc

21

July 19

Week 30 206/159

⌚	Schedule	OK	✉	☎	Contact
8:	STH: Nintendo Appeal De Marco: B'fant				
9:	Alan Williams				
10:	STH.				
11:	Alastair Graham 796B.				
12:	Lunch: ATTB				# Activity
1:					
2:	Allen Waring S Y4134 x25				
3:	Paddy Briggs: RV1 de T459				
4:	Croft Poole RV1 prod				
5:	Roundhouse: JT + TB				
6:					
7:	LHR → Haque				Personal

NWB

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£20

Notes		OK
Esso Portugal.	<ul style="list-style-type: none"> <li>• Esso network out until automated</li> <li>• Esso Strategy based around Esso France               <ul style="list-style-type: none"> <li>◦ Issuing in Portugal in order to get out in Fran</li> <li>→ Is their strategy changing??</li> </ul> </li> <li>• Handling of foreign PIN's. → Reject??</li> <li>• System → charge processing, invoicing, reject.</li> </ul>	
Esso Spain	<ul style="list-style-type: none"> <li>• Converter → Network</li> <li>• Esso S cards → lower fees, → S list</li> <li>• Invoicing / ops + handling / what the local central</li> <li>• Reject " geog location??</li> </ul>	
Issues for Spain??	<ul style="list-style-type: none"> <li>• Volume of business?</li> <li>→ <del>ES</del> → Esso Strategy</li> <li>• Esso status w current deals. When terminated What is the deal?</li> </ul>	
Esso France.	<ul style="list-style-type: none"> <li>• "Automated sites" → <u>all in</u>.</li> <li>• Esso affiliates are tasked w selling int business               <ul style="list-style-type: none"> <li>+ all have targets</li> <li>+ all have incentives...</li> </ul> </li> <li>• Esso UK promo: • Can't afford to get out.               <ul style="list-style-type: none"> <li>◦ f/when they do stg it'll be big</li> </ul> </li> <li>• Esso UK retail regarded as best in world</li> <li>• Esso will do pan-Euro launch.</li> <li>• Esso will just replace all current cards.</li> </ul>	
Personal	<ul style="list-style-type: none"> <li>• Set up personal business while @ Shell</li> <li>• 31/12 = exit date.</li> </ul>	