

List of Persons Interviewed

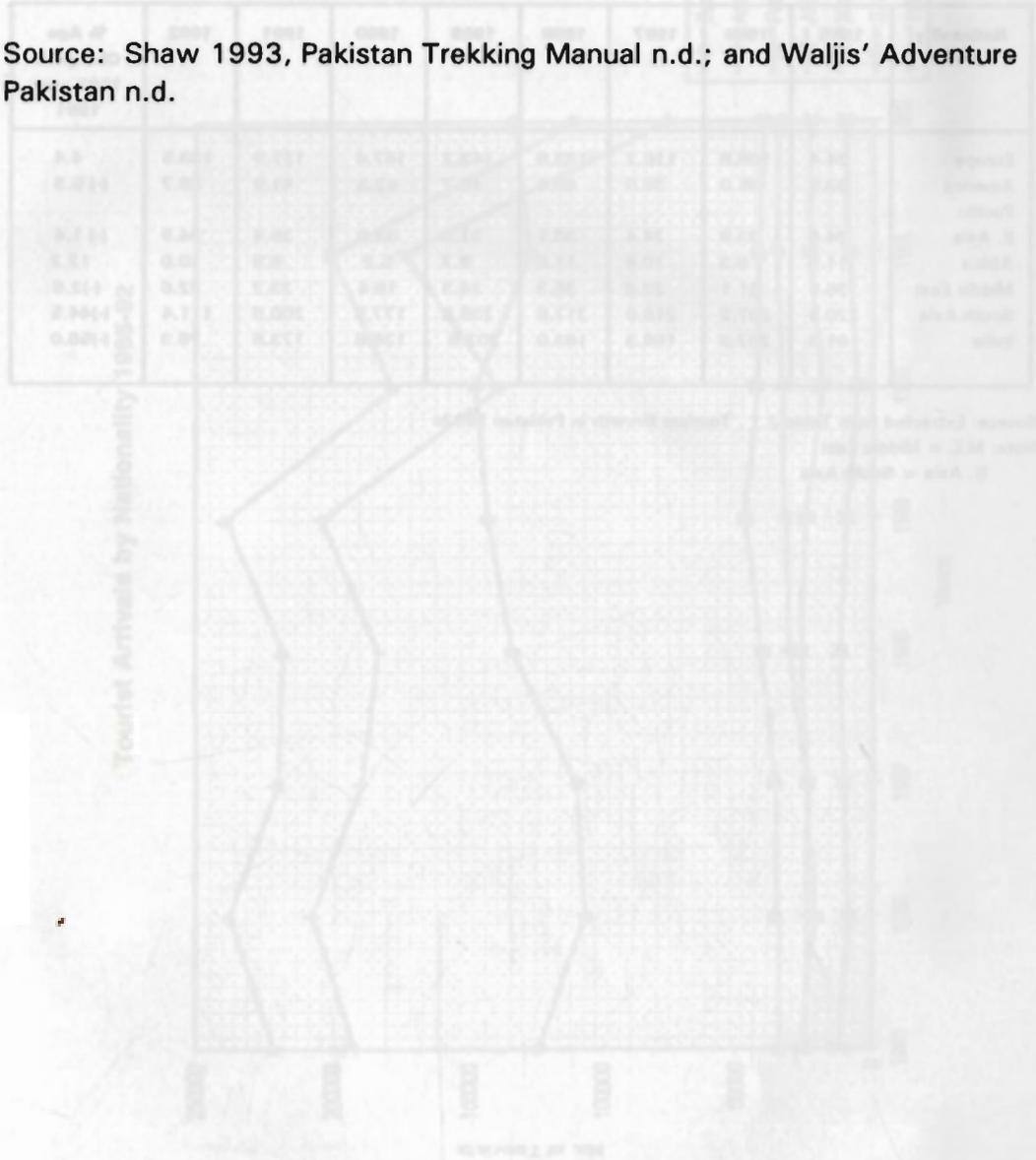
1. Mr. Ragnvald Dahl, Resident Representative, NORAD
2. Mr. Odd Toven, Assistant Resident Representative, NORAD
3. Mr. Shahid Hussain, Secretary, Ministry of Tourism, GOP
4. Mr. Shah Alam Khan, Economic Analyst, Ministry of Tourism, GOP
5. Mr. Saeed Anwar Khan, Manager, Pakistan Tours Ltd.
6. Brig(retd) Jan Nadir Khan, President, Adventure Foundation
7. Maj. (retd) Shafi Chowdhury, Secy., Adventure Foundation
8. Lt. Col. Sher Khan, Executive Vice President, Alpine Club
9. Mr. Hamid Ahmad Qureshi, Managing Director, PTDC
10. Mr. S. Baqir Hussain, Chief, Economic Research Section, Planning Commission, Islamabad
11. Mr. S. Saddozai, Manager, Waljis' Travels
12. Mr. Masud-ur-Rahman Mahsood, Director-General, EPA, NWFP
13. Dr. Bashir Ahmad, Environmental expert, EPA, NWFP
14. Mr. Ali Asghar, EPA, NWFP
15. Mr. Inayatullah Khan, Deputy Manager, Pakistan Tourism Services, Peshawar
16. Mr. Shiraz M. Poonja, Managing Director, Sitara Travel(Pvt.) Ltd
17. Mr. Khushal Khan, General Manager, Sarhad Tourism Corporation, Peshawar
18. Mr. Zahoor Durrani, MD, Sarhad Travels, Peshawar
19. Mr. Adil Shah, Proprietor, Green Hotel Group
20. Dr. Tariq Banuri, Chairman, Sustainable Development Policy Institute
21. Mr. Ashab Naqvi, DMD, Pakistan Tourism Development Corporation
22. Mr. Mohammed Rafiq, IUCN, NWFP.

List of Important Trekking Routes

1. Concordia Base Camp
2. Masherbrum Glacier to Base Camp
3. Deosai Trek
4. Rashpari Peak Climb
5. Basho River to Banak Pass
6. Mediabad, Totli and Kharmang
8. Hushe Valley
9. Thalle Valley over Thalle Pass to Shigar
10. Biafo Glacier over Hispar Pass to Nagar and Hunza
11. Chutran over Ganto Pass to Dasu on the Indus
12. Chogo Lunga Glacier over Haramosh Pass
13. Astor to Rama
14. Rupal Valley: Over Mazeno Pass to Diamer
15. Batura Glacier
16. Naltar Ishkoman Trek
17. Marco Polo Safari
18. The Rupal Face Trek
19. Fairy Meadows, Raikot Face Trek
20. Nanga Parbat -North Side Trek
21. Fairy Meadows to Astor
22. Babusar Pass to Besal
23. Dudibach Sar and Saral Lake
24. Shogran to Ghori
25. Thor Valley to Naran
26. Tangir Valley to Swat
27. Naltar to Chalt
28. Rakaposhi Base Camps
29. Minapin Glacier to Kacheili
30. Barpu Glaciers
31. Gulkin Glacier
32. Hunza Gojal -Ghulkin Glacier
33. Hunza Gojal- Borundo-Bar Valley, Pamir
34. Gulmit Walk
35. Passu Shimshal Valley
36. Misghar to Kilik and Mintaka Passes
37. Yasin to Yarkhun Valley
38. Handrap to Shandoor Pass
39. Bumburet Valley to Birir Valley

- 40. Barum Valley over Owir Pass to Karimabad Valley
- 41. Mulkho to Tirich Valley
- 42. Tirich Valley to Tirich Mir
- 43. Rich Valley Over Shah Jinali Pass to Yarkhun Valley
- 44. Over Darkot Pass
- 45. Karumber Pass
- 46. Zindikharam Glacier over Darkot Pass.

Source: Shaw 1993, Pakistan Trekking Manual n.d.; and Waljis' Adventure Pakistan n.d.



Tourist Arrivals in Pakistan by Nationality 1985-92 (In '000)

Nationality	1985	1986	1987	1988	1989	1990	1991	1992	% Age Change in 1992 over 1991
Europe	24.4	106.8	110.2	133.8	143.2	147.4	127.9	133.5	4.4
America Pacific	33.5	35.0	36.0	40.4	46.7	42.3	41.9	39.7	(-) 5.3
E. Asia	24.6	23.9	24.4	30.1	31.9	33.0	35.4	34.9	(-) 1.4
Africa	11.6	8.3	10.6	11.8	9.7	5.2	8.9	10.0	12.2
Middle East	25.5	21.1	23.8	26.3	24.3	18.4	23.2	22.6	(-)2.6
South Asia	220.9	237.2	219.9	217.6	238.8	177.5	200.6	111.4	(-)44.5
India	191.3	207.3	189.3	183.0	203.5	138.6	173.6	76.3	(-)56.0

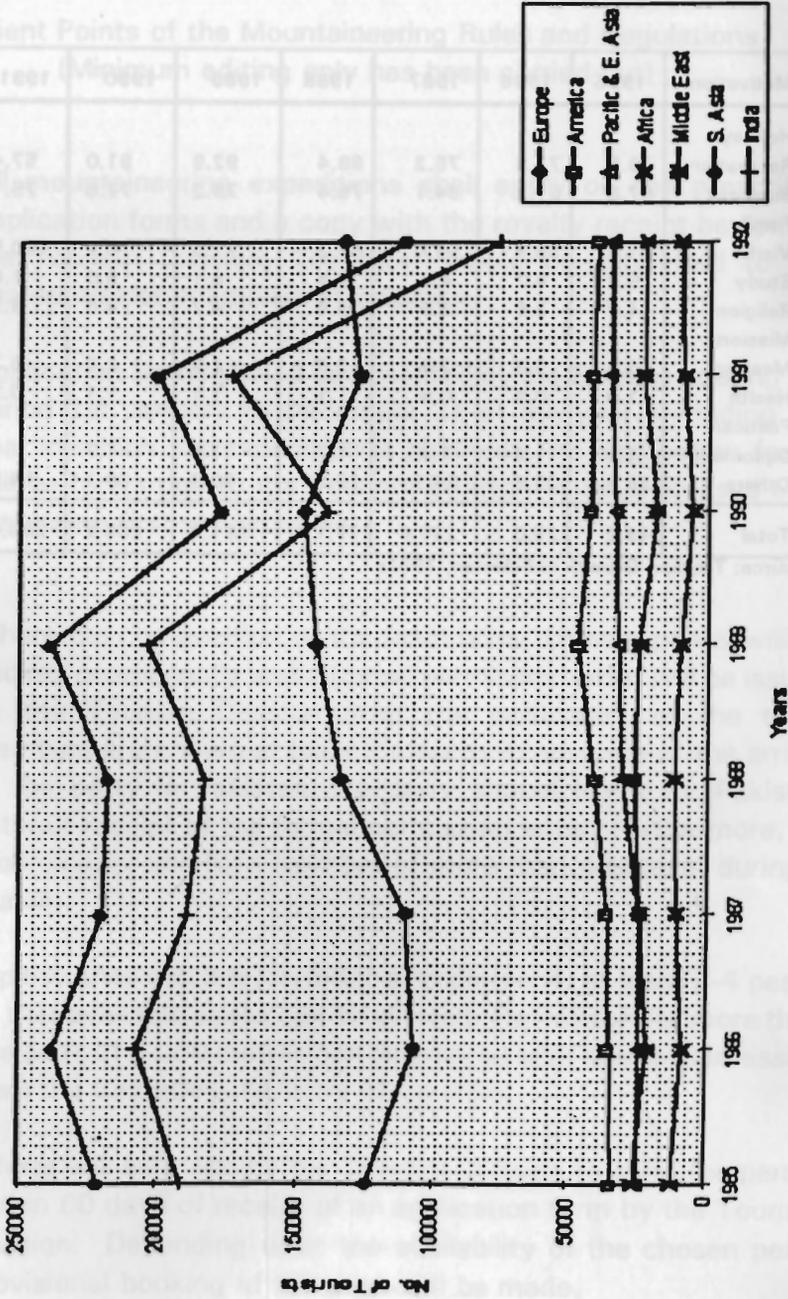
Source: Extracted from Table 2.1 , Tourism Growth in Pakistan 1992c

Note: M.E. = Middle East

S. Asia = South Asia

13. The Rupal Face Trek
19. Fairy Meadows, Raikot Face Trek
20. Nanga Parbat-North Side Trek
21. Fairy Meadows to Astor
22. Babusar Pass to Basal
23. Dudibach Sar and Saral Lake
24. Shogran to Ghor
25. Thor Valley to Naran
26. Tangir Valley to Swat
27. Naltar to Chalt
28. Rakaposhi Base Camps
29. Minapin Glacier to Kachell
30. Barpu Glaciers
31. Gulkin Glacier
32. Hunza Gojal-Gulkin Glacier
33. Hunza Gojal-Romito-Bar Valley, Parur
34. Gilgit Walk
35. Passes Shimshal Valley
36. Misghar to Kikik and Mintaka Passes
37. Yasin to Yarkhun Valley
38. Handrap to Shandoor Pass
39. Babusar Valley to Riri Valley

Tourist Arrivals by Nationality 1985-92



Non-Indian Tourist Arrivals by Motivation 1985-92
(In '000)

Motivation	1985	1986	1987	1988	1989	1990	1991	1992
Holiday/ Recreation	79.5	71.8	75.2	88.4	92.9	91.0	57.4	59.8
Business	67.8	61.2	64.1	75.4	79.2	77.6	75.1	78.3
Family Visit	61.3	55.4	58.0	68.2	71.6	70.2	100.5	104.8
Study	5.2	4.7	4.9	5.8	6.1	6.0	1.6	1.7
Religion	4.0	3.6	3.8	4.4	4.7	4.6	8.7	9.1
Mission/ Meeting	2.5	2.3	2.4	2.8	2.9	2.9	6.3	6.6
Health	1.0	0.9	0.9	1.1	1.1	1.1	0.3	0.3
Politics/ Diplomacy	1.5	1.3	1.4	1.7	1.7	1.7	-	-
Others	26.4	23.8	24.9	29.3	30.9	30.1	14.5	15.2
Total	249.2	225.0	235.6	277.1	291.1	285.2	264.4	275.8

Source: Tourism Growth in Pakistan, 1992c

**Salient Points of the Mountaineering Rules and Regulations
(Minimum editing only has been carried out)**

- All mountaineering expeditions shall apply on the prescribed application forms and a copy with the royalty receipt be sent to the Tourism Division. The form should be submitted to the nearest Pakistan Embassy/Consulate.
- Application forms should be accepted by the Embassy during the period 1st January to December 31 of the year preceding the year in which the expedition is planned. The application forms will be forwarded to the Tourism Division to be processed on a first-come first-served basis.
- Where the composition of the team is not known, peaks will be booked provisionally and a formal permission letter will be issued by the Tourism Division after the particulars of the team members are known at least 3 months in advance of the arrival of the party in Pakistan. No party should leave for Pakistan without receipt of the formal permission letter. Furthermore, no mountaineer can be a member of more than one team during a season.
- A party shall indicate, in order of preference, at least 3-4 peaks so that available peaks can be allotted. Permission for more than one peak of 8,000 metres can be granted with special permission from the Secretary, Ministry of Tourism.
- Efforts will be made by the Tourism Division to send the permit within 60 days of receipt of an application form by the Tourism Division. Depending upon the availability of the chosen peak, provisional booking of the peak will be made.
- Government may allot a particular peak through any route to more than one party for the same season.

- The Government may cancel the allotment of a peak without assigning any reason. The amount of money deposited as royalty will be then refunded.
- If a party postpones or cancels its mountaineering plan, it should inform the Tourism Division immediately. In such a situation, the royalty deposited will not be refunded, nor can it be carried forward for future mountaineering use. Changes during the same season are possible subject to availability of peaks/ routes for the revised dates.

Medical Treatment

- If a porter falls ill/is injured during an expedition and the doctor/first aid specialist recommends his evacuation for treatment in a district headquarters' hospital like Gilgit, Skardu and Chitral, the party is responsible for paying for his evacuation by helicopter or other means. In case a Liaison Officer recommends the evacuation of a porter and the leader of the team disagrees, he will have to justify in writing his reasons for disagreement.
- The statement will need to be countersigned by the expedition's doctor / first aid specialist.
- The team is not responsible for paying for the evacuation and treatment of the Liaison Officer.
- In case of sickness/injury in the mountains or hospitalisation, a party shall pay half the daily wages to the porter till the date he leaves for Islamabad.
- Where costs are incurred for medical treatment of a sick/injured porter, the team shall pay for it. In case of the death of the porter, the team shall pay for transporting the dead body from the place of casualty to the place of hiring.

Royalties

The following rates prevail for the different heights. These rates are, however, subject to periodic revision.

Heights	Royalty in US\$	For each additional member exceeding 5 per team, additional fees at the following rates (in US\$)
1. K_2 (8,611 m)	9,000	1,000
2. 8001-8,500 m	7,500	700
3. 7501-8,000 m	3,000	300
4. 7001-7,000 m	2,000	200
	1,200	150

- If a party is allotted a peak higher than its preferred peak , it will deposit the balance of the royalty within two weeks of receipt of communication.
- Failure to do so will lead to cancellation of the allotment and the royalty will not be refunded. If it is allotted a peak lower than its preferred peak, the balance of the royalty will be refunded by the Embassy on receipt of a letter of authorisation from the Tourism Division.
- It is binding for a party to accept an allotted peak when it is from within its list of options. Failure to accept it will lead to non-refund of the royalty.
- A foreign-cum-Pakistani Party and vice versa shall deposit the full amount of the royalty for the allotted peaks. If it qualifies for a discount that amount will be refunded. A foreign expedition shall be allowed a Pakistani member only from Pakistani mountaineering clubs registered with the Tourism Division.

Joint Expedition Parties

(a) Foreign cum Pakistani, Party

A joint expedition that consists of foreign and Pakistani climbers is eligible to 50 per cent discount on the amount of the royalty. However, the Pakistani climbers shall not be less than half the total number of foreign members in the party, including the leader. In special cases, the Tourism Division may relax the number of Pakistanis to one-third of the non-Pakistani personnel.

The leader shall be a foreigner and the deputy leader a Pakistani.

(b) Pakistani cum Foreign Party

A Pakistani party that includes foreign nationals in its expedition team shall pay 50 per cent of the royalty chargeable for a peak that it proposes to attempt. However, the foreign climbers shall not exceed the number of Pakistani climbers nor be less than one-third of the Pakistani climbers. The leader shall be a Pakistani and the deputy leader a foreigner.

A Foreign cum Pakistani or a Pakistani cum Foreign expedition shall be accompanied by a Liaison Officer.

An all-Pakistani expedition is exempted from paying a royalty and does not need to be accompanied by a Liaison Officer.

Accidents

In case of an accident/death of a member of a party, the leader shall notify the L.O. who shall inform the nearest police station and the Deputy Commissioner to get necessary assistance.

When army assistance is required, the Liaison Officer (L.O.) will inform the Deputy Commissioner who shall arrange for the necessary assistance.

If helicopter assistance is required, the FCNA/Local Administration will arrange for it on payment. Mountaineering expeditions will guarantee rescue operation funds to the tune of US\$ 4,000 or provide a guarantee

from their respective diplomatic missions in Pakistan or from government approved tour operators. In the absence of this, they will not be allowed to attempt peaks in Pakistan.

Trekking Rules

Trekking is defined as the act of travelling on foot to a maximum height of 6,000 metres for purposes of sight-seeing and recreation at various natural and cultural sites in places where means of modern transport are either not available or purposely not used. Issue of permits to trekking parties is regulated as follows.

(a) Treks situated in open areas

Foreigners are allowed to trek in the 'Open Zone' without permits and guide.

(b) Specified treks in restricted areas

1. Specified trekking routes in 'Restricted Areas' are mostly located in the districts of Chitral, Gilgit, and Skardu.
2. Trekking parties would need to submit an application on the prescribed form for walking in the restricted routes.
3. Trekking parties are required to hire an approved guide. Such guides are available with tour operators approved by the Ministry of Tourism.
4. The travel-cum-trekking agency should ensure that the guide and porters accompanying the party are insured for the sum specified by the Government of Pakistan.
5. All trekkers are required to register their particulars at the checkpost to be set up at important junctions.

6. Permits are normally issued by the Tourism Division within 24 hours of receipt of completed forms.

(c) Unspecified Treks in Restricted Areas

1. Applications for treks other than those specified are required to be submitted to the Tourism Division on prescribed forms in duplicate.
2. Permission or rejection for undertaking these treks are communicated within 15 days of receipt of completed forms.
3. Parties so permitted are required to be accompanied by a Liaison Officer detailed by the Government of Pakistan.

Source: Pakistan Travel Trade Directory.

Item-wise Average Expenditure Per Mountaineer between 1985-92
(In US\$)

Items	1985	1986	1987	1988	1989	1990	1991	1992	%change in 1990 over 1991
International									
Fare	819	125	1061	1131	125	520	334	098	(-)17.7
Luggage Freight	285	356	398	378	362	276	388	190	(-)51.0
Local Transport	194	214	218	154	118	159	204	268	31.4
Accommodation	104	160	122	164	172	196	201	177	(-)11.9
Food	380	202	98	180	112	147	148	195	31.8
Shopping	91	163	167	164	124	107	159	116	(-)27.0
Sight-Seeing	53	74	80	52	5	21	23	32	39.1
Others	45	100	75	95	45	14	34	51	50.0
Total Av. Exp.	1971	2394	2219	2318	2063	2440	2491	2127	(-)14.6

Source: Adventure and Sport Tourism in Pakistan, 1992c

**The Companies Ordinance, 1984
(Ordinance No. XVII of 1984)**

Company Limited by Shares

Memorandum of Association

of

Sarhad Tourism Corporation, NWFP.

- I. The name of the Company is SARHAD TOURISM CORPORATION OF NWFP, LIMITED.
- II. The registered office of the Company will be situated in the province of NWFP, (Pakistan).
- III. The objects for which the Company is established are:
 1. to promote and develop the tourism industry in Pakistan, in general, and in the NWFP in particular and to carry on the business connected with Tourism in this province in the NWFP or elsewhere;
 2. to arrange and provide all facilities, incentives, services, assistance, encouragement, concession, recreation, and amusement to tourists;
 3. to acquire, design, establish, construct and run hotels, motels, restaurants, refreshment rooms, rest-houses, camping sites, skiing-run facilities for ice-skiing, hunting lodges, clubs, amusement parks, aquariums, holiday resorts and places of interest and entertainment for all kinds to tourists;
 4. to project and publicise the country's history, culture, art, literature, archaeological monuments and other features of interest and profit to the Corporation with a view to attracting tourists;
 5. to deal in purchase and sale of novelties, general merchandise, dairy products, provision of all kinds, also to establish and run handicraft and souvenir shops;

6. to establish a travel agency and/or work as agents for railways, shipping companies, airlines, waterways, road transport, for organised group tours and to establish branches in Pakistan and abroad;
7. to own and run road and water transport vehicles for the purpose of arranging conducted sightseeing tours;
8. to acquire, own, and possess, whether by purchase, hire purchase, lease, exchange, grant, gift, donation, or otherwise, moveable and immovable properties of all description and any right, title, or interest in such properties;
9. to develop land, and construct or acquire temporary or permanent buildings, accommodation and other structures including roads, tanks, channels, and wells;
10. to import any plant, machinery, equipment, or other goods to manufacture, sell and export any article and generally to engage in the business of export and import within the scope of these objects;
11. to borrow and raise money for the business and objects of the Corporation and to secure its repayments together with interest and other dues in such a manner as may be considered expedient, particularly by creating a mortgage, hypothecation, floating or specific charge or lien on all or some of the properties of the Corporation; to furnish securities, guarantees and undertakings; to issue convertible and non-convertible debentures, both redeemable and irredeemable, secured and unsecured and furnish such other securities as may be necessary;
12. to receive development funds from the provincial Annual Development Plan (ADP) to be utilised for creation and maintenance of new tourist facilities of the Corporation;
13. to sell, mortgage, hypothecate, pledge, exchange or otherwise dispose of any property; to invest in securities or any business the moneys of the Corporation; to issue stocks, bonds, debentures, notes, evidences of indebtedness, certificates of interest in estates and associations;

14. to obtain, acquire and grant sanctions, approvals, privileges, concessions, patent rights, trade marks, licenses, protection, or anything which may seem calculated, directly or indirectly, to benefit the Corporation;
15. to expend money for the objects and purposes of the Corporation;
16. to form, incorporate, or promote companies in Pakistan or elsewhere with the object of carrying on or expanding or otherwise promoting and assisting the business of the Corporation or other allied business and if necessary to manage, control, invest in, and assist the said companies;
17. to enter into partnership or into any arrangement for sharing profits, union of interest , joint ventures, reciprocal concessions or cooperation with any person, firm, association or company and to advance money to, guarantee the contracts of, or otherwise assist any such person, firm, association or company and to sell, hold, reissue, with or without guarantees, or otherwise deal with the same;
18. to establish and maintain agencies, branches or depots of the Corporation and appoint Managers, Secretaries , Brokers, Agents for the Corporation and itself act as such for other persons and companies;
19. to initiate and maintain continuous process, comprehensive development planning with the object of preparing the Tourism Master Plan for the province and periodically update such development plans; to prepare and approve schemes out of the funds received from provincial government and other sources;
20. to promote and develop tourism resorts/areas in the NWFP and to carry on the business connected therewith in the NWFP and elsewhere;
21. to subscribe for, take or otherwise acquire and hold shares in any other company having objectives altogether or in part similar to those of this company or carrying on any business capable of being conducted so as directly or indirectly to benefit this company.

- IV. The liability of the members is limited.
- V. The authorised share capital of the Company is Rs 1,50,00,000/- (Rupees one crore fifty lakhs) divided into 15,00,000/- shares of Rs 10/- each with the rights, privileges, and condition for the time being, with power to increase and reduce the capital of the Corporation and to divide the shares into several classes.