



Incorporating
LAKE MANYARA HOTEL, LOBO WILDLIFE LODGE, NGORONGORO WILDLIFE LODGE, SERONERA WILDLIFE LODGE

INTERNATIONAL ACCOMMODATION AGREEMENT
CONFIDENTIAL WHOLESALE TOUR OPERATOR TARRIFS
Validity period 1st January 2020 to 31st December 2020

Between

Hotels & Lodges (T) Limited
(Hereinafter called H&L (T) LTD)
Of
PO BOX 2633, Arusha, Tanzania

And

COMPANY NAME : Afromaxx Kilimanjaro
CONTACT : Annancia Munisi
POSTAL ADDRESS : Box 1962 Moshi
PHYSICAL ADDRESS : Moshi, Tanzania.

(Hereinafter referred to as "the Tour Operator")

Approved for and on behalf of **the Tour Operator:**

NAME : _____ TEL : _____
TITLE : _____ FAX : _____
DATE : _____ EMAIL : _____
SIGNATURE: _____

PLEASE ENSURE THAT EACH PAGE IS SIGNED AND RUBBER STAMPED

AUTHORISATION FOR HOTELS AND LODGES (T) LTD – CONTRACT VOID UNLESS AUTHORIZED SIGNATURE HAS BEEN COMPLETED

NAME : The Director	NAME : Mr. Bernard Juma. M.
TITLE : HOTELS AND LODGES (T) LTD	TITLE : Group Sales & Marketing In-charge HOTELS AND LODGES (T) LTD
SIGNATURE : _____	SIGNATURE : _____
DATE : _____	DATE : _____

PLEASE ENSURE THAT EACH PAGE IS SIGNED AND RUBBER STAMPED

RATE CODE – TANZANIA
DIS 2020

Two copies of this contract should be sent to Hotels & Lodges' office signed and stamped in original,
attn. Sales & Marketing Department, address: 2nd Floor Summit Centre, Sokoine Road, Kilombero.
P.O. Box 2633, Arusha, Tanzania. Tel: +255 27 254 4595; Fax: +255 27 254 8633
E-mail: res@hotelsandlodges-tanzania.com Web: www.hotelsandlodges-tanzania.com



APPROVED TERMS AND CONDITIONS FOR YEAR 2020

GENERAL TERMS

- Rates are quoted and payable only in US\$
- Rates are subject to availability of Rooms
- Rates are inclusive of VAT, Concession fee-NWL & Service Charge
- Rates are per room per night
- Full Board (FB) basis includes Bed, Breakfast, Lunch & Dinner.
- Half Board (HB) basis includes Bed, Breakfast and Dinner.
- Rates exclude park entry fees which is to be paid by the tour operator/guest for respective parks.
- Rates are net and non-commissionable
- Seasonal surcharges apply

CHILDREN

- Child 3 -12 years (sharing with 01 fully paid adult) 100% of Adult Rate
- Child 3 – 12 years (sharing with 2 fully paid adults) 50% of Adult Rate
- Children 3 – 12 years (occupying own room) 75% of Adult Rate
- Not more than one child of below 12 years will be allowed to share the room with 2 fully paid adults.
- No Triple rooms are allowed.
- Children Policy does not apply in case of Easter, Christmas & New Year Supplements and Extra Meals & Extra Lunch Boxes. Children pay the same as adults in-case of seasonal surcharges and extra meals and lunch boxes

CONCESSION FEES

- **Tour Operator is responsible for creating correct data base on the NCAA portal to enable Hotels and Lodges to pay the Concession Fees correctly and timely. Thus, tour operator will be liable for any irregularities, discomfort to the guests and any consequences including payment of penalties to NCAA.**

GROUPS / TOUR LEADER

- Hotels & Lodges (T) LTD will grant the agent one single pax for the use of a **Bona Fide Tour Leader**, per every 15 paying guests with a maximum of 2 free per group. Subject to availability, which must be requested at time of booking, Hotels & Lodges (T) LTD reserves the right to share tour leaders in a twin room. The company will provide rooms within the staff quarters to the aforementioned tour leader(s).

GROUP DISCOUNTS ON CONTRACTED RATES

February, July, August and the Festive Periods of Easter and Christmas	NIL
April and May	5%
January, March, June, September, October, November and December	10%

Terms and Conditions for Groups:

- Applicable to groups of minimum 10 paying pax in the same itinerary.
- Normal series/ block bookings do not qualify as groups
- Group Rates not applicable to those contracted in special rates or particular series tariff.

SINGLE ROOMS

Hotels and Lodges (T) Limited will confirm up-to a maximum of six single rooms per group at a given single room rate, Any additional single rooms will be charged at the double room rate.

PAYMENT TERMS

Deposit

- Peak Season - 50% deposit of total value of the booking as a Non-refundable deposit will be required at least 45 days prior to date of arrival confirm the booking, subject to room availability.
- Peak Season - 50% deposit of total value of the booking as a Non-refundable deposit will be required at least 30 days prior to date of arrival and remaining and remaining 50% to be paid 15 days prior to arrival date to confirm the booking, subject to room availability.
- All rates quoted by Hotels and Lodges (T) Ltd are net and non-commissionable and payment of the same into our bank account must be made net of any financial transaction charges.

BANK DETAILS	Beneficiary	: HOTELS & LODGES (T) Ltd
	A/C No	: 02J1034458801
	Bank	: CRDB Bank
	Branch	: ARUSHA
	Swift Code	: CORUTZTZ

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CANCELLATIONS / AMENDMENT POLICY

- Cancellations up to 30 days prior to arrival date, Hotels & Lodges (T) Ltd will issue a credit note for the full amount paid.
- Cancellations between 29 and 15 days prior to arrival date, Hotels & Lodges (T) Ltd will issue a credit note for the amount paid in excess of 50% of total package amount.
- Cancellations within 14 days prior to arrival date, Hotels & Lodges (T) Ltd will not issue any credit note.
- In case of Amendments from FB to HB and cancellation of extra meals / extra lunch boxes 2 days prior to the service date, Hotels & Lodges (T) Ltd will issue 100% credit note for the differential amount.
- Hotels & Lodges (T) Ltd will not refund any cancellation amounts whereas issue only credit notes which can be used for future bookings.
- In case the guests are using more than one property, arrival date of first property will be considered for applying the Cancellations / Amendments policy.

RETURNED CHEQUES

- Should the bank for any reason return a cheque issued by the agent, the Agent shall replace the cheque within seventy-two (72) hours with certified funds. Additionally, the Agent shall pay a Returned Cheque Fee of five percent (5%) of the cheque value or USD 50 which is higher, if the cheque is returned because there were no sufficient funds in the Agent's bank account. Failure to replace returned cheques may constitute a default of this agreement.

AGENTS FAM TRIP RATES

- 50% of the applicable contract rate will apply. These rates will be subject to room availability and are not applicable during the Easter Holidays, Christmas Holidays and in Peak Season.

SEASONAL SURCHARGE

- Easter season supplement of USD 30/- (USD Thirty) pppn is applicable, (Four days 10th – 13th April)
- Christmas & New Year's Eve/festive season supplement of USD 35 (USD Thirty five) pppn will apply from 24th, 25th, 26th, 31 December 2020 to 01st January 2021

CONTRACTED RATES FOR EXTRA CASUAL MEALS (CLIENTS DOING ITINERARY WITH WILDLIFE LODGES)

- ❖ Picnic lunch: \$ 15/- per person
- ❖ Hot Lunch: \$ 20/- per person
- ❖ Dinner: \$ 25/- per person

Please note that the casual meals service voucher has to be collected from our central reservations and booking office at the time of making payments.

INTER-UNIT TRANSFERS

- No inter-unit transfers or adjustments are allowed.

ALLOCATION OF ROOMS

- Hotels & Lodges (T) Ltd will not allocate or block the rooms unless 100% advance amount is received for the concerned booking.
- Hotels & Lodges (T) Ltd will allocate rooms on first come first serve basis.
- Hotels & Lodges (T) Ltd will strongly encourage the tour operators who use a minimum of 3 properties out of our 4 properties in the itineraries.

CONFIDENTIALITY

- Rates and contracts are strictly confidential. It is agreed that should this contract be divulged to any third party that it will become null and void.

VARIATION

- Hotels & Lodges (T) LTD reserves the right at its discretion to change contracted rates without giving notice.
- Rates mentioned are subject to schedule of payment being upheld/ maintained. If there are variations in the payment terms then Hotel and Lodges (T) Limited reserves the right to change its terms and conditions.

LIABILITY

- Hotels & Lodges (T) LTD. shall not be liable for any failure to provide holidays services to a guest contracted arising from circumstances outside the hotel's control including but not limited to Act of God, war riots, lack of security, explosions, abnormal, fire, flood, government action, strikes, lockouts, delay or default by suppliers, agents of subcontractors, accidents and shortage of labor, failure of publicly provided utilities in Tanzania, poor infrastructure, contractions of malaria and / or other illness by guests or disruption to transport caused by factors outside the Hotel's control.
- Hotels & Lodges (T) LTD, does not and will not accept any responsibility for any accident or incident of any nature involving clients/guests and or staff who are at any of the Hotels & Lodges (T) LTD properties or whilst traveling to or from any properties.

GOVERNING LAW

- This contract will be governed by Tanzanian law and the parties submit to the jurisdiction of the Tanzanian courts. Any claims necessitating the involvement of the Hotel's insurance company will be governed by Tanzanian law.

VALIDITY

- This contract is handed over to the Tour Operator on: **October 14th, 2019**
- This contract is valid only when it is signed, stamped and returned to Hotels & Lodges (T) Ltd within 30 days from the day it is received by the Tour Operator.

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		FOR 3 OR 4 LODGES BOOKING								FOR 1 OR 2 LODGES BOOKING							
		PEAK		PEAK 2		HIGH		LOW		PEAK		PEAK 2		HIGH		LOW	
		FB	HB	FB	HB	FB	HB	FB	HB	FB	HB	FB	HB	FB	HB	FB	HB
LMH	SINGLE	192	187	192	187	145	140	80	75	202	197	202	197	155	150	90	85
	DOUBLE	300	290	300	290	220	210	160	150	320	310	320	310	240	230	180	170
Including Concession Fees																	
NWL	SINGLE	323	318	282	277	210	205	175	170	333	328	292	287	220	215	185	180
	DOUBLE	562	552	480	470	350	340	350	340	582	572	500	490	370	360	370	360
Excluding Concession Fees																	
SWL	SINGLE	262	257	226	221	156	151	85	80	272	267	236	231	166	161	95	90
	DOUBLE	441	431	369	359	242	232	170	160	461	451	389	379	262	252	190	180
Excluding Concession Fees																	
LWL	SINGLE	192	187	182	177	148	143	89	84	202	197	192	187	158	153	99	94
	DOUBLE	300	290	280	270	225	215	178	168	320	310	300	290	245	235	198	188
Note																	
1. Prices are inclusive of VAT																	
2. Park Fees to be paid by the Agent / Guest for entering Ngorongoro Area and Concession Fees to be paid by H&L(T)Ltd																	
3. Park Fees and Concession Fees to be paid by the Agent / Guest while entering Serengeti National Park																	

• TANZANIAN CITIZENS AND RESIDENTS RATES

Discount of 10% on the rates specified above can be offered when the visiting guests are Tanzanians or foreigners residing in Tanzania with a valid work and resident permits. Payment accepted either in USD or Tanzanian Shillings converted at prevailing rate of exchange. For this rate to apply a copy of Residence permit of the guests is required.

SEASONS

Peak Season

1st January 2020 to 28th February 2020
 1st July 2020 to 31st October 2020
 21st December 2020 to 31st December 2020

Peak 2 Season

1st June 2020 to 30th June 2020

Low Season

1st April 2020 to 31st May 2020

High Season

1st March 2020 to 31st March 2020
 1st September 2020 to 30th September 2020
 1st November 2020 to 20th December 2020

LEGEND – LMH Lake Manyara Hotel

LWL Lobo Wildlife Lodge

NWL Ngorongoro Wildlife Lodge

SWL Seronera Wildlife Lodge

SRS Single Room Supplement

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