



ABC AFRICA TRAVEL & TOURS

EAST AFRICA (KENYA) PROPOSAL

SPECIALLY PREPARED FOR

CLIENT

GROUP: 40 PARTICIPANTS + 2 STAFF

PROPOSED DATES: FEBRUARY 2013

DURATION: 6 NIGHTS / 7 DAYS

**1 night – Nairobi, Sarova Stanley Hotel
1 night – Lake Nakuru, Sarova Lion Hill Lodge
2 nights – Masai Mara, Sarova Mara Camp
2 nights – Mombasa, Sarova Whitesands Resort & Spa**



ABC AFRICA TRAVEL & TOURS

PROPOSAL DOCUMENT:

1. Day to day itinerary
2. Terms and conditions
3. The country of Kenya, Kenya's famous parks and reserves & weather chart

DAY TO DAY ITINERARY

DAY 1: NAIROBI

On arrival at the airport in the morning, met by ABC Africa Travel & Tours representative just outside the baggage hall and transfer to The Stanley Hotel.

Day can be spent at leisure in Nairobi or choice of optional activities at extra cost suggested separately below.

In the evening group will be transferred to the famous Carnivore Restaurant for dinner. After dinner transfer back to the Hotel for overnight.

The New Stanley Hotel was first opened in 1902 as 'The Stanley'. In the passing years modern Nairobi has sprung up around the New Stanley Hotel which with its ideal location and vibrant atmosphere at the corner of Kenyatta Avenue and Kimathi Street, lies in the center of the commercial business district.

The New Stanley underwent a complete yet sympathetic refurbishment. The design concept takes on a Victorian Theme, retaining the high ceilings and old world charm of that era while incorporating every comfort and luxury for the traveler of today. With this transformation the New Stanley has reinherited its original name, The Stanley.



Overnight at **The Stanley Hotel** – www.sarovahotels.com



ABC AFRICA TRAVEL & TOURS

DAY 2: NAIROBI - LAKE NAKURU NATIONAL PARK

Breakfast at the hotel. Morning you will board your safari minibuses and drive to Lake Nakuru (2.5 hours) which is the most famous of the Great Rift Valley lakes and home to a shifting population of over one million flamingos. Arrive in time for lunch at the Sarova Lion Hill Lodge, which enjoys sweeping views across the lake. Lion Hill Lodge impresses every guest with its panoramic view of the pink shoreline created by millions of flamingos on Lake Nakuru. The Lodge is situated within the Lake Nakuru National Park Rift Valley Province and is surrounded by natural flora and fauna in its beautiful grounds.

Spend the afternoon on safari in Kenya's first and largest rhino sanctuary where sightings of both black and white rhino are almost guaranteed and where you have a higher than average chance of spotting a leopard. Other wildlife includes; lion, hippo, the rare Rothschild's giraffe, Colobus monkey, numerous plains game and 450 species of birds.

Sarova Lion Hill Lodge - Set on a plateau in an elevation above Lake Nakuru. The lodge is beautifully landscaped with natural foliage and a startling variety of flower gardens, and is surrounded by electrical fences.

Flamingo Restaurant on the ground floor has an interior section, a patio overlooking the pool, the lodge grounds and the rift valley and serves a buffet breakfast and lunch. Dinner is table d'hote Capacity of 200 people. Rift Valley Bar Ground floor, overlooking a spectacular view of the lake.

All bedrooms are chalets with private shower and WC, mosquito net, verandas with panoramic views of the flamingo pink-rimmed lake. Voltage is 220 volts and 50 cycles, razor outlets operate on both 220 and 240 volts.



Dinner and overnight at **Sarova Lion Hill Game Lodge** – www.sarovahotels.com



ABC AFRICA TRAVEL & TOURS

DAY 3: MASAI MARA

Leave flamingo fringed Lake Nakuru behind, heading southwards and turn right at Masai Mahiu to ascend up over the top of the Mau Escarpment. Then heading due south, you travel towards Narok, gateway to the Masai Mara and district headquarters of this part of Masailand (4 hours).

You'll travel across the "breadbasket" of Kenya, covered with acres of wheat and barley; you'll reach your destination, Mara Sarova luxury tented camp, by lunchtime. Located within the boundaries of the Masai Mara Game Reserve, this comfortable luxury camp offers delicious meals and a swimming pool, and makes a perfect base from which to explore the wonders of this corner of Kenya. Lunch at the camp.

Take an afternoon game-drive in this magnificent game reserve. Masai Mara is an extension of the Serengeti ecosystem to the south. Game abounds here, particularly when the migration is on, and millions of wildebeest and zebras make their way back and forth across the Mara River on their annual trek.

The Mara is also noted for its abundance of lions - particularly the superb black maned males. You'll see lots of elephants here often in large herds, and if you're lucky leopard, cheetah and rhino. All of the Big Five are residents. You're sure to see the African buffalo. Get the cameras ready and enjoy yourselves!

Sarova Mara Camp is set in the African bush but the luxurious tents all have permanent roofs, zip-up fronts, and electricity and en-suite facilities. Relaxing outside your own tent listening to the orchestra of rasping Cicadas, croaking Tree Frogs and the intermittent call of birds and monkeys is a memorable symphony.



Lunch, dinner and overnight at **Sarova Mara Camp** – www.sarovahotels.com



ABC AFRICA TRAVEL & TOURS

DAY 4: MASAI MARA

05.45 – Wakeup call with tea and coffee

06.30 - Depart on an early morning safari game drive. Here you may have the opportunity see more game as the animals are out and about due to the cool weather. After approximately 2 ½ hours game driving you will return to your camp for breakfast Morning at leisure. Lunch at the camp.

After a little relaxation or swimming in the pool, at 15.30 you will depart on your last game drive safari in the Masai Mara National Reserve.



Game viewing in Africa's richest wildlife viewing arena. Historically teeming with wildlife, the Mara hosts Kenya's largest lion prides and elephant herds. Other predators include leopard, cheetah and spotted hyena; while in the Mara River you will see fat pods of hippo and vast Nile crocodiles.

Other highlights include giraffe topi, gazelle, zebra, buffalo and over 550 species of birds. Spend the evening in camp where colourful Masai dance and cultural performances are offered nightly.

All meals and overnight at **Sarova Mara Camp** – www.sarovahotels.com



ABC AFRICA TRAVEL & TOURS

DAY 5: MOMBASA NORTH

Early morning game drive. Breakfast at the lodge. Morning drive back to Nairobi (5 hours) arriving in time for a farewell lunch at Pampa Churrascaria Restaurant. After lunch transfer to the airport for your schedule flight to Mombasa (optional – can be added on request).

On arrival in Mombasa you will be met and transferred to your hotel on the North Coast, a paradise of sand and bright blue sea.

Whitesands Hotel - Kenya's Coast, particularly Mombasa, offers a more relaxed lifestyle and this is epitomized at Whitesands. Mombasa offers a unique combination of a cultural capital with exciting event opportunities. Its historical district includes Fort Jesus, local bazaars and wonderful Arabic architecture. The natural beauty of the coral reefs and tropical marine life can be enjoyed from a traditional Dhow, a glass bottomed boat or for the more adventurous by snorkeling or scuba diving. The water-sports in Mombasa provide a more active interlude.

If you are looking for a Sun and Sand Incentive destination or you want to use Whitesands can help create a successful and inventive programme in Mombasa.

Whitesands is the largest resort on the East African Coast, located North of Mombasa on one of the finest beaches in the area, Bamburi Beach. The resort features 340 rooms and suites with balconies, nestling in 22 acres amongst palms and fragrant frangipani trees. The palatial public areas and Arabic style architecture enhance the exotic locale, adding to the feeling of truly being transposed to a paradise on earth.

The Resort offers a wide range of sumptuous foods from five restaurants as well as a wide range of themed events. Experience the Kenyan Evening, with warriors performing tribal rituals while you enjoy a Kenyan feast, a five piece band and the delights of an African Market to the Lamu Arabic Night. Dining on the beach in pavilion tents, a seafood extravaganza with Taraabu Band, camel rides, Limbo Dancing and Acrobats.



Dinner and overnight at **Sarova Whitesands Resort & Spa** - www.sarovahotels.com



ABC AFRICA TRAVEL & TOURS

DAY 6: MOMBASA NORTH

Day is at your leisure or enjoy optional activities given as optionals at extra cost given below. Dinner and overnight at Whitesands Hotel

DAY 7: MOMBASA NORTH – NAIROBI

Breakfast at the hotel. Morning at leisure. Afternoon transfer to the airport for your schedule flight back to Nairobi (optional – can be added on request). On arrival at Jomo Kenyatta International Airport, connect to your international flight back home.

End of services.



ABC AFRICA TRAVEL & TOURS

PROGRAMME AND PER PERSON PRICE:

Quotation valid from 01 September 2013 to 31 October 2013 for a minimum of 40 participants + 2 Staff (1 x Client staff and 1 x ABC Africa staff) and is the subject to availability:

15 DBL/TWIN Rooms (30 PAX); 10 SGL Rooms (10 PAX); 2 SGL Staff Rooms (2 PAX) from:

1. Per person sharing in DBL/TWIN Room: USD 1,580.00 x 30 PAX = USD 47,400.00
2. Per person in SGL Room (at SGL Rate): USD 2,140.00 x 5 PAX = USD 10,700.00
3. Per person in SGL Room (at DBL Rate): USD 3,160.00 x 5 PAX = USD 15,800.00

NB: Please note hotels/lodges give up to a maximum of 5 singles on single room rate.

2 SGL Staff Rooms – free of charge on accommodation but to pay for any other optional services

ABC Africa Tour Director services incl. daily fees, meals and domestic/regional flights:

Daily fees (overland) USD 250.00 x 7 days = USD 1,750.00

Meal allowance: USD 80.00 x 7 days = USD 560.00

Domestic/Regional flights: USD 1,180.00 (estimate TBC)

PROGRAMME TOTAL: USD 77,390.00

PER PERSON AVERAGE TOTAL (for 40 PAX): USD 1,935.00

Inclusive of:

- 6 night accommodation in hotels and game lodges stated above in Standard SGL or DBL/TWIN rooms, including all levies and taxes
- Meals as stipulated in above programme
- Road transfers as per itinerary
- Day tours, safari drives and activities as stipulated in above programme, including entrance fees
- Overland services of Russian speaking Tour Director/Coordinator

Exclusive of:

- All international and domestic flights
- Meals not stipulated in above programme
- Drinks
- Optional excursions and activities not stipulated in above programme
- All items and extras of personal nature
- Visa fees
- Prophylaxis medications and vaccinations, if required



ABC AFRICA TRAVEL & TOURS

Optional Services (can be added on request) - Prices in US Dollars (USD):

Return flight Nairobi – Mombasa – Nairobi: USD 240.00 per person (estimate - TBC)

Mombasa City Tour - half day (Ex. North): USD 60.00 per person

Mombasa Tamarind Dhow Dinner Cruise: USD 105.00 per person

Maasai Village Visit: USD 25.00 per person

Bush Breakfast: USD 60.00 per person

Bush Dinner in Mara: USD 70.00 per person

Evening Sundowner: USD 60.00 per person

Hot Air Balloon Safari: USD 450.00 per person

Gala-Dinner with dancers at Whitesands Resort: USD 80.00 per person

Traditional Dancers: USD 220.00 per performance





ABC AFRICA TRAVEL & TOURS

OPTIONAL ACTIVITIES DESCRIPTIONS (SAFARI MODULE)

HOT AIR BALLOON SAFARI IN MASAI MARA (12 or 16 per balloon)

0430 – Wake up call with tea and coffee

0500 – Drive to the Balloon site approximately 1 hour away from your Camp

0600 – Arrival at the Balloon launch site

0615 - Balloon lift off for a flight of about one hour

0715 – You will land and then enjoy a Bubbly sparkling wine bush breakfast.

On landing, passengers are provided with a delicious bubbly-style bush breakfast.

Flight certificates are issued by the flight Captain.

Passengers return to their lodges or camps by about 1000 hours.

There is nothing quite like it. The absolute peace of immense vistas, muted colors and crisp fresh air...and the ever present promise of something wild... as the balloons float you silently above it all "like a dream come true"... The Balloons lift off is at dawn (0615) after coffee and a flight briefing.

The flight will give you a "birds eye view", of the best East Africa has to offer, in the magnificent setting of the Great Rift Valley. Early morning is the ideal time to see wild animals on the plains. In the Maasai Mara Game Reserve in Kenya it is an experience you will never forget.

Where do we fly and How long do we fly for?

Our launch sites are within the bounds of the Maasai Mara Game Reserve adjacent to the Talek River on the Northern boundary. Your driver will notify you of the time you will have to leave your lodgings in the morning to ensure you arrive at the launch site on time. The prevailing winds mean we travel in a South Westerly direction across the Reserve although on rare occasions this can be variable. We have no steering on the balloon as it travels free with the wind. Sometimes however we find different winds at different heights and our pilots will do their best to take full advantage of this to improve your flight. On average we fly approximately 1 hour and approximately 20 kilometres although the distance travelled is completely dependant on the wind speed. If on the very rare occasion we head too quickly towards the Tanzanian border we have to land early. If we fly you for less than half an hour we refund half your money. (If you have booked via a third party we let them know and you apply to them for your refund.)

Weather Conditions

For a good balloon flight we need light winds of less than 15 knots (Ideally less than 10 knots) on the surface with no thermals or adverse weather conditions.

We also need good visibility in order to fly so you are sure of spectacular views. We usually get approximately 95% of our flights here in the Maasai Mara. On the rare occasion we decide to cancel a flight if you have paid Balloon Safaris Ltd direct we will refund your money in full from the location you paid. If you have booked via a third party we let them know and you apply to them for your refund.



ABC AFRICA TRAVEL & TOURS

What time do we fly?

In the Maasai Mara we only fly early in the morning when the winds are usually at their lightest and there is no thermal activity. As a rough guide we aim to have everybody at the launch site for a 6am start. It will depend how far from the launch site you are as to what time your journey by car will start in the morning. Ask one of our representatives about your pick up time. Please do not be late, as it is crucial we get off the ground on time and late arrival could mean missing the flight. We aim to see the sunrise while we are in the air!

How high do we fly?

Most of the time we will be flying below 500 feet, at a height that is conducive to game viewing but on most flights we are able to go up 1000 or even 2000 feet to give you a panoramic view of the Mara.

Even if you are afraid of heights most people are fine when they are in a balloon. There is a theory that you have to be attached to the ground in some way to be scared of heights and you do have the security of the basket around you which remains very stable during flight.

What are we likely to see?

Most of the year the Masai Mara is rich with all the different types of wild animals however on some occasions they do elude us. Unfortunately we cannot control their presence here and there is a difference on a day to day basis!

If this happens to be the case on your flight we suggest you simply enjoy the experience of flying in a balloon over the Mara and its spectacular views.

How many passengers per balloon?

Our balloons normally carry eight, twelve or sixteen passengers at one time. The balloon basket is partitioned so that you have three or four passengers in each section and the pilot in the middle compartment.



Do we get breakfast?

Yes, after the flight we all have a short game drive back to one of several specially chosen breakfast sites we have in the open Mara country side. On arrival at the breakfast site you will see our chefs have been busy preparing a full continental style breakfast during the flight. However, before we start breakfast we will celebrate with a glass or two of bubbly (sparkling wine)!



ABC AFRICA TRAVEL & TOURS

MAASAI VILLAGE VISIT

Give yourself an opportunity to visit a local Maasai village; you will be intrigued by the Maasai people who stand out in their characteristic red wraps as they herd their cows amongst the wild animals of the vast plains. The Maasai people have resisted the influence of Western civilization, however, some are adapting to the new modernized world. This Maasai Village tour will make you understand their story and indulge ourselves a little in their way of life.



Most Maasai villages are set in a few acres with an 8 foot high thicket grown fence with a small entrance – this is to ensure their cattle which are kept inside the village remain safe from wild predators. You will be met by a young Maasai Moran (warrior) most of the inhabitants of the village happen to speak some 'tribal' English - but our tour guide will be there to ensure conversation flows and stories are exchanged. As you approach the village more people will appear, greetings will be exchanged between you and the villagers and you will be invited to join in the singing and dancing - a warrior dance which consists of singing and energetic jumping, a stretch of your leg muscles.



ABC AFRICA TRAVEL & TOURS

BUSH SUNDOWNER (sundowner cocktail with hot and cold canapés):

To complete your afternoon game drive you will stop and have a bush sundowner on your way back to your lodge/camp. The sundowner will be with hot and cold canapés. A great occasion to mingle and enjoy an early evening in the bush.



BUSH BREAKFAST

Dine in the wild and taste safari-life at its best. Nothing is quite so essentially 'Safari' as the traditional 'bush dinner', or breakfast. Typically located in a scenic spot, most bush meals feature meat or fish that is cooked on the spot (on glowing charcoal fires) as well as a selection of fruits, salads etc that have been brought from the lodge. There will usually be a safari bar serving alcoholic and non-alcoholic drinks. Presentation is of the highest quality and, if the meal takes place in the evening, campfires and hurricane lanterns are provided; sometimes entertainment in the form of dancing and/or music.

BUSH DINNER WITH MAASAI DANCERS

1800 - The participants will board their safari minibuses and transfer to the site which is approximately 3km away approximately 10 minute drive from the lodge.

For clients wishing to complete the Out of Africa experience for the most memorable moments. The bush dinner brings out the romance and magic of the African plains. It is a delightful way to wind down a day on Safari.

Picture it:

Breathtaking views of the endless Mara plains all around you, the flaming African sun, sinking slowly beneath the horizon, a dramatic golden sunset. The warmth of the African day giving way to the cool of the evening, darkness creeping in, revealing a sky full of stars. And all this takes place as you enjoy a delicious meal. It is not just dinner; it is an event you cannot miss! You will have lanterns and candles for lighting. Dinner will be served in a buffet style and participants will be seated on tables of 8-10 persons. Please note that the sanitariums will be located within the bush dinner location together with hand washing facilities



ABC AFRICA TRAVEL & TOURS



MAASAI DANCERS PRIVATE PERFORMANCE

In the Maasai Mara are home to the majestic tribe of the Maasai people. They are known for their amazing war cries and jumping. It is fun to arrange the drummers to come out of the trees and surprise the clients, they are very tall and majestic looking people, and wear their full warrior dress. They can be organized to perform either on arrival or during the bush banquet.



OPTIONAL FLIGHT MARA – NAIROBI (Day 5)

After breakfast you will be transferred to the Airstrip for your scheduled flight to Nairobi departing at 1045, arriving at 1145.





ABC AFRICA TRAVEL & TOURS

EXOTIC DINNER AT CARNIVORE RESTAURANT (Day 1)

MENU DINNER AT THE CARNIVORE RESTAURANT:

Soup of the day with homemade fresh brown bread

Selection of charcoal roasted meats which include:

Leg of Beef

Leg of Pork

Leg of Lamb

Pork Spare Ribs

Crocodile and other Wild Game Meats (When Available)

Chicken Tikka

Chicken Yakitori

Chicken Wings

Chicken Livers and gizzards

Lamb Sausages

Pork Sausages

Beef Sausages

Salads and side dishes - Mixed Salad, rice salad, kidney beans, corn relish, coleslaw, cucumber raita

Sauces - Garlic, Chimichurri, sweet and sour, masala, mint, chilli

Desserts - Apple Pie, Cheese Cake, Strawberries, Ice Creams, Kenya Coffee

MOMBASA (INDIAN OCEAN COAST)

Connect on to your flight Nairobi to Mombasa. Upon arrival at Moi International Airport you will be transferred to your Mombasa hotel. Mombasa offers a unique combination of a cultural capital with exciting event opportunities. Its historical district includes the Portuguese Fort Jesus and typical Swahili local ambiance.

The natural beauty of the coral reefs and tropical marine life can be enjoyed from a traditional Dhow, a glass bottomed boat or for the more adventurous by snorkeling or scuba diving in Mombasa.

The Sarova Whitesands Beach Resort www.sarovahotels.com is situated North of Mombasa town on one of East Africa's most stunning white sand beaches leading into the protected Mombasa Marine Park. Set over 22 acres of naturally landscaped greens with lily ponds, five free form swimming pools, the resort has a unique ambience suited for an ultimate leisure retreat.

The resort has 338 rooms in different categories on three floored room blocks, two large buffet dining pavilions, a bistro cafe, a fine-dining seafood grill, a beach bar and disco, a Tulia Spa with an outdoor ocean-view jacuzzi, Ozone children's club, PADI certified diving school and water-sports centre and numerous other leisure and recreation facilities.



ABC AFRICA TRAVEL & TOURS



OPTIONAL ACTIVITIES DESCRIPTIONS (MOMBASA MODULE)

MOMBASA CITY TOUR AND LUNCH AT LA MARINA RESTAURANT

Collect from your hotel at a pre-arranged time and drive onto the Island of Mombasa which is approximately a ½ hour drive. A gentle drive through the “new town” with an explanation on all places of interest and the way of life for the Mombasa people. Continue down to the “old town” and visit to Fort Jesus (now a National Museum), the Old Dhow Harbor where you may see the traditional Ocean-going Arabic Dhows at the docks. The most interesting part of this tour is that tall buildings with ornate intricately carved balconies overshadow the narrow streets and alleyways. After your walking tour of the old town, take a leisurely drive down along the sea-front, the harbor entrance and the Mama Ngina gardens.



Then continue up the main street and under “the tusks” historically known as the gateway of Africa. A visit to the Railway Station, the start of the “Lunatic Express” Railway system, built by the British to open up the interior of Africa. A visit to a mosque and a Hindu Temple





ABC AFRICA TRAVEL & TOURS

FULL DAY WASINI ISLAND TOUR WITH LUNCH

Please bring Sun hats, a swimming costume, a towel, and sun screen

0610 Pick up from your hotel

0830 arrive at Shimoni a fishing village close to the Tanzania border, through lush coconut and cashew plantations and the colourful villages of the Digo People. On arrival at Shimoni you will be welcomed to a day of ultimate pleasure around the islands of the South Kenyan Coast.

The day begins with a visit to the Cave where slaves were holed up to await shipment to the other countries. This is a project run by the Shimoni community as the name was derived from this Cave. Here you will enjoy a typical Swahili breakfast whilst the crew runs through the order of the day events for you. You will then head on to the jetty, where you board an authentic motorised Lamu dhow that has a carrying capacity of 25 pax each boat.

The group we will use 1 dhow which will cruise and sail you through an enchanting seascape of islands to the underwater splendours of the Kisite Marine Park. Here snorkellers will marvel at the incredible variety of marine life in the shallow and warm waters around Kisite Island, the venue for numerous birds.

Our boats have toilet facilities and we also provide snorkelling equipment for use during snorkelling which is done at the marine park, with a 90% chance of spotting dolphins

While on the boat you will be served with soft drinks & water (included).

For those who would like to do some Scuba diving (log books required) you will be escorted to explore a number of excellent dive sites, also teeming with an astounding variety of marine life, which inhabit the magnificent coral reefs in and around the park. (this is available as an optional extra)

A sumptuous Swahili-style seafood lunch with soft drink, water and beer (included), then awaits you upon your return the restaurant on Wasini Island, after which there may still be time for a tour of the traditional Muslim village, or you may prefer to simply spend some relaxing time in the sun.

The village offers a magnificent Coral garden, which has a meandering plat-form build within to allow good viewing of the natural phenomena. This is also a community run project and is included in this tour. At around 1545 – 1600 hrs, after an unforgettable day on and around the islands, you will board the dhow once more and sail back to the Shimoni Jetty, where you will join your transport back to your hotel, arriving in the early evening.





ABC AFRICA TRAVEL & TOURS

THE COUNTRY OF KENYA





ABC AFRICA TRAVEL & TOURS

KENYA'S FAMOUS PARKS AND RESERVES

