



# TIPPING GUIDELINES

There are sometimes different expectations when it comes to tipping from different nationalities and we have found expectations are quite often in line with cultural norms back in respective home countries. In East Africa tips are customary in most service industries and the mountain is no different. Nonetheless it is not obligatory and Summits Africa pays very well compared to many other operators and, in comparison, to average Tanzanian wages.

On smaller groups (2 or 3 people) our crews also appreciate that the tipping burden can be quite high as our crew numbers are high due to our specification.

A common phrase in Kiswahili is “Zawadi ni zawadi” – a gift is a gift.

## HOW AND WHEN TO TIP

You will often find that the subject of tipping comes up at the final camp, which is probably a good place to arrange the final tips as most of the crew head straight home after leaving the last camp, thus it is preferable to be able to reward them before parting ways. In most cases, a “Tipping Ceremony” is conducted on the last morning after breakfast before setting off.

As members of KPAP (Kilimanjaro Porters Assistance Project) we are required to make all tipping as transparent as possible. This is achieved by filling out a tipping form provided by your Head Guide on the mountain and through the Tipping Ceremony; during which, your Head Guide will announce the amount pledged to the porters so that no mistakes can be made.

Having change (\$US dollars are the best) is a good idea. Please plan for this before the climb or we have to organize tipping later once back at base and this becomes more complicated. **Transferring money from your home country after the climb is unhelpful as it will have to go through formal bank accounts and taxes are expected from these payments to the government.**

## INDIVIDUAL TIPPING

We try and discourage individual tipping as this can breed the wrong incentives among the crew. This being said, we also appreciate there are times when an individual has had a sincere impact on your trip and without their help you would not have reached your goals. In these cases, we ask that tipping can be done discretely, away from the eyes of the rest of the crew.

## GUIDELINE AMOUNTS USING THE TIPPING CALCULATOR

When using the Tipping Calculator, it should be remembered these figures are designed to be a guideline based on what have become normal tipping amounts over time. Remember that you should not feel obligated to pay exact amounts. If you feel like giving more or less then please do – it’s a tip after all!

It is also worth noting that the number of porters may change slightly to the number in the calculator due to a number of reasons. The exact number of porters is never confirmed until arriving at the gate of the national park.

The key is that on the last day guests fill out their pledges and then the head guide is tipped SEPARATELY. That way the Head Guide is out of the tipping procedure and can assist with splitting the rest. This will all be reiterated in the pre-departure briefing. We always try to ensure that a good baseline is met with the porters such that they receive at least \$20-\$30 per porter if possible. Skilled Staff – Chefs, Assistant Guides and Camp Managers will get graduated amounts from this base amount.

## VERY ROUGH GUIDELINE

Head Guide: **\$30-\$50** per day | Asst Guide/Camp Crew/Chefs: **\$10-\$20** each per day | Porters: **\$3-\$5** each per day

Please also consider that unused snacks, equipment and clothing will also be gratefully accepted by the staff.