



Mount Kilimanjaro 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 we pay 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 tip is a tip.

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 porters leave at that stage and go home, so it is preferable to be able to reward them on the final morning.

We try to keep tipping as transparent for the crew as possible. All tips should be written down on the form provided to add transparency. The amount of tip generally differs depending on the staff job being done. Your Chief Guide will assist you with this. We require all guides to announce the group tip (where possible) on the final morning of descent with our guests present and to communicate in both Swahili and English.

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 on 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.**

Guideline amounts

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 and if you feel like giving more or less then please do – it's a tip after all!

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 splitting. We go through all this in the 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, camp managers and guides will get graduated amounts from this base amount.

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

You will find that as a very rough guideline tipping works out to 10% of your trip value.

- 6 to 7-day Luxury / VIP climbs: \$350 per person, but with small groups consider budgeting \$400 per person as there are no economies of scale and so a very high proportion of crew to clients.
- 8 – 9-day Luxury/ VIP climbs: \$400 per person, but with small groups consider budgeting \$500 per person as there are no economies of scale and so a very high proportion of crew to clients.

Crew numbers / tipping breakdown and example

Crew numbers

Climbers	Guides	Assistant Guide	Camp crew	Cooks	Porters	Total
1	1	0	1	1	9	12
2	1	1	1	1	16	20
3	1	1	1	1	18	22
4	1	1	1	1	24	28
5	1	2	1	1	30	35
6	1	2	2	2	36	43

Guideline DAILY tip amounts

POSITION	FROM	TO
Head guide	20	30
Assistant guide	10	20
Cook	10	20
Camp crew	10	20
Porter	3	5

7 DAY EXAMPLE

Position	1 Climber	2 Climbers	3 Climbers	4 Climbers
Guides	US\$140-US\$210	US\$140-US\$210	US\$140-US\$210	US\$140-US\$210
Asst Guides	US\$0-US\$0	US\$70-US\$140	US\$70-US\$140	US\$70-US\$140
Camp Managers	US\$70-US\$140	US\$70-US\$140	US\$70-US\$140	US\$70-US\$140
Cooks	US\$70-US\$140	US\$70-US\$140	US\$70-US\$140	US\$70-US\$140
Porters	US\$189-US\$315	US\$336-US\$560	US\$378-US\$630	US\$504-US\$840
Total for Group	US\$469-US\$805	US\$686-US\$1190	US\$728-US\$1260	US\$854-US\$1470
Per Climber	US\$469-US\$805	US\$343-US\$595	US\$243-US\$420	US\$214-US\$368

8 DAY EXAMPLE

Position	1 Climber	2 Climbers	3 Climbers	4 Climbers
Guides	US\$160-US\$240	US\$160-US\$240	US\$160-US\$240	US\$160-US\$240
Asst Guides	US\$0-US\$0	US\$80-US\$160	US\$80-US\$160	US\$80-US\$160
Camp Managers	US\$80-US\$160	US\$80-US\$160	US\$80-US\$160	US\$80-US\$160
Cooks	US\$80-US\$160	US\$80-US\$160	US\$80-US\$160	US\$80-US\$160
Porters	US\$216-US\$360	US\$384-US\$640	US\$432-US\$720	US\$576-US\$960
Total for Group	US\$536-US\$920	US\$784-US\$1360	US\$832-US\$1440	US\$976-US\$1680
Per Climber	US\$536-US\$920	US\$392-US\$680	US\$278-US\$480	US\$244-US\$420