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## QUOTING, PRICING AND FOREIGN CURRENCY POLICY

Our quoting policy is based on the principle that the bulk of your costs are pre-paid, meaning you will have minimal costs on the ground once you are travelling. Please consider this when reviewing the quote as often clients are surprised at the cost, but when considering the inclusions the average cost is on par with that of a quality holiday in Europe, for example. Extras tend to be visas, items of a personal nature, gratuities, activities not pre-booked, imported wines and liquors and meals in towns and cities when accommodation is based on a bed and breakfast basis. The quote/invoice is broken down into:

- **Land arrangements** – this section details the accommodation, the transfers, charter flights, activities, park fees and flying doctor services included. Accommodation in our preferred camps and lodges (apart from the city hotels) is normally quoted on an all inclusive basis (accommodation, meals, local drinks, game activities & services of professional guides, park fees, and often laundry). Furthermore, road and charter transfers to and from the camps are also included and these can be substantial especially if you are flying between camps. Often the only access to the wilderness is by plane as the road infrastructure is not always suitable for timely travel.
- **Air arrangements** – this section details the international & regional sectors required to undertake the safari. Airport & airline taxes are included but are subject to change prior to, or at the time of, ticketing.
- **Extras** – this section details such items as travel insurance, accessories and so forth.

A **summary of the Total Costs** and a payment schedule is located at the very bottom of the Quote/Invoice. To confirm a booking we require a 30% non-refundable deposit of the total land arrangements. To this we add the cost of insurance and gorilla permits (if applicable) as these have to be paid for at the time of confirmation. The Quote/Invoice also highlights the inclusions and exclusions, along with the important conditions attached to your itinerary and booking a safari.

Payment will be accepted by cash, cheque, money order or direct deposit. We also accept Mastercard, Visa and American Express credit card payments. Payments by Visa and Mastercard are subject to an additional merchant fee of 2%. Payments by American Express are subject to an additional merchant fee of 3%. These fees are calculated on the total transaction value.

### Pricing and Currency Fluctuations and Conversions

The Classic Safari Company is invoiced in foreign currency for your land and/or air arrangements. To determine the Australian Dollar value of your arrangements, in order to calculate the deposit required to secure arrangements, the applicable exchange rate at the time of quoting will apply.

Australian Dollar payments to The Classic Safari Company will then be converted to foreign currency on receipt of payment at the exchange rate on the day payment is received as cleared funds.

Any outstanding US Dollar balance due will then be recalculated from US Dollars to Australian Dollars at the applicable exchange rate at the time of further payment.

Should there be further fluctuations between advising the Australian Dollar payments due and receiving the monies in The Classic Safari Company's bank account, the invoice will be adjusted to reflect such fluctuations.

When purchasing currency, the **Bank Sell** rate is used – i.e. the bank is 'selling you USD'. This is a different figure to that quoted in the press which is the **Bank Buy** rate.

The Classic Safari Company does have a United States Dollar account should you prefer to make payment by direct deposit into this account. Note we do not accept USD cheques.

Signing the company Booking Form and/or payment of your deposit indicates acceptance of this process.

**The Classic Safari Company**

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