

12-DAY BESPOKE WINGS OVER NAMIBIA

Flying safari to Etosha – Hoanib / Skeleton Coast - Sossusvlei

Program highlights:

- ❑ This Bespoke flying safari includes PRIVATE charter flights and allows you to enjoy much of the stunning landscape from the air as well as make the most of your time in camp.
- ❑ Begin your adventure with time in Etosha where game viewing takes place around the waterholes.
- ❑ Continue to the Hoanib-Skeleton Coast region where you will spend three days in a private concession which is rich with game and it borders the Skeleton Coast.
- ❑ End with time in Sossusvlei where you will witness the dunes at sunrise.
- ❑ In all the parks you will have the opportunity to spend time on game viewing activities.

12-Day Bespoke Wings Over Namibia



Day	Destination	Accommodation
01	Fly USA – Johannesburg	Travel
02	Fly Johannesburg – Windhoek	AM Weinberg Boutique Hotel
03	Fly Windhoek – Etosha Afternoon activity	Onguma Tented Camp
04+05	Etosha	Onguma Tented Camp
06	Fly Etosha – Hoanib	Hoanib Skeleton Coast Camp or Shipwreck Lodge
07	Day of Activities	Hoanib Skeleton Coast Camp or Shipwreck Lodge
08	Full Day excursion – Skeleton Coast	Hoanib Skeleton Coast Camp or Shipwreck Lodge
09	Fly Hoanib – Sossusvlei Afternoon activity	Sossusvlei Desert Lodge or The Nest
10	Sunrise excursion to Sossusvlei dunes Afternoon at leisure	Sossusvlei Desert Lodge or The Nest
11	Fly Sossusvlei – Windhoek – USA	
12	USA	

2021 LAND ARRANGEMENTS:

Based on ~	Jan 11 - May / Nov	Jun – Oct
Hoanib Skeleton Coast Camp	\$10,395.00	\$12,950.00
Shipwreck Lodge	\$10,750.00	\$11,995.00
Optional Upgrade to The Nest	Please Request	Please Request

** All rates are per person sharing a room*

** Rates quoted are based on two travelers on the private charters*

Departures: daily

Rates quoted are based on the South African Rand (R). Please request specifics from your Safari Consultant

AIR ARRANGEMENTS: (Subject to change until ticketed)

Please note the following sample airfares. Lower promotional airfares are offered throughout the year so please take a moment to contact our "in house" air department for even better pricing options!

INTERNATIONAL:

Economy Class: **From \$1,299.00-\$2,299.00 per person** (low-high season)

Business Class: **From \$5,399.00 per person** (via Europe or on SAA) (low season)

New York/Johannesburg/New York - Please call for add-on fares from your departure city.

INTER-AFRICA: from \$250.00-\$650.00 per person

Johannesburg/Windhoek/Johannesburg

(*from \$250.00 only when booked in conjunction with South African Airways from the USA and is subject to availability at time of booking)

LAND COSTS INCLUDE:

- Accommodations
- All meals and game activities on safari (Full Board)
- Breakfast (B) in Windhoek
- All road and air charter transfers
- Park and guiding fees
- Drinks (excludes champagne and vintage wines) in safari camps
- Laundry at Hoanib Skeleton Coast Camp or Shipwreck Lodge and Sossusvlei Desert Lodge (excluded in Windhoek and Onguma)
- Shared game activities in the camps
- PRIVATE charter flights on a single engine C210 (Windhoek/Etosha/Hoanib/Sossusvlei - via Swakopmund) /Windhoek

NOT INCLUDED:

- Tips to staff and guides
- Additional meals and drinks in Windhoek
- Laundry as noted
- Onguma Onkolo Hide and Interpretive Bush walk at Onguma Tented Camp (additional fees apply)
- Optional Ballooning safari at Sossusvlei (from \$425.00 per person)
- International and Scheduled air fares to/from Windhoek
- Travel insurance
- Personal expenditure

NOTES:

1) This program can be customized by adding additional nights at Onguma, Hoanib Skeleton Coast Camp / Shipwreck Lodge or Sossusvlei Desert Lodge.

2) For those with more time, consider adding a 2- or 3-night stay at Epako in the Omaruru region. This private house accommodates a maximum of 20 guests and provides guests with an exclusive experience. Ask your Safari Consultant for details.

TOUR: NAM12WING

Trip report:

Skeleton Coast/Hoanib- Loved this camp!!!! This was such great camp and experience- it was highlight of trip (2nd would be the sand dunes). I can't say enough about the staff, accommodations, and activities. Clement, the manager was the best we experienced. He was so involved and also there to talk with (or pour wine) and make us feel welcome. He was always there and we felt like special friends staying at his home. He set the tone but everyone we met at the camp gave us the same positive feeling. We were in the farthest tent and the views were amazing and we had feeling of being on another planet. The setting is so amazing. All the meals were excellent and we had a great guide Elias. He was so enjoyable to be with and we spent a lot of time out looking. Think we had longer drives than the other 2 camps. He was very knowledgeable and showed us even the very small animals (spiders) but also saw giraffes, elephants, oryx, seals, springbok, and a brown haired hyena walking across from water hole while we were having breakfast.

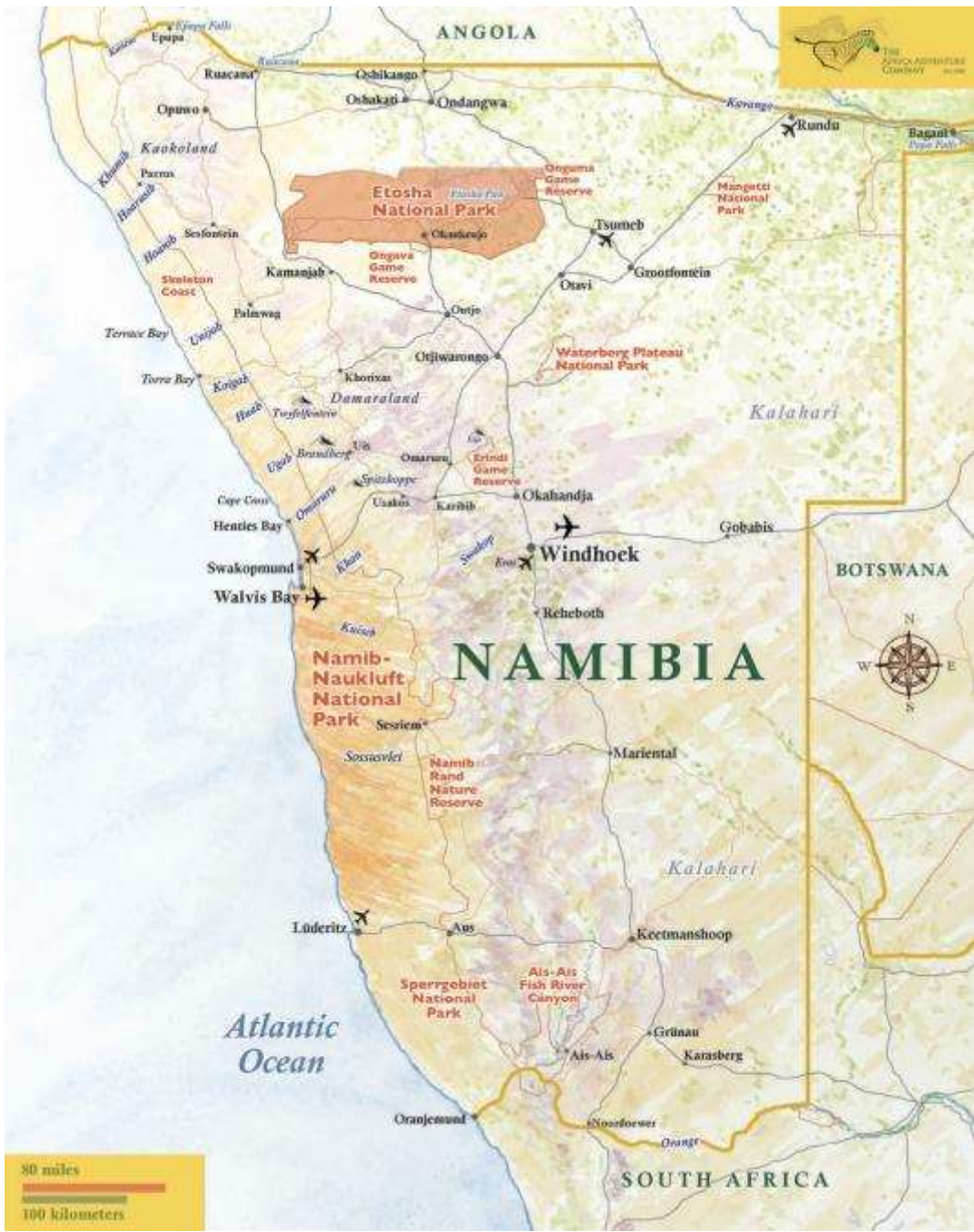
We were very fortunate to have time with MC and to hear of her work with the brown haired hyenas plus Dr. Phillip Stander was there. One evening he spotted a leopard stalking a giraffe with a baby and all of us went out and were able to see the leopard. Then Dr. Stander came back and sat around the fire pit having a glass of wine and talking about his work. What a wonderful opportunity we had. The next evening Elias let us stay out during our sundowner to watch the mother giraffe over the deceased baby and observe all the animals that were trying to scavenge.

We also enjoyed the trip to the coast and was surprised how much we saw on the drive over to coast. They had a wonderful lunch set up on the beach that was great and the pilots who flew us back managed to find group of elephants that we flew over. It is amazing how the camp operates on solar power only and with food, water, supplies all trucked in. It was a 5* experience. They showed the movie that Nat. Geographic made about Dr Standers 17 year work with the mother lion and the 5 lions. I have been finding on line other videos of his as was so impressive for conservation and protection of the desert lions.

In summary, we had a wonderful trip and I would recommend your organization and also Wilderness Safaris. In fact, I want to go to Botswana and stay at Wilderness camps. While expectations were that we would not see many animals, knowing it is a desert environment we were very fortunate and I feel saw a lot. They had rain the month before so that helped as many animals in the riverbed. And our guides were very good. Having been in Kenya on safari, this was such a neat change as felt like we were only ones in the parks or reserves. We would drive for hours and not see other cars. So different from Kenya. Plus as most people were also staying at the different camps you ran into them multiple times-either at a camp or airport. All the information and documentation you provided were valuable and everything we needed. (The camps did such a good job with laundry we realized we had over-packed.)

Thanks for your planning and support and this was a trip my daughter and I will remember for a very long time.

Sydney Bland



Internal costing

2021 costing 7/22/20 – st ROE = 16.5
8/4/20 – chanced ROE from 14.0 to 16.5//st

Based on Hoanib Skeleton Coast Camp

<i>Sample date</i>	Jan 11-May <i>May 7</i>	/Nov	Jun-Oct <i>Aug 1</i>
In TP	19903	24737	
PP	9952	12369	
4% cc fee	398	495	
Bag	75	75	
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	10425	12938	
Quote	10395	12950	

Based on Shipwreck Lodge

<i>Sample date</i>	Jan 11-May <i>Mar 1</i>	/Nov	Jun-Oct <i>Aug 1</i>
In TP	20481	23014	
PP	10241	11507	
4%	410	460	
Bag	75	75	
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	10725	12042	
Quote	10750	11995	

Internal Quote

Africa Adventure Co.

Name	Test Sarah #2	Reference	AAUU132415	Travel Date	01 Aug 21
Agent	Africa Adventure Company	Consultant	Sarah Taylor	Status	Enquiry
Date	Location	Supplier	Product Description	Nett Cost	Price
01 Aug 21	USA	AAC Air Dept	USA to Johannesburg	0.00	0.00
02 Aug 21	JNB	AAC Air Dept	Johannesburg to Windhoek	0.00	0.00
02 Aug 21	NAM	Ultimate Safaris Namibia	NAM12Wings Over Namibia	9,205.38	11,506.73
02 Aug 21	ALL	Africa Adventure Company	TP NX - AC Service line	0.00	0.00
02 Aug 21	WDH	Ultimate Safaris Namibia	Road tsfr WDH to city	0.00	0.00

03 Aug 21	WDH	Ultimate Safaris Namibia	hotels Road tsfr city hotels to WDH	0.00	0.00
03 Aug 21	WDH	Ultimate Safaris Namibia	FLT - Windhoek to Etosha	0.00	0.00
06 Aug 21	ETO	Ultimate Safaris Namibia	FLT - Etosha to Hoanib	0.00	0.00
09 Aug 21	SKE	Ultimate Safaris Namibia	FLT - Skeleton Coast to Sossusvlei	0.00	0.00
11 Aug 21	NNP	Ultimate Safaris Namibia	FLT - Sossusvlei to Windhoek	0.00	0.00
11 Aug 21	WDH	AAC Air Dept	Windhoek to Johannesburg	0.00	0.00
11 Aug 21	JNB	AAC Air Dept	Johannesburg to USA	0.00	0.00

Booking Summary (USD)

Cost	18,410.76	Markup(25.00 %)	4,602.69
Retail	23,013.45	Commission (0.00 %)	0.00
Agent	23,013.45	Tax	0.00
Final Sell	23,013.45	Margin (20.00 %)	4,602.69

Account Summary (USD)

Invoices	0.00
Receipts	0.00
To be Invoiced	23,013.45
Total Due	0.00

Per Person Pricing

Adult 01 Test Sarah #2	Adult	USD 11,506.73
Adult 02 Test Sarah #2	Adult	USD 11,506.73

Booking Total: USD 23,013.45

2020 costing 6/12/19 – st ROE = 13.5

Added Shipwreck Lodge as option for 2020

(actual ROE is 14.7 so if you cost March pricing based R132261 / 14.7 = 8998 net / .8 = \$11246, diff is \$1029 so no cc fee added)

Based on Hoanib Skeleton Coast Camp

Sample date	Jan 11-May Mar 1	Jun-Oct Aug 1
In TP	24493	29852
PP	12247	14926
Bag	75	75
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Quote	12322	15001
	12375	14995

Based on Shipwreck Lodge

Sample date	Jan 11-May	Jun-Oct
	Mar 1	Aug 1
In TP	24610	27705
PP	12305	13853
Bag	75	75
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	12380	13928
Quote	12375	13950

Booking request:

Ultimate Namibia safaris

Day

- 01 arrive WDH, transfer to hotel
o/n AM Weinberg (B) – *Loft Room*
- 02 transfer to Eros
Private charter WDH/Etosha
3 nts Onguma Tented camp
- 05 **private charter shuttle to Hoanib Camp**
3 nts Hoanib Skeleton Coast Camp **or Shipwreck Lodge**
- 08 **private charter flight Hoanib/Sossusvlei**
2 nts Sossusvlei Desert Lodge
- 10 private charter flt to WDH
Connect with international flight to JNB