

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 in respective home countries.

In East Africa tips are customary in most service industries and on the mountain is no different. Nonetheless it is not obligatory, and Summits' staff are paid very well compared to many other operators and, in comparison to average Tanzanian wages.

On smaller groups (2 or 3 people) the trekking crews appreciate that the tipping burden can be quite high due to crew number ratios, to ensure your comfort. 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 present it to 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 (USD dollars are the best) is a good idea. Please plan for this before the climb or we have to organise tipping later on back at base and this becomes more complicated. **Transferring money from your home country after the climb is not ideal as it will have to go through formal bank accounts and taxes are expected from these payments to the government.**

What to tip

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.

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 USD 20-30.00 per porter if possible. Skilled staff – chefs, assistant guides, camp managers and guides will get graduated amounts from this base amount.

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:** USD 350.00 per person, but with small groups consider budgeting USD 400.00 per person. As there are no economies of scale and so a very high proportion of crew to clients.
- **8 to 9 day - Luxury/VIP climbs:** USD 400.00 per person, but with small groups consider budgeting USD 500.00 per person. As there are no economies of scale and so a very high proportion of crew to clients.
- **Airport/Hotel Porters:** USD 2.00 per porter
- **Pre & Post accommodation in Arusha:** General Lodge Staff – USD5 per person per day. This can be placed in a communal tip box at reception or handed to the camp manager.

Please also consider that unused snacks, equipment, and clothing that you may not use again, will also be gratefully accepted by the staff.

Crew Numbers / Tipping Breakdown and Example

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 Amount

Position	From (US\$)	To (US\$)
Head Guide	20	30
Assistant Guide	10	20
Cook	10	20
Camp Crew	10	20
Porter	3	5

7 day Climb – example:

Position	1 Climber	2 Climbers	3 Climbers	4 Climbers
Guides	USD 140 - 210	USD 140 - 210	USD 140 - 210	USD 140 - 210
Asst Guides	-	USD 70 - 140	USD 70 - 140	USD 70 - 140
Camp Managers	USD 70 - 140	USD 70 - 140	USD 70 - 140	USD 70 - 140
Cooks	USD 70 - 140	USD 70 - 140	USD 70 - 140	USD 70 - 140
Porters	USD 190 - 315	USD 330 - 560	USD 378 - 630	USD 510 - 840
Total for Group	USD 470 - 805	USD 685 - 1190	USD 728 - 1260	USD 860 - 1470
Per Climber	USD 470 - 805	USD 345 - 595	USD 243 - 420	USD 215 - 368

8 day Climb – example:

Position	1 Climber	2 Climbers	3 Climbers	4 Climbers
Guides	USD 160 - 240	USD 160 - 240	USD 160 - 240	USD 160 - 240
Asst Guides	-	USD 80 - 160	USD 80 - 160	USD 80 - 160
Camp Managers	USD 80 - 160	USD 80 - 160	USD 80 - 160	USD 80 - 160
Cooks	USD 80 - 160	USD 80 - 160	USD 80 - 160	USD 80 - 160
Porters	USD 215 - 360	USD 380 - 640	USD 440 - 720	USD 580 - 960
Total for Group	USD 535 - 920	USD 780 - 1360	USD 840 - 1440	USD 980 - 1680
Per Climber	USD 535 - 920	USD 390 - 680	USD 280 - 480	USD 245 - 420