



Four Nights Atlantis Puerto Galera
Followed by
Six Nights Atlantis Dumaguete
For
Waterworld
February 8, 2019

Thank you for this opportunity to create a trip of a lifetime with you for your diving and non-diving friends. This quote was prepared in accordance with the 2019 Shop Visit Special and 2019 Terms & Conditions. All pricing is in US Dollars unless otherwise indicated. Please contact Les Corkill, Atlantis Sales & Marketing Representative, at 219-928-8846 or les.corkill@atlantishotel.com with any questions.

Atlantis Puerto Galera

Inclusions (Commissionable):

- 4 nights deluxe room double occupancy
- Room upgrades are available see 2018 Terms & Conditions for pricing
- All meals at Toko's Restaurant
- Coffee, tea, iced tea and filtered water are available throughout the day. Breakfast drinks, Italian and specialty coffees are included through breakfast and available for a fee thereafter.
- Unlimited scheduled boat diving - up to 5 dives a day including night diving
- 1 Verde Island Day Trip – Pre-booked Verde Island Day Trips are commissionable. Rates are subject to change.
- Unlimited Nitrox Free

- Unlimited Internet Free

Exclusions (Non-Commissionable):

- Equipment rental and dawn dives are available and paid at the resort.
- Additional day trips to Verde Island at \$98.00 can be arranged and paid at the resort. Rates are subject to change.
- Atlantis provides transfers from Manila to Puerto Galera are \$100.00 per person. This rate includes round trip air-conditioned van between Manila and Batangas, private outrigger boat between Berberabe Dock in Batangas and Sabang Beach in Puerto Galera, personal airport "Meet & Greet", and luggage assistance. This rate is subject to change and applies when 16 or more people are traveling together on the same transfers otherwise a different transfer rate may apply.
- There is a tourist tax (for those aged between twelve and sixty). The 2018 rate is 110 PHP approximately \$2.00 per person. This fee is paid at the resort at check out. This rate is subject to change.
- Land excursions can be booked and paid for at the resort. Rates are subject to change.

Atlantis Puerto Galera Package Summary

4 Nights, Check-in December 3, 2019 and Check-out December 7, 2019

Party of 11, FOC Ratio 10 Paid +1 FOC

Non-Diver Rate \$672.00, Single Supplement \$240.00

Atlantis Puerto Galera \$1,089.00 x 11 = \$11,979.00

Verde Island Day Trip \$94.00 x 11 = \$1,078.00

Sub-Total = \$13,057.00

Less FOC = US\$1,089.00 x 1 = \$1,089.00 Verde Island Day Trip Leader US\$98.00 = \$1,187.00

Commissionable = \$11,870.00

Less 10% commission = \$1,187.00

Net Price = \$10,683.00

Roundtrip transfers US\$100.00 x 11 = \$1,100.00

Puerto Galera Package Price = \$11,783.00

Atlantis Dumaguete

Inclusions (Commissionable):

- 6 nights deluxe room double occupancy, Pay for 8 Nights, Get 2 Free Nights
- Room upgrades are available see 2018 Terms & Conditions for pricing
- All meals at Toko's Restaurant
- Coffee, hot tea, ice tea and filtered water are complimentary throughout the day. Italian and other specialty coffees and fresh juice are complimentary until 10:00 AM with breakfast and are also available for a fee thereafter.
- Unlimited scheduled boat diving - up to 5 dives a day including night diving
- 1 Apo Island Day Trip or similar
- 1 Oslob Whale Shark Day trip. Pre-booked Oslob Day Trips are commissionable. Rates are subject to change.
- Unlimited Nitrox Free
- Unlimited internet access

Exclusions (Non-Commissionable):

- Equipment rental and dawn dives are available and paid at the resort.
- Additional day trips to Apo Island at \$98.00 and to Oslob at \$113.00 can be arranged and paid at the resort. Rates are subject to change.
- Atlantis provides round trip transfers between Manila and Dumaguete at a cost of \$208.00 per person. This rate includes roundtrip domestic economy airfare between Manila and Dumaguete with 70lbs. of checked luggage, domestic terminal fees, private air conditioned van between international terminal and domestic terminal in Manila, round trip private air conditioned transfers between Dumaguete Airport and resort, personal airport "Meet & Greet", and luggage assistance. This rate applies when 16 or more people are traveling together on the same transfer otherwise a different transfer rate may apply.
- The marine park fee for 6 nights is estimated at \$110.00 per person. Actual marine park fees are charged by dive at 210 PHP (\$3.96) per day dive and 350 PHP (\$6.60) per night dive at an exchange rate of 53 PHP to \$1.00. These fees are paid at the resort at check-out. Rates are subject to change.
- Land excursions can be booked and paid for at the resort. Rates are subject to change.

Atlantis Dumaguete Package Summary

6Nights (2 Free), Check-in December 7, 2020 and Check-out December 13, 2020

Party of 11, FOC Ratio 10 Paid+1 FOC

Non-Diver \$728.00, Single Supplement \$240.00

Atlantis Dumaguete \$1,243.00 x 11 = \$13,673.00(Includes 1 Day Trip to Apo Island)

Add Pre-Booked Day Trip to Oslob Whale Shark Snorkel \$113.00 x 11 = \$1,243.00

Sub-Total = \$14,916.00

Less FOCs \$1,243.00 x 1 = \$1,243.00 + Trip Leader Whale Sharks \$113.00 = \$1,356.00

Commissionable = \$13,560.00

Less 10% commission = \$1,367.80

Net Price = \$12,310.00

Roundtrip transfers US\$208.00 x 11 = \$2,288.00

Dumaguete Package Price = \$14,492.00

Atlantis Dive Resorts & Liveboards Package Summary

4 Nights, Check-in December 3, 2020 and Check-out December 7, 2020

6 Nights (2 Free), Check-in December 7, 2020 and Check-out December 13, 2020

Party of 11 (10 Paid+1 FOCs) - Land 10% Commission

<u>Description</u>	<u>Puerto Galera/Dumaguete</u>	<u>Totals</u>
Rack Rate	\$11,979.00+ \$13,673.00=	US\$25,652.00
Verde & Whale Shark Trips	\$1,078.00 + \$1,243.00 =	US\$ 2,321.00
Sub-Total	\$13,057.00 + \$14,916.00 =	US\$ 27,973.00
Less FOC	\$1,187.00 + \$1,356.00 =	US\$ 2,543.00
Commissionable	\$11,870.00 + \$13,560.00 =	US\$ 25,430.00
Less Commission	\$1,187.00+ \$1,356.00=	US\$ 2,543.00

NetPrice	\$10,683.00+ \$12,204.00=	US\$	22,887.00
Roundtrip Transfers	\$1,100.00+ \$2,288.00=	US\$	3,388.00
Total Package	\$11,783.00+ \$14,492.00 =	US\$	26,275.00

Notes:

- See our 2018 DEMA Resort Specials and Terms & Conditions for room upgrades and other pricing details, payment and cancellation schedules, ground and air transfers and other important information.
- A deposit of \$2,000.00 will confirm this offer. The deposit is calculated as \$100.00 per paying person per resort or 10 paying persons x \$200.00 = \$2,000.00.
- The package price for a diver double occupancy in a deluxe room is \$2,851.00. (Calculated Rack Rate \$2,332.00 + Verde Island \$98.00 + Whale Shark Snorkel \$113.00 + Transfers \$308.00).
- The package price for a non-diver double occupancy in a deluxe room is \$1,708.00. (Calculated Rack Rate \$1,400.00 + Transfers \$308.00).
- The package price for a diver with single supplement is \$3,331.00. (Calculated Rack Rate \$2,812.00 + Verde Island \$98.00 + Whale Shark Snorkel \$113.00 + Transfers \$308.00).
- The package price for a diver in a Jr. Deluxe in Puerto Galera and single supplement in Dumaguete is \$3,091.00. (Calculated Rack Rate \$2,572.00 + Verde Island \$98.00 + Whale Shark Snorkel \$113.00 + Transfers \$308.00).
- Certified nitrox divers will receive free nitrox for the entire trip.
- The Tourist Tax is approximately \$2.00. The Marine Park fees are estimated at \$88.00 and may be less as they are charged on the actual dives taken. These fees totaling \$90.00 are not included in package prices shown above. They are charge on the respective resort bill and paid upon checking out of the resorts.