

Sales Manual



explornatura

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RATES

RATES FROM TURRIALBA

RATES VALID FROM JANUARY 1, 2010 TO DECEMBER 31, 2010

TOURS	RACK PRICE	COMMISSION	NET PRICE
Canyoning	\$65.00	20%	\$52.00
Rafting Pacuare 1 day	\$85.00	20%	\$68.00
Rafting Pejibaye	\$70.00	20%	\$56.00
Rafting Pacuare 2 days	\$230.00	20%	\$184.00
CATIE Plantation Tour	\$40.00	15%	\$34.00
CATIE Mountain Bike Tour	\$55.00	15%	\$46.75
Turrialba Volcano	\$75.00	20%	\$60.00
Horseback Riding	\$61.00	15%	\$51.85
Guayabo Archeological Site	\$60.00	15%	\$51.00

RATES VALID FROM JANUARY 1, 2011 TO DECEMBER 31, 2011

TOURS	RACK PRICE	COMMISSION	NET PRICE
Canyoning	\$65.00	20%	\$52.00
Rafting Pacuare 1 day	\$85.00	20%	\$68.00
Rafting Pejibaye	\$70.00	20%	\$56.00
Rafting Pacuare 2 days	\$260.00	20%	\$208.00
CATIE Plantation Tour	\$40.00	15%	\$34.00
CATIE Mountain Bike Tour	\$55.00	15%	\$46.75
Turrialba Volcano	\$75.00	20%	\$60.00
Horseback Riding	\$61.00	15%	\$51.85
Guayabo Archeological Site	\$60.00	15%	\$51.00

RATES FROM SAN JOSÉ

RATES VALID FROM JANUARY 1, 2010 TO DECEMBER 31, 2010

TOURS	RACK PRICE	COMMISSION	NET PRICE
Canyoning	\$95.00	30%	\$66.50
Rafting Pacuare 1 day	\$99.00	30%	\$69.30
Rafting Pejibaye	\$89.00	30%	\$62.30
Rafting Pacuare 2 days	\$260.00	30%	\$182.00
CATIE Mountain Bike Tour	\$89.00	20%	\$71.20
Turrialba Volcano	\$95.00	20%	\$76.00
Guayabo Archeological Site	\$89.00	20%	\$71.20

RATES VALID FROM JANUARY 1, 2011 TO DECEMBER 31, 2011

TOURS	RACK PRICE	COMMISSION	NET PRICE
Canyoning	\$95.00	30%	\$66.50
Rafting Pacuare 1 day	\$102.00	30%	\$71.40
Rafting Pejibaye	\$95.00	30%	\$66.50
Rafting Pacuare 2 days	\$280.00	30%	\$196.00
CATIE Mountain Bike Tour	\$95.00	20%	\$76.00
Turrialba Volcano	\$95.00	20%	\$76.00
Guayabo Archeological Site	\$95.00	20%	\$76.00

RATES FROM RANCHO NATURALISTA

RATES VALID FROM JANUARY 1, 2010 TO DECEMBER 31, 2010

TOURS	RACK PRICE	COMMISSION	NET PRICE
Canyoning	\$75.00	20%	\$60.00
Rafting Pacuare 1 day	\$90.00	20%	\$72.00
Rafting Pejibaye	\$80.00	20%	\$64.00
Rafting Pacuare 2 days	\$240.00	20%	\$192.00
CATIE Plantation Tour	\$50.00	15%	\$42.50
CATIE Mountain Bike Tour	\$65.00	15%	\$55.25
Turrialba Volcano	\$85.00	20%	\$68.00
Horseback Riding	\$71.00	15%	\$60.35
Guayabo Archeological Site	\$70.00	15%	\$59.50

RATES VALID FROM JANUARY 1, 2011 TO DECEMBER 31, 2011

TOURS	RACK PRICE	COMMISSION	NET PRICE
Canyoning	\$75.00	20%	\$60.00
Rafting Pacuare 1 day	\$90.00	20%	\$72.00
Rafting Pejibaye	\$85.00	20%	\$68.00
Rafting Pacuare 2 days	\$265.00	20%	\$212.00
CATIE Plantation Tour	\$50.00	15%	\$42.50
CATIE Mountain Bike Tour	\$65.00	15%	\$55.25
Turrialba Volcano	\$85.00	20%	\$68.00
Horseback Riding	\$71.00	15%	\$60.35
Guayabo Archeological Site	\$70.00	15%	\$59.50

RATES FROM GUAYABO LODGE & ESPINO BLANCO

RATES VALID FROM JANUARY 1, 2010 TO DECEMBER 31, 2010

TOURS	RACK PRICE	COMMISSION	NET PRICE
Canyoning	\$70.00	20%	\$56.00
Rafting Pacuare 1 day	\$90.00	20%	\$72.00
Rafting Pejibaye	\$75.00	20%	\$60.00
Rafting Pacuare 2 days	\$235.00	20%	\$188.00
CATIE Plantation Tour	\$50.00	15%	\$42.50
CATIE Mountain Bike Tour	\$60.00	15%	\$51.00
Turrialba Volcano	\$80.00	20%	\$64.00
Horseback Riding	\$66.00	15%	\$56.00
Guayabo Archeological Site	\$65.00	15%	\$55.25

RATES VALID FROM JANUARY 1, 2011 TO DECEMBER 31, 2011

TOURS	RACK PRICE	COMMISSION	NET PRICE
Canyoning	\$70.00	20%	\$56.00
Rafting Pacuare 1 day	\$90.00	20%	\$72.00
Rafting Pejibaye	\$80.00	20%	\$64.00
Rafting Pacuare 2 days	\$265.00	20%	\$212.00
CATIE Plantation Tour	\$50.00	15%	\$42.50
CATIE Mountain Bike Tour	\$60.00	15%	\$51.00
Turrialba Volcano	\$80.00	20%	\$64.00
Horseback Riding	\$66.00	15%	\$56.10
Guayabo Archeological Site	\$65.00	15%	\$55.25

RATES FROM HACIENDA TAYUTIC

RATES VALID FROM JANUARY 1, 2010 TO DECEMBER 31, 2010

TOURS	RACK PRICE	COMMISSION	NET PRICE
Canyoning	\$70.00	20%	\$56.00
Rafting Pacuare 1 day	\$90.00	20%	\$72.00
Rafting Pejibaye	\$75.00	20%	\$60.00
Rafting Pacuare 2 days	\$235.00	20%	\$188.00
CATIE Plantation Tour	\$50.00	15%	\$42.50
CATIE Mountain Bike Tour	\$60.00	15%	\$51.00
Turrialba Volcano	\$80.00	20%	\$64.00
Horseback Riding	\$66.00	15%	\$56.00
Guayabo Archeological Site	\$65.00	15%	\$55.25

RATES VALID FROM JANUARY 1, 2011 TO DECEMBER 31, 2011

TOURS	RACK PRICE	COMMISSION	NET PRICE
Canyoning	\$70.00	20%	\$56.00
Rafting Pacuare 1 day	\$90.00	20%	\$72.00
Rafting Pejibaye	\$85.00	20%	\$68.00
Rafting Pacuare 2 days	\$265.00	20%	\$212.00
CATIE Plantation Tour	\$50.00	15%	\$42.50
CATIE Mountain Bike Tour	\$60.00	15%	\$51.00
Turrialba Volcano	\$80.00	20%	\$64.00
Horseback Riding	\$66.00	15%	\$56.10
Guayabo Archeological Site	\$65.00	15%	\$55.25

Sales Policies

- Our rates apply to tours from San Jose and Turrialba only.
- All of tours from San Jose include breakfast and lunch.
- We pick up clients for our tours from San Jose between 5:35 am and 6:30 am.
- Rates are valid until December 31, 2010.
- Our office hours are from 7:00 am to 7:00 pm, Monday through Friday.
- Our office hours are from 7:00 am to 11:00 pm, and from 2:00 pm to 6:00 pm, Saturday and Sunday.
- Our US office number is (925) 465-0306.
- Our Costa Rica Office numbers are (506) 2556-4032 and (506) 2556-2070.
- Our Half-day tours require at least 4 hours advance notice.
- We accept payments in dollars, colones, Visa, and Mastercard.
- For groups bigger than 20 people please contact us for group rates.
- There are not refunds in case of no show.
- 1 CPL for every 10 people
- To operate any of our regular tours as 'private tours' we require a minimum of 4 pax and have a surcharge of 20% per person on top of the regular rate.

Payment Conditions

All tours must be paid in advance unless there is a prior agreement with Explornatura.

Explornatura has the following bank accounts:

BNCR
Colones Account
100-01-005-5982-9

BNCR
Dollar Account
200-02-005-2509-3

Accounting Department

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