THE TANZANITE COLLECTION
CURATED SAFARIS · ARUSHA



FOR SELECTED TRAVEL PARTNERS

Africa.
Entirely for your guests.

Extraordinary private safaris. Personally designed.
Exceptional service for your guests – and equally for you.





THE TANZANITE COLLECTION

For wishes that deserve more.

Your guests know beautiful hotels and excellent service. What they seek is often more personal: uninterrupted family time, rare encounters and the freedom simply to be themselves. Entrepreneurs, private individuals and public figures deserve the same attention to their wishes. The Tanzanite Collection shapes these wishes into private journeys in northern Tanzania, with Kevin Nassary personally accountable and your agency an equally valued customer.

A journey designed to commission

Your agency brings the guest’s personality and wishes. We design the route, retreats and special moments around them. Particular requests are where our work begins.

A partner for exceptional enquiries

When an enquiry calls for more than a beautiful itinerary, our collaboration begins: with discretion, personal preferences, carefully planned surprises and organisation down to the details.

One accountable person for both customers

From the first client conversation to the final transfer, you work directly with Kevin. He connects your advice with delivery on the ground: personally, attentively and with the whole journey in mind.

Northern Tanzania is our core, with Kenya and Zanzibar available as extensions. We offer a limited number of private journeys each year to a highly exclusive circle of clients, caring for no more than two journeys at any one time. This allows us to maintain the same exceptional standard of personal care for every guest and travel partner.

YOUR PERSONAL HOST

Kevin Nassary.
Your host in Africa.

Eight years of safari experience at the highest level. Academically trained, rooted in his homeland and at ease with discerning guests, Kevin brings together modern Africa and the traditional culture and heritage of his home.



His roots lie in the Meru community around Mount Meru. Teacher training and work as a safari entrepreneur have shaped a host who listens, understands the bigger picture and finds solutions. His knowledge of the country becomes the foundation of your journey.

As owner and operations lead, he works with your agency from the idea through to delivery. He welcomes your guests personally, coordinates his network and remains available for decisions. He delegates tasks while retaining responsibility.

A personal welcome in Tanzania

Direct access for agency and guest

Additional hosting by arrangement

African roots. Modern hospitality. Personal accountability.

OUR TWO-CUSTOMER PHILOSOPHY

Two customers.
The same exceptional service.

Our customer is always both the traveller and you, the agency, on an equal level. You receive the same attentive, personal and exclusive service as your guests. That is part of our philosophy at this level.

Your advice receives our personal support

Need images, travel information, an idea for a surprise or support for a client conversation? Kevin takes care of it personally. We contribute ideas, provide suitable materials and shape the proposal with you.

Direct access to the person who decides

Your contact is the accountable owner. He knows the brief and the operation on the ground. Wishes, changes and important questions are discussed directly with him before, during and after the journey.

Your client relationship is part of our promise

Guests you introduce remain associated with your partnership. B2B terms are confidential and you determine your retail price. We support your success as a selected travel partner.

Your guest receives a bespoke journey.
You receive bespoke support.



WILDERNESS. UP CLOSE.

A moment that stays with you.



Your own path. Time to observe. Memories that are yours alone.

BEYOND THE EXPECTED

Exceptional wishes.
Entirely personal moments.

Christmas dinner beneath the stars. Oysters on ice in the savannah. Or simply an uninterrupted afternoon with family. What makes it special begins with the person: Kevin creates the setting in which your guests feel at ease and entirely themselves.

Private Aviation & exceptional arrivals

Private charters, helicopter transfers and coordinated connections. A VIP arrival sets the tone for the entire journey: personally welcomed, calmly received and smoothly on your way.

Privacy & Personal Security

Confidential planning, private vehicles and retreats. Privacy screens, tinted windows and personal security are arranged around the guest. Discretion accompanies the journey without taking centre stage.

Personal concierge – with a butler if desired

A private chef, a favourite wine, champagne in the safari vehicle or butler service at a suitable property. A dinner just for the family. A special moment at exactly the right time. Your wishes set the direction.

The real East Africa. At your own rhythm.

Fine dining, street barbecue at Khan’s BBQ or a local evening at Andrew’s: we want to bring your guests closer to authentic Arusha, Tanzania and East Africa. Naturally among people or privately arranged, including agreed exclusive restaurant use. At his family’s invitation, Kevin can also accompany guests to his mother’s home to experience traditional coffee preparation. Kevin coordinates hosts, transfers and arrangements. Your guest decides how much connection or privacy feels right. These examples are inspirations for individual planning; encounters and culture follow the guest’s interests and wishes.

Think first of the wish. We develop the how: with suitable hosts and specialists, careful organisation and a clearly agreed scope of service.



One Nature Nyaruswiga · Image: One Nature Hotels

SELECTED PRIVATE RETREATS

Wilderness outside. Exceptional comfort within.

One Nature Nyaruswiga is already part of our planned Festive Journey: a luxurious tented camp in the central Serengeti. Generous interiors and proximity to safari areas make accommodation a chapter of the journey in its own right.



Singita Serengeti House · Image: Singita

Singita Serengeti House

An exclusive-use villa with four suites in the Grumeti Reserve, within the Serengeti ecosystem. An example of a private retreat we can enquire about for a family or a single travelling party.

Meliá Ngorongoro

The planned journey concludes its safari chapter in the highlands at Ngorongoro Lodge Meliá Collection. Room or suite selection reflects the desired comfort and privacy.



Migration · One Nature Hotels

FESTIVE SEASON 2026/27 · AT MOST TWO PRIVATE JOURNEYS

A Christmas entirely their own.

For our debut, we will design at most two private Festive Journeys. As a selected travel partner, you have the opportunity to offer one to your client: six safari days with a personal VIP arrival, Ndutu, a dawn balloon safari, One Nature Nyaruswiga and Ngorongoro. Extraordinary Christmas surprises will be designed specifically for your guests. A dinner beneath the stars is one detail we can reveal. Others will remain our secret until the right moment.

We deliberately give Ndutu time. With the rains, great wildebeest and zebra herds return to the southern plains. Christmas is about expansive landscapes alive with wildlife; the main calving period generally follows in January and February. Rainfall and current herd movements shape the precise safari.

We offer the canvas; your guest shapes the journey: more Ndutu, different parks, longer stays or private charters. Afterwards, return home, continue a round-the-world journey or transfer to Zanzibar: an extension also organised by us, with exclusive leading resorts or private villas, coordinated transfers and a sensational New Year beside the Indian Ocean.



A personal welcome at Kilimanjaro Airport

THE ARRIVAL IS ALREADY PART OF THE EXPERIENCE

Africa welcomes you.
We take care of the details.

At Kilimanjaro International Airport, the planned VIP arrival begins at the aircraft. A coordinated limousine collection takes your guests to the separate VIP lounge. The transition from flight to journey should feel calm, personal and effortless.

Settle in comfortably

Your guests take a seat in the lounge. Entry formalities are coordinated with the responsible airport team while baggage collection is attended to. Time for refreshments and a first quiet moment in Tanzania.

Continue privately

Once formalities are complete and luggage is ready, your guests are accompanied to their private transfer. A comfortable vehicle awaits, or a pre-arranged helicopter transfer if requested.

Gran Meliá Arusha – or a private beginning

Kevin welcomes your guests personally. This five-star hotel overlooking Mount Meru is one of our preferred starting points: elegant suites, a spa and butler service in selected RedLevel categories. The hotel also hosts the President. Guests seeking an entirely private setting receive a suitable alternative: a private villa with personal service staff. Accommodation and support are shaped around the guest.

The precise VIP arrangements and vehicle or flight selection are coordinated with the responsible airport and transfer partners before travel.



FESTIVE JOURNEY · DAYS 1 TO 3

Arrive. Take flight. Enter the wilderness.

01 / Welcome to Tanzania

The safari begins with the Kilimanjaro International Airport VIP arrival described on the previous page. Kevin welcomes your guests personally. After the lounge, assisted entry formalities and baggage collection, a private transfer continues to Arusha, by helicopter if requested. Gran Meliá Arusha awaits for an unhurried first evening; a private-villa beginning can be designed instead.

Gran Meliá Arusha · Dinner & Breakfast

02 / Into the land of the herds

After breakfast, a private transfer takes guests to Arusha Airport for the regional flight into Ndutu. Safari begins at the airstrip. Avoiding a long road journey leaves more time for wildlife, landscape and gentle afternoon light. The private guide shapes the drive around guests' interests and the day's sightings.

Laba Laba Migration Camp · Breakfast, Lunch & Dinner

03 / Ndutu belongs to the moment

A full day in the Ndutu ecosystem: expansive plains, great herds and the anticipation of big-cat country. Stay when a sighting deserves time; change direction when a new opportunity appears. Two nights here give the wildlife experience room to unfold, and this focus can be extended.

Laba Laba Migration Camp · Breakfast, Lunch & Dinner

The named properties and experiences follow the planned example journey. Dates, availability, flights and scope are confirmed for each enquiry.



FESTIVE JOURNEY · DAYS 4 TO 6

Above the plains.
At the crater. By the sea.

04 / A different world above the Serengeti

Before sunrise, the balloon safari begins: floating above the plains, guests experience the landscape in the first light. It is a signature element of this example journey. After further time around Ndutu, fly to Seronera; the transfer to camp becomes a relaxed safari. One Nature Nyaruswiga awaits in the evening.

One Nature Nyaruswiga · Breakfast, Lunch & Dinner

05 / From the Serengeti to the Highlands

The morning remains devoted to wildlife in the central Serengeti. Later, a regional flight connects Seronera with Lake Manyara Airstrip; a private transfer continues into the Ngorongoro Highlands. The transition from open plains to the crater rim becomes a new, deliberately calmer chapter.

Ngorongoro Lodge Meliá Collection · Breakfast, Lunch & Dinner

06 / The crater – and your next horizon

Ngorongoro Crater opens the day with a final safari. After lunch, the personally coordinated onward journey begins: return home, continue a round-the-world journey or take the planned connection to Zanzibar. We also organise the island stay: exclusive resorts or private villas, personal transfers and a sensational New Year.

Breakfast & Lunch · Island extension offered individually

Regional flights follow the original plan. Private charters or additional helicopter services can be integrated into a redesigned journey. Ballooning is subject to weather and operating conditions.



Private welcome and discreet security

PRIVACY IS PART OF THE PRODUCT

Your privacy.
Our attention.

Space for simply being together

Breakfast together. A conversation without interruption. Time with the children without being approached or photographed without invitation. We coordinate the setting, contacts and information accordingly. Exclusivity should feel entirely natural to the guest.

Discretion is organised

Private guiding, coordinated arrivals and transfers, carefully selected suites or exclusive villas and camps. Privacy screens, concierge, butler and personal security complement the concept where the guest wants them.

Personal care with the right distance

Kevin remains directly available and personally accountable to you and your guests. Additional hosting and camp visits can be planned deliberately. Presence where it is welcome; discretion where it is needed.

Vehicle specifications, protection measures and specialist partners are tailored to the guest and clearly identified in the proposal.

YOUR ADVANTAGE AS A TRAVEL PARTNER

Exceptional rates. Transparent pricing.

We pass our best locally negotiated supplier rates directly to you as our travel partner. This gives you an attractive basis for your own pricing and room to build a generous margin. Our remuneration reflects only the work we undertake for your journey, through a transparent base fee and a fee per travel day.

Base fee	Personal briefing, journey design and preparation. Coordination with lodges, guides and other suppliers, operational arrangements and a personal welcome for your guests.
Fee per travel day	Operational support and accountability throughout the journey. Direct access to Kevin for you and your guests, ongoing coordination and the organisation of necessary adjustments.

Specific amounts are provided in the confidential proposal and billing, with travel costs and our service fees clearly itemised. We add no percentage-based TTC markup to the lodge rates and other travel costs passed on to you. A more expensive suite or lodge does not automatically increase our remuneration.

Supplier rates passed on to you plus agreed service fees form your B2B purchase price. You determine your own retail price and margin. Additional personal hosting, travel and accommodation expenses or special services are agreed in advance, with their scope and costs stated in the proposal.



AN INVITATION TO COLLABORATE

Offer your guest one of the first journeys.

Perhaps an entrepreneur’s family seeks Christmas without obligations. Perhaps a public figure wants uninterrupted time with loved ones. Perhaps this journey is to be an extraordinary surprise. For wishes like these, we open The Tanzanite Collection to selected travel partners.

This invitation is extended to a small circle of selected travel partners. Our first Festive Season is limited to at most two private journeys. Bring Kevin your client brief: we develop the route, Christmas moments and the right finale with you. Return home, continue onwards or choose Zanzibar, for example. We also organise the island extension for your guests, with exclusive accommodation and a sensational New Year.

A special guest. An exceptional journey. Let us begin the conversation.

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Images: One Nature Hotels; Singita.