



Glaciares en Patagonia
CHILE

GLACIERS ROUTE, MONTAÑAS FJORD

2 DAYS/1 NIGHT - MOTOR VESSEL SKORPIOS III

PUERTO NATALES

SKORPIOS, A UNIQUE EXPERIENCE THROUGH THE ICEBERGS... VÍVELO

INCENTIVE CRUISES



In today's world, where intense competition is a daily challenge, have you considered hosting an event to motivate your sales team, help them achieve ambitious goals through the incentive of a prize, or simply bring together distributors and managers? To that end, Cruceros Skorpios offers you the option of organizing these cruises to the glaciers of Chilean Patagonia as a great way to support your company's growth efforts. Many companies have already chosen this option offered by Skorpios, hiring our services for their corporate or motivational trips with excellent results. Cruceros Skorpios, with over 30 years of experience in this type of travel, has launched a new tourism service featuring these 2-, 3-, 4-, and 5-day cruises, tailored to your specific needs as a client and offered at a very affordable price under an all-inclusive package. This means you and your company won't have to worry about a thing, since everything is prepared and organized in advance—from the meeting rooms and equipment for your presentations, onboard accommodations, and all meal services, right through to the final party and dinner.

Skorpios Cruises, with over 30 years of experience in this type of travel, has launched a new tourism service featuring 2-, 3-, 4-, and 5-day cruises, tailored to your specific needs as a client and offered at a very affordable price, under an all-inclusive concept, where you and your company won't have to worry about a thing, since everything is prepared and organized in advance—from the venues and equipment for your presentations, onboard accommodations, and all meal services, right through to the final party and dinner.

It's clear that choosing a venue for your convention, incentive trip, or conference is becoming increasingly difficult, as suitable venues are scarce, and major cities or traditional destinations offer external distractions that make them hard to control and manage. However, aboard Skorpios Cruises, you can be certain that everyone will arrive, that everyone will hear your business message, and that there will be no walkouts or untimely appointments—thus ensuring the success of your event.

Hosting a unique and exclusive event is your best guarantee of success. Don't just hold events for the sake of it, as you'll only waste your money and run the risk that your clients or guests won't appreciate all the effort you've put in.

In addition, Skorpios Cruises will always have one or more cruise options available for your company, providing a professional and personalized response to all your needs so that you can offer your company a truly inspiring trip.







Welcome to Motor Vessel Skorpios III, which will take you along the Glaciers Route, Montañas Fjord on a 2-days and 1-night cruise through fjords and channels in this sea that is peppered with islands; where glaciers and volcanoes draw a picture of absolutely virgin nature and where the strength of this Patagonian landscape gains force through its majestic and dense forests, with their mosses, lichens and underbrush that provide the environment for a fauna rich in birds such as the condor, royal cormorant, black necked swans, coscoroba swans, rheas, and other wildlife like foxes, guanacos, pumas, huemules, tunas, seals and sea wolves, among others, who share this vast territory of indescribable beauty but also of enormous fragility. Skorpios offers to take you to this magic land and visit the Montañas Fjord, and its glaciers, trek to the Bernal Glacier moraines and sail between coloured ice floes on special expedition vessels, until you reach the Alsina Glacier. During this cruise we will have the chance to take a close look at the flora and fauna of Chilean Patagonia, which still remains in its virgin and original state... we invite you to enjoy it.



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NAVIGATION TRACK

GLACIERS ROUTE, MONTAÑAS FJORD

Bernal, Herman, Paredes and Alsina glaciers.

DAY 1: 11:00 hours. We sail from the Skorpios Terminal in Puerto Natales, through the Ultima Esperanza Sound, Almirante Montt gulf, Angostura Kirke, Morla Vicuña Pass, Unión Channel, entering the Montañas Fjord to reach Bernal Glacier at **17:00 hours**. We go ashore here and trek through a small oak forest, and then go on to walk along the front and lateral moraines of this glacier, which is in its terminal phase. **19:00 hours.** We continue sailing along this fjord and will visit three glaciers: Herman, Paredes and Alsina. The ship docks here for the night.

DAY 2: 10:00 hrs. Alsina Glacier. Special excursion boats take us along a narrow channel as we negotiate the floating icebergs and get to see this high ice wall, with its high peaks and incredible colouring. **12:00 hours.** We continue sailing along the Montañas Fjord en route to Puerto Natales. We cross Angostura Kirke and arrive at the Skorpios Terminal at **18:00 hours**.

End of cruise



RUTA GLACIARES, FIORDO DE LAS MONTAÑAS

DATOS UTILES

- Satellite telephones are available on board, with current fees.
- Shipboard voltage: 220 volts IC (50 cycles).
- We recommend thick and thin clothing. Parka or a jacket and trekking pants.
- Thin and thick shoes (the best are trekking shoes).
- You should have sun glasses, sun block and a hat.
- The ship does not provide hairdressing services.
- Laundry service only for light clothing.
- Smoking is only allowed on our open air decks.
- Spring-Autumn temperatures vary from 5° to 12° C. Summer temperatures vary from 12° to 19° C.





THE SKORPIOS' MAGICAL PATAGONIA

MONTAÑAS FJORD

The Motor Vessel Skorpios III sails from Puerto Natales, along the Ultima Esperanza Sound, we cross the Almirante Montt gulf to reach a virgin landscape where we can appreciate the unique features of the Patagonian channels and reach this 66 kilometres long fjord, located in the southern part of the Southern Ice Field, where its peaceful waters and mountains welcome a diverse and numerous flora and fauna. One of the most attractive parts of this fjord are the 5 glaciers that come from the Cordillera Sarmiento: Bernal, where we will go ashore; Herman, Encina, Paredes and Alsina, which we



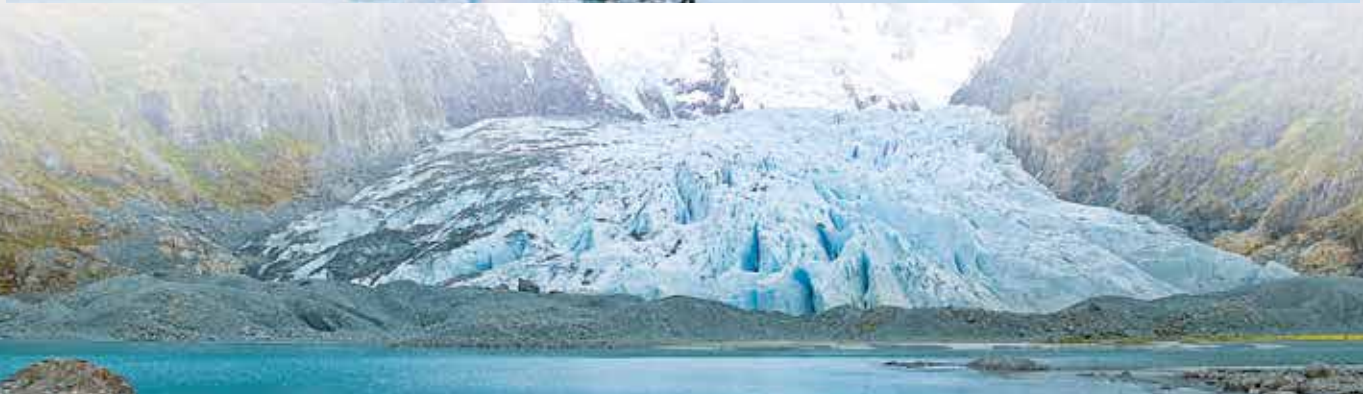
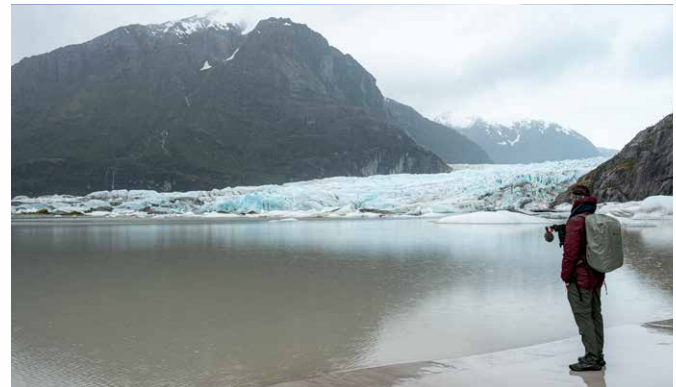
GLACIERS ROUTE, MONTAÑAS FJORD - 2 DAYS/1 NIGHT - MOTOR VESSEL SKORPIOS III

THE SKORPIOS' MAGICAL PATAGONIA

BERNAL GLACIER



The Bernal Glacier is one of the 5 glaciers in the Montañas Fjord, and is special because it is in its terminal stage, and enables us to see the different stages in the life and death of a glacier. We go ashore here and walk towards its base, trekking through an oak forest and reaching a beautiful turquoise lagoon made of melting glacier ice. We will walk along the glacier's front and lateral morains, observing how it melts, and the flora and trees that begin to grow in the area, taking over what was originally age-old glacier ice.



GLACIERS ROUTE, MONTAÑAS FJORD - 2 DAYS/1 NIGHT - MOTOR VESSEL SKORPIOS III



THE SKORPIOS' MAGICAL PATAGONIA

ALSINA GLACIER

Sailing along the peaceful waters of the Montañas Fjord, and after having visited Bernal Glacier, and Bernal, admirados por la gran diversidad de fauna y vegetación de su entorno y visto los glaciares Herman y Paredes, nos encontramos con el Glaciar Alsina, un enorme murallón de hielo con altas torres de hielo de gran colorido, al que nos acercaremos ingresando a través de un estrecho canal en los botes de excursión a través de los icebergs flotantes, pudiendo contemplar así, extasiados, la monumentalidad de la naturaleza expresada en estos hielos milenarios.



GLACIERS ROUTE, MONTAÑAS FJORD - 2 DAYS/1 NIGHT - MOTOR VESSEL SKORPIOS III



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WARMTH AND THE BEST CARE

THE BEST CULINARY TRADITION

SERVICE ON BOARD

SKORPIOS, A UNIQUE EXPERIENCE THROUGH THE ICEBERGS... VÍVELO





ONA
Anekona
2018

VINO
ROJO
CANTABRIA
2018



SKORPIOS, FIRST CLASS CUISINE

On Motor Vessel Skorpios III, you will be able to enjoy the best Patagonian gastronomy with the best meats in the area, including beef and Magellanic mutton, the most exclusive seafood, such as King crab, mussels, cholga mussels and fish, and the best Chilean wines and imported liquors.





SKORPIOS
Glaciares en Patagonia
CHILE

SKORPIOS CRUISES , THE BEST SERVICE

On Motor Vessel Skorpios III our extremely experienced and professional staff, will be the faithful interpreters of the traditional hospitality of the Kochifas family, giving you the best possible service in a warm environment so that you can share your most pleasant moments on board.



SKORPIOS CRUISES WARMTH AND BEST CARE - MOTOR VESSEL SKORPIOS III



Glaciares en Patagonia
CHILE

CABINS DISTRIBUTED ON DECKS

MOTOR VESSEL SKORPIOS III

PUERTO NATALES



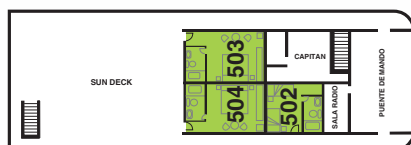
CABINS AND DECKS

SKORPIOS, A UNIQUE EXPERIENCE THROUGH THE ICEBERGS... VÍVELO

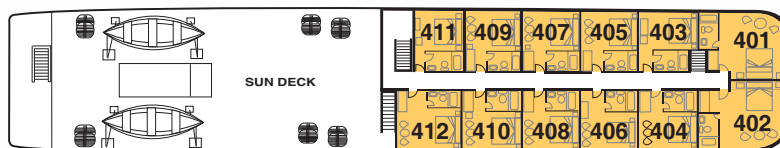


TECHNICAL DATA: MOTOR VESSEL SKORPIOS III

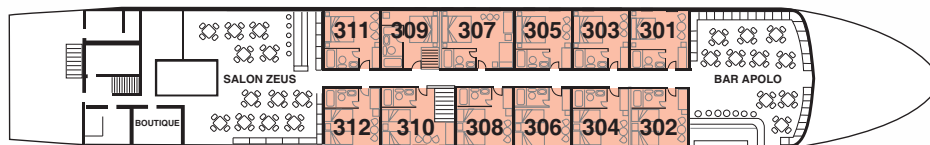
Motor Vessel Skorpios III can carry 90 passengers, and has 45 comfortable cabins with marital and twin beds distributed in 5 decks. All the cabins have a private bathroom, Plasma TV, Music and safe. The ship also has 2 comfortable Bar Lounges and a dining room.



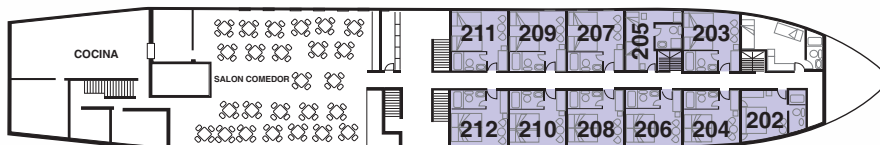
CUBIERTA ATHOS / ATHOS DECK



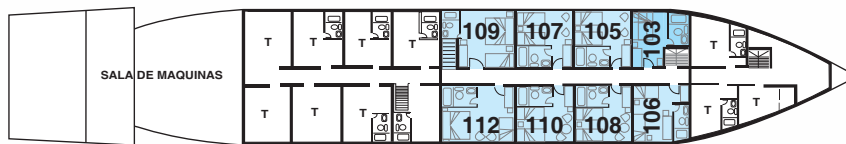
CUBIERTA OLYMPO / OLYMPUS DECK



CUBIERTA PARTHENON / PARTHENON DECK



CUBIERTA ACROPOLIS / ACROPOLIS DECK



CUBIERTA ATENAS / ATHENS DECK

Motor Vessel Skorpios III was built in 1995 at the Skorpios Shipyards, Chile, according to Chilean and international navigation regulations such as SOLAS and IMO. It is classified by the American Bureau of Shipping with N° 951.93.18.A1 ice. It is 70 metres long, 10 metres wide and a draft of 3.30 metres. It has International Load line and Registration Certificate N° 2869 issued by the General Direction of the Chilean Maritime Territory.



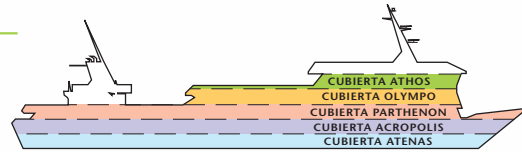


DISTRIBUTION OF CABINS PER DECK M/V SKORPIOS III

ATHOS DECK

(includes window and direct access to deck)

Junior Suites	: 503 - 504
Description	: 1 Queen size bed
Cabin capacity	: 2 passengers.
Double	: 502
Description	: 2 single beds placed in L
Cabin capacity	: 2 passengers



OLYMPO DECK

(includes window and access to inner passageway)

Master Suites	: 401 - 402
Description	: 1 King Size bed
Cabin capacity	: 2 passengers
Double Cabins	: 403 - 404 - 405 - 406 - 407 - 408 - 409 - 410 - 411 - 412
Description	: 1 double bed
Cabin capacity	: 2 passengers

PARTHENON DECK

(includes window and access to inner passageway)

Doubles	: 302 - 304 - 306 - 308 - 310 - 312
Description	: 2 single beds
Cabin capacity	: 2 passengers
Double Cabins	: 301 - 303 - 305 - 309 - 311
Description	: 1 double bed
Cabin capacity	: 2 passengers
Triple	: 307
Description	: 1 double bed + 1 single bed
Cabin capacity	: 3 passengers

ACROPOLIS DECK

(includes window and access to inner passageway)

Doubles	: 203 - 204 - 206 - 207 - 208 - 209 - 210 - 211 - 212
Description	: 2 single beds
Cabin capacity	: 2 passengers
Double	: 202
Description	: 1 double bed
Cabin capacity	: 2 passengers
Double	: 205
Description	: 2 single beds joined by the extreme
Cabin capacity	: 2 passengers

ATENAS DECK

(no window and access to inner passageway)

Doubles	: 105 - 107 - 108 - 110
Description	: 2 single beds
Cabin capacity	: 2 passengers
Double	: 106
Description	: 2 single beds, placed in L.
Cabin capacity	: 2 passengers
Triples	: 109 - 112
Description	: 1 double bed + 1 single bed
Cabin Capacity	: 3 passengers



- Valid for operations from October through April each year.
- Valid only for advance reservations, subject to availability.
- Reservations may be made depending on the route:
 1. Glaciers Route, Fjord of the Mountains, 2 days / 1 night: Departures on Tuesdays or Wednesdays.
 2. Glaciers Route, 3 days / 2 nights: Departures on Tuesdays, Wednesdays, or Fridays.
 3. Kaweskar Route, 4 days / 3 nights: Departures on Tuesdays and Fridays.
 4. Kaweskar Explorers Route, 5 days / 4 nights: Departures only on Mondays.
- Rates provided are not publishable and are confidential. They must be presented as part of a land package, including transfers and hotels.
- Quoted values are based on a charter for 90 passengers in 45 double cabins. The charter price does not change if fewer passengers embark. Conversely, if more passengers embark, the corresponding difference will be charged for the selected deck, in the case of triple cabins.
- Attached is a plan and cabin distribution by deck, specifying the layout of each cabin. The ship offers both double and twin beds.
- Branding elements are permitted onboard, provided they cause no damage and do not interfere with safety equipment.
- Included in the charter price is the use of all audiovisual equipment onboard, such as LED screens, plasma screens, projectors, screens, notebooks, etc.
- Insurance coverage included in the charter price per passenger:
 1. Accident insurance, medical, pharmaceutical, and hospital assistance: up to USD 10,000
 2. Emergency transfer insurance: up to USD 8,000
 3. Accidental death insurance: up to USD 38,000
 4. Permanent disability insurance due to accident: up to USD 30,000
- These amounts are paid after individual or health insurance coverage, with limits applying when more than eight people are covered.
- A physician must be onboard for all trips. The charterer may provide their own doctor, included within the 90 passengers. If not, Skorpios can provide this service.
- The cost of the trips is billable to the travel agency, incentive travel agency, or company specified by the client.
- Once the incentive is approved, a contract must be signed before a notary with the applicant company or its intermediary.
- Once the charter trip has been confirmed, Cruceros Skorpios will set the dates and payment amounts, requesting an initial deposit at the time of confirmation, with the remaining 100% due 90 days before departure.
- The following items are not included in the charter price:
 1. Tips for the crew, amounting to approximately USD 50 per passenger on board.
 2. Port and facility usage fee, based on the season of travel. For reference, the port fee for the 2012–2013 season is USD 25 per person.
- Merchandising. Skorpios Cruises can assist you in designing and producing corporate gifts for travelers, such as fleece jackets, jackets, T-shirts, and more. We work with local suppliers who have extensive experience and offer high-quality products, and who also provide us with very favorable terms.
- We also offer a professional video recording service in Full HD for your chartered trip. This service can be requested in advance by the charterer, providing a wonderful keepsake for your clients. For your reference, the video costs USD 30 on standard DVD and USD 40 in Blu-ray quality.



THE STRENGTH OF
NATURE ENHANCES AND
MOTIVATES THE WORK
FORCE ENVIRONMENT...