

# CRUISE

WEEKLY



Thursday 15 Jun 2017

## WA gambling go-ahead

CRUISE ships can now open their gaming floors while travelling between Western Australian ports under changes to the Gaming and Wagering Commission Regulations 1988.

Under the amendment, gaming is only banned when the ship is within 12 nautical miles of the port where it intends to berth or anchor, where previously the restriction applied while the ship was within 12 nautical miles of the WA coastline.

A new provision has also been added which specifies that gaming must be an ancillary service, meaning cruises 'to nowhere' will remain banned.

Tourism and Racing and Gaming Minister for Western Australia Paul Papalia said the changes would make cruising more appealing to providers and pax. "Cruise shipping is a vital part of WA's tourism industry, bringing in

millions of dollars to the State's economy annually and creating jobs," Papalia said.

"The McGowan Govt has lifted gaming restrictions, committed to upgrading Fremantle and Geraldton ports and is currently working to resolve other infrastructure issues."

A spokesperson for Carnival Australia welcomed the WA Government's decision, noting it was "a common sense decision that brings WA into line with comparable cruise markets".

"Gaming is just one part of the overall cruise experience but this decision means that cruise passengers can have access to the full suite of on board activities," the spokesperson told **CW**.

### Cruise Weekly today

**Cruise Weekly** today features five pages of all the latest cruise industry news.

## Luxury Escapes cruising

### EXCLUSIVE

LUXURY Escapes has entered the world of cruising, unveiling a new Tours & Cruises program on its website.

The initial modest range of itineraries includes voyages to the Mediterranean, Cuba & the Caribbean, the Americas, Spain & Italy and New Caledonia.

Among the cruise lines Luxury Escapes has partnered with are Azamara, Cunard, Royal Caribbean Cruises, Norwegian Cruise Line & Regent Seven Seas.

Some sailings are paired with hotel stays pre- or post-cruise, while other packages include short breaks in tourist cities such as New York and Las Vegas, followed by a voyage.

The program boasts "exclusive special offers at insider prices" and builds on the success of Luxury Escapes FIT program to destinations including Bali,

Thailand, Fiji, Vietnam, Mexico, Europe and within Australia.

Packages are heavily discounted, with a 16-night European package ex Barcelona on 12 Sep aboard *Seven Seas Voyager* currently priced from \$10,699ppts, but "valued up to \$40,560", promoted as a 74% saving on the cruise company's published rack rates and value of inclusions.

The fine print indicates the itinerary comprises of two back-to-back sailings on *Seven Seas Voyager* (the second sailing from Civitavecchia), meaning "the same cabin number on both cruises is not guaranteed" and may require changing cabins.

Each sailing has a number of cruise cabins to choose from and customers can make 'Instant Bookings' online, with a six-month interest free payment option offered through ZipMoney. See [luxuriescapes.com](http://luxuriescapes.com).

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## Silversea's new groups program

SILVERSEA Cruises this morning unveiled its new group sales program, with the offering available for all new group bookings across its 2017 and 2018 voyages.

Features include price protection for 90 days, allowing agents to promote groups with greater confidence, escort requirements as low as one per nine booked berths, and on-board spending credits of up to US\$300 per suite - which are retained even if only one client ends up sailing.

Silversea md Asia-Pacific Amber Wilson said the enhancements made it easier than ever for agents to sell group travel and introduce their clients to the Silversea experience.

"Groups are a great way for agents to maximise their earning potential, and now with the new program they have more time and more ways to close the sale on a broad range of exciting

itineraries," she said.

No deposits are required to create the group, and one group per ship may be booked every month by a travel agency.

On board spending credits are now applicable on *Silver Explorer*, *Silver Discoverer* and *Silver Cloud* expedition voyages as well as all Silversea's ocean ships, and the groups program is also combinable with other promotional programs such as promotional air rates, early booking bonuses and Venetian Society Savings.

For details call 1300 306 872.

### Trump Cuba policy?

**US PRESIDENT** Donald Trump is considering reversing a range of trade and travel policies with Cuba which were relaxed by Barack Obama two years ago.

Some news sources report they expect a new US-Cuba policy to be announced tomorrow.

## P&O Dark MoFo arrival



**P&O Cruises'** first Dark Mofo cruise arrived in Hobart this morning aboard *Pacific Jewel*, bringing more than 2,000 pax and crew to the festival.

The six-night voyage includes three days in Hobart where pax can soak up all the art, food, music, light, film and oddities available at the winter festival.

P&O Cruises President Sture Myrmell said the inaugural cruise provided guests with an easy and convenient way of accessing Tas's most popular annual event.

"Our guests tell us they're looking to discover new and unique events around the country which is why it made sense to create a dedicated contemporary

cruise to a unique Australian festival which continues to grow in popularity," Myrmell said.

"The cruise has been so well-received that we are delighted to announce its return in 2018, further reinforcing our commitment to Tasmania's local businesses".

P&O's Dark Mofo cruise in 2018 will depart Sydney on 18 Jun, with fares leading in at \$879 per person quad share on the "three for free" sale.

*Pacific Jewel's* visit is expected to inject around \$1 million into the local economy.

Jill Abel from ACA captured the above snap of *Pacific Jewel* in Hobart today.

**Carnival**  
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Compare the range of onboard thrills available in the June issue of *travelBulletin*.

**CLICK HERE** to read **travelBulletin**

## Ama Mekong cruises

**AN EXPANDED** number of itineraries in Vietnam and Cambodia can be found in AmaWaterways' 2018 Mekong river cruise program which launched this week.

New for 2018 is the option to sail for seven nights upstream or downstream on the Mekong aboard the *AmaDara*, along with a choice of pre- or post-cruise land programs.

Also new is the cruise line's first wine hosted cruise in Asia, sailing on 26 Mar and featuring on board wine lectures and tastings.

## Explorer arrives Mon

**P&O Cruises'** *Pacific Explorer* has left drydock in Singapore and is on her way to Sydney, where she will make her debut under the P&O brand on Mon 19 Jun.

The former Princess Cruises vessel has been fitted with the P&O Southern Cross livery on her hull, along with a range of new features, including two waterslides, a waterpark and two new 'fast-casual' dining options.

## Circle Line new fleet

**NEW** York Cruise Lines has welcomed two new ships to its Circle Line Sightseeing Cruises fleet in New York City.

The two vessels form part of the new Empire Class, constructed by Gladding-Hearn Shipbuilding.

A christening ceremony was held this week to welcome the new additions.

Another vessel will arrive this yr.

## Small ships' big impact

**SMALL** ship operators and expedition cruise lines have boosted their standing among Australian travel agents, with widespread growth reported by respondents in *Cruise Weekly's* 2017 Cruise Industry Survey.

Almost 90% of agents say in the past 12 months expedition cruise sales have equalled or surpassed previous years, while for small ship cruises the figure is 95%.

Compiled by Stollznaw Research for *Cruise Weekly*, the survey has been developed from the responses of 350 travel agents.

It shows the varied perceptions

of different lines within the Australian trade and reveals which are considered the best for aspects including training, sales support and commissions.

Among small ship lines, Fred Olsen Cruises was ranked best for overall service, followed by SeaDream Yacht Club, Viking Cruises, Seabourn and Ponant.

The same five lines were also top for training and development, while Viking, Windstar Cruises and Seabourn were considered best for commissions.

Among expedition operators, Crystal Yacht Expeditions, APT, Scenic, Aurora Expeditions and Ponant were considered best for overall rep service.

The same lines were joined by Lindblad Expeditions in the top training category, while the most competitive commissions were attributed to Crystal, Scenic, APT and Ponant.

To enquire about the full report, **CLICK HERE**.

## Costa's digital push

**COSTA** Cruises is running a new international internet and social media campaign, headlined by Barcelona footballer Gerard Piqué.

At the centre of the campaign is a video shot on *Costa Diadema* detailing a typical day on board, with over 100 people "frozen" in action around the ship and taking part in a manikin challenge.

"The aim of this new campaign on the social media is to present life on board, opening the doors of our ships and showing all the wonderful things they have to offer to those who come on holiday with us," said Luca Casaura, svp for global & strategic marketing at Costa Cruises.

**CLICK HERE** to watch the video.

**MEANWHILE**, Costa Cruises has added a discovery tour of Turin as a shore excursion for passengers on *Costa Diadema*.

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## Lindblad family program

**LINDBLAD** Expeditions-National Geographic has launched a new family program designed to “inspire the next generation of explorers” called National Geographic Global Explorers.

Operating under the “We Are Explorers” brand - based on the National Geographic Educational Learning Framework, the program will be staffed by specially trained Lindblad naturalists and is for explorers aged 18 and under.

The new addition is organised in two phases: independent experiences and group experiences with a Field Educator.

The first phase will encourage youth to use “field notebooks” to mimic research scientists in the field, maps to keep track of the itinerary, wildlife checklists and more and participants will share their experiences using “storytelling challenges”.

Group experiences will see young travellers work with field educators on projects, including citizen science projects such as helping to count sea turtles during nesting season.

“Children love to explore, and our goal for this program is to help inspire our next generation of global explorers to make a

positive impact on their world,” said Sven Lindblad, president and ceo, Lindblad Expeditions.

National Geographic Global Explorers will launch this month aboard Lindblad’s new 96-guest *National Geographic Endeavour II* and 48-guest *National Geographic Islander*.

### Royal’s over 55 deals

**ROYAL** Caribbean International is offering discounts of up to \$400pp for cruisers aged 55 and over on a range of local sailings.

The deal can be combined with the line’s ‘Buy One, Get One Half Price’ sale, which is available until 30 Jun.

“It’s not just the young who love our FlowRiders, bumper cars, rock-climbing walls and iFLY sky-diving simulator - the young at heart are just as keen to take on the waves, rocks and wind,” said Adam Armstrong, md, Royal Caribbean Australia & NZ.

Under the sale, guests aged 55 and up can board a six-night Tasmania cruise from \$1,029 for the first guest, and \$539 for the second in an interior stateroom, twin share.

**CLICK HERE** for more.

### Aurora activities

**AURORA** Expeditions is introducing ski touring and snowshoeing activities into its 2018/18 Antarctic season.

The two new activities are available on select 2017/18 itineraries, including the In-depth South Georgia & Antarctica and Spirit of Antarctica.

Aurora has also released its Antarctica Activity Guide - download it online **HERE**.

### MSC, Air France deal

**MSC** Cruises has expanded its agreement with Air France-KLM to allow passengers to combine their cruise with flights from and to “virtually any airport in the world served by Air France-KLM”.

Gianni Onorato, MSC Cruises’ ceo said “As Fly&Cruise packages are ever more instrumental in providing an all-inclusive and consistent cruise experience, more of our guests can now benefit from Air France-KLM’s and our company’s impeccable joint-service”.

### Ama gets physical

**A WELLNESS** program which includes yoga, cardio, stretching and circuit training has been launched by US river cruise line AmaWaterways aboard *AmaLyra’s* Paris & Normandy sailings.

Led by sports scientist Selina Wank, the program features four to six classes each day.

“Wellness has now become more of a lifestyle than just a single activity and we know the importance of sticking to a healthy regiment when on board,” said Kristin Karst, executive vp of AmaWaterways.

The cruise line will introduce its wellness program to additional ships in 2018.

### Horizon team named

**CARNIVAL** Cruise Line revealed the senior officers for its newest ship, *Carnival Horizon*, currently under construction in Italy.

Captain Luigi De Angelis, chief engineer Rosario Capilli and hotel director Pierre Camilleri will lead the ship as it debuts in Apr.

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## Aqua photo cruise

**AQUA** Expeditions is introducing a four-night Photography Cruise along the Mekong River in Dec.

The cruise will be presented by photographer and videographer Francisco Marin, who will share his tips and techniques and hold outdoor photography workshops.

Sailing from Phnom Penh on 08 Dec, prices start at US\$5,140pppts.



**USUALLY** cruise lines aren't affected by airport problems - but that's not the case this week for a port call at Ascension Island in the remote South Atlantic Ocean.

Located about 1600km from the coast of Africa, and about 2,250km from Brazil, the picturesque British territory was set to be visited by passengers aboard the *m/v Plancius*, a cruise ship operated by Netherlands-based cruise line Oceanwide Expeditions.

Ascension Island was a turnaround point between two exotic itineraries - but unfortunately the only runway there has now been closed until 2019 at the earliest, due to some major potholes on the tarmac.

That means cruise passengers can't fly in or out of the island - in turn requiring them to spend an extra six nights on board before disembarking at Praia in Cape Verde - about 570km further north.

The change extends the line's 'Atlantic Odyssey' itinerary ex Ushuaia to a whopping 42 days in total.

## Montreal's new terminal



**THE** Montreal Port Authority last week celebrated the arrival of Holland America Line's *MS Maasdam*, the first vessel to operate from the city's brand new cruise terminal.

The facility is part of a CAD\$78 million revitalisation of

Montreal's Alexander Pier which is set for completion in Sep.

The arrival (pictured above) marked the start of Montreal's 2017 cruise season.

## Xi'an tour with cruise

**WENDY** Wu Tours is offering a three-day Yangtze River cruise in conjunction with a package to celebrate an exclusive China Australia Year of Tourism (CAYOT) event in Xi'an, China on 14 Sep.

The Chang'an Impression Tang Dynasty Welcoming Ceremony, usually only performed for state dignitaries, is being presented by the China National Tourism Administration and Wendy Wu Tours is one of a select group of Australian tour operators able to take passengers to participate.

A one-off bespoke 11-day tour has been created by Wendy Wu in conjunction with the event, taking in Xi'an, the Yangtze's spectacular Three Gorges, and Zhangjiajie, the stunning region which inspired the movie Avatar.

## Onsail is launched

**SYDNEY** wholesaler Micro-Cruising has launched Onsail.

Onsail is a booking platform that is designed to ease the booking process for the small ship market.

## RCI ceo pay 2016

**CEO** of Royal Caribbean Cruises Richard Fain received US\$10.4m in total "compensation" in 2016.

That puts him at the top of the list of chief executives at publicly traded cruise companies according to data by US Securities and Exchange Commission.

Fain's total amount of remuneration was up from 2015, but down from 2014, when he received US\$12m.

Jason Liberty, exec vp and cfo received US\$2.6m in total compensation last year.

President and coo Adam Goldstein received \$4m in 2016.



## Comments create waves

ACA recently went public in Hobart to counteract the negative comments locally around "budget booze cruises" generated by the Tourism Industry Council Tasmania.

Following a media story decrying the negative impact by low cost cruise passengers visiting on "mega ships", ACA published a strongly worded refute to the outdated and one dimensional comments, pointing out the enormous benefits generated in local economies by the diverse range of visiting cruise ships.

Nationally, tourism industry groups are heavily focussed on the accommodation sector and despite cruise being a mature sector in our country, there is a lack of acknowledgement of the enormous benefits cruise brings to major cities and regional towns. Economic spend spreads widely to attractions, transport, infrastructure, retail and provisioning and in most cases average passenger daily spends are higher (excluding accommodation input) than other visitors.

Tasmanian tourism operators joined in support pointing out that short stay cruise visitors regularly return to a destination for a longer holiday having had their interest piqued on their initial cruise visit.

We continuously engage with our State and regional tourism organisation members to deliver strong strategies to support the growth of cruise, considering factors such as delivery of authentic experiences, community interaction, brand honesty, capacity and sustainability.

We don't often have to publicly defend our industry in light of the huge wave of support for cruising but it was heartening to read the array of voices supporting the "Australian brand" of welcoming and friendly communities.

**Cruise Weekly** is Australia's leading travel industry cruise publication. An industry-focused PDF edition of Cruise Weekly is published every Tue and Thu, and there's also a consumer-facing email newsletter published each Wed - sign up free at [www.cruiseweekly.com.au](http://www.cruiseweekly.com.au).

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