

CRUISE

WEEKLY



Tuesday 23 May 2017

Cruise Weekly today

Cruise Weekly today features five pages of all the latest cruise industry news plus a full page from AFTA.

Lindblad appoints

LINDBLAD Expeditions has appointed Daniel Hanrahan as an independent director of the company and as a member of the Audit Committee of the Board.

Hanrahan was president and ceo of Celebrity Cruises between 2007 and 2012, where he oversaw the development and launch of the Solstice class fleet & most recently served as president and ceo of the Regis Corporation.

"Dan brings a wealth of operational knowledge and experience in the cruise industry, and we look forward to adding his voice and expertise to our distinguished board," said Mark Ein, chairman of the Board of Lindblad Expeditions.

HLO lifts cruise offering

HELLOWORLD executive director Cinzia Burnes has detailed the integration of the recently acquired SevenOceans/Cruise Factory businesses (CW 16 Feb 2017) into the group's existing Cruise Team wholesaling operations.

Speaking at the Helloworld Owner Managers Conference (OMC) on the Gold Coast last weekend, she confirmed that SevenOceans would become a preferred product for Helloworld wholesale, and effective 01 Jul agents will be able to earn Trip Dollar loyalty points for SevenOceans bookings.

All new SevenOceans bookings will also count towards the Helloworld Global Stars recognition scheme, Burnes said.

From Jul agents calling the



Helloworld cruise centre will be able to select '1' for cruise only to access the Cruise Team, or '2' for cruise packages, which will see them put through to the experienced SevenOceans staff.

Agents who wish to offer cruise on their websites will also be able to access the extensive Cruise Factory product database and content, which Burnes said was a "tool to drive more cruise business".

"The more you sell of Cruise Team and SevenOceans the cheaper this tool will be," she promised, with a highly discounted rate on offer along with an "easily achieved" revenue target after which agents will get Cruise Factory content for free.

New active cruise line

A NEW cruise line dedicated to sports, fitness and good health called Blue World Voyages is preparing to launch in May 2018.

Founded by Miami-based entrepreneur Gene Meehan, the line will launch with a five-star, 350-pax vessel which will initially be deployed on Miami-Cuba itineraries, followed by Costa Rica and Peru/Chile voyages.

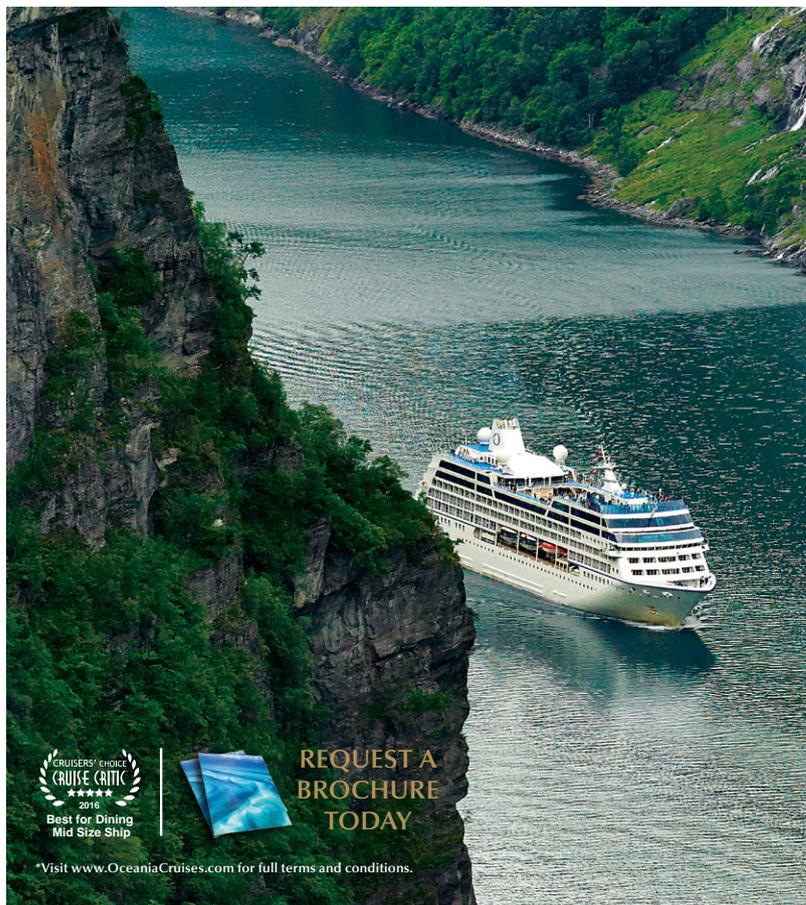
The cruise line promises to be an "antidote to the one-size-fits-all cruise blues", providing active-lifestyle experiences.

The vessel will feature training facilities, the largest spa per passenger at sea and healthy, locally-sourced culinary offerings.

Blue World Voyages is using crowdfunding to allow guests to buy shares and access perks such as upgrades and discounts.

A seven-day cruise in the Med will be priced from approx US\$3,325pp, plus port taxes.

See blueworldvoyages.com.



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Cruise chiefs say Helloworld



THE cruise sector was out in force last week on the Gold Coast, with senior executives from most operators attending the 2017 Helloworld Owner Managers Conference at the Gold Coast Convention & Exhibition Centre. Attendees included P&O Cruises Australia president Sture Myrmell; Uniworld Boutique

River Cruises managing director Fiona Dalton and Princess Cruises vice president Australia Stuart Allison, who are **pictured** catching up during the conference welcome function at Sea World. The event also included a major presentation on cruise by Helloworld executive director Cinzia Burnes (see page one).

Sydney situation “critical”

SENIOR executives from Norwegian Cruise Line Holdings are meeting with Sydney Ports Authority today as part of an ongoing campaign to resolve the impasse of Sydney Harbour’s cruise capacity.

NCLH executive vice president of international business development, Harry Sommer, told **CW** this morning “We can’t over-emphasise how critical the Sydney situation has become,” with the latest schedule for Sydney’s 2019-20 season completely full from Oct-mid-Feb.

“It’s crazy...there’s no other port in the world where you can’t get a slot for a whole four month period,” Sommer said.

Norwegian’s comments mirror those of other cruise operators in recent months, with Royal Caribbean and Carnival Corporation both announcing changes to deployments because of insufficient Sydney capacity.

Sommer and NCLH regional chief Steve Odell said the issue was more than just economics, with jobs also under threat if industry growth was constrained.

The company is open to a range of options and is ready to make significant investments in infrastructure, as it has done in other ports across the globe.

“But the government is still sitting on its hands,” they said, adding “there’s talk and more talk but nothing happens”.

While the NSW Govt is finally engaging directly with the industry, the pair are also urging federal intervention, possibly in relation to Garden Island.

While a ‘double stacking’ solution has been proposed for the Overseas Passenger Terminal, operationally this is “very difficult,” the NCL chiefs said.

P&O Townsville trial

P&O Cruises’ *Pacific Eden* will trial partial turnarounds at Townsville from Sep 2018, where around 400 pax will embark or disembark, marking the first time pax will be able to board there.

Port of Townsville Limited ceo Raneë Crosby said the announcement “is a huge step forward towards achieving the end goal of home porting”.

A spokesperson for P&O Cruises said the “trial in Townsville could serve as a guide to local potential” but “we don’t want to get too far ahead of ourselves in raising expectations that Townsville will ultimately become a turnaround port in our future cruise programs beyond 2018”.

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Carnival

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Step on board Uniworld's newest ship in the May issue of *travelBulletin*.

CLICK HERE to read **travelBulletin**

Cruising at a long lunch



ON FRI, members of the cruising industry attended Perth's Longest Lunch, hosted by Brightwater in the new Crown Casino Ballroom.

Silversea donated a suite that raised over \$18,000 for the charity group.

All funds raised will go towards making a difference to the lives of older people in residential

care, individuals living with Huntington's Disease, and younger people with disabilities, and their families.

Pictured are: Gina Maitland, Alpha Travel; Craig Owens, Silversea; and Khush Suntoke, Cruise World.

Shipbuilders combine

ITALIAN shipbuilder Fincantieri has announced the acquisition of a major shareholding in rival STX France, paying €79.5 million for a 66.66% stake in the French group.

A heads of agreement was signed on 12 Apr for 48% of the firm (**CW** 13 Apr) but negotiations have seen this expanded to a majority stake.

The companies have a combined order book of 41 ships, plus options, through to 2025.

Go solo with Pandaw

PANDAW is offering no single supplement on a wide selection of expeditions and departure dates through to 2019.

The deal includes selected dates on a range of itineraries on the Irrawaddy, Chindwin and Mekong rivers in Myanmar and Indochina.

Pandaw ceo Paul Strachan said the line had a loyal following of solo travellers who could discover Southeast Asia, "while appreciating the personal attention and casual ambience on board our small ships".

MSC Cirque details

THE two new Cirque du Soleil shows created for *MSC Meraviglia* will be called *Sonar* and *Viaggio*.

Each show will be performed six nights a week in The Carousel Lounge, which has been designed specifically for the Cirque du Soleil at Sea performances.

Guests will be able to choose between a show and cocktail experience and a three-course gourmet dinner and show experience, which can be booked on board or online pre-cruise.

Tickets will be AU\$23 or AU\$54 per person when pre-purchased.

Under a long-term partnership, Cirque du Soleil will create a total of eight shows to be exclusively available on *MSC Cruises'* *Meraviglia* generation ships, coming into service between 04 Jun, 2017 – with *MSC Meraviglia* – and northern autumn 2020.

HAL Mexico 2nd Vista

HOLLAND America Line's *ms Oosterdam* will join *ms Westerdam* on roundtrip itineraries from San Diego, California during the 2017-18 Mexico cruise season.

From Sep 2017 through Feb 2018, the 1,964 guest ships will sail 11 seven-day cruises calling at Mazatlán, Cabo San Lucas and Puerto Vallarta, Mexico.

On select cruises, guests will be treated to scenic cruising past Coronado Island, Cabrillo National Monument and Point Loma.

HAL has added extra capacity to Mexico due to demand.

Russia popularity up

APT'S return to river cruising in Russia (**CW** 18 May) was prompted by the popularity of the resumption of its small ship itineraries in Russia, in 2017, a spokesperson for APT told **CW**.

APT's Russia river cruising program was put on hold in 2014, prior to the 2015 season due to political uncertainty.

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P&O FLAGSHIP -ACHIEVERS-

Millennials love RCL

MILLENNIALS are helping boost the brand health of cruise lines, according to new research from The Harris Poll's 29th annual EquiTrend Study.

The survey found US millennials helped Royal Caribbean Cruises recover the top spot as Cruise Line Brand of the Year, which the company held in 2012 and 2015.

Holland America and Princess Cruises also had noteworthy brand equity gains, while Disney fell slightly behind.

Cruiseco charter

CRUISECO has announced it will exclusively charter Ponant's *L'Austral* for a 40 night Australian circumnavigation voyage, departing from Sydney Harbour on 25 Jan 2018.

The product has been exclusively designed for Cruiseco with stops at Wineglass Bay, Kangaroo Island, Geraldton, Talbot Bay, Thursday Island, Lizard Island and The Whitsundays.

OOE new gateway

ONE Ocean Expeditions' (OOE) will move its fleet of expedition vessels to the port of Sydney, Nova Scotia, for seasonal provisioning once a new second pier is complete, the line's md Andrew Prossin says.

Prossin said Sydney could become the 'Gateway to the Arctic', with expanded deep-water access allowing OOE ships to stock up and refuel before making the journey north.

No Hurti single supp

BENTOURS and Hurtigruten are waiving single supplements on the first sailings of their new ship, *MS Roald Amundsen*.

The offer applies to the maiden voyage on 23 Oct 2018 and select departures between 23 Oct-27 Dec 2018.

Prices lead in at \$13,150pp for a 19-day Discover Antarctica, Patagonia and the Chilean Fjords Southbound itinerary.

Book by 30 Jun - [CLICK HERE](#).

Newcastle terminal progresses



NSW Minister for Planning and Housing, Anthony Roberts has lauded the progress of Newcastle's cruise ship terminal redevelopment, which will allow the port to host vessels carrying up to 3,900 passengers.

Roberts inspected the installation of new mooring bollards last week, marking the first stage of construction of Newcastle's \$13.5m new cruise facility (**CW** 27 Sep) which will be completed mid-next year.

"This important piece of tourism infrastructure will reap millions of dollars in economic benefit for Newcastle and the Hunter region," he said.

Roberts highlighted the bollards

made it possible for Newcastle to secure two bookings for *Explorer of Seas*, which will call at the region on 10 & 16 Feb 2019.

Adam Armstrong, md, Royal Caribbean Australia and New Zealand said "We're delighted to be working closely with the Port of Newcastle as it enters a new era of mega cruise ship travel".

Pictured are Michael Cassel, ceo Hunter Development Corporation; Geoff Crowe, ceo Port of Newcastle; Arthur Sinodinos, Senator for New South Wales and Federal Minister for Industry, Innovation and Science; Anthony Roberts, NSW Minister for Planning and Grant Gilfillan, ceo Port Authority of NSW.



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EW expands offering

EUROPEAN Waterways will expand its excursions and on board options to offer more experiential activities.

New additions include an exclusive tour of a castle garden in Scotland, a visit to a local chocolatier and more private one-on-ones with regional chefs.

Carnival's new rehearsal space



CARNIVAL Cruise Line unveiled its "Carnival Studios" last week, a 4,134m² rehearsal venue in Davie, Florida near its Miami HQ.

The expansive space was developed over three years and includes eight music studios, five full-stage dance studios, a training room and green room.

Over 500 entertainers and performers will rehearse new shows at the studio.

The line said the launch of the creative hub was designed to further elevate its entertainment offerings across the fleet.

The Carnival team is pictured opening the studio.

Princess crew cocaine

SEVERAL Nicaraguan crew aboard Princess Cruises' *Island Princess* have been arrested in Vancouver on suspicion of cocaine smuggling.

The mules claim they were recruited by a Colombian cartel to carry 10kg of cocaine from Panama, and were arrested in Canada after they returned to the ship with US\$30,000 in cash.

In a statement, Princess Cruises said the company "has a zero tolerance for the possession or use of narcotics so therefore, the crew members' employment contracts have been terminated".

MSC special deal

MSC Cruises is holding a sale to celebrate the christening of its *MSC Meraviglia*, which enters service on 04 Jun.

Bookings made by 26 May can take advantage of 2017 discount sailings, with prices from \$744pp.



Cruise Calendar

This week's port calls of cruise ships at various destinations around Australia.

SYDNEY	
<i>Carnival Spirit</i>	25 May
<i>Pacific Jewel</i>	26 May
BRISBANE	
<i>Pacific Dawn</i>	23 May
<i>Pacific Jewel</i>	24 May
<i>Pacific Aria</i>	26 May
<i>Pacific Dawn</i>	27 May
DARWIN	
<i>Silver Discoverer</i>	25 May
FREMANTLE	
<i>Pacific Eden</i>	25 May
<i>Sea Princess</i>	26 May
<i>Pacific Eden</i>	28 May



WHAT a ripper of a deal!

The rich are going crazy over how 'cheap' Porsche's *The Jetsetter* yacht is going for.



The 39m boat is being sold for just \$20m and made for those who want to downsize from their 50-60 metre yachts.

Features include twin 1213kW diesel engines that reach a max cruising speed of 21 knots and four electric fins under the waterline to keep the boat centered.

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HOW CAN I GET MY CLIENTS TO VOTE?

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