

Cruise Weekly today

Cruise Weekly today features five pages of all the latest cruise industry news including a photo page from **Bentours and Hurtigruten**.

PACM underway

CRUISE Lines International Association's (CLIA) Plan a Cruise Month (PACM) kicked off over the weekend.

The global industry-wide promotion is in its second year and being touted as the largest cruise sale in the world, with local and international cruise lines offering a range of deals and discounts.

Cruise Weekly is getting involved by sending subscribers supplier updates detailing all the best cruise deals to offer your clients.

We have also released our cruise guide - more on **page 3**.

Fincantieri plots Australian move

PARTS of Coral Expeditions' new vessel may be built in Australia with Italian shipbuilder Fincantieri outlining plans to begin constructing cruise ship sections locally from 2018 if it wins a contract to design and construct new Australian Navy ships.

Fincantieri said if it reached "the appropriate business content" in association with its tender for the Future Frigate project, it would list on the Australian Stock Exchange and construct cruise ship segments to train the Australian shipbuilding workforce.

The sections would be built by Fincantieri's shipbuilding workforce and potential sub-contractors to the Future Frigate Project.

"Building blocks of the Coral Expeditions cruise ship here in Australia shows how Fincantieri's size and strength can join new opportunities in the market and the shipbuilding industry



together," said Dario Deste, chairman of Fincantieri Australia.

Fincantieri has placed pilot orders with Australian companies, including Bluescope Steel to supply steel "for use in cruise ships and future test blocks".

Coral Expeditions inked a deal last month with Fincantieri subsidiary Vard (**CW 12 Sep**) for a 120-pax expedition ship to be delivered in mid-2019 (**pictured**).

Fincantieri Australia also

confirmed it would open an office in Adelaide on 10 Oct.

"This facility expands Fincantieri's operations into Adelaide as we mobilise Australian industry, activate the Adelaide shipyard with the proven digital tools used to build the Italian FREMM Frigates on time and on budget in Italy and recruit and train the Australian shipbuilding workforce for the Project," Deste said.

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CRUISE

WEEKLY

PLAN A CRUISE
MONTH

Tuesday 3rd October 2017

Find out what changes to the law might mean for the cruise industry in the October issue of *travelBulletin*.

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travelBulletin



Seabourn expands land journeys

SEABOURN has expanded its land-based excursion program, Seabourn Journeys, offering pre- and post-cruise extensions for select 2018 and 2019 voyages.

Included in the collection is the eight-day pre-cruise Sydney, The Red Centre & Great Barrier Reef journey, which includes a private tour of the Sydney Opera House, flight to the Red Centre to explore Uluru via a camel ride and sunrise helicopter tour, and a transfer to Cairns and Port Douglas to visit the Daintree Rainforest and GBR.

Other options are the 13-day South Pole Quest, five-day Denali Experience and six-day India's Golden Triangle: The Taj Mahal & Jaipur.



Carnival \$500m write-off



CARNIVAL AUSTRALIA

CARNIVAL Corporation has confirmed its ongoing commitment to all brands in the Australian market, after announcing a US\$392 million (A\$500 million) "non-cash impairment charge" in relation to its operations here.

Detailed in a quarterly financial update last week, the write-down relates to "ships, trademarks and goodwill" as part of a strategic realignment of the cruise giant's Australian operations.

Carnival Australia spokesperson Sandy Olsen told **CW** the financial adjustment related to plans revealed last week to replace the company's Australian fleet with more efficient ships over time.

"P&O Cruises Australia currently has a disproportionate amount of smaller, less efficient vessels with higher operating costs," she said.

The impairment reflects the expected cash flows of the company's vessels, Olsen added.

"Cruise demand in Australia remains strong and Carnival Corporation is committed to all of our brands in this market."

Olsen noted last week's series of Carnival revelations about the local market (**CW** Thu) including the addition of *Golden Princess* to the P&O brand, an intention by Carnival Cruise Line to up its year-round deployment and a plan by Princess Cruises to bring *Ruby Princess* to Australia.

Both Princess vessels will feature the company's "Ocean Medallion" technology.

Carnival Corporation had previously announced the deployment of the high-tech system in Australia (**CW** 29 Jun), promising it would offer a more personalised holiday experience.

"These moves show Carnival Corporation's commitment to this market and are a sign of respect for our Aussie guests," Olsen said.

Olsen said P&O Cruises pres Sture Myrmell and his team would work on what the Ocean Medallion platform would look like for P&O guests in the coming months, with further details about *Golden Princess* and its role in the P&O fleet to be announced in the second half of 2018.

Townsville exp

THE \$1.64b Townsville Port Expansion (**CW** 16 May) is a step closer, following approval of the Environmental Impact Statement (EIS) by the Qld Coordinator-General.

Works will start next year on widening the channel to accommodate larger ships, including cruise vessels.

The project is estimated to be completed in 2022.

Strand launches tailored family sailings

THE Strand Cruise is targeting young travellers and their parents with a series of special departures from Dec.

Family Cruise sailings will offer special group activities during the day, movie and games nights and special dishes for children.

One child up to 15 years of age can travel free on these sailings when sharing a Strand Cabin with two adults.

The family departures are on 08 Dec, 29 Jan, 30 Mar & 20 Apr.

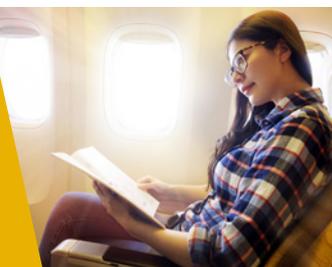


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Cruise guide released

CRUISE Weekly and its sister publications, *Travel Daily* and *travelBulletin* have produced a definitive cruise guide in support of CLIA's Plan A Cruise Month.

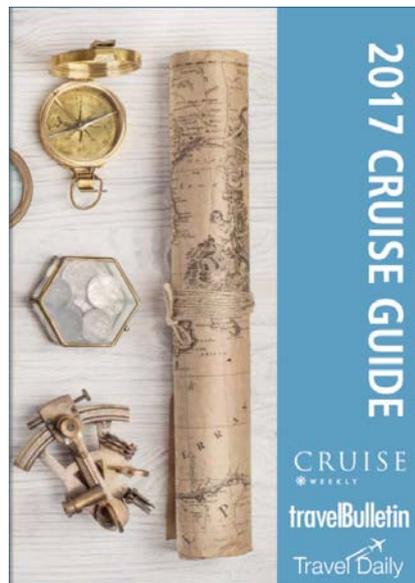
The guide features 21 leading operators across ocean, expedition, small ship and river cruise sectors, and acts as a handy reference tool for agents to identify key selling attributes by operator.

Contributing to the cruise guide, Joel Katz, managing director for CLIA Australasia and Asia said "as agents, you are the key to make the relationship between the cruise experience and the guest work.

"Each of the CLIA cruise brands are highly differentiated, and we are constantly exploring new and more effective tools for you to clearly convey the character of each brand to prospective guests, and to match the brand with the guests' needs.

"This guide is one such tool, and is designed to provide a reference to some of the diverse cruising options available to your clients."

Inside the guide, suppliers showcase pointers on their fleet including facilities, inclusions,



destinations visited and life for guests on board.

There are also helpful hints on target demographics, promotions to help clinch sales as well agent incentives and rebates.

Each participating cruise line calls out their unique selling propositions helping to distinguish what sets them apart.

The cruise guide is on its way to subscribers of *travelBulletin* along with the Oct edition of the magazine and will be emailed to *CW* subscribers this week.

It can be viewed online [HERE](#).

L'Occitane river spa



BOUTIQUE operator Sanctuary Retreats has teamed up with French skincare brand, L'Occitane en Provence to offer a new spa experience aboard *Sanctuary Ananda* in Myanmar.

L'Occitane's first cruise spa (pictured) is named *Thambyadine Spa* by L'Occitane and features two treatment rooms on the 21-suite ship.

Therapists will be trained

by L'Occitane en Provence to provide reflexology, Burmese massage, body treatments and hydrotherapies and the signature "Immortelle Secret of Youth" facial.

Sanctuary Ananda offers three-, four- and seven-night sailings on the Upper Irrawaddy River, 11 nights on the Upper & Lower Irrawaddy River and 10 nights on the Chindwin River.



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Bentours and Hurtigruten showcase remote destinations to agents

BENTOURS, in partnership with Hurtigruten, recently undertook an exciting new venture which saw them tackle a national roadshow across Australia. Held over two weeks in Aug and Sep, the roadshow consisted of 15 events in five cities:

Tasmania, Melbourne, Sydney, Brisbane and Adelaide. The information-packed events left attendees awe-inspired with tales from the world's northernmost town, Svalbard, a documentary showcasing stunning Norway and a powerful presentation on Antarctica and the Arctic. With a desire to educate agents on all of the thrills of the remote destinations that Hurtigruten and Bentours offer, the events were designed to be full of first-hand knowledge that they could take back to impress their clients. To do this, the events featured two guest speakers who provided invaluable insight. Dominic Barrington, a polar expedition photographer for Hurtigruten, regaled agents with stories from the Arctic and Antarctica, while Anika Paust had guests convinced Svalbard was the ultimate travel destination full of unparalleled adventure and mystery.

To keep informed of any future events or news, sign up to Bentours' newsletter on the bottom of its website homepage - [CLICK HERE](#).



ANIKA Paust and Dominic Barrington.



AGENT breakfast at QT Sydney Market Room in Sydney.



Q&A time at the events.



SARAH Field, Hurtigruten Sales Team Leader; Andrew Eddy, National Account Manager and Anika Paust, Hurtigruten Svalbard.



GUESTS enjoying their show-bags prior to the presentation at the Melbourne event at the Como.



LUNCH at the Glass House Tasmania with key industry partners. From left are: Kyle Duffield, Bentours; Janet Bidgood, RACT; William Harber, Hurtigruten and Nathan Darke, Andrew Jones Travel.



WILLIAM Harber speaking at the Melbourne Agent Breakfast held at the Athenaeum Club in Melbourne.



Uniworld offered with Luxury Gold

THE Travel Corporation's upmarket Luxury Gold brand will feature land journeys combined with Uniworld Boutique River Cruise Collection voyages on some itineraries in Europe, the company has confirmed.

Insight Vacations ceo Ulla Hefer Bohler is in Australia for the launch of the 2018 Luxury Gold program, and told **CW** the combinations offered the "best of both worlds".

Luxury Gold 2018 will debut tonight at an exclusive event in Sydney's Woollahra.

Royal agent giveaway



ROYAL Caribbean is celebrating its 10th birthday down under by launching its biggest giveaway ever, offering thousands of instant prizes, plus the chance to play to win \$100,000.

Agents who make a booking on any Royal Caribbean International, Celebrity Cruises or Azamara Club Cruises voyage by 31 Oct can visit www.clubroyal.com.au to win a wine voucher and see if they've won an additional prize, such as an invite

to play for the chance to win \$100,000 at Royal Caribbean's birthday celebrations in Dec.

MEANWHILE, Royal Caribbean International has announced *Independence of the Seas* will undergo a multi-million pound makeover.

When she sets sail in the northern summer 2018 she will sport specialty restaurant Izumi, Panoramic Ocean View staterooms, a bigger Splashaway Bay and improved ice rink.

Coral Exp lecturer

CORAL Expeditions has announced anthropologist Dr Bruce Pohlmann will be a guest lecturer on the Sepik River Scouting Expeditions departing in Feb.

Pohlmann will draw on his experience living, studying and working in New Guinea to showcase the Sepik River's cultures to guests.

The seven-night itinerary will delve deep into Papua New Guinea, passing through some of the oldest rainforests in the world and encountering local tribes and wildlife.

Cruise Calendar

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

SYDNEY	
<i>Pacific Explorer</i>	04 Oct
<i>Carnival Spirit</i>	05 Oct
<i>Radiance of the Seas</i>	08 Oct
<i>Sun Princess</i>	08 Oct
<i>Carnival Spirit</i>	09 Oct
BRISBANE	
<i>Sun Princess</i>	05 Oct
<i>Pacific Dawn</i>	07 Oct
<i>Carnival Spirit</i>	07 Oct
CAIRNS	
<i>Pacific Eden</i>	03 Oct
DARWIN	
<i>Coral Expeditions 1</i>	05 Oct
FREMANTLE	
<i>Sea Princess</i>	04 Oct

MedallionNet wi-fi

CARNIVAL Corporation has announced a connectivity service called MedallionNet, which it said would provide "the best wi-fi experience in the cruise industry".

The service will be enabled by SES Networks and use multi-band antennas in a particular formation designed to minimise any impact to connectivity from seasonal weather or ship positioning.

Carnival said the service would offer the "highest capacity shipboard network ever brought to a cruise ship with an unprecedented volume of shipboard access points".

More details will be revealed later this year.

Silversea res open

TRAVELLERS can book a Silversea cruise in 2019, with reservations now open.

The cruise line has a collection of 160 voyages to over 400 destinations on offer across 64 different countries.

The collection includes *Silver Cloud's* early 2020 expeditions to Antarctica as well as new destinations such as Alert Bay, BC in Canada and Corsica's L'Île Rousse and St. Florent.

Other highlights include *Silver Muse's* inaugural season in Alaska and a 25-day Northeast passage sailing Alaska to Norway.

Silver Shadow will soak up the glitz for the 2019 Monaco Grand Prix in May.



A **CRUISE** passenger aboard *Carnival Dream* has taken home a fabulous souvenir - in the form of a whopping US\$75,000 in cash - after winning the top prize in Carnival Cruise Line's annual PokerPro challenge.

Terry Riley from Georgia, Atlanta beat more than 500 other players on board, who competed using electronic PokerPro tables.

To be eligible to compete, over 3,500 players participated in satellite tournaments over the past year held aboard various Carnival ships.

Each winner took home \$1,000 and earned a seat in the grand final tournament.

Next year's Carnival PokerPro challenge is scheduled for Aug 2018 aboard *Carnival Breeze*.