

Oceania releases Eu and US 2019

OCEANIA Cruises has revealed details of its Europe & The Americas 2019 Collection of itineraries, which will open for sale on 19 Oct in Australia and New Zealand.

The program packs in a whopping 104 itineraries, 80 of which are new, including 40 new options in the Mediterranean, 18 in the Baltic, Scandinavia & Northern Europe, five in Alaska, six in Canada and New England and 10 in the tropics.

Itineraries range from seven to 44 days in length and more than 85 overnights and late departures are included.

Steve McLaughlin, vp sales Australia and New Zealand, Oceania Cruises told **CW** the new additions had been driven by what customers were looking for and provided a more in-depth experience of Europe.

"You're not travelling vast



distances to take in all of the key tick-box places that the bigger ships do, we're actually taking a little more time, staying later in port and going less distance overnight," he explained.

While the Med is far from a new destination for Oceania, more than half of the new itineraries are in the region, aided by new ports being made available to the line due to the size of its ships.

"One of the things we're seeing

is with this more port-intensive opportunity we're actually bringing people back who have possibly even been in the region before to see some of these newer destinations that we're getting into," he said.

The program offered combinable voyages, which had proven popular with the line's Australian travellers in the past, who often bundled together two back-to-back voyages, McLaughlin added.

Clippers appoints

BIANCA Orsola-Rose has joined Star Clippers as sales manager for Victoria, Tasmania and South Australia.

Orsola-Rose has previously spent eight years as a bdm for Adventure World.



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Fantasea new gm

FANTASEA Cruising has appointed Angus Campbell as its gm, effective immediately.

Campbell is also director of Riverside Marine and replaces Anthony Hayes, who recently left to be coo of Sealink Group.

Cruise Weekly today

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

Peregrine's Europe release

PEREGRINE Adventures' 2018 European brochure has been unveiled, introducing new small ship cruising charters.

A total of 18 new small ship cruise charters debut in the program, which the company said was "in response to holidaymakers' desire to get away from the masses".

The inaugural charters will include eight-day cruises from Lisbon to Malaga, around Iceland's Wild West Coast, Croatia's Central Coast and the Hidden Gems of Greece.

Cruises operate from May to Oct and are priced from \$2,735 per person twin share.

For more information, visit www.peregrineadventures.com.



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Oceania supports trade



New Royal charge

ROYAL Caribbean Cruises has confirmed it would begin charging suppliers an annual mandatory fee which would be automatically deducted from upcoming invoices in the form of a "Debit Memo".

The company said the fee is due to a partnership with Dun & Bradstreet, which manages its supplier rego & monitoring.

RCL said only 12 Australian suppliers were affected.

Expedition booms

CRUISE Lines International Association (CLIA) Australasia has revealed the expedition cruise market is witnessing a solid trajectory of growth in Australia and New Zealand.

Remote destinations such as Antarctica and the Arctic are the biggest movers, according to the industry body.

"In line with the growing trend in land-based adventure travel, immersive cruising is booming, attracting an audience of well-travelled holidaymakers who are seeking new adventures," said Cruise Lines International Association (CLIA) Australasia and Asia managing director Joel Katz.

As part of CLIA's annual Plan a Cruise Month, select cruise operators have put forward deals to consolidate the expedition cruising sector.

OCEANIA Cruises has reaffirmed its commitment to the Australian trade, revealing Australia is the fastest growing global market for both the brand and its sister line, Regent Seven Seas Cruises.

Close to 95% of the business has come from the trade, with revenue for the brands doubling within two years of opening a local Australian office.

Steve McLaughlin, vp sales Australia and NZ, Oceania Cruises told **CW** the driving force for Oceania's growth was opening an office in Sydney, enabling further trade engagement.

"We've provided for the travel trade here in Australia the tools that they wanted, we've got the Australian dollar brochures, the

fixed pricing and all the support that goes along with it in sales and marketing, all the way through to the reservations team, so we make it easy for them."

McLaughlin said education is paramount for Oceania, outlining plans to grow the local office's trade database by 50%.

"We're one of the better kept secrets in cruise but we actually want to break out of that mould and move on," he told **CW**.

McLaughlin said the brand's culinary offering, which it promotes as "the finest cuisine at sea", is a big drawcard for Australian travellers.

Not having to dress up at dinner is also appealing, along with having an illy barista able to make coffee "as you like it", he said.

Aranui incentive

ARANUI Cruises is throwing in an extra 5% commission for travel agents and wholesalers as an incentive to book clients on select *Aranui 5* cruises in the new year.

The offer will run through until Apr 2018 and is valid for new bookings for 01 & 20 Feb, 10 Mar and 17 Apr departures.

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 **Carnival Fun Zone**

MSC security

MSC Cruises has upgraded its on-board security through the launch of a new vanguard video surveillance system.

Developed in consultation with Bosch and Hewlett Packard Enterprises, the new system will help the cruise company build upon its existing security tech and also aid in the unlikely event of a passenger falling overboard.

The move will be an industry first and will consist of a shield of intelligent optical and thermal video cameras which provide nonstop comprehensive surveillance.

Following a successful pilot phase, the new intelligent video capturing and analysis system is now operational – with MSC Cruises' latest flagship, *MSC Meraviglia*, the first ship to officially adopt the new technology.

Caribbean is open

THE Florida-Caribbean Cruise Association (FCCA) has launched a website, CaribbeanIsOpen.com to promote the region following Hurricanes Irma and Maria.

The portal is part of its multifaceted million-dollar campaign to generate awareness that the majority of Caribbean destinations are operating normally.

It also features a map showing more than 80 ports that are currently open.

MEANWHILE, Royal Caribbean will return to St Thomas in the US Virgin Islands on 10 Nov with *Adventure of the Seas*.

Carnival Cruise Line has cancelled *Carnival Fascination* sailings until 03 Feb to charter the ship to provide housing and meals for relief workers in the US Virgin Islands.



PRINCESS Cruises has named Cheryl Graves from Helloworld Travel Erina, NSW as the major winner in Princess Academy's Registration Drive.

Graves' prize includes a seven-night Western Caribbean Cruise on *Regal Princess* and a \$4,500 EZAir credit.

Over 500 new agents signed up to the Princess Cruises Academy during the month-long campaign across Australia and New Zealand.

Five agents won \$200 Visa gift cards for being runners-up.

Princess Academy has also launched its Engagement Promotion, which will give agents a chance to win a 14-night Grand Asia cruise on *Majestic Princess* with \$2,300 EZAir credit.

To win, registered agents must achieve Commodore status or higher during the promotion before the end of Nov.

Once achieved, they will gain an entry into the prize draw which will be drawn at random.

Graves is pictured with Shaun Kavanagh, bdm, Princess Cruises.

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St Hilda's new ship



ST HILDA Sea Adventures has announced a small cruise ship will be added to its fleet from May 2018 in the form of the versatile *Seahorse II*.

Slated as a companion vessel for its ex-tallship *St Hilda*, the

new addition is purpose-built for traversing the Norwegian fjords and boasts the ability to lay anchor in remote destinations that larger ships struggle to access.

The *Seahorse II* is **pictured**.

Grand Pacific brox

GRAND Pacific Tours has launched its NZ Cruise & Coach brochure which allows travellers to combine a coach tour with a cruise on Celebrity Cruises' *Celebrity Solstice*.

All offerings include four star hotel accom, most meals and sightseeing on the coach leg and a Deluxe Balcony cabin on *Solstice* with tipping included.

Prices in the brochure start from \$6,099pp for a 19-day Cruise & South Island Explorer.

CCL Horizon BBQ

CARNIVAL Cruise Line's *Carnival Horizon* is set to reveal a new BBQ venue when it debuts in Apr.

Guy's Pig & Anchor Bar-B-Que Smokehouse|Brewhouse is the brainchild of American restaurateur Guy Fieri and will expand upon his casual barbecue eateries that are already on board several Carnival ships.

The menu includes a mix of smoked BBQ and craft beers.

Aussies cruise on Sky



EVERGREEN Cruises & Tours recently treated 12 Australian travel agents to an eight-day cruise sailing from Budapest to Nuremberg on *Emerald Sky*.

The group toured Budapest, Bratislava, Vienna and Regensburg, enjoyed the on board facilities including the pool and the cinema and the on board

European cuisine.

In case anyone felt homesick, the agents were never far from Vegemite with a jar kept on board the ship especially for the Australian guests.

The group was hosted by Evergreen Cruises & Tours' South Australia sales executive Jade Vaselli (**pictured** top right).

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Star Clips fly deal

FLY free to Thailand with Star Clippers, with the company offering flights on select Southern Thailand and Northern Thailand departures booked by 31 Oct.

The promo includes Economy class fares from SYD, MEL and BNE to Phuket, priced from \$2,999 per person.

Cruise Calendar

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

SYDNEY	
<i>Carnival Spirit</i>	17 Oct
<i>Carnival Legend</i>	18 Oct
<i>Celebrity Solstice</i>	20 Oct
<i>Maasdam</i>	21 Oct
<i>Celebrity Solstice</i>	22 Oct
<i>Noordam</i>	22 Oct
<i>Radiance of the Seas</i>	23 Oct

BRISBANE	
<i>Golden Princess</i>	17 Oct
<i>Pacific Dawn</i>	21 Oct
<i>Maasdam</i>	23 Oct

FREMANTLE	
<i>Sun Princess</i>	19 Oct

AUCKLAND	
<i>Pacific Jewel</i>	20 Oct

Pitbull toasts to *Escape*



NORWEGIAN Cruise Line last week celebrated *Norwegian Escape* coming to homeport from New York next year with the ship's godfather and international music star, Pitbull.

The event was held at PHD Rooftop Lounge at Dream Downtown New York, where guests were able to "walk the plank" in a virtual reality segment involving the largest ropes course at sea and pose for photos with "Mr. Worldwide".

Attendees also sampled bites from *Norwegian Escape's* culinary outposts and sipped on cocktails from Pitbull's vodka, Voli.

One of the vessel's Broadway-style shows, *For the Record: The*

Brat Pack gave guests a little taster with a performance

When *Norwegian Escape* arrives in Manhattan next year, she will be the largest ship to homeport from New York City, at 164,600 gross tonnes and 4,266 guests.

Norwegian Escape will operate seven-day cruises to Bermuda during northern summer and seven-day cruises to Canada & New England and the Bahamas & Florida as well as a selection of longer cruises to the Western and Southern Caribbean during autumn/winter in 2018/2019.

Pitbull is pictured with Andy Stuart, president and chief executive officer of Norwegian Cruise Line.



THOUSANDS of Australians have taken part in the first ever World Conga day, which took place on board Carnival Cruise ships right around the world. Over 60,000 guests got their groove on 25 Carnival ships, including *Carnival Spirit* which saw 1,500 guests and crew conga on the top deck at sunrise as it arrived in Sydney Harbour this morning (pictured).

Captain Vittorio Marchi and Dr Seuss' *Cat In The Hat, Thing 1* and *Thing 2*, also joined in on the fun.

The celebration marked the fifth anniversary of Carnival sailing in and around Australia.

Carnival Cruise Line said it wanted World Conga Day to be enjoyed "not just by everyone onboard their ships but in Australia and around the world, as an excuse for people to leave their troubles behind".



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Cruise Weekly is Australia's leading travel industry cruise publication.

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