

OCEANIA CRUISES®

THE FINEST CUISINE AT SEA™

Europe & The Americas

2019 EXCLUSIVE LAUNCH OFFER



PLAN A CRUISE
MONTH

EXCLUSIVE LAUNCH OFFER



includes:

FREE Unlimited Internet

plus choose one:

FREE Shore Excursions

FREE Shipboard Credit

FREE Beverage Package

*Amenities are per stateroom.



50% OFF DEPOSITS*
on every sailing



US\$100 SHIPBOARD CREDIT*
per stateroom on select sailings

CLICK HERE FOR ITINERARIES OR CALL OUR SYDNEY CONTACT CENTRE ON 1300 355 200

* Visit www.OceaniaCruises.com for the full terms and conditions.

Scenic group gm

ANTHONY Laver has been appointed as group general manager, sales and marketing for the Scenic Group in the Australia/Asia Pacific region. He joins from DNSW, where he was gm marketing.

Virtuoso cruise success

CRUISE is one of the fastest growing segments for the Virtuoso network in Australia, with the luxury-focused organisation recording a 31% increase in local cruise bookings this year.

The figures were revealed this morning in Sydney by Virtuoso ceo Matthew Upchurch, who is in Australia this week for the annual Virtuoso Cruise Show, which has seen 350 travel advisers interact with 18 key suppliers in Sydney, Melbourne and the Gold Coast.

Upchurch said the boom was in part a reflection of the strong focus by upmarket cruise lines on the Australian market, with suppliers such as Silversea, Crystal, Regent Seven Seas Cruises, Oceania and more setting up direct offices down under.

Asia Pacific Virtuoso md Michael Londregan was very upbeat about the potential for cruise, saying a similar exceptionally strong level of growth is expected in 2018.



Virtuoso overall is a very strong producer of sales for the cruise lines, and has negotiated a range of exclusive value adds which have proven very popular.

Upchurch said another key success had been the opportunity for Virtuoso to share group allocations across its membership, with agents able to sell into combined blocks with guaranteed host cabins because of their overall buying power.

He said Virtuoso agents had hosted departures on 100% of all upcoming Crystal departures and 70% of Seabourn voyages.

Upchurch and Londregan are pictured above in Sydney today.

Cruise Weekly today

Cruise Weekly today features four pages of all the latest cruise industry news plus a front full page wrap from **Oceania Cruises**.

Oceania offer

OCEANIA Cruises is promoting an exclusive launch offer on its Europe and the Americas 2019 program.

For more details, see the cover page.

Ponant new office

PONANT'S Sydney arm will transition to a new office in North Sydney from 06 Nov to provide floor plan flexibility and to allow for further growth.

The new address is G.01, 1 Cassins Avenue, North Sydney.

3 DAYS ONLY

NORWEGIAN'S TAKE ALL 5

Oceanviews & Above

RECEIVE ALL 5

- 1 BEVERAGE PACKAGE
- 2 SPECIALTY DINING PACKAGE
- 3 SHORE EXCURSION CREDIT
- 4 WIFI
- 5 FRIENDS & FAMILY SAIL AT A REDUCED RATE

Plus

UP TO **US\$500** FREE ONBOARD SPEND**

Up To US\$3,300 In Overall Value

NORWEGIAN CRUISE LINE

*Offer valid on select early 2018 sailings & applicable to Oceanview, Balcony and Mini-suite categories only. Offer available for new bookings only made between 20-23 October 2017. **Onboard spend is per stateroom and varies by category. Visit ncl.com.au for full terms and conditions.

CALL 1300 255 200

Holland America Line[®]
SAVOR THE JOURNEY

PLAN A CRUISE MONTH

Book during Plan a Cruise Month and receive up to

US \$300*

Onboard Spending Money*

FIND OUT MORE >

*Terms and conditions apply

Kimberley 2019: Sales for Luxury small ship Expeditions will open on 26th October 2017

Discover Now!

New ship *Le Lapérouse* to launch in 2018
92 staterooms & suites only

CRUISE

WEEKLY

Thursday 19th October 2017

2017 CRUISE GUIDE The most comprehensive source of information on leading cruise lines. **CRUISE WEEKLY travelBulletin** Get your copy now Travel Daily

Celebrity Europe 2019



CELEBRITY Cruises has unleashed its 2019 program for Europe which will see five ships sailing in the region, including *Celebrity Edge*.

The season is open for sale and includes calls in 27 different countries, overnight stays in 16 cities and visits to more than 90 ports of call.

Three new ports make their debut for the line in the program,

Nauplion, Greece; Rijeka, Croatia; and Santa Margherita, Italy.

Edge's deployment in the Med includes a range of seven- to 11-night sailings from cities including Barcelona and Rome.

She will be joined in the region by *Celebrity Infinity*, *Celebrity Constellation*, *Celebrity Reflection* and *Celebrity Silhouette*.

Celebrity Edge's "Magic Carpet" is pictured - [CLICK HERE](#) for more.

Medallion rollout

PRINCESS Cruises has confirmed it will manage a "phased activation process" for the roll out of Ocean Medallion, which will debut on *Regal Princess* on 13 Nov.

"During the preview cruise period, which will run into Australian autumn 2018, we will activate Ocean Medallion features by adding in groups of staterooms in phases, rather than activating the entire ship at one time," Princess said.

It highlighted the extensive modifications to on board operations & that new training for crew was necessary.

Symphony early

CONSTRUCTION of Royal Caribbean Int'l's *Symphony of the Seas* is ahead of schedule and the line will take delivery of the ship three weeks early.

The company said the advanced delivery date on 22 Mar was "a result of experience and efficiencies garnered with STX France".

Res open tomorrow for three additional Med cruises, during which pax will have access to preview performances and a limited menu at HOOKED, with the remaining offerings to open for the previously announced inaugural sailings.

AIDA's world cruise



AIDA Cruises' *AIDAcara* was given a spectacular farewell when she sailed out of Hamburg earlier this week on the line's first world cruise.

The vessel has embarked on a 116-day sailing which will take her to 23 countries.

Her voyage includes Sydney and the Great Barrier Reef.

The vessel was farewelled on Tue with a fireworks display (pictured), which around 2,000 spectators watched from the banks of the River Elbe or tuned into watch live online.

Enjoy up to 20% savings on 2018 cruises with our Early Booking Discount

le boat
Who's on board?

[Search 2018 Cruises](#)

SAVE UP TO 35%
EARLYBIRD SAVINGS ON ALL 2018 NORWAY COASTAL EXPEDITIONS
BOOK NOW



BENTOURS
SCANDINAVIAN SPECIALISTS

HURTIGRUTEN

SCANDI-MANIA!

CRUISE

WEEKLY

Thursday 19th October 2017

More Crystal Getaways



Agents' Med Journey



AZAMARA Club Cruises recently treated a group of agents to a seven-night Med cruise from Rome to Barcelona on *Azamara Journey*.

Hosted by Azamara's brand comms team and district sales manager, a highlight for the group was the White Night party on the pool deck and the

grill buffet that accompanied it.

Pictured are: Richard Kaesler; Kelly Faircloth; Tim Faircloth, Ilovecruising; Kerrie Kaesler, MTA; Megan Hill, Cruise Express; Phoebe Lyons; Karine Tomlinson, Dreamlines; Wayne Tomlinson; Claire Pillans; Rob Shaw; and Cassandra Dowe, Azamara Club Cruises.

CRYSTAL Cruises has released for sale additional shortened versions of existing itineraries departing next year.

Called "Crystal Getaways" by the company, the fresh offerings include eight abbreviated segments of *Crystal Serenity's* 2018 World Cruise voyages, exploring Southeast Asia, the

South Pacific, South America, the Pacific Northwest and British Columbia, and the Caribbean.

The voyages range from four to 17 days in length.

Earlier this year Crystal Cruises released a collection of shorter segments of its cruises departing Aug-Dec (**CW** 01 Aug).

For more, **CLICK HERE**.

Agents win free cruises during PACM

THE prizes are rolling in for agents getting involved in Cruise Lines International Association's (CLIA) Plan a Cruise Month this Oct.

Joanne Rothwell from itravel Surry Hills has won the first of four cruise giveaways and will take a trip to Tas on *Norwegian Jewel* next month while Helloworld Featherston Street Wellington in New Zealand claimed the first \$1,000 marketing cheque.

The second free cruise went to House of Travel Remuera, with the team choosing a three-night sailing on *Ovation of the Seas*.



WIN *a*
MAJESTIC PRINCESS[®]
experience with Academy!

PRINCESS
ACADEMY

Become a Commodore by 11.59pm AEDST 3rd of December 2017 for the chance to win!

MAJOR PRIZE

14-night Majestic Grand Asia cruise, in a balcony stateroom for 2 & AUD \$2,300 EZair credit

MINOR PRIZE Win one of 20 AUD \$200 Visa Gift Cards

CLICK HERE TO LAUNCH ACADEMY

Eligible AU/NZ travel agents 18+ only. Max 1 entry p/person. Cruise 11/3/18-25/3/18. NSW LTPS/17/17741, ACT TP17/01815, SA T17/1714. T&Cs apply

CRUISE

WEEKLY

Thursday 19th October 2017

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

CLICK to read
travelBulletin



©Ponant

Silversea video

SILVERSEA Cruises has released a new marketing video showcasing its Couture Collection offering.

To view the promotional video, [CLICK HERE](#).

Norwegian Sun and Jade retrofit

NORWEGIAN

Cruise Line has completed a retrofit of *Norwegian Sun* and *Norwegian Jade*, with the upgrades involving a new Exhaust Gas Cleaning system aimed at reducing the company's environmental footprint.

The new exhaust system lowers sulphur oxide emissions, allowing for a cleaner plume of white steam.

The latest announcement from the company follows previous green retrofits for six of its other ships in 2014.



A LONDON-BASED travel company is offering nine tourists the chance to visit what remains of the *RMS Titanic* on the floor of the Atlantic Ocean.

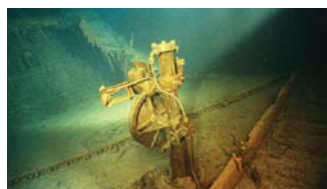
OceanGate Expeditions says that for a cool \$105,129, passengers can buy a seat inside a custom-built submarine and view arguably the most famous shipwreck on the planet.

"Fewer than 200 people have ever visited the wreck," said Stockton Rush, chief executive of OceanGate Expeditions.

The trip will involve descending more than two miles down to the ocean bed, taking approximately 90 minutes to reach the historical site.

Scientists estimate the *Titanic* may only have 15-20 years left before it disappears.

Passengers lucky enough to find Kate Winslet's 'Heart of the Ocean' diamond necklace may be able to recoup the price of the adventure.



Lirica itinerary

MSC Cruises has unveiled a new enhanced itinerary for its *MSC Lirica* ship, offering passengers additional destinations during voyages to the East Mediterranean, starting Apr next year.

Highlights of the new addition include an exploration of the Greek islands of Mykonos, Crete and Corfu, as well as Dubrovnik in Croatia, and Bari, Italy.

Additionally, pax will be able to enjoy selected islands for longer periods of time.

Princess culinary

PRINCESS Cruises has announced its third annual Culinary Cruise Series will feature Miami-based chefs Brad Kilgore and Scott Linquist.

The departure will sail from 11-18 Feb on *Regal Princess* out of Fort Lauderdale.

During the seven-day Western Caribbean cruise, the chefs will participate in cooking demonstrations, Q&A sessions and cookbook signings and pax will have access to special menus in the ship's restaurants and bars.

Riviera Travel doubles Australian sales

NEWCOMER to the Australian market, river cruise line Riviera Travel has doubled its Aussie sales figures for Aug and Sep this year, compared to the same period last year.

Riviera Travel's sales manager for Australia, Shelley Davey, said a big push targeting Australia since mid-2016 had paid off.

"Australian travel agents, in particular, have warmed to our set commissions, no-direct-booking policy, no discounting strategy and broader distribution channel steered by wholesalers Cruiseco and Cruise Traveller, which allows Australians to book a Riviera Travel river cruise through any travel agent," she said.



ACA grows

WE ARE excited to see ACAs membership increase again this week with two more companies joining the ranks.

Erina Kilmore from neighbouring Australia Zoo attended the recent Conference on the Sunshine Coast and was excited to meet other members and hear about the work we do in the cruise industry. We were also grateful to the Zoo as sponsors of our Friday morning community breakfast which this year focused on the wonderful work being done by the Great Barrier Reef Foundation.

The Zoo has seen the opportunity to join the Association as a destination partner, eager to welcome and educate more visiting cruise passengers on the important work they do as a wildlife park with a key focus on conservation.

One state over in NSW, Sydney Outback Tours has also signed on.

They are also focused on helping cruise travellers experience Australia in a more authentic way.

They currently offer three day-tripper tours which explore Sydney and its beautiful beach and bushland surrounds. Their northern beaches tour showcases 21kms of our iconic Australian coastline from Manly to Palm Beach.

A second tour takes in the wilderness of Ku-ring-gai Chase National Park including its aboriginal history and includes a cruise on their 50' catamaran. A third tour includes a self-drive option.

High quality attractions and tours are a critical part of our development as a sought-after cruise destination and we are delighted to continue to add members working in this area to our portfolio.

CRUISE
WEEKLY

www.cruiseweekly.com.au

Cruise Weekly is part of the Business Publishing Group family of publications.

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

EDITORIAL

Editor in Chief and Publisher – Bruce Piper

Managing Editor – Jon Murrie

Editor – Jasmine O'Donoghue

Contributors – Guy Dundas, Matt Bell,

Adam Bishop

info@cruiseweekly.com.au

ADVERTISING AND MARKETING

Sean Harrigan and Melanie Tchakmadjian
advertising@cruiseweekly.com.au

BUSINESS MANAGER

Jenny Piper

accounts@cruiseweekly.com.au

Suite 1, Level 2, 64 Talavera Rd
Macquarie Park NSW 2113 Australia
PO Box 1010 Epping NSW 1710 Australia
Tel: 1300 799 220 (+61 2 8007 6760)

Every Wed *Cruise Weekly* also publishes a consumer-facing newsletter - sign up free at www.cruiseweekly.com.au.

Travel Daily
travelBulletin
business events news
Pharmacy Daily

Cruise Weekly is a publication of Cruise Weekly Pty Ltd ABN 73 123 041 485. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of the newsletter no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.