

Cruise Weekly today

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

Solo river savings

RIVER cruise lines are tempting solo travellers with a swathe of offers for 2019 and last minute travel in 2018.

Avalon Waterways has extended its no single supplement deal across all 2019 European river cruises, offering savings of up to \$7,366 when booked by 27 Jul.

Emerald Waterways is waiving the single supplement across select 2019 European cruises when a category E stateroom is booked.

Scenic is offering a 50% saving on the single supplement when a suite is booked on select itineraries of 11 days or longer in duration departing in 2019.

Cruise360 program details released

PROGRAM details are now available for Cruise Lines International Association (CLIA) Australasia's Cruise360 conference, to be held at the Hyatt Regency Sydney on 31 Aug.

The program features a social media workshop from social media strategist Jordana Borensztajn and a series of four breakout sessions to be hosted by panels of industry experts (**CW** breaking news yesterday).

CLIA Australasia managing director Joel Katz said the program had been put together with feedback from the association's members in mind.

"We have tailored this year's Cruise360 program to meet the needs of modern cruise-focused travel professionals and look forward to engaging in robust discussions during our breakout sessions and being inspired by the keynote speakers who will



no doubt have a lot of wisdom and knowledge to share with delegates," he said.

"Cruise360 2018 is a not-to-be-missed event."

The program also includes previously-announced keynote speakers CLIA president and ceo Cindy D'Aoust and Norwegian Cruise Line president and ceo Andy Stuart.

More than 500 delegates are expected to attend the fifth

regional conference, which organisers are anticipating will be a sell out event.

Cruise360 will include an optional ship inspection of *Carnival Spirit* and for the first time, a cruise destination showcase, held on 30 Aug.

Earlybird tickets are on sale until 30 Jun, with prices leading in at \$240 for CLIA members.

For the full program details and to book, visit cruise360.org.au.

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Le Laperouse arrives



LUXURY expedition cruise line Ponant has welcomed its new vessel *Le Laperouse*, the first of the six Ponant Explorers series.

The ship left Alesund, Norway on 16 Jun and reached Reykjavik, Iceland on 19 Jun, where her inauguration will take place on 10 Jul.

Le Laperouse contains 92 staterooms & suites all with a balcony or private terrace

The six Ponant Explorers will also feature an underwater lounge called Blue Eye which allows passengers to discover the marine world below the ship.

Pictured: Ponant's *Le Laperouse*.

Viking Asia deal

VIKING has announced that select Asian ocean cruises for 2018 can now be packaged with flight deals.

Travellers can choose between offers on Economy, Premium, Business or First class flights to Southeast Asia and Hong Kong, Bangkok, Bali and Beyond, or Komodo and the Australian Coast.

For more info, [CLICK HERE](#).

Carnival sisterhood

THE Nautical Institute this week conducted a Women in Maritime event on board P&O Cruises' *Pacific Explorer* to raise awareness on gender balance and address barriers that can discourage women from seafaring careers.

The guests were welcomed by six third officers who are taking part in a special mentoring program on *Pacific Explorer* to become senior deck officers on Carnival Australia cruise ships.

Women currently comprise only 2% of seafarers.

FACE-2-FACE: Kate Foster



SALES
development
manager VIC Scenic
Group.

1. What motivates you in your career?

That amazing sense of accomplishment that comes with helping an agent to convert a customer to our product or helping an agent understand the USP's of our brand, when it clicks with them and you know they get it, that's the best.

2. Most common assumption people make about your job?

That it's all travel, champagne events and buying coffee for people. While these are elements, it's more strategic thinking and finding what makes an agency tick.

3. What is the key to building great relationships with agents?

Putting in the time to get to know the business, the staff, their client base and how your product can fit. Make yourself accessible as well. Travel agents value reps that they can rely on and who they know are a phone call away.

4. Biggest challenge facing the industry?

The increasing pressure put on a traditional travel agent from the emergence of the online market. The need to change the game and consult differently. We need to

demonstrate value and not get drawn into conversations that focus solely on the price point.

5. Advice for up-and-comers?

Know what you want and how you are going to achieve it. The travel industry really encourages people to be themselves and let their personalities show. Find a mentor and absorb as much information as you can.

6. What was your best fam?

If I had to pick one I would have to say taking agents along the Rhine, Main, Danube rivers – Europe from the water is such a different experience.

7. My next cruise will be...

Hopefully Russia or The Irrawaddy.

8. Favourite cruise destination?

Europe!

9. Celebrity you'd like to cruise with?

The Obamas would be cool.

10. Favourite thing to do in port?

Getting off the beaten track.

11. When not at work, how do you spend your time?

Exploring Melbourne's hidden lane ways and phenomenal artworks.



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Find out who is still sailing in Myanmar in the June issue of *travelBulletin*.

CLICK to read
travelBulletin

Aurora Farewell

AURORA Expeditions' *Polar Pioneer* will embark on her final season of sailing the polar regions of the Antarctic and Arctic throughout 2018/19 before she retires from the brand at the end of the 2019 season.

The ship was originally built as an ice-strengthened research vessel in Finland in 1982 before undergoing a significant refurbishment and conversion in 2000 to become a passenger ship able to accommodate 54 pax.

Savings are on offer for the last of the vessel's Antarctic voyages in 2018 and the Arctic in 2019 of up to US\$3,000pp, available until sold out.

Carnival's Aussie Spirit



CARNIVAL Cruise Line held an event in Sydney last night to celebrate the launch of its largest ever Australian program in 2020.

The brand's continual growth in demand and capacity in Australia has been attributed by Carnival's vice president Australia Jennifer Vandekreeke to "handpicking the right experiences for our Australian guests".

However the journey to understand what Australians desire in a cruise hasn't always been smooth sailing.

"One of the biggest things we learned is that Australians won't complain, they don't want to be whingers and we respect that but our crew is used to New Yorkers who give us an instant negative feedback loop," Vandekreeke explained.

"You really have to put it out

there to find out what Australian cruise guests want changed."

As a result, Carnival has curated many experiences specifically for the Australian market.

"Aussies get stuck into everything from trivia, bingo and they are really loving our new crafts studio on board," Vandekreeke said.

"*Carnival Spirit* will be the first ship in the entire fleet to get Soulplay and it was designed for the Australian market because getting 'touchy feely' with crafts and creative stuff, particularly mothers and daughters and creating something is a real trend in Australia," she added.

Carnival Cruise Line's Jennifer Vandekreeke (**pictured**) hops aboard *Little Carnival* at the 2019/2020 program launch party in Sydney last night.

Ocean Fitness

ROYAL Caribbean's *Mariner of the Seas* will host "the world's ultimate fitness cruise" when it departs from Miami 21 Jan next year.

WOD on the Waves is a dedicated five-day voyage for fitness and wellness fans featuring daily fitness classes led by athletes, Navy SEALs and CrossFit champions.

Meals will be curated by the athletes and tips and strategies on eating well will be available to guests.

The cruise also features rock climbing, ice skating and surfing with activity-based shore excursions to be led by the athletes.

View more details **HERE**.

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Norwegian bolsters New Zealand presence

NORWEGIAN Cruise Line (NCL) has announced the opening of a New Zealand office in Auckland to assist with its growing team and better support demand.

Alan Wilcock has also been appointed national sales manager New Zealand, Oceania Cruises & Regent Seven Seas Cruises.

Wilcock will work together with his NCL counterparts to grow the brand in the New Zealand market, with Norwegians's md for Asia Pacific Steve Odell saying "the appointment of Wilcock and the establishment of a dedicated New Zealand based office are important steps forward for NCL in the region".

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Azamara pursues expert godmothers

AZAMARA Club Cruises' third ship, *Azamara Pursuit*, will be christened on 28 Aug in Southampton by two godmothers – AFAR Media's Ellen Asmodeo-Giglio and *Travel Weekly UK's* Lucy Huxley.

Azamara chose the two travel and media experts to represent two of its key markets, the US and UK, and to "personify our dedication to 'destination immersion' experiences".

Asmodeo-Giglio is the chief revenue officer of AFAR Media, a multi-platform brand focused on experiential travel; the company supports the AFAR Foundation, established to promote cross-cultural exchange.

Huxley is editor-in-chief at



Travel Weekly Group Limited and has been reporting on the travel industry since 1998.

Azamara Pursuit will visit 15 ports where *Azamara Journey* and *Quest* have yet to sail, including Seydisfjordur, Iceland

and Maceio, Brazil; it will also be the first Azamara vessel to cruise the Chilean Fjords and Antarctica. Watch a conversation between the two godmothers **HERE**.

Pictured: Ellen Asmodeo-Giglio and Lucy Huxley.

Evergreen tours

EVERGREEN Cruises and Tours' 2019/2020 Egypt and Jordan brochure features two new itineraries offering a combination of luxurious cruises and accommodation in these countries after a four-year hiatus.

Itineraries include a 10-day Cairo & Ancient Egypt River Cruise and 15-day Cairo to Amman & Ancient Egypt River Cruise, packaged with flights.

Evergreen is offering a range of earlybird deals, available until 31 Oct, including fly free on cruise tours of 10 days or longer and savings of up to \$1,800 per person or \$3,600 per couple.

To access the new 2019/20 Egypt and Jordan brochure, **CLICK HERE**.

Alan is coming

AWARD-WINNING

stage, film and TV star Alan Cumming, who plays Dr Dylan Reinhart in the TV series *Instinct*, will headline Cunard's Insights program on the 03 Jan, 2019 transatlantic crossing on board *Queen Mary 2*.

During the seven-night voyage from New York to Southampton Cumming will host Q&A sessions and share stories about his career and work promoting LGBTQ and human rights.



TO CELEBRATE International Sushi Day, Holland America Line decided to "roll" up its sleeves and create the largest sushi roll ever served at sea.

Chef Andy Matsuda pumped up his raw ambition to craft the "World Mega Roll", measuring 15 metres long and 1 metre wide and using 318 kilos of sushi rice.

Thankfully no passengers drowned in the accompanying 450 litres of wasabi sauce.



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with Jill Abel - CEO

Winning in the West

WITH WA enjoying strong growth in the cruise segment, particularly around Broome, we are excited to welcome Kimberley Ports Authority (KPA) back as a member of the Association.

Kevin Shellack, ceo of KPA told us that in 2016, the Port of Broome welcomed 16 large vessels.

In 2017, this grew to 19 large and 36 small cruise vessel visits, with 2018 also looking strong and predictions are for even further growth.

The announcement that the first of Ponant's six Explorer-class vessels, has left the shipyards will contribute to this growth as the cruise line is expected to deploy some of these vessels on their Kimberley itineraries.

This increase in cruise passenger visits is hugely beneficial to the retail and tourism sectors in Broome and also assists with growing the WA economy overall.

In response to this increase in cruise ships, KPA is managing a Channel Optimisation project which will deepen and widen the approach channel improving large vessel access and manoeuvrability in the region.

This \$7 million project is a joint effort by several state authorities and KPA.

A tender will be released in Jun to kick off the initiative.

KPA is also working on the introduction of an improved deck gangway system to accelerate large vessel transfers and provide improved disability access.

We welcome KPA back to ACA and thank them for their generous sponsorship of the Gala Dinner at our Conference in Broome in Sep.

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EDITORIAL

Editor in Chief and Publisher – Bruce Piper

Managing Editor – Jon Murrie

Contributors – Adam Bishop, Sarah Fairburn, Jasmine O'Donoghue

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)

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