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### Cruise Weekly today

Cruise Weekly today features five pages of all the latest cruise industry news and a front cover wrap from **Celebrity Cruises**.

### Double Celebrity

**CELEBRITY** Cruises is reminding the industry that its 2020 *Celebrity Eclipse* itineraries out of Melbourne will go on sale effective next Wed 07 Nov.

Celebrity will for the first time homeport two ships in the Australian market for the season (**CW** 30 Oct), with a freshly upgraded *Eclipse* joining the popular *Celebrity Solstice* in local waters.

The 2,850-passenger *Eclipse* will arrive in Melbourne on 23 Oct 2020, operating a series of seven 8-14 night voyages to the South Pacific, NZ, Tasmania and SA - see the **cover page**.

## C&K affirms Hurtigruten commitment

**COX & Kings** has confirmed that it continues to work closely with Hurtigruten, following changes to the Norwegian cruise line's distribution deals in the local market (**Travel Daily** 26 Oct).

Hurtigruten has moved to a global partner model, which sees the brand represented by a number of local operators rather than a single exclusive GSA.

C&K said its Scandinavian specialist division Bentours had over 25 staff across Australia and NZ, with the team offering the "most comprehensive and dedicated sales and marketing specialists" for the cruise brand.

The new Bentours 2019/20 brochure also features a dedicated Hurtigruten 32-page polar insert, the company said, with the key focus being the Norway coast, Antarctica and the Arctic regions.

Sister C&K company Tempo

Holidays will also offer Latin American and Antarctic expeditions as part of the group's ongoing relationship with Hurtigruten.

Cox & Kings has also confirmed plans to extend the Australian-founded Bentours brand into other global markets through its worldwide operations.

"This allows for distribution of our multiple independent and escorted small group tour products which have Hurtigruten cruise embedded within," a company spokesperson told **CW**.

The Bentours "Follow the Lights" and "Chase the Lights" itineraries, which feature Hurtigruten cruises, are now being offered for sale through Cox & Kings global offices, including



the United States.

A current Bentours Hurtigruten incentive offers the chance for agents to win a spot on a Norway faml departing 21 Nov for cruise bookings made this month.

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# CRUISE

WEEKLY

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## GC port proposals

**DETAILED** proposals have been released by the Queensland Government that put forward options for a possible new cruise terminal in the Gold Coast district of Philip Park.

The Spit Master Plan currently consists of a range of development plans that both include and exclude the construction of a cruise terminal, with one option featuring a ship terminal facility catering for up to 2,500 passengers, while another details a plan for a port facility allowing for larger vessels carrying up to 4,000 passengers.

This latter plan promotes more direct jetty access to enable faster loading of baggage and pax.

The Queensland Government previously backed off plans to develop a cruise terminal on the site in 2014 (**CW** 26 Aug 2014) citing it "would not allow state-owned land to be developed into a cruise terminal".

## Cruise fuels ICT

**THE** growing cruise sector has helped fuel the marine information/comms sector which is projected to grow from US\$5.92 billion in 2018 to US\$7.19b by 2023.

Increased cruise pax capacity has fuelled demand for better on-board communication tech, with Europe leading the demand for ICT services.

## HK fly-cruise push

**THE** Hong Kong Tourist Board (HKTb) is setting its sights on the fly-cruise market after partnering with eCruising and Royal Caribbean in a new marketing campaign.

The collateral includes billboards at Sydney railway stations that aim to showcase the "diverse and culturally rich" experiences HK offers.

## Princess expands Europe



**PRINCESS** Cruises has firmed up its commitment to Europe by announcing its biggest season on record to service the continent in 2020.

The season will see three of Princess Cruises' newest ships, *Enchanted*, *Sky* and *Regal*, based in the region, unlocking the company's ability to launch a series of new itineraries.

Senior Vice President Princess Cruises Asia Pacific Stuart Allison believes the expanded capacity and range of product in Europe will attract an even greater number of Australian cruisers.

"Europe is our top long-haul fly-cruise destination for Australian guests," Allison said.

"Australians love discovering Europe by sea, with the continent

offering a rich mix of history and culture that appeals to our guests," he added.

New voyages added to the 2020 season include the eight-day Norwegian Fjords sailing aboard *Crown Princess*, visiting Bergen, Aalesund and Stavanger, as well as a 17-day Mediterranean voyage to Lisbon.

The latest European launch will also see the debut of its fifth Royal-class ship *Enchanted Princess* in Jun 2020, which will service a number of Mediterranean voyages.

Prices for a 14-night Western Mediterranean & Aegean Medley cruise from Barcelona to Athens on board *Enchanted* lead in at \$4,219ppts departing 25 Jul 2020.

**Pictured:** *Enchanted Princess*.



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## Cruise ahead in the Med



Souda Bay in Crete

A VIRTUOSO Luxe report tracking upmarket travel trends for 2019 found that the Mediterranean was the most popular cruise destination with respondents.

European river cruises ranked second on the list, followed by Alaska in third place, the Caribbean in fourth, and rounded out by the Greek Isles

in fifth position.

The same report also found a strong trends towards “ultra-personalisation”, with key drivers being trips that present good social media sharing opportunities, VIP transport, and more nature experiences.

More than a thousand travel advisors took part in the 2019 hottest trends survey.

## Edge welcomed to fleet



CELEBRITY Cruises has officially taken delivery of its 2,918-passenger *Celebrity Edge* vessel during a glitzy on-board welcome ceremony while docked in the Chantiers de l'Atlantique shipyard in Saint-Nazaire, France.

The guest list for the festive affair included senior members of the brand's executive team, along with 1,377 crew members and Celebrity's President and CEO Lisa Lutoff-Perlo (pictured centre).

“Today is a very special day for all of us as we have been eagerly anticipating this moment for more than four years,” Lutoff-Perlo told guests.

“There are so many aspects of *Celebrity Edge* that are more groundbreaking than we could

have ever imagined, and it is all a testament to the hard work, creativity and talent of everyone who helped bring this magnificent ship to life,” she added.

*Celebrity Edge* will set sail for her new home at Fort Lauderdale in Florida on 06 Nov, where the ship is scheduled to embark on her inaugural season sailing alternating seven-night eastern and western Caribbean cruises.

Capping off the event was the ceremonial keel laying for the Edge Class *Celebrity Apex*, with guests making their way across the Chantiers de l'Atlantique shipyard to witness the official coin placing before a 762-tonne block was lowered into position.



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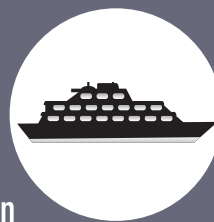
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Need help wading through the huge variety of cruise options out there?

Check out the 2019 Cruise Guide for a comprehensive tool.

CRUISE WEEKLY Travel Daily travelBulletin



## Evergreen upgrade

**EVERGREEN** Cruises & Tours is offering a number of upgrade opportunities on cruises throughout Europe, France, South East Asia, Canada and South America.

Deals include a free balcony suite upgrade on its 15-day Splendours of Europe river cruise from Amsterdam to Budapest, offering savings of up to \$2,150 per person.

The 18-day Rockies Grandeur & Alaska Inside Passage cruise is also offering a free upgrade to Rocky Mountaineer GoldLeaf, valid for all dates excluding *Ms Volendam* trips.

Specials are available to take advantage of until 30 Nov.

## Princess Fannie

**THE** Denali Princess Wilderness Lodge has announced it will debut Princess Cruises' new restaurant and bar named after Alaskan miner and hunter Fannie Quigley.

The venue is located in the Princess Village and will offer indoor and outdoor seating with a total capacity of 180 guests.

Featured food options will reflect authentic Alaska dishes such as bison sliders, braised pork shoulder and a dish Fannie Quigley was known to cook up, bear-lard pie.

The eatery opens May 2019.

## Virgin orders fourth ship



**VIRGIN** Voyages continues its strong drive into the cruise market by signing on for the construction of a fourth ship.

The new player in the sector headed by the flamboyant businessman Richard Branson has agreed to terms with ship builder Fincantieri, signing a contract worth an estimated €700 million.

Delivery of the new vessel is scheduled for the end of 2023 and will be a sister ship of the three vessels already on order, including the first arrival *Scarlet Lady* in 2020 (**CW** 24 Jul).

The latest vessel to be announced will feature 1,400 guest cabins and cater for 2,770 passengers, employing approximately 1,100 crew.

Virgin Voyages' first three ships will enter service in 2020, 2021, 2022 and 2023 respectively.

**MEANWHILE** Virgin Voyages has announced that *Scarlet Lady* will feature itineraries to Cuba as part of her inaugural season in



2020.

"Virgin Atlantic has been visiting Cuba for 13 years, and I cannot wait to see our iconic *Scarlet Lady* gleaming in the Havana Harbor," said Virgin Group Founder Richard Branson.

The adult-focussed brand decided to add Cuba after conducting market research which ranked the Caribbean island as one of the most desired cruise destinations.

Dates for the Cuban sailings will be released next year.

**Pictured** top is a rendering of *Scarlet Lady* and **inset** an exuberant Richard Branson.

## Ha Long Bay boost

**THE** recently completed Ha Long-Hai Phong Expressway in Vietnam will lead to a surge in Ha Long Bay cruises, according to the Managing Director of in-bound operator Diethelm Travel Vietnam, Jeff Redl.

Redl told regional media he expected the new road, which effectively halves the travel time between Hanoi and Ha Long Bay, to "spark a rise in demand for cruises, especially day trippers".

"We offered few day cruises from Hanoi in the past...by considerably reducing the time spent in a vehicle, we will be more confident at offering such a service," he said.

## Cunard BAFTA deal

**LUXURY** cruise line Cunard has announced a sponsorship partnership with the British Academy of Film and Television Arts (BAFTA) Los Angeles.

The agreement will see Cunard sponsor selected BAFTA LA entertainment events in 2019, and run BAFTA LA screenings on board *Queen Mary 2*, *Queen Elizabeth* and *Queen Victoria*.

"We look forward to our partnership with BAFTA LA to offer special on-board programming and experiences," said Cunard SVP North America Josh Leibowitz.

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Compare the myriad entertainment options on board, in the November issue of *travelBulletin*.

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## Gauguin discounted

**PAUL** Gauguin Cruises is currently offering discounted prices on select 2019 Tahiti, French Polynesia, and South Pacific cruises when bookings are made by 10 Nov.

Savings of up to \$3,000 per person are available with select *The Gauguin* voyages.

For more information on the sale **CLICK HERE**.



**TRICK** or treat, trick or treat, who gave *Cruise Weekly* something good to eat?

To celebrate the spookiest day of the year, the good folks at Carnival Cruise Line had a box of Halloween-themed donuts sent to the *CW* office.

The sugary stash included jam-filled monsters, cream filled skulls, chocolate coated spiderwebs and an eight-legged arachnid sitting atop a bed of orange icing.

Some of us are only just waking from a sugar-induced coma today...yum!



## FACE-2-FACE: Steve McLaughlin

Vice President Sales AU & NZ,  
Oceania Cruises.



### 1. What motivates you in your career?

I'm lucky enough to work in an amazing industry and I love what I do. Oceania Cruises is not only a fun place to work, but I truly believe in our product.

### 2. Most common assumption people make about your job?

That every time I head out with my suitcase that I'm off to do something fun. My job involves a lot of travel that is "all work" – a common assumption is that my position is more glamorous than it actually is.

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

It's about being genuine and building long-standing relationships.

### 4. Advice for up-and-comers?

The cruising industry is a sector that is growing in ways that no one could have anticipated - in direction, size and style. The possibilities are endless and there are no limits.

### 5. Biggest challenge facing the industry?

While we are blessed to have access to Sydney Harbour, one of the most beautiful ports in the world, the infrastructure and capacity constraints in Sydney continue to be an ongoing challenge for our industry.

### 6. What was your best fam?

A transatlantic voyage where we spent a few nights each in New York and London with about 20 agents – a truly unique sailing and group.



## CLIA UPDATE

with Joel Katz  
MD, CLIA Australasia

### A Greener Future

**MAKING** up less than 1% of the global maritime community, cruise is a drop in the ocean when it comes to commercial shipping.

Yet despite our small footprint, we are leaders when it comes to developing responsible environmental practices and innovative technologies to reduce emissions and waste.

Operating sustainably at sea is a business imperative, it's in the cruise industry's best interest to keep the world's oceans pristine, which is why our member cruise lines are doing everything they can to ensure that each new generation of ships is greener than the last.

Millions of dollars are being invested retrofitting existing ships with the latest clean tech.

The cruise industry is one of the most heavily regulated maritime industries with robust, clearly enforced standards and all CLIA cruise line members comply with international, national and local rules and regulations.

CLIA cruise lines have spent a lot of time and money to ensure each new generation of ships is more eco-friendly than predecessors and our members are committed to fitting existing ships with the latest technology as part of continued improvements across the industry.



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