

### Cruise Weekly today

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

### Paul goes halves

PAUL Gauguin Cruises has announced a 50% price reduction on all-inclusive voyage fares to French Polynesia in 2019.

The departure dates run from Jan to Nov, with prices available between US\$6,080-\$20,480 per person based on double occupancy (usually US\$14,790-\$43,590).

Itineraries will take place aboard the *m/s Gauguin* and include the 15-day, 14-night Marquesas, Tuamotus & Society Islands cruise taking in the Fakarava atoll, Papeete, Huahine and Bora Bora in the Society Islands - for more information call 1800 251 174.

## Ponant fined for breaching protocol

PONANT has been ordered to pay a fine of NZ\$70,000 by the Wellington District Court for entering a prohibited zone off the coast of New Zealand's Snares Islands and failing to follow proper safety procedures.

The cruise line pleaded guilty to the charge of "causing unnecessary danger or risk to the people on board" under the NZ Maritime Transport Act 1994, following an incident in Jan last year which saw *L'Austral* become grounded on uncharted rocks.

The summaries of fact stated *L'Austral* had insufficient "passage plans" available and also failed to monitor hazards in its proximity effectively, resulting in the vessel's hull being punctured in three places.

The ship's Captain Regis Daumesnil was also fined NZ\$30,000 for his role in the incident, after he elected to



Ho Ho Bay in the Snares Islands.

continue sailing to the scheduled cruise destination 285km south after striking the rocks, instead of heading to the closest port.

*L'Austral* was also found to have entered an environmental exclusion zone during the sailing, prompting the New Zealand Department of Conservation to join the investigation.

In handing down its final decision, the court said Ponant's good safety record and guilty plea reduced the scale of the penalty.

There were 356 passengers and crew on board at the time of the incident.

Ponant was not able to make a comment on the penalty before *Cruise Weekly's* deadline today.

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# CRUISE

WEEKLY

Thursday 4th October 2018



## Silversea opens up 2020



### Agents plus one

**OCEANIA** Cruises has revealed its upcoming "Agent Bring Client" event series is set to be hosted across 10 Australian and New Zealand cities in Oct, Nov and Dec.

Scheduled locations for the events include the Sunshine Coast, Canberra, Auckland and Perth, with Oceania's 2020 collection of itineraries spanning Europe, Alaska, Asia, and Africa earmarked to take centre stage at each session.

To register interest for the events, [CLICK HERE](#).

### Crystal Prez cruises

**CRYSTAL** Cruises has revealed the details of its President's Cruises for 2019 and 2020.

Crystal President and CEO Tom Wolber and his wife Sharon are scheduled to host the 10-day Panama Panorama cruise departing 01 Dec 2019, a trip that sails from Fort Lauderdale to Caldera aboard *Crystal Symphony*.

Wolber will also accompany the 15-day Icons of Southeast Asia sailing on 07 Dec 2020, enjoying explorations of Singapore, Thailand, Cambodia and Vietnam.

"The President's Cruise is a long-held tradition for Crystal, and one that I look forward to each year, as it is a fantastic opportunity to truly connect with our guests and enjoy our shared love of exploring the world," Wolber said.

**SILVERSEA** Cruises is now taking reservations for 191 new voyages sailing across 84 countries in 2020 and 2021.

Selling points of the new program include complimentary flights and transfers on most adventures, as well as the inaugural voyage of the 596-passenger *Silver Moon*.

Air travel deals extend to Business-class upgrades priced from \$699 each way, with ship credit offered to clients who do not elect to use the air special.

Enhancements to Silversea's latest collection of itineraries include more options in Northern Europe such as a new nine-day circumnavigation of Iceland

aboard *Silver Wind* departing Reykjavik 29 Jun 2020.

Other new trips listed include "deeper travel experiences" in Alaska and the Russian Far East, with three ships and 21 voyages available in the regions.

*Silver Moon* is scheduled to set sail on her inaugural voyage in Italy on 06 Aug 2020, departing Trieste for Civitavecchia (Rome) on an 11-day trip.

"The debut of our brand-new *Silver Moon* makes this the perfect time to book a luxury cruise holiday with Silversea and discover the authentic beauty of the world," said Silversea MD Adam Armstrong.

See the new collection [HERE](#).

### Carnival fun deals

**CARNIVAL** Cruise Line has announced its Choose Fun sale, offering discounts on board *Carnival Spirit* and *Carnival Legend* sailings departing Syd and Mel when booked before 18 Oct - view the full promo [HERE](#).



### Celebrate Choose Cruise Month

Book an Ocean-View stateroom and above on select sailings and receive up to **US\$300** onboard spending money and **Explore4** offers including Signature Beverage Package, Pinnacle Grill dinner and more!\*

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## HAL makes it rain

**HOLLAND** America Line (HAL) has marked Cruise Lines International Association's Choose Cruise Month by offering passengers up to US\$400 of on board credit across more than 800 cruises.

The deal is available to clients who book an ocean view stateroom or above during the month of Oct.

The Choose Cruise Month offer can also be combined with HAL's Explore4 promotion that includes complimentary beverages and dining deals.

"Combining the extra on board spending money with our Explore4 promotion makes Oct the ideal time to make a HAL booking, whether it's for the first time or you're a seasoned cruiser," said HAL President Orlando Ashford.

Selected Aussie itineraries are applicable under the offer.

## PTMs gone with the wind



**TWO** of TravelManagers PTMs recently sailed on a nine-day small ship famil with Windstar Cruises, sailing from Rome's port of Civitavecchia to Nice on board the company's *Wind Surf*.

Kathy Millett (**pictured**), who is a representative for Claremont, WA, compared the famil experience to "sailing through a series of beautiful postcards".

"Our late-night departure from

Monaco was just one example of the many memorable moments," she said.

"There were lights twinkling all around the harbour and we had the best party in town on board."

Millett sailed with Vicki O'Dea, a rep for Lane Cove in NSW, who said the trip would help her communicate the "enjoyment" and "finer details" of Windstar's product to clients.

## Spooky cruises

**CARNIVAL** Cruise Line has kicked off a month-long program of Halloween activities on board its entire fleet, creating what is says are "Frightfully Fun" festivities.

Passengers can expect to be greeted by Patch the Pumpkin Pirate when they board, a giant "swashbuckling seafarer" who will watch over scary story times for kids.

Other Halloween-themed activities include costume contests, trivia, Thriller dance classes, pumpkin carving contests, and bingo.

"Halloween is always an exciting time aboard Carnival and this year we're taking it to the next level with a full month of activities that guests of all ages can enjoy - it's going to be a blast," said Carnival Vice President of Entertainment Sarah Beth.

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## Scenic early offer

SCENIC has announced a range of earlybird upgrades and fly free promotions on its 2019 South East Asia river cruises when bookings are made prior to 31 Oct. Call 138 128 for more info.



## CLIA UPDATE

with Joel Katz  
MD, CLIA Australasia

**#ChooseCruise This Month**  
**WHETHER** real or "exaggerated" news, when negative stories are reported it can have a detrimental impact on your business.

As travel agents you are on the front line of having to overcome clients' concerns when a negative story hits the headlines.

A good travel agent will help to address their customers' concerns and arm themselves with the facts to help combat unfounded doubt or anxiety, and ensure it doesn't prevent them from experiencing a cruise for themselves.

The fact that Australia has the highest population penetration for cruise in the world is indicative of many Aussies' love of cruising, but it also means that nearly 95% of Australians have not discovered or taken advantage of the tremendous experience a cruise has to offer.

This is an opportunity for a good cruise agent to invest in themselves and their knowledge.

Oct is #ChooseCruise month.

With a travel agent toolkit packed with tips and tools to help you grow your cruise sales, and cruise lines offering great promotions aimed at encouraging more travellers to book a cruise holiday, now is the time to focus on your cruise business.

For more info on #ChooseCruise visit [choosecruise.org.au](http://choosecruise.org.au).



**SOMETIMES**, chips happen.

And they are happening in very Italian fashion at the moment on board P&O Cruises' *Pacific Explorer* which has started dishing up the Pizza Viennese, or in Aussie slang, the chip pizza.

The unusual take on the traditional Italian favourite was designed by acclaimed Melbourne chef Johnny Di Francesco, who described the new culinary innovation as a "match made in heaven".

The Pizza Viennese is available from the ship's 400 Gradi restaurant, with kids proving to be its most passionate advocates thus far.

The dish is best served piping hot and far away from the prying eyes of hungry seagulls.



## FACE-2-FACE: Alister Burn

Commercial Manager  
Viking Cruises.



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

I have a natural curiosity to keep on learning, develop and work with innovative product, so I have always aligned myself with companies and people that share these same characteristics.

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

Most of my friends and colleagues think that I lead somewhat of a James Bond-esque lifestyle with continual travel around the world, luxury cruises, and awards ceremonies and dinners.

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

Always being approachable, dependable and knowledgeable, not just about the product I represent but the travel industry, and destinations we travel to as a whole. If an

agent has an issue or a problem they know I am the "go to guy" to get a quick resolution.

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

If you are serious about your career and progressing through the industry, in your first five years I believe you need to be prepared to work harder and smarter than everyone else around you. Say "yes" to all opportunities when it comes to learning and developing and look to complete courses/training outside of the industry that will help with your career progression.

### 5. What was your best fam?

I was awarded a place for top sellers on a "5 Star Mystery FAM" and ended up travelling to Japan, all around Australia, Tahiti, and New York.

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