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### Cruise Weekly today

Cruise Weekly today features six pages of all the latest cruise industry news plus a front cover wrap from **Regent Seven Seas**.

### Regent Europe kit

**REGENT** Seven Seas Cruises has launched a new travel agent toolkit to help consultants promote the line's 2019 Europe itineraries.

Assets including social media tiles, customisable flyers and posters are available at "Marketing Central" - see the **cover page** for details.

### Celebrity special

**CELEBRITY** Cruises has released "Last Minute Luxury" savings for an upcoming nine-night *Celebrity Solstice* cruise ex Sydney on 20 Oct, with fares leading in at \$999 - [celebritycruises.com.au](http://celebritycruises.com.au).

## Dream Cruises expands to Australia

**DREAM** Cruises will operate outside of Asia for the first time in 2019/2020, with parent company Genting Hong Kong yesterday unveiling a series of 21 seven-day Australasian voyages for the newly transformed *Explorer Dream* (**CW** breaking news).

The 1,870 passenger vessel, currently sailing with sister brand Star Cruises as *SuperStar Virgo*, will undergo a US\$30 million makeover next year prior to the down under deployment, which will offer cruises in Australia and New Zealand to its Asian-sourced passengers, according to Genting Hong Kong executive chairman, Tan Sri Lim Kok Thay.

The refurbishment will incorporate all new food and beverage options combining the best of "East meets West", a Crystal Life Spa, and Dream Cruises' signature The Palace private luxury enclave with 50



suites and butler service.

"*Explorer Dream* will offer another option for our Asia-based guests to expand their travel horizons with new rail/cruise and fly/cruise opportunities to see the world," Kok Thay said.

Prior to her Australian season, the ship will homeport in Shanghai and Tianjin during the northern summer of 2019, cruising to Japan, Russia, Hong Kong and the Philippines.

The local deployment will include six Barrier Reef voyages

calling at Mooloolaba, Brisbane, Newcastle and Gladstone; eight Tasmania and Melbourne cruises calling at Port Arthur, Hobart, Burnie, Melbourne, Philip Island and Eden; and seven New Zealand itineraries cruising to Wellington, Milford Sound, Dunedin, Napier, Bay of Islands, Akaroa, Picton and Gisborne.

The Genting chief said the move would help accelerate the company's vision to "develop Dream Cruises into Asia's global cruise line".

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# CRUISE

WEEKLY

Thursday 13th September 2018



## Aqua agent portal

**AQUA** Expeditions has launched a new user-friendly portal and online check-in system that allows agents to check cruise availability, make courtesy holds for up to seven days, and offer the chance to reserve multiple cabins at the same time.

Once agents have an account, it is available to use at any time of the day and provides a log of all bookings.

The agent portal will also be stocked with a range of marketing collateral.

To view, **CLICK HERE**.

## Croatia charity

**BEYOND** Travel's (BT) Cruise Croatia has teamed up with cruise operator Katarina Line to help raise funds for the Croatian charity, Down Syndrome Association of Rijeka and Dubrovnik.

Four Euros from each booking made by the small ship cruising company on 2019 departures will be donated to the charity, adding to the €30,000 Katarina Lines has already raised since 2017.

BT ceo Michael Lavilles said he hoped it would make a "significant impact" on lives.

## ACA conference opens



**CRUISE** leaders from across Australia have gathered in Broome this week for the annual Australian Cruise Association conference, which opened last night with a cocktail party overlooking a stunning sunset at iconic Cable Beach.

This is the 22nd ACA conference, with about 120 delegates in attendance and a very appropriate "Forging Stronger Relationships" theme which recognises the importance of all sectors of the industry working together.

Keynote speakers today will include Royal Caribbean Cruises Limited vice president and md for Australia and NZ Susan Bonner, plus Carnival Australia president & CLIA chairman Sture Myrmell, while sessions will discuss port developments influencing growth of the cruise sector, overtourism and global trends in shore excursions.

Australian Cruise Association ceo Jill Abel said the conference

was well-timed for discussions about the exciting year to come, with 25 vessels booked to visit Australia in 2018/19.

"It is a perfect opportunity for representatives from the cruise lines and ACA members to discuss how we can establish best practice for working together to achieve successful outcomes," Abel said.

Last night the program was officially opened by WA Tourism Minister Paul Papalia, who highlighted the importance of the cruise sector for the state and the critical role regional ports such as Broome had played in the growth of the industry.

Last year Broome welcomed more than 20 cruise ships, injecting about \$10m into the local economy.

Papalia is **pictured** above left with Jill Abel, ACA; Sture Myrmell, Carnival Australia; and Susan Bonner, Royal Caribbean.

More from the conference on **page six** of today's **CW**.

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Oceania Cruises is renewing their fleet – learn more about the project in the September issue of *travelBulletin*.

CLICK to read  
travelBulletin

## CRUISE

WEEKLY

On location on board  
*Majestic Princess*

Today's issue of *CW* is coming to you courtesy of Princess Cruises.

TO CELEBRATE the official launch of Princess Cruises' Australian summer season, which kicks off this Sat 15 Sep, *CW* was invited to experience a special two-night preview cruise on board the stunning *Majestic Princess*, sailing down the coastline of Australia from Brisbane to Sydney.

The incredible vessel, which is the newest addition to the Princess fleet, will homeport from Sydney during the summer cruising season, and will set sail to destinations such as Fiji, New Zealand & Hong Kong.

## Scenic unveils *Eclipse* sub



**SCENIC** has revealed details of the submarine which will feature aboard the new *Scenic Eclipse* discovery yacht when she debuts early next year.

To be named *Scenic Neptune*, the submarine will provide guests with a unique underwater experience, with the capability of diving to a depth of 300m and seating for up to six passengers.

The name was selected from hundreds of entries by Scenic employees globally, who were invited to make suggestions for the submersible.

"Scenic has always sought to venture beyond the horizon, and with our submarine we provide guests with the opportunity to enjoy unparalleled access to some of nature's most beautiful marine environments," said Scenic founder and chairman, Glen Moroney.

The "U Boat Worx Cruise Submarine 7" has an ultra-clear

acrylic hull engineered to make passengers feel "at one" with the ocean's underworld.

Two three-person pods - one at the front and one at the rear - feature swivel seating so guests can see both sides, while strong exterior lights will highlight the colours and details of the underwater environment.

Moroney said the pressurised cabin of the submarine meant there was no need for a slow ascent or descent, with up to 12 dives per day possible to maximise access for passengers.

"One of the thrills for guests is a fast, upward journey where they pop out from below the ocean with a splash," Moroney added.

Netherlands-based U-Boat Worx is the world's largest manned submersible manufacturer, which has been delivering private submarines to a variety of individuals and organisations for over 12 years.

## Paul Gauguin 2019

**PAUL** Gauguin Cruises has released its 2019 Tahiti, French Polynesia, Fiji and the South Pacific brochure, which has been created with a "travel magazine approach".

Extensive destination content and imagery celebrating Polynesian culture is featured, along with recipes, an interview with *The Gauguin's* SCUBA staff and even recommended Polynesian beach reads.

Two of the itineraries take in Fiji as well as visiting Tonga, the Cook Islands and the Society Islands, while the 2019 schedule also features Paul Gauguin's signature voyages in Tahiti and the Marquesas.

On all sailings guests also receive free access to two Paul Gauguin Cruises exclusive retreats in Motu Mahana and Bora Bora - [pgcruises.com](http://pgcruises.com).

## Seabourn to Asia

**SEABOURN'S** newest ship, *Seabourn Ovation*, will return to Asia in 2018/19.

The line revealed details of the season which will begin in Singapore with a series of 14-day Vietnam and Thailand voyages, along with a Gems of the South China Sea cruise.

Itineraries will also offer shore excursions to several UNESCO World Heritage sites.

## Blue Lagoon promo

**BLUE** Lagoon Cruises is offering savings of 30% on its three-, four- or seven-night Fiji itineraries, along with FJ\$100 of on-board credit.

The special is valid for selected cruise departure dates and sales from 10 Sep through until 31 Oct 2018.

The full terms and conditions regarding the offer can be viewed by **CLICKING HERE**.

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## Silversea reading

**GUESTS** on board Silversea's *Silver Muse* ship from Dec will be able to access a selection of Australian literature thanks to a partnership with London bookshop, Heywood Hill.

The library will be situated within the ship's Arts Cafe, and celebrates the vessel's inaugural sailing into Australia.

## APT Indochina brox

**APT Cruises** has launched its 2019/20 Vietnam and Cambodia brochure featuring select river cruise itineraries that can be combined with journeys in China & Myanmar.

Packages include a 17-day Hanoi to Siem Reap trip boasting a seven-night Mekong River sailing.

## European Waterways swings for Ryder Cup

**EUROPEAN** Waterways is offering a range of golf-themed charters through France, in the lead-up to the country's hosting of the Ryder Cup tournament.

It's only the second time the Cup has taken place in France, with the best of European and American golfers vying for the prize at the L'Albatros course in Saint-Quentin-en Yvelines, about 30km from Paris.

European Waterways md Derek Banks said the company offered tee times at some of the top courses in France, with a minimum of just four pax required for a golf cruise - more info 1800 828 050.



## Norwegian's colourful *Encore*



**NORWEGIAN** Cruise Line has lifted the lid on the hull artwork for its new *Norwegian Encore* which will debut in Miami in just over a year's time.

The fourth and final ship in the Breakaway-Plus class will be brightly adorned by award-winning Spanish artist Eduardo Arranz-Bravo (**pictured** inset) whose modern, abstract style will evoke the "vibrant guest experience for which the Norwegian brand is recognised".

Norwegian Cruise Line Holdings ceo Frank Del Rio played a key role in the selection of the hull artwork, having been inspired by the artist's work for many years. Arranz-Bravo's work is



showcased across the globe, and he was one of three artists chosen to represent the 1992 Olympic Games in Barcelona.

Del Rio's passion for the arts was also a major contributor to the multi-million dollar art collection curated for the recently launched *Norwegian Bliss*.

*Norwegian Encore* will carry up to 4,000 guests on seven-day Eastern Caribbean itineraries, with her inaugural sailing scheduled for 17 Nov 2019.



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## A Dream come true



**DREAM** Cruises celebrated the announcement of *SuperStar Virgo* joining its fleet in 2019 with an event yesterday in Surry Hills.

The festivities wrapped up with Dream Cruises' generously giving all attendees a bottle of wine.

A number of prizes were also up for grabs, including bottles of Johnny Walker, Dream Cruises merchandise, a replica of *World Dream*, and a cruise.

Liz Krstevski from Cruise1st.com.au was the lucky winner of a seven-night cruise on any Australian itinerary on board the refurbished *Explorer Dream* in a balcony cabin in her maiden season from Oct 2019.

She's **pictured right** with Dream and Star Cruises' NSW & ACT sales manager Andy Loving and Aaron Eilers, inside sales manager for Genting Cruise Lines.

## FACE-2-FACE: Thomas Morgan

**INTERNATIONAL** Sales Manager, Riviera Travel.



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

Paying off the mortgage... in all seriousness, I honestly believe Riviera Travel offers the best value-for-money experience in the river cruise market and seeing and hearing the fantastic comments from our agents' customers is what makes the long hours worth it.

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

We are a trade-only brand in Australia. You can be confident that your customers won't book direct with us. We are very open and transparent and will always go out of our way to help your customers.

### 4. Biggest challenge facing the industry?

Specifically, for river cruises, I think there needs to be more education for customers. Many only know one or two river lines and many lines don't

promote their USPs enough which can be confusing for the customer.

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

Listen and get stuck in. There are so many people in the industry with a wealth of experience - there is always a lot to learn.

### 6. What was your best fam?

I sailed on the Douro last year and was a huge fan. The scenery is stunning and it's not bad for its wines either!

### 7. My next cruise will be...

I've not sailed the Rhone yet, so that will hopefully be towards the end of the season this year.

### 8. Favourite cruise destination?

The Douro or the Rhine, specifically Switzerland.

### 9. Celebrity you'd like to cruise with?

Explorer Sir Ranulph Fiennes.

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**THE** Australian Cruise Association conference in Broome, Western Australia, has pulled out all stops this year - particularly when it comes to collateral for delegates.

Upon arrival at Cable Beach Resort yesterday, guests were handed a name tag and a bag of merchandise, with Tourism Western Australia particularly generous with a cap and a brochure showcasing "Cruise Western Australia - ten gateways to extraordinary" complemented by an accompanying pack of "8 extraordinary nougat varieties".

Naturally in the name of research **CW** had to sample the product, before moving onto another highlight - ACA Broome 2018-branded lollies (pictured) which are going to be the perfect way to keep sugar levels up during the conference sessions today.



## The big ships are coming...

**SUSAN** Bonner, regional vice president of Royal Caribbean Cruises, has issued a plea for the Australian cruise sector to prepare for what she described as "the big ship challenge," in order to allow ever-larger vessels to homeport locally in the future.

Bonner was one of the keynote speakers at this week's Australian Cruise Association (ACA) conference in Broome, and told delegates this morning that other competing destinations are growing their infrastructure to manage disruption brought by ships like the Oasis-class vessels which have an estimated 5,000 lower berths.

She said the industry needed to work collaboratively, thinking about how destinations could manage the influx of large numbers of cruise guests and

maintain passenger satisfaction.

Bonner noted that deployment decisions were made 3-4 years in advance, and urged the industry to ensure that Australasia did not miss out on the huge benefits the large ships could bring, hinting that the local market was definitely on the radar for vessels like *Symphony of the Seas*.

Carnival Australia president and CLIA chairman Sture Myrmell also spoke in Broome today, noting the massive opportunity of cruise - not only for domestic tourism but also to attract more visitors from overseas.

He highlighted the sustainability of cruising, which despite its recent rapid growth has significant room to grow and is still much smaller globally than some individual destinations such as Orlando, Paris or New York.

## WA commits to cruise industry

**WEST** Australian Tourism Minister Paul Papalia last night pledged his strong support for the growing WA cruise sector.

Speaking at the opening event of the Australian Cruise Association Conference in Broome, Papalia said he was "absolutely committed to growing our tourism sector through supporting the cruising industry".

Port development initiatives include dredging of Broome Harbour plus work at Geraldton, Fremantle and other destinations to make them more cruise-friendly.

"The entire government is behind making sure cruise ships have priority when it comes to accessing regional ports," he said.

## Broome welcome

**LAST** night's opening event for the 2018 Australian Cruise Association conference saw Broome roll out the red carpet, with warm hospitality at the Cable Beach Lifesaving Club.

Pictured at **right** are Shayne Murray of Cruise Broome with Luke Westlake, Kimberley Ports Authority, while **below** is Tammy Marshall, the B Hive with Leigh Sorenson of Tourism Australia.



ACA chairman Grant Gilfillan presented a plaque to WA Tourism Minister Paul Papalia (above) while (left) are Brendan Sanders, Tourism Greater Geelong; Stephen Mahoney, Destination NSW; and Chris White of Visit Victoria. More pics online at [facebook.com/cruiseweekly](https://facebook.com/cruiseweekly).