

Cruise Weekly today

Cruise Weekly today features six pages of all the latest cruise industry news plus full pages from:

- Tauck
- Travel Trade

Scenic Earlybird

AGENTS have less than six weeks to secure their customers one of Scenic's 2020 Earlybird deals to Egypt, Jordan and Africa.

Deals include free economy flights on Egypt and Jordan tours of longer than 20 days, a Partner Fly Free deal on tours less than 14 days and solo traveller savings of up to \$1,000 on selected Nile cruises.

The deals are available to book until 28 Feb and are valid on select 2020 departures, for more info call 138 128.

Princess expands MedallionClass ships

PRINCESS Cruises has announced the expansion of its Princess MedallionClass experience to include three additional ships - *Royal Princess*, *Crown Princess* and *Sky Princess*.

The Ocean Medallion, which features on all MedallionClass ships, is a wearable device that elevates the guest experience by delivering an enhanced level of personalisation and innovative services, resulting in higher guest satisfaction scores.

The device, which already exists on several Princess ships sailing in the Caribbean, will be added from 17 Feb, with further vessels to be added by the end of 2019.

"Guests are finding their vacations enhanced with Princess MedallionClass on Caribbean Princess as a new and memorable experience, and we're ready to offer these experiences and personalised services to even



more of our guests," said Jan Swartz, President of Princess Cruises.

"Starting in Apr, we will continue the expansion to a total of five Princess MedallionClass ships expected this year, as we continue on our path to fleet-wide activation," she added.

The first ships to visit Australia

utilising the Ocean Medallion technology will be *Golden Princess*, which is set to be welcomed into the P&O fleet in 2020.

Ruby Princess will also feature the device in time for her arrival into Australia for the 2019 cruising season.

Pictured: *Golden Princess*.



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Wednesday 23rd January 2019

A new
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Travel & Cruise
Weekly

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Talking with Tauck

TAUCK is today promoting its free information events, which are being held across Brisbane, Melbourne and Sydney between 27 Feb and 05 Mar.

For more information, check out **page seven**.

Silver Muse arrives in NZ



NEW Zealand has welcomed the arrival of Silversea Cruises' flagship *Silver Muse*, marking the first time in 10 years the cruise line has brought one of its new vessels to the region.

The arrival was celebrated on 20 Jan, with guests treated to a traditional Maori welcome and Haka before enjoying lunch in one of the vessel's eight onboard restaurants.

"We have been eagerly awaiting the arrival of *Silver Muse* in New Zealand and we are thrilled that the day has finally arrived," said Adam Armstrong, Managing Director – Australia and New Zealand, Silversea Cruises.

"*Silver Muse* is our newest, most luxurious vessel and we are so proud to have her deployed in the region, reflecting our strong

commitment to the market. *Silver Muse* is truly one of the most luxurious, boutique vessels at sea and I cannot think of a better platform from which to discover the authentic beauty of New Zealand," Armstrong added.

Silver Muse will now offer a number of sailings between Australia and New Zealand before departing on her Grand Asia Pacific Voyage, taking passengers from Sydney to Tokyo during a 74-day cruise.

She will then commence her maiden season in Alaska.

Silver Muse will return to Australia and NZ in 2019/20 and stay for more than four months between Nov and Mar, twice the length of the current season.

PICTURED: *Silver Muse* sailing into Auckland.

Platinum for Port Stephens marina

SOLDIERS Point Marina in Port Stephens on the NSW north coast has been awarded the coveted Platinum Anchor Accreditation under the Global Gold Anchor Scheme.

The boutique marina offers a range of luxurious facilities, and "met and exceeded many of the category properties", including excellent infrastructure and maintenance of its facilities, utilising high-quality materials, and excellent design and aesthetics.

Ponant info events

LUXURY cruise line Ponant has released the dates for its next round of free information events for customers, which will take place in Sydney on 11 Feb, Melbourne on 12 Feb and Mornington on 13 Feb.

Attendees will have the chance to learn more about its fleet of luxury expedition ships plus the extensive range of seven- to 73-night voyages that stretch from the Arctic to Antarctica and include the Mediterranean, Caribbean, Baltic, Russian Far East, North America and South America, and Oceania.

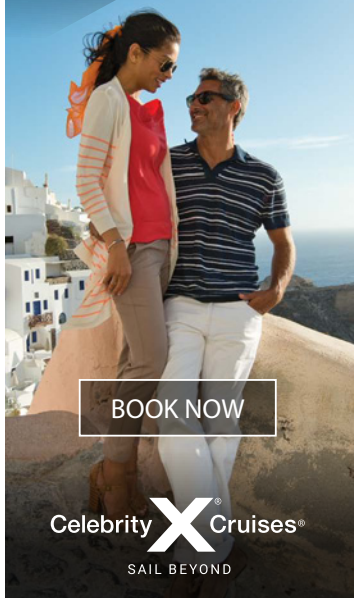
Info on the local season of *Le Laperouse* will also be included in the presentations.

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HAL's new brew

HOLLAND America Line (HAL) has introduced an exclusive new coffee on board its ships, following a partnership with coffee house Beukenhorst Coffee USA.

Named after the city and year the cruise line was founded, the Rotterdam 1873 coffee is "a rich coffee blend of the best Indonesian and Central and South American Arabica coffee beans" and is available to buy by the cup on board participating ships.

"Holland America Line is continuously looking to create unique experiences, and we're excited to be the first cruise line to introduce our own branded, specialty coffee that guests can not only enjoy on board, but take home as well," said Orlando Ashford, President of Holland America Line.

Cunard's QM2 star

CUNARD recently welcomed TV and stage star Alan Cumming on board its *Queen Mary 2*, where the celebrity treated guests to a series of Q&A sessions plus a special screening of his series *Instinct* during the seven-day cruise from New York to Southampton.

Cumming is the latest in a long line of celebrities invited to cruise with Cunard, with previous big names including Elizabeth Taylor, Rita Hayworth, Wes Anderson and Tilda Swinton.

The cruise line's special event cruises host a variety of Insights speakers, including Transatlantic Fashion Week, Literature Festival At Sea, World Space Week, Voyage du Vin, and Dance the Atlantic.

To find out more about these voyages, [CLICK HERE](#).

Bliss-ing over Jersey Boys



THE team at Norwegian Cruise Lines recently treated a group of its travel partners to a special showing of *Jersey Boys The Musical* in Brisbane.

The lucky group enjoyed some pre-show hospitality before being surprised with a private meet and greet with the stars of the local show on stage at the conclusion of the evening.

The group was selected from Queensland's Infinity Cruising and Globenet/Clean Cruising and were hosted by Norwegian's new Queensland BDM Craig McLaurin and National Accounts Manager, Damian Borg.

Jersey Boys The Musical is currently being showcased as part

of the updated entertainment line up on the newly refurbished *Norwegian Bliss*.

Pictured after enjoying the show are Leonardo Fernandes, Gae Slater, Amanda Samson, Lauren Bowers and Sam Boyce, Infinity Cruise; Dean Reeves, Anna Russell, Jean Summers-Reeves and Phil Ambrose, Globenet/Clean Cruising; Craig McLaurin, Norwegian Cruise Line; Gordon Costello, Melanie Muir, Globenet/Clean Cruising; Caitlin Shannon, Mel Sievers, Infinity Cruise; Casey Russell, Gavin Bricknell, Globenet/Clean Cruising; Amy Gumbleton, Infinity Cruise; and Damian Borg, Norwegian Cruise Line.

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Silversea's Kimberley push

Peru to welcome new US\$200m port

PLANS to build a new US\$200 million cruise terminal in the Peruvian capital of Lima have been revealed, which will include two berths, a terminal, yacht marina park, five star hotel and gastronomic centre.



The Terminal de Cruceros Bahía de Miraflores (BM), renders **pictured**, will be situated on reclaimed land adjacent to Miraflores, one of Lima's most affluent districts, and will be built by a private developer.

The terminal is targeted for completion in Q2 of 2021.

Disney to double

DISNEY Cruise Line has signed an agreement with the Port of Galveston in Texas that will see the extension of its partnership for another 10 years.

The updated agreement could double the number of annual sailings out of the state due to new slots being made available from 2021, when a new US\$85m terminal is completed by Royal Caribbean.

Hurtigruten appts

EXPEDITION cruise line Hurtigruten has appointed Robert Cao as its Global Director of Charter and Incentive Sales.

Cao brings more than 30 years' experience in sales, including 20 years in the cruise industry, with his most recent role at Landry & Kling Global Cruise Events.



SILVERSEA Cruises is highlighting its voyages in the Kimberley region by offering guests additional savings of \$350 per person, double occupancy on select cruises until 28 Feb.

Cruising on board *Silver Discoverer*, guests will have the chance to explore the region's landscapes, wildlife and history, including the opportunity to visit King George Falls by Zodiac.

Passengers will also be able to view a range of Aboriginal rock art dating back more than 50,000 years, as well as go croc-spotting. "Many travellers who visit

the Kimberley Coast share the opinion that it is a life-changing destination," said Adam Armstrong, Managing Director for Silversea Australia & New Zealand. "This remote and unspoiled region is a truly unique place that is best explored by ship.

"Silversea's trademark level of comfort and exemplary service complement the immersive experiences on offer to make these voyages unforgettable for guests," Armstrong added.

For more info on Silversea's Kimberley cruises, **CLICK HERE**. **Pictured:** *Silver Discoverer*.



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Kia ora!



Explore epic coastlines. Book now for a chance to win a 9 night cruise for two to New Zealand with Royal Caribbean, stopping in beautiful Milford Sound.

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Sail *Jewel* for free



NORWEGIAN Cruise Line is giving Australian and New Zealand trade partners the chance to sail onboard *Norwegian Jewel* for free, thanks to a new trade incentive.

To enter, agents must book five staterooms on the ship's 19-day

Sydney to Singapore cruise, which departs 13 Feb.

Bookings must be made by 08 Feb & paid in full before 11 Feb.

Once secured, agents must complete an online form, which can be found **HERE** and return it via email **HERE**.

Indulge with Captain Cook



CAPTAIN Cook Cruises has released the 2019 departure dates for its seven-night Upper Murraylands Cruise on board its paddlewheeler, the *PS Murray Princess*.

Departing once a month from 15 Feb, the cruise explores the northern end of the Murray River from Mannum to Morgan before returning to Mannum.

Featured stops on the itinerary include guided tours of the historic towns of Waikerie, Morgan and Swan Reach.

Passengers are encouraged to visit the Swan Reach Museum, before enjoying lunch and wine tastings at Banrock Station Wine and Wetland Centre, as well as

a visit to the cellar door of the Caudo Winery, **pictured**.

Early booking Saver Fares start from \$1,902 per person, twin share and include accommodation, all meals, guided nature walks, eco-excursions, onboard presentations, the Captain's Dinner and Dance, live entertainment, use of the ship's facilities including sun deck, bar, two lounges, restaurant and a mini gymnasium.

Scenic coach transfers from Adelaide, or secure car-parking in Mannum, post cruise coach transfers to Adelaide CBD or Adelaide Airport are also included.

See murrayprincess.com.au.

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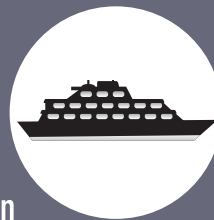
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Need help wading through the huge variety of cruise options out there?

Check out the 2019 Cruise Guide for a comprehensive tool.



CRUISE WEEKLY Travel Daily travelBulletin

Cruising to Cuba

BAHAMAS Paradise Cruise Line is offering a special one-off Cuba cruise, available for travel in Feb.

The *Grand Classica* will depart the Port of Palm Beach in Florida bound for Havana on Valentine's Day, offering a unique way to celebrate the occasion for loved up couples.

The four-night cruise, which will spend 10 hours in port at Havana on 15 Feb, will also include an open-deck concert at sea - more [HERE](#).



THEY haven't been given a good rap over the years, but it would seem that not all Great White sharks are nasty.

A team of marine biologists in Hawaii were watching a school of tiger sharks feast on a dead whale earlier in the week when a six metre Great White appeared out of the depths and headed straight for them.

Luckily, one of the divers recognised the giant fish, who is apparently well-known to locals in the region and goes by the name of Deep Blue.

It seems it pays to have friends in deep places.



FACE-2-FACE: Sally Gorringer

National Account Manager,
Cunard Cruise Line.

1. What is the favourite part of your job?

Being able to help and educate others, therefore adding value to their experience with Cunard.

2. Why did you choose a career in the cruise industry?

Is this really a question? Of all the travel products available, I believe cruise is the most satisfying to the broadest market. My kids love cruising and so do my parents but we all love it for different reasons.

3. Biggest challenge facing the industry?

Embracing change and staying relevant to the needs of consumers while being in front of the wave.

4. Advice for up-and-comers?

Develop an understanding why certain demographics choose certain travel experiences. If you can find the



"why" then you'll quickly work out the "what" to recommend to them and establish value.

Build trust. You need good listening skills, be empathetic and fair, and always follow through.

5. Your best fam trip?

The Maldives - topped off by flying home in the cockpit of a 747! (Yes, this was the 1990s).

6. How do you wind down after a busy week?

A long walk on the beach while singing 70s and 80s hits and dragging my dog behind me. Yes, I am one of those.

7. What should the cruise ship of the future look like?

I love this question! I'm a nostalgia buff so I'd like to on a ship like the *Titanic* where we all dress in period costume, no wi-fi and dance only to live music played on a fiddle.

TravelAbility Summit to improve diversity

A **NEW** summit dedicated to improving travel experiences for individuals with physical, behavioral and cognitive disabilities is set to take place between 12 and 13 Nov in San Francisco, when the inaugural TravelAbility Summit kicks off.

The two-day event offers participants the chance to engage with transportation execs, cruise lines and marketers on a range of issues surrounding disability travel, with a selection of "Fabulous 50" accessibility products planned for display.

For more information on the event, [CLICK HERE](#).



AUSTRALIAN CRUISE ASSOCIATION

ACA UPDATE

with Jill Abel - CEO

Cruise a key player

AS WE sail into the new year, it is timely to observe how the cruise industry is becoming a key player in Australia's sporting landscape delivering spectators to major events by the "boat load."

The Australian Open tennis tournament currently being held in Melbourne is an excellent example of how this partnership works as a win/win arrangement. With cities stretched to provide enough accommodation during major events, cruising becomes the perfect solution with ships delivering spectators during the day and welcoming them back to their cabins at night.

Two ships have visited Melbourne delivering dedicated tournament itineraries since the Open started on 14 Jan. These include P&O's *Pacific Eden* carrying around 1,200 passengers and the Regent *Seven Seas Mariner* which hosted a dinner for 300 passengers featuring guest speaker Tony Roche - and then tickets to centre court matches at Rod Laver arena.

These visits are a huge bonus to the city with the ships being able to accommodate visitors who otherwise may not have been able to attend the event. Similar arrangements exist for other key sporting events such as The Melbourne Cup, State of Origin and the Grand Prix.

By providing this partnership, the cruise industry helps to drive important economic impact to destinations acting as a key multiplier for the events. We also find that passengers not only attend the event but experience the destination which may bring them back in the future - a grand slam!

CRUISE WEEKLY

www.cruiseweekly.com.au

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*Prices are per person in Australian dollars and are correct as at 21 January 2019. Prices are subject to availability and seasonal surcharges. Prices for the The Blue Danube is based on a category 1 cabin, no single supplements applicable in category 1 cabins only. Prices for the Danube Reflections itinerary & Royal Danube, Berlin & Krakow itinerary are based on category 3 cabins. Air Credit of \$1,000 per couple is only applicable when flights are booked with Tauck Australian on any 2019 Europe (river, land and small ship) journey booked between 12 January - 31 March 2019, and cannot be applied to bookings made prior to this date. Air Credit is not combinable with any other offer, non transferable, redeemable for cash or applied as a discount to your Tauck Journey. International Airfares from Australia re not included in the advertised tour prices. Change and cancellation conditions apply and will be advised at the time of booking. LIC 2TA003774.



Working in partnership with the Australian Travel Industry

Cruise Travel Consultant X 2

Sydney, Competitive Salary, Ref: 1503SJ15

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For more information please call Sarah on (02) 9119 8744 or click [APPLY](#) now.

Groups Specialist | Cruise

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Join this market leader as a Groups Specialist in one of the Cruise Industries largest privately owned companies. They are on the lookout for an experienced consultant who is no stranger to organising large group bookings and has strong organisational skills/ a high attention to detail. Experience negotiating for group rates with airlines is also highly desirable as you will be looking after all aspects of their travel including flights, and pre/post accommodation and activities.

For more information please call Antony on (02) 9119 8744 or click [APPLY](#) now.

Travel Consultant - Cruise Sales

Gold Coast, \$52k + Commission, Ref: 2119SZ4

Enjoy working in a cruise focused consulting role where you are able to provide a personalised service to your customers whilst earning commission on deposited bookings! Low staff turnover with great management & training programmes in place for the right candidate. We only ask you to bring a positive attitude and a sales focused mentality! As the team continues to grow, your career will compliment this including opportunities for leadership, products & being a brand ambassador.

For more information please call Serena on (07) 3123 6107 or click [APPLY](#) now.

Travel & Cruise Consultant | Adelaide

Adelaide, \$45k + Comms + Super, Ref: 3689HC1

We have a leading agency that is looking for a customer focused Travel & Cruise Consultant. Work with a friendly team in a busy location. You will offer outstanding service, deliver travel itineraries that are more than just another trip, these are once in a life time experience! They have a heavy cruise focus - selling 3*-5* cruise products. Successful candidates can expect an attractive base salary plus + superannuation and not to mention all the travel perks including fabulous famils.

For more information please call Hannah on (03) 9988 0616 or click [APPLY](#) now.

Cruise Sales Consultant (Expedition & Ocean)

Sydney, Attractive Base, OTE to \$100k, Ref: 3858PE1

Calling all money hungry super sellers, Travel Consultants & Sales Specialists. Do you thrive off smashing targets and seeing that commission come rolling in? Then this is the perfect role for you!! We're looking for super sales people with a background in outbound sales to join this successful travel company selling luxury cruises. You will be dealing with a high level of outbound calls to generate business and close sales, A hunger for achieving and exceeding targets in essential.

For more information please call Paul on (02) 9119 8744 or click [APPLY](#) now.

Cruise Line Training Development Manager

Sydney, \$90k-\$100k + Super, Ref: 9112JB1

My client is seeking an experienced Cruise Line Training and Development Manager to join their growing team! The ideal candidate will have extensive experience in recruiting, scheduling, training, developing and briefing staff for a large scale travel company. The company's product is niche and unique in the industry and the ideal candidate will have a minimum of 5 years experience in a similar role. This is an office based role in Sydney with roughly 2-4 weeks spent on-board the ships.

For more information please call Jacqueline on (02) 9119 8744 or click [APPLY](#) now.

Travel Consultant | Cruise & Travel Specialist

Brisbane, OTE \$70-100k +, Ref: 1368CGA1

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