

### CRUISE

WEEKLY

On location with Norwegian Cruise Line Holdings

Today's issue of CW is coming to you from Emirates One&Only Wolgan Valley Resort courtesy of Norwegian Cruise Line Holdings.

TOP selling travel agents for Norwegian Cruise Line, Oceania Cruises and Regent Seven Seas Cruises are this week enjoying an exclusive short break at Wolgan Valley, as part of the group's Top Achievers Retreat.

No expense has been spared to thank the high performers for their support, with the trip including helicopter transfers this morning, a personal R.M. Williams fitting and exclusive use of the high-end property.

## Royal's local sales head bids bon voyage

ROYAL Caribbean Cruises has announced that its Head of Sales for Australia and New Zealand Peter McCormack will retire from the industry at the end of Jul following a career spanning more than 46 years.

He has been with the company for more than 10 years, starting his tenure at the same time Royal Caribbean opened its Sydney office in 2009.

The cruise line said McCormack would be "sorely missed" and that he had been "a big part of our team as well as in the travel industry during his long and accomplished career".

"His commitment to the growth and success of the Royal

### Cruise Weekly today

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



Caribbean International, Celebrity Cruises and Azamara brands has helped set the company up for success as they go forward," Royal Caribbean said in a statement.

"He has forged fantastic relationships with both trade partners and colleagues alike

which will have a lasting impact."

Royal has not yet made any announcement regarding who will replace McCormack in the key local sales role.

**Pictured:** Royal Caribbean's Peter McCormack presenting at the NTIAs.

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Monday 1st July 2019

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## Royal NZ eyes growth opportunities



Pictured: Azamara Journey sails New Zealand waters.

ROYAL Caribbean International's New Zealand office is confident of achieving a strong sales performance during the upcoming summer season, building on a strong growth trajectory secured over the last 10 years.

Speaking to *Cruise Weekly* late last week, Royal's NZ Regional Manager Mark Kinchley said the local market would continue to grow as its three brands expand the variety of options available. "There is an increasing number

of opportunities for Australians to experience cruises on their own door step and that will be the next big step forward that will see our numbers exponentially grow yet again," Kinchley said.

One brand showing healthy life signs in NZ has been Royal's expedition brand Azamara. "Azamara has performed beyond everybody's expectations and I think that success is down to people enjoying using the ship as a home base to discover

destinations and the rebrand last week to its land facing product is also another string to our bow," Kinchley said.

Kinchley also believes *Celebrity Eclipse* will provide a useful sales springboard, with the vessel gearing up to service a number of new Melbourne to NZ itineraries.

"With *Eclipse* coming out of Melbourne next season on quite a few runs...people down in Victoria have a wonderful chance to see the very best of NZ," he said.

## CLIA adds speaker

CRUISE Lines International Association (CLIA) Australasia's Cruise360 conference has added expedition cruise expert Aaron Russ to its list of speakers.

The General Manager of CLIA Executive Partner, Wild Earth Travel, Russ is credited with leading more than 100 small ship expeditions to some of the world's most remote destinations.

"Aaron has experienced the world in extraordinary ways and is the perfect person to provide insight into the future direction of shore excursions," said CLIA Australasia Managing Director Joel Katz.

"Expedition cruising has surged in popularity in recent years as travellers demand more immersive experiences," he added.

See more info on Russ on P3.

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Discover all RCI's new *Spectrum of the Seas* has to offer in the July issue of *travelBulletin*.

**CLICK to read**  
**travelBulletin**

## FACE-2-FACE: Aaron Russ

Expedition Leader - Heritage Expeditions



### 1. What is the favourite part of your job?

We voyage to some of the most remote, beautiful, wildlife rich and culturally diverse regions on the planet and it's my "job" to share those places and experiences with our guests.

### 2. What is the key to success in the cruise industry?

Hard work! While it may seem glamorous and many are drawn by the lifestyle, those that last aren't afraid of going the extra mile.

### 3. What is the biggest challenge facing the industry?

The rapid expansion of the global fleet, especially in expedition travel which relies on wilderness and issues with experience, a shortage will inevitably have consequences as more ships venture further afield and itineraries are marketed by operators without the necessary experience of the regions they plan to visit.

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

Discover your passion and work hard.

### 5. What was your best fam?

Sailing to Wrangel Island and spending an evening surrounded by hundreds of whales at the edge of the Arctic ice. In Oct it was visiting an isolated community on Malaita in the Solomon Islands and spending a memorable afternoon with the elders.

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

Disconnecting from the world and heading out for a walk in the hills or boating around the South Island is always a great way to reset.

### 7. The celebrity you would most like to cruise with?

Captain Cook, he was literally sailing into the void, there was no map for him to follow and he did that for years.

## NCL 2020 sailings

**NORWEGIAN** Cruise Line (NCL) has released a range of new 2020 itineraries which boast four additional ports.

New options on board *Norwegian Jade* include a variety of 10- to 11-day voyages in the Mediterranean, departing from either Barcelona, Venice or Athens.

*Jade* will also homeport out of Athens, marking the first time NCL has done so from the Greek capital.

A new suite of itineraries has launched in Asia for *Norwegian Spirit*, where she will sail a mix of nine- to 15-day voyages calling at popular cruise destinations such as the Japanese ports of Beppu, Kumamoto and Niigata for the first time, as well as China's Shanghai and Hong Kong.

Additionally, NCL will explore more of Alaska on board *Norwegian Sun*, offering nine- to 12-day cruises from Seattle with calls to Sitka, Glacier Bay, Hubbard Glacier, Holkham Bay, Juneau and Ketchikan.

Call 1300 255 200 for more.

## SeaDream in Israel

**SEADREAM** Yacht Club has revealed it will sail to Israel for the first time in 2021.

The cruise line is offering voyages to the Israeli town of Ashdod aboard *SeaDream II* as part of its 11-night trip from Piraeus, Greece, which also visits Antalya in Turkey.

The new call will allow its guests the opportunity to gain easy access to other popular Israeli tourist destinations such as Tel Aviv, the Old City of Jerusalem, and the picturesque city of Haifa.

"We are looking forward to visiting Israel for the first time and returning to some of our favourite Mediterranean destinations," said SeaDream Yacht Club Executive VP of Sales, Marketing and Operations Andreas Brynstad.

View more details about the new cruise **HERE**.



## Salary survey now open to travel agents

**THE** annual *Travel Daily* and *travelBulletin* Salary and Employment Survey is now open to agents, with those taking part in the confidential five-minute Q&A eligible to win a host of exciting prizes.

By participating, respondents

can score one of two Google Home Minis, movie tickets and *travelBulletin* magazine subscriptions.

The survey tracks trends such as salary, job seeking intentions and training.

See **page four** for more details.

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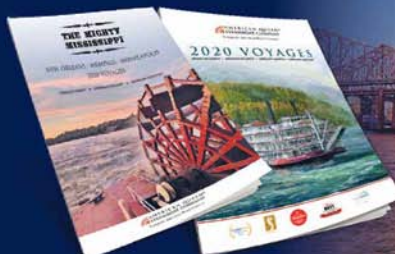
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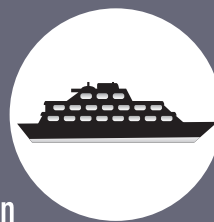
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Need help wading through the huge variety of cruise options out there?

Check out the 2019 Cruise Guide for a comprehensive tool.

CRUISE WEEKLY Travel Daily travelBulletin



## French famil comp

**SCENIC** Group is currently offering agents the chance to score a self famil to France as part of its Jul campaign focusing on the promotion of French river cruising.

To be eligible, agents must book and deposit two Europe or France river cruise products on either Scenic or Evergreen between 01 Jul and 31 Jul.

Part of the sales incentive also requires a response in 25 words or less that details why an agent would recommend a Scenic or Evergreen France river cruise to their clients.

Prizes will be drawn on 14 Aug which offers either a Scenic famil in 2020 or an Evergreen trip in Oct 2019.

For more information of the incentive, [CLICK HERE](#).

## NCLH top achiever treat



**THIS** trio was among a select band of travel industry people at Sydney Helitours this morning, just before they were whisked away to Emirates One&Only Wolgan Valley Resort & Spa.

Top selling industry partners of Norwegian Cruise Line, Oceania Cruises and Regent Seven Seas Cruises are being treated to a three day exclusive retreat.

The event includes an

opportunity to discuss the local cruise scene with Norwegian Cruise Line Holdings President, International, Harry Sommer, who has flown in from the USA.

**Pictured** above before their helicopter take-off this morning are Amanda McClelland, Cruiseeco; Randall Deer, Ignite Travel Group/MyCruises; and gracious Wolgan Valley host Anna Guillan AM from Kerzner Resorts.

## HAL whale incident

**THE** National Oceanic and Atmospheric Association (NOAA) is investigating Holland America Line after a cruise liner allegedly made contact with a pod of whales while sailing off the coast of Alaska.

A video of the incident has emerged online showing the 2,104-passenger *Eurodam* purportedly sailing too close to the group of humpback whales, however HAL has denied any wrongdoing, stating its captain followed "proper protocols".

"Investigators have received a video of the incident and are reviewing it," a spokesperson for NOAA said.

## Cruise Calendar

This week's port calls of cruise ships at various destinations around Australia and New Zealand.

SYDNEY		
<i>Carnival Spirit</i>		06 Jul
<i>Pacific Explorer</i>		06 Jul
BRISBANE		
<i>Pacific Dawn</i>		06 Jul
DARWIN		
<i>Le Laperouse</i>		01 Jul
<i>Coral Adventurer</i>		04 Jul
AUCKLAND		
<i>Pacific Aria</i>		06 Jul

## SALARY & EMPLOYMENT SURVEY

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 20 x *travelBulletin* subscriptions

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**THE** warm sense of cruise community was felt strongly by two tardy holidaymakers last month after their frantic efforts to make a cruise ship departure was met with a warm cheer from fellow passengers.

*Norwegian Escape's* captain was nice enough to wait for the pair before it left port in Bermuda's Ireland Island, with a video of the heartwarming incident picking up warm words of encouragement.

Watch the cruise love [HERE](#).



CRUISE WEEKLY

[www.cruiseweekly.com.au](http://www.cruiseweekly.com.au)

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