



Domestic cruise patterns set to grow

DOMESTIC cruises taken in Australia are set to grow at a Compound Annual Growth Rate (CAGR) of 5.36% over the next four years, according to new figures released by GlobalData.

The company's latest report, *Tourism Source Market Insight – Australia*, suggests there will be an estimated 5.1 million domestic cruise trips taken by Aussies in 2023, up from the 3.9 million recorded last year.

GlobalData's Travel and Tourism Analyst Johanna Bonhill-Smith believes both economics and convenience are factors helping to fuel the trend toward cruise.

"High costs and less stress are driving more Australian travellers to opt for short breaks along the ocean rather than venturing in-land for domestic travel trips," she said.



Bonhill-Smith also noted there is a growing appetite to visit rural environments, which is opening up more growth channels for the local cruise sector.

"With a highly urban population, domestic travel is becoming more centred on areas with natural environments," she contends.

"More rural destinations along Western and Southern Australia

are growing in popularity, this has also contributed to the rise in domestic sea travel as Australians aspire for a more relaxed and tranquil environment," Bonhill-Smith added.

The report added that cruise operators were increasingly joining forces to offer "bite-sized" breaks along the coast to help take advantage of the trend.

Pictured: *Carnival Spirit*.

Cruise Weekly today

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

Azamara discounts

AZAMARA is offering savings on three Last Minute Voyages departing in 2020.

Discounted cruises include a 10-Night South Africa Intensive sailing, now reduced to \$2,199ppts, visiting the ports of Cape Town, Port Elizabeth and Richards Bay.

Also on offer is 15-Night Tahiti and New Zealand voyage starting from \$2,929ppts, as well as an 18-Night Hawaii and Tahiti Voyage from \$3,869ppts.

Call 1800 754 500 for more.



A-Rosa appoints

BIRGIT Eisbrenner has been appointed to the role of Regional Director Australia and New Zealand for German-based A-Rosa River Cruises.

Eisbrenner (**pictured**) will be based in Sydney and will commence her role from next month, with her appointment coinciding with a period of global expansion for the brand.

"Birgit is the ideal person to further develop our offer in the Oceania region, she is a highly qualified leader with wide-ranging expertise in tourism," said the line's Director Sales Marius Griego.

A-Rosa operates European cruises of the Rhine, Danube, Seine, Rhone & Douro rivers.



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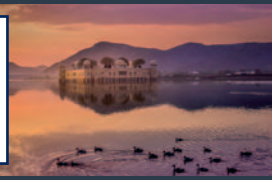
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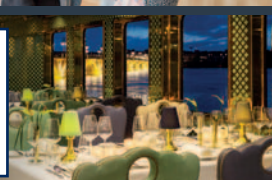
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*Conditions apply.



The cruise survey results are in and the industry is still strong – read more in the October issue of *travelBulletin*.

CLICK to read
travelBulletin

Eclipse with a friend

SCENIC has introduced a special discount of \$200 per couple for first-time travellers who book a suite on selected 2020 departures aboard the new *Scenic Eclipse*.

The special rate is available for the following itineraries: 12-day Antarctica in Depth; 12-day Great Seafaring Nations; 12-day Iceland & Greenland Explorer; and 19-day Antarctica, South Georgia & Falkland Islands.

Contact 1300 926 973 and quote "EXPLORE20" to take advantage of the offer by Jan 31. Suites are strictly limited.

NCL Xmas cruises

NORWEGIAN Cruise Lines will bring the Christmas spirit on board its ships this holiday period, decking out its fleet with Christmas trees and a giant gingerbread house baked specially by NCL chefs.

Santa Claus will also be on-board and Christmas-themed dishes will be on the menu, including roast turkey, baked ham & Christmas pudding.

"When sailing with NCL guests have the opportunity to enjoy our unrivalled freedom and flexibility so they can experience what is sure to be their most remarkable and relaxing Christmas yet," said Ben Angell, Vice President & Managing Director NCL APAC.

Guests can save up to \$430 on Christmas season sailings if booked by 30 Oct, including a 12-day Australia & NZ itinerary on board the *Norwegian Jewel*, a 15-day Thailand, Cambodia, Phuket & Penang from Singapore itinerary on the *Norwegian Jade* & a seven-day itinerary to four Hawaii islands on board *Pride of America*, which will spend Christmas Day in beautiful Kona.

Call 1300 255 200 for more.

Silversea heats up shore



SILVERSEA Cruises has added two more shore experiences for cruises departing in Dec, which guests will be able to enjoy on a complimentary basis.

Silver Muse's 14-day sailing departing Sydney for Auckland on 06 Dec will now have the option of seeing Australian tenor Mark Vincent (**inset**) perform in concert exclusively for Silversea guests during a call to Melbourne.

Passengers will be welcomed with cocktails and canapes prior to the performance.

Discounted fares for the cruise are on offer, starting from \$6,900ppts in a Vista Suite which includes US\$1,000 of onboard credit per suite when booked by 31 Oct.

Silversea is also running a Beach Cocktail Party in the Caribbean



for guests on board its nine-day sailing departing San Juan for Fort Lauderdale, Florida.

During *Silver Wind's* call in Castries, St. Lucia, guests can attend an evening of food and fun, as well a host of entertainment such as the music of a steel band, stilt walkers, impressive fire-eaters, and energetic limbo dancers.

Discounted fares start from \$3,900ppts for a Vista Suite when bookings are made by 30 Nov.

Heritage new look

HERITAGE Expeditions has revamped its website to create a better experience for users and introduce a range of new features.

Website visitors can now search trip reports, captain's logs and testimonials, and will find improved research pages for each destination, interactive destinations and expedition route maps, and an improved expedition calendar.

View the refresh for yourself by **CLICK HERE**.

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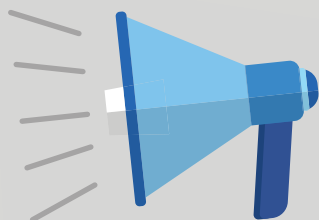
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St Lucia port deal



RIVAL cruise brands Carnival Corporation and Royal Caribbean Cruises have joined forces to manage the existing cruise terminal facilities in the Caribbean nation of Saint Lucia. The two companies signed a memorandum of understanding with the Government of Saint Lucia, which also includes terms to design, construct and operate a new cruise port in Vieux Fort,

located in the southern region of the island. "Saint Lucia has had record breaking cruise arrivals over the past few years and we thank our partners Carnival Corporation and Royal Caribbean for their continued confidence in our amazing destination," said Prime Minister of Saint Lucia Allen Chastanet. **Pictured:** Marigot Bay, St Lucia.




CHEF Curtis Stone has debuted the new menu for his restaurant SHARE on board Princess Cruises' *Ruby Princess*, after she arrived in Australian waters for the first time on Wed, docking at her new homeport in Sydney. At a special lunch, travel industry guests were treated to the six-course fine dining menu, which showcases fresh Australian ingredients like lobster and Wagyu beef, complemented by a selection of wine and rounded out by an indulgent toffee cheesecake. "Princess guests continually rate the ship's speciality dining


as their favourite on-board experience and the value we can offer at sea is incredible; for example, guests can experience my six-course dining menu for less than \$40," commented the Michelin-starred chef. The SHARE restaurant is exclusive to Princess Cruises, and is currently available to Australian guests on *Sun Princess* and now *Ruby Princess*. **Pictured** on board *Ruby Princess*: Princess Cruises Senior Vice President Stuart Allison, NSW Tourism Minister Stuart Ayres, chef Curtis Stone, and ship Captain Justin Lawes.

NCL'S EXPLORE ASIA SALE

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*Price and itinerary is correct as at 17 October 2019. Sallaway Inside Stateroom (IX) price reduction ends 15 December 2019. For full terms and conditions click here.

Loyal to the youth

PRINCESS Cruises will extend its Captain's Circle loyalty program to guests of all ages, allowing young cruisers to benefit from complimentary wi-fi, priority embarkation and complimentary laundry services.

Pictured below is one of Princess Cruises' most-travelled youth guests, 15-year-old Alexis Lavoie, who has spent a total of 538 days at sea.

Lavoie said he enjoyed the New MedallionNet, which is "super-fast and allows me to stream and stay in touch with my friends".



Agents are Vor best

VIKING Cruises has wrapped up its biggest trade training roadshow in Australia to date.

Encompassing 15 locations and over 1,100 agents, the "Viking Vor" this year travelled to new destinations such as New South Wales' Central Coast region, Victoria's Mornington Peninsula and Launceston in Tasmania.

Plenty of prizes were also handed out over the course of the roadshow, including more than 40 cruises, and over 450,000 Rewards by Viking bonus points.



NEW Torres Strait expeditions, an expanded Kimberley season with a new ship, and longer voyages in the Tasmanian wilderness highlight Coral Expeditions' new 2021 Australian season.

Named "Australia's Coastal Wilderness", the collection of voyages around the country's coast include existing favourites such as the Kimberley and Tasmania, as well as more departures for emerging destinations such as Cape York and Arnhem Land, the Torres Strait and Ningaloo and remote islands of the WA coastline.

For its 25th Kimberley season,

Coral will also introduce new ship *Coral Geographer* to the region from Apr 2021.

The 120-passenger vessel, which is currently under construction, will be joined for the Kimberley season by sister ship *Coral Adventurer* and 72-passenger yacht *Coral Discoverer*.

The company is also introducing a tiered pricing schedule for peak season, falling in Jun and Jul, and shoulder seasons.

"We began pioneering the Australian coastline 35 years ago, so our knowledge and passion for this country is vast," said Commercial Director Jeff Gilles.

Pictured: *Coral Discoverer*.



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Sanctuary sails ahead



SANCTUARY Retreats has seen a period of five years of growth from the Australian market, with the trend likely to continue off the back of its Nile River cruise program.

Speaking at an event at Sydney's Bennelong Restaurant in Sydney yesterday, Sanctuary Retreats Director of Sales Michael McCall shared with media and wholesale partners

the success the brand was experiencing locally.

McCall also provided an update on the latest developments on its fleet of ships spanning Egypt, China and Vietnam, including the recently refurbished 32-cabin *Sanctuary Nile Adventurer*.

McCall is pictured left with Martin Edwards, General Manager, Bench Africa.



PONANT and National Geographic have partnered to launch a new expedition voyage exploring the remote regions of northern Australia and Papua New Guinea.

Departing from Darwin 06 Dec, the Ancient Cultures of Northern Australia & Papua itinerary takes place on board *Le Laperouse* and visits indigenous communities in Australia such as those living on the Tiwi Islands and Elcho Island, as well the chance to interact

with the Asmat tribes in PNG.

The visits will allow guests to learn more about the customs, traditions, spirituality and art of each community.

Pulitzer Prize winning photographer Jay Dickman will also be on board the voyage to provide guests with the best advice as to how to immortalise each cultural experience.

The 10-night cruise is priced from \$7,130ppts for a Deluxe Stateroom with balcony.

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PORTHOLE

PRINCESS Cruises has managed to attract some true celebrity power to its ships with news that some of Jim Henson's band of lovable puppets will be entertaining passengers soon.

The colourful cast of puppets from Jim Henson's Creature Shop, including several newly designed characters, will entertain guests during live shows on *Sky Princess* in 2019 and *Enchanted Princess* in 2020.

"Audiences experience something special and mesmerising while being entertained by puppetry, and *Inspired Silliness* will give our guests an incredibly unique and new entertainment offering," said Princess' VP of entertainment experience Denise Savvis.

Princess Cruises say the show will capture the "spirit and legacy of Jim Henson".

As entertaining as we anticipate the show to be, the line has assured **Cruise Weekly** the puppets will at no stage try to commandeer the ship for their own comedic purposes.



Face-to-Face: Gina Maitland

Personal Travel Advisor,
MTA - Mobile Travel Agents, WA

1. How important is cruise to your business?

Cruising makes up about 70% of my overall business, of which 90% are repeat clients cruising annually. So, apart from the enjoyment I get out of selling cruises, it is excellent repeat business.

2. What do you love most about selling a cruise holiday?

The confidence that my clients will return happy. I really enjoy the challenge of matching each client with the ship and itinerary that best meets their travel goals, and suggesting shore excursion and pre/post tour options most likely to appeal to their interests.

3. What's your most memorable cruise experience?

It would have to be Antarctica. We chose a three-week cruise that included Patagonia. The profound silence and beauty of these areas really cannot be overestimated. Watching a whale breach outside our window during dinner will stay with me forever.

4. What's the most important contribution you make in the #WeAreCruise community?

In my role as Travel Advisor, I make an effort to regularly invite clients to attend cruise information nights with me, which makes for a very cruise-literate database. I also visit social clubs and lecture on cruising to educate people on



the variety of cruise options and itineraries available.

5. Tips for selling cruise?

Only sell what suits your clients. I will never sell a cruise for the sake of a sale. If you don't know the client well, qualify their budget, travel preferences and expectations rigorously before making any recommendations.

6. Tips for a first-time cruiser?

Choose your destination before the ship. Then, with the help of a cruise expert, you'll be able to find the ship that best suits your tastes. You don't want to be on a huge cruise during school holidays if you're looking for an intimate food and wine experience! I'd also recommend starting with a shorter cruise to test the waters, so to speak.

7. What does #WeAreCruise mean to you?

For me, it's a space in which new and established cruise enthusiasts can share their knowledge, passion and experience about cruising. #WeAreCruise aims to further the cause of cruising globally, and raise awareness of just how big an impact the industry has on our everyday lives.

#WeAreCruise

Cruise no Bluff in NZ

THE 2019/2020 cruise ship season is anticipated to be the busiest on record for Bluff and Stewart Island in New Zealand, with 28 ships scheduled to dock in the region between Nov and Apr.

The ships will bring an estimated 11,000 passengers to the area during the period, an influx that Environment Southland Harbourmaster Lyndon Cleaver believes will provide a much needed economic injection.

"By docking in Bluff, visitors can get off the boat and spend money in the town and surrounding areas," he said.

Five cruise ships are scheduled to dock in Bluff, while Stewart Island will receive 23 cruise ships, up from 18 that visited last year.

A meeting will be held on Stewart Island and Bluff next week to discuss the management and opportunities of increasing numbers of cruise ships.

Euro barge brox

EUROPEAN Waterways has released its 2020/21 hotel barge cruising brochure featuring an extended range of experiential excursions across its fleet of 17 barges.

Guests can secure a 10% discount on a selection of cabin and charter cruises for 2020, when booked by 06 Jan.

The brochure also features two special pages dedicated to "When to Cruise".

For more info, **CLICK HERE**.