



Cruise Weekly today

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

Scenic incentives

SCENIC Luxury Cruises and Tours is offering a Canada and Alaska cruise to the agent who is able to score the highest percentage of growth in bookings year-on-year up to 30 Sep.

The prize includes return Economy flights with Air Canada, a seven-night cruise, transfers, a two night stay at the Fairmont Vancouver, two nights' accommodation at Fairmont Banff Springs, and a ticket aboard the Rocky Mountaineer Goldleaf service from Banff to Vancouver.

The winner of the incentive will be decided and notified via email on 18 Oct.

Travel Associates focuses on cruise

CRUISE played a key role in the Travel Associates 2019 Showcase held at The Star Gold Coast over the weekend, on the back of the group's launch of specialised stores called Cruise Boutique last month (**CW** 12 Aug).

Travel Associates (TA) General Manager Danielle Galloway (**pictured**) told **Cruise Weekly** the introduction of the Cruise Boutique brand was "going extremely well".

"We have received an excellent response from our customers, partners and the whole industry," Galloway said.

TA General Manager of Product & Marketing, Anna Burgdorf, added specialisation, especially in cruise, was a key focus for the group going forward.

She said the company had been blown away by the support from the suppliers, who had provided "110% engagement".



"This is about us being more knowledgeable and being able to add even more value to their cruise experience and that's something that can only be gained over years of experience and a lot of training and hard work," she explained.

Cruise Boutique currently has 14 stores, all of which are former Cruiseabout offices, and the company is planning to grow the brand to 20 stores by the end of

the year (**CW** 21 Aug).

Burgdorf noted the growth would likely come from existing Travel Associates' stores and that the company would work to "add the right businesses and the right people" within the financial year.

"We're very focused on elevating and sustainably growing the stores we have before we look at any further expansion plan," she explained.

More from TA on **page three**.

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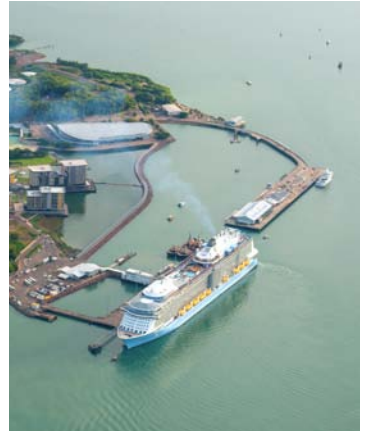
THE Northern Territory's Department of Tourism, Sport and Culture has opened a tender for a consultant to update the current five-year NT Cruise Sector Activation Plan.

The updated plan will look at the prospects for the Territory's cruise sector during the period 2020 to 2025, with the aim of "articulating specific goals, strategies, core activities and marketing approaches to grow the cruise sector and deliver economic outcomes for the NT".

The consultant will work with the existing cruise sector working group in the NT, which includes Tourism NT, Darwin Port Operations, Darwin City and Waterfront Retailers Association, the City of Darwin, Tourism Top End, Darwin Waterfront Corporation and Activate Darwin.

"Darwin's geographic location and close proximity to Asia make it an attractive Australian gateway port for visiting international cruise ships," the tender states.

The majority of cruise ship activity occurs in Australasian waters between Oct and Apr, with many vessels using Darwin as their entry and exit point, and cruising generating about \$172m in NT expenditure in 2017/18



according to CLIA Australasia.

The project will seek to provide a summary of the current cruise market, the economic value of the cruise sector and identify issues, priorities and opportunities for growth relevant to home porting, expedition vessels, larger cruise ships, infrastructure requirements, domestic and international target markets.

Darwin is undergoing significant development, including a new \$200 million Westin Hotel overlooking the harbour which is expected to open in 2021.

The tender closes in just over two weeks, with the successful consultancy required to deliver its report by 07 Feb 2020.

The Bahamas is back

MOST of the Bahamas is back open for business following the destructive effects of Hurricane Dorian last week, The Florida-Caribbean Cruise Association (FCCA) says.

The region's cruise body affirmed that business is fully operational in Nassau, as well as a host of private islands operated by various cruise lines.

FCCA President Michele Paige said she was confident that the cruise industry would help to accelerate the restoration of normalcy to the country following the storm.

"There is no question that those affected will build back even better," she said.

"Fortunately, Nassau and cruise lines' private islands in The Bahamas are open.... an average cruise call to the Bahamas represents more than US\$650,000 in local economic benefits," Paige added.

ACA in Townsville

THE Australian Cruise Association (ACA) has revealed that it will hold its 24th annual conference in Townsville, Queensland, in Sep 2020.

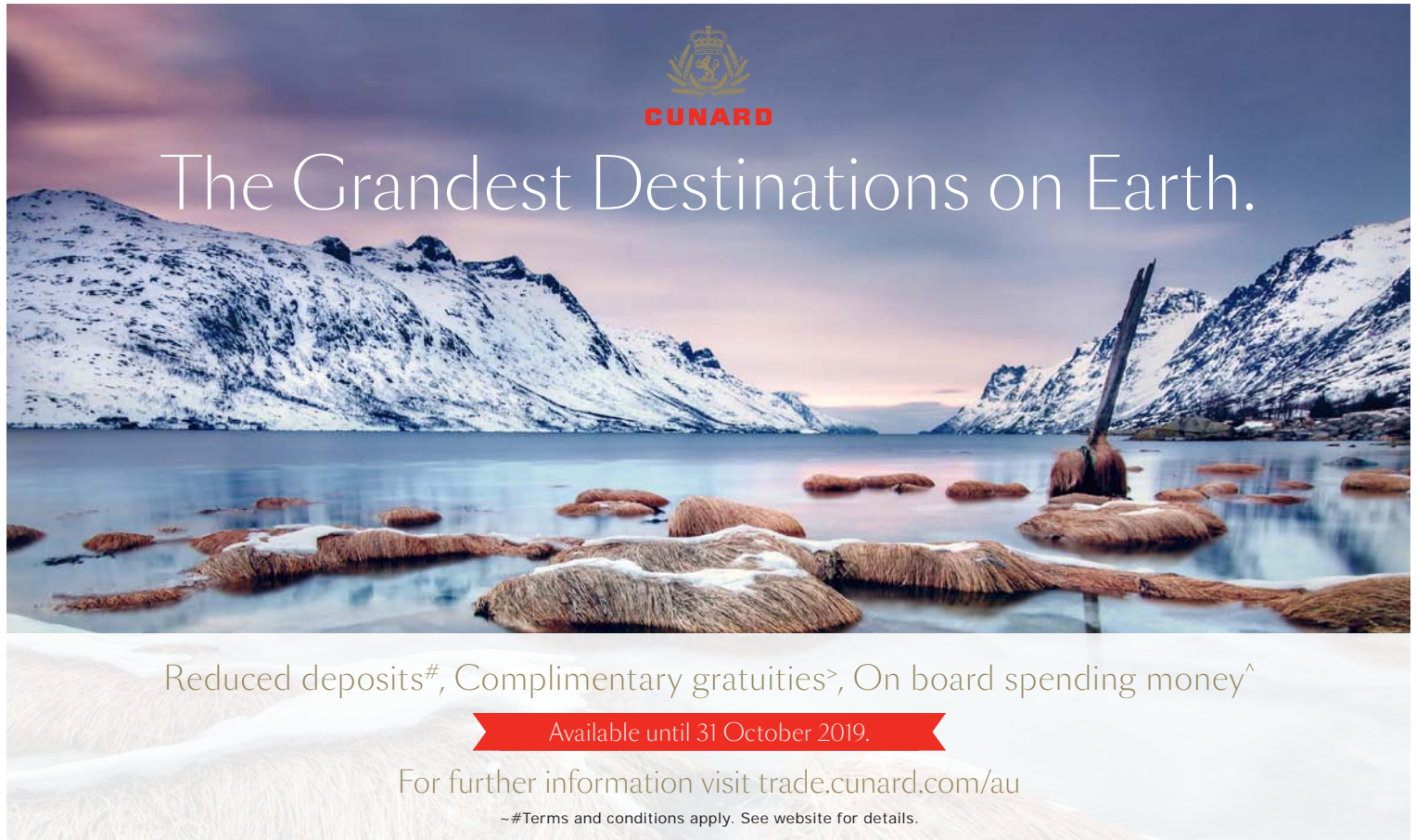
"We are looking forward to bringing the conference back to Queensland which is enjoying a high level of cruise visits," said ACA CEO Jill Abel.

"It is also important for us to support Australia's regional port network which plays an increasingly important role in the growth of the cruise tourism sector in Australia."

During the previous cruise season, 16 ships visited Townsville, attracting over 20,000 passengers and crew.

Townsville's successful bid to host ACA's AGM was executed by Townsville Enterprise Ltd, Townsville City Council and the Port of Townsville.

It will run 09-11 Sep 2020.



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Seeing polar bears is only the start on a cruise to the Arctic. Read more in the September issue of *travelBulletin*.

CLICK to read *travelBulletin*

OOE 2021 schedule

EXPEDITION cruise line One Ocean Expeditions (OOE) has announced the details of its 2021 schedule for the northern spring/summer season.

Destinations in the latest collection include Chile, Costa Rica, Panama, Ireland, Scotland, Faroe Islands, Iceland, Spitsbergen, Canada and Greenland.

To celebrate the launch, OOE is offering US\$1,000 of travel credit per person for bookings made before 30 Nov.

For more details on OOE's cruises, **CLICK HERE**.

New NSW regional ports

SEVERAL new regional cruise destinations in NSW have been identified by Destination NSW and the Ports Authority of NSW, after extensive consultation and planning alongside the industry.

Stephen Mahoney from DNSW and Natalie Goward, Cruise Development Manager from the Ports Authority, unveiled a new "Cruise Sydney & NSW" brochure at the Australian Cruise Association conference in Geelong on Fri showcasing the state's coastal offerings.

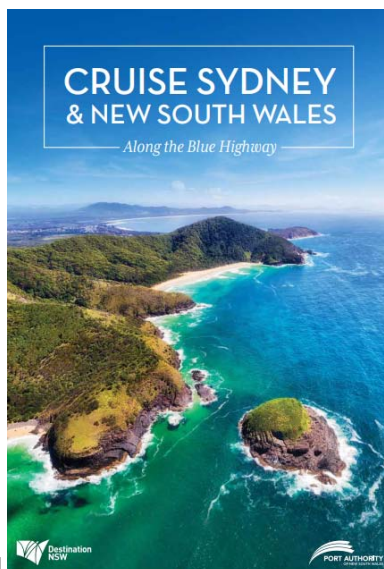
Nine key ports are included, with Sydney, Newcastle, Port Kembla and Eden highlighted as major destinations alongside Trial Bay, Kiama, Batemans Bay, Yamba and Coffs Harbour.

The initiative is expected to play a key role in attracting new vessels from around the world.

"We are always looking for new opportunities to expand NSW's relationships with the cruise industry," said Destination NSW Chief Executive Officer Sandra Chipchase.

"The latest industry data shows that NSW received 371 cruise ships of more than 100 passengers in 2017-18 financial year...the brochure outlines NSW's unique and standout offerings for passengers and cruise companies to consider when planning travel to our state," she added.

Commenting on the brochure's launch, NSW Minister for Tourism



Stuart Ayres said that despite infrastructure constraints, Sydney continues to be a major cruise drawcard for the state.

"Sydney continues to be Australia's cruise gateway, and one of the world's most beautiful destinations with its iconic Sydney Harbour Bridge, Sydney Opera House and pristine beaches," Ayres said.

"Sydney was named best cruise destination in Australia and New Zealand in the 2018 Cruiser's Choice Destination Awards, which is based on passenger reviews.

"Cruise continues to be an important contributor to the NSW Government's visitor economy target to triple overnight expenditure by 2030," he added.

View the brochure online at destinationnsw.com.au.

Oceania discounts

OCEANIA Cruises is offering up to 35% off select 2020 and 2021 voyages to Alaska, Asia, Africa, South America & Australia when bookings are made by 18 Sep.

Applicable cruises include a 10-day Vancouver to Seattle trip reduced to \$3,114ppts departing 25 May 2020.

Another voyage available under the promotion is a 16-day Sydney to Bali sailing at the special price of \$4,524 per person, twin share.

For further information regarding the cruises that are on offer **CLICK HERE**.

TA aspires for more

TRAVEL Associates is expanding its selection of cruise options in its Aspire range, General Manager Product and Marketing Anna Burgdorf told *CW*.

The move is part of the group's greater emphasis on cruise, following the soft launch of the Aspire offering a year ago with an initial focus on hotels, to provide exclusive, curated holiday packages.

"We'll work out how we can add value that no-one else can add and really bring that Aspire range to a completely new position in the market that will help to generate more clients but also increase client loyalty," Burgdorf said.

AmaMagna 2020

AMAWATERWAYS has announced a new seven-night itinerary aboard its new *AmaMagna* (*CW* 10 Jul).

The new cruise departs Budapest, Hungary in 2020, bound for Vilshofen, Germany, and was personally designed by the company's President, Rudi Schreiner.

The latest itinerary offers more experiences in Vienna and Spitz including an excursion to the royal Hapsburg's Schonbrunn Palace and Gardens in Vienna, as well as a wine festival in Spitz.

The *AmaMagna* is double the width of its other vessels and is the biggest ship to date to sail on the Danube.



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TA shines in white



DELEGATES of the Travel Associates 2019 Showcase held at The Star Gold Coast over the weekend dusted off their whites for a "White Night" party on Fri, hosted by Azamara Club Cruises and Celebrity Cruises.

A total of 280 Travel Associates travel agents and support staff, plus 46 partners who attended the showcase were invited to

dance the night away at a silent disco held on the lawn at The Star's Poolside venue.

There was also a Kombi van photo booth and plenty of Celebrity and Azamara sailor hats to go around.

Pictured are some of the Travel Associates team, as well as representatives from Celebrity and Azamara.



TO MARK the delivery of its highly anticipated *Greg Mortimer* polar vessel, Aurora Expeditions has released the first preview images of the ship's interiors.

Featuring a simple and neutral colour palette, the rooms and spaces on board are designed to maximise the viewing opportunities of the outside world for passengers.

Tomas Tillberg & Associates led the interior design of the *Greg Mortimer*.

"We wanted to ensure we allowed nature to take centre stage on the *Greg Mortimer* and bring the outdoors into every aspect of the expedition," said the design company's Managing



Partner Tomas Tillberg.

"Most rooms feature large windows and the ship has ample dedicated viewing areas such as the hydraulic viewing platforms and the observation deck to ensure passengers never miss an impromptu whale sighting."

The vessel's maiden voyage departs Ushuaia, Argentina for Antarctica on 31 Oct.

Pictured top: the library and multimedia room, **inset** is the ship's lecture theatre.



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Viking ANZ breaks record



VIKING Cruises recently broke new ground with Aussies and Kiwis, hosting the highest proportion of local cruisers on a single sailing.

Viking Orion was home to 476 Australian and New Zealand guests on its recent 23-day North Pacific Passage between Vancouver and Tokyo via Alaska and Russia - representing more than half the ship's total guest capacity.

"This is the greatest number of

Australians and New Zealanders we have ever hosted on a single Viking cruise and is testament to the appeal of our style of cruising and our incredibly unique itineraries," said Viking's MD ANZ Michelle Black.

To celebrate the Aussie/New Zealand milestone, our fellow natives were treated to a special meeting with the ship's crew, and a cocktail party which included Vegemite snacks.

Pictured: Locals pax on *Orion*.

Seven Oceans treats its STARS



HELLOWORLD Travel's Seven Oceans wholesale cruise division recently rewarded 15 wholesale and five cruise line agents on an extravagant Cruise STARS trip.

The voyage took place on board Crystal Cruises' *Crystal Symphony* and sailed from Vancouver to Alaska, with the itinerary boasting visits to the Inside Passage, Juneau, Skagway and Ketchikan,

Pictured back row: Linda Bennett, HLO Whangarei; Leah Morresey, YOU Travel Fielding; Brian Bennett, Travel & Cruise Professionals; Alex Facy, Phil Hoffmann Travel Hyde Park; Gerald Patterson, HLO Howick; Margaret Boak, Quay Travel;

Mark Pearman, Epping Travel; Gemma Smith, City Beach Travel; Ian Mollison, HLO North Balwyn; Jacquie Capuano, HLO Travel Lake Haven; Ceri Pritchard, Black Rock Travel; Kerrilyn Page, HLO Buderim; Tammy Fitzgibbon, HLO Narellan, and seated are Debra Natoli, HLO Miramar; Ellen Lee, HLO Waipukurua; Anita Wenn, HLO Marion; Catherine Allison, Helloworld Travel; Cathy Tees, Crystal Cruises; Rechelle Dare, HLO Helensvale Westfield; Deb Long, Weston Cruise & Travel; and Dianne Garbin, Floreat World of Travel.

More pics from the trip at [facebook.com/cruiseweekly](https://www.facebook.com/cruiseweekly).

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Evergreen incentive

EVERGREEN Cruises & Tours is offering a bonus \$50 Evergreen Rewards voucher for bookings made on Canada and Alaska 2020 cruises between 01 Sep and 31 Oct.

The offer is part of the cruise line's campaign to promote its Earlybears deal and when a booking is created agents will automatically be signed up to Scenic Rewards.

Points will be added to account within one month of receiving Scenic Rewards membership confirmation.

Cunard Top Hat

CUNARD has announced the musical "Top Hat" will exclusively launch on its *Queen Victoria* and *Queen Elizabeth* this month, with the performances being the first time it has been seen at sea.

Cruise Calendar

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

SYDNEY	
<i>Carnival Spirit</i>	09 Sep
<i>Pacific Explorer</i>	14 Sep
BRISBANE	
<i>Pacific Aria</i>	10 Sep
<i>Pacific Dawn</i>	14 Sep
<i>Majestic Princess</i>	15 Sep
DARWIN	
<i>Majestic Princess</i>	10 Sep

FACE-2-FACE: Alexandra Fayan

Business Development Officer
Aurora Expeditions



1. What is the favourite part of your job?

It has to be when an agent contacts me to let me know that they have just made a booking with us. I don't know who gets more excited, them or me.

2. What attracted you to a career in the cruise industry?

I love being by the water and have been a bit of a cruise fan for a while now. From ocean to river and expedition cruising, I love exploring the seven seas and sharing my passion.

3. What is the biggest challenge facing the industry?

The main one has to be the environmental impact from the growing number of ships, however, I am proud that our company has a large sustainability program in place and is very mindful of our footprint. Before working for Aurora Expeditions, I'd never heard of "virtual anchoring".

4. What was your best fam?

The Sub Antarctic Islands without a doubt. Sitting on a rock and taking it all in, stunning landscapes, waddling king penguins serenading their 'kiwi fruit' fluffy chicks to find each other, playful seals, sun baking elephant seal pups, I can go on and on.

5. Where do you see yourself in five years?

I am very lucky to be surrounded with some truly inspiring people (and yet so humble which makes me admire them even more). I look forward to keep growing with the company.

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

Bubble bath and/or bubbles in my glass.

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

Richard Branson or David Attenborough.

MSC Bellissima sparkles with Swarovski

MSC Cruises has unveiled a new "crystal cabin" on board the recently launched *MSC Bellissima*.

The cabin will be located in the exclusive MSC Yacht Club "ship within a ship" concept, with 700,000 crystals used to

embellish the space including crystallised furniture, sparkling wallpaper and more.

Bellissima's special Cabin 16018 will have crystal numbering, and is available at no extra cost with bookings opening in mid-Nov this year.

Sea Cloud Cuba

LANDMARK Travel has highlighted the ongoing availability of Sea Cloud cruises to Cuba, with the line one of the very few operators still voyaging to the destination following the ban by the Trump administration earlier this year (**CW** 07 Jun).

Sea Cloud is also offering a range of Caribbean specials which include all drinks and shore excursions aboard *Sea Cloud* and *Sea Cloud II*.

For more details on the Cuba voyages, call +61 2 9977 7100.



THE operators of a new cannabis day cruise out of Windsor, Ontario in Canada have brought new meaning to the term "seaweed".

The first departure apparently sold out within 48 hours, with the three hour Detroit River itinerary developed in conjunction with the upcoming opening of the city's first legal marijuana dispensary.

No cannabis will actually be sold or supplied on board, with passengers on the 30 Sep departure required to bring their own stash.

To keep things legal, the cruise will remain on Canadian waters at all times, with revellers asked to consume outside on a designated deck - now that's what we call sailing the "high seas".