



## Live Cruiseco WLCL link

**WORLD'S** Leading Cruise Lines (WLCL) and Cruiseco have announced the successful scaling of the "Everest of reporting challenges," with live visibility of Cruiseco bookings via the API with Princess, P&O, Cunard and P&O World Cruises.

The development is the culmination of a significant project conducted in partnership with Princess and Odysseus, and means that each of the WLCL brands are able to capture all of the travel agent member details on every booking made through Cruiseco via the online platform.

"This will be reflected in the cruise line reporting; this will mean future cruise deposit notifications will go back to the retail agent, and these bookings will be automatically counted in for tier payments for the partnership program for these brands," Cruiseco said.

Previously details of wholesale bookings via Cruiseco were not visible to the cruise lines until they were sent a manual report, required on a monthly basis.

Princess Head of Sales Operations Brett Wendorf said Cruiseco was the first wholesaler to get such a link operational.

"I think wholesale visibility was brought up at every panel discussion at every Cruise 360 I've ever been to, so I'm glad we finally got this across the line.

"This took seven years to get this done...my university degrees only took five, but I think this integration is much more useful."

Cruiseco last week also announced it is working with Norwegian Cruise Line to drive sales, with a new initiative that will deliver 3% up-front commission, valid through to the end of the year - see the **back page**.

## Splendor Feb plan

**CARNIVAL** Cruise Line has extended the pause of its *Carnival Splendor* voyages out of Sydney, with the company now cancelling all sailings up to and including 08 Feb 2021.

Previously Carnival had cancelled voyages up until 07 Jan next year (**CW 17 Sep**).

Carnival extended its sincere apologies to cruisers, saying "we trust you understand this decision was made with everyone's best interests at heart".

Full refunds are on offer, as well as the option of a 100% future cruise credit with up to \$900 in onboard credit.

## Cruise Weekly today

**Cruise Weekly** today features two pages of all the latest cruise industry news and a full page from **Cruiseco**.

## Coral confirms

**CORAL** Expeditions has confirmed that it remains hopeful that its upcoming *Coral Discoverer* annual season in Tasmania will proceed, with the 70-passenger ship, Australian crew and robust SailSafe plan making it the "ideal restart option".

Coral's Commercial Director Jeff Gillies was responding to changes on the TasPorts website (**CW** yesterday) which has indicated vessels will not return until the Tasmanian Government gives the OK.

Gillies said Coral Expeditions was in regular dialogue with Tourism Tasmania and the state's Premier's Department and was "patiently and collaboratively working through this" in the hopes of a season.

Coral's plans include a 16-night Circumnavigation of Tasmania and several 10-night voyages based in the state.

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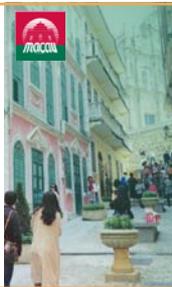
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**THERE** could be a new hazard to shipping in the English Channel, under a new plan by the UK Home Office to stem the flow of migrants coming by sea.

Officials have flagged the possibility of using strategically spread nets to deliberately clog the propellers and bring boats to a standstill as they attempt to cross the Dover Strait.

The initiative was revealed by Dan O'Mahoney, a former Royal Marine who was described by *The Guardian* as the department's "clandestine channel threat commander".

Once the vessels are disabled, commandos would take the migrants on board and take them back to France, he said.

## ACL 2021 season

**AMERICAN** Cruise Lines (ACL) will debut over 50 new shore excursions in 2021, along with a range of pre- and post-cruise packages across the United States.

*American Melody*, the cruise line's fourth modern riverboat (CW 19 Aug), will join the fleet in summer 2021, sailing cruises along the Mississippi River.

President & Chief Executive Officer Charles Robertson said the United States' river cruise outlook for the season was "tremendous", noting "strong demand".

## Agents bear down



**AURORA** Expeditions recently hosted a series of trade webinars (CW 08 Sep), and in addition to free coffees for all who attended, the cruise line gave away two hampers, won by iTravel The Junction's Andrew Minto and MTA's Sue Strain (pictured).

The webinars previewed Aurora's Arctic & Global 2022 program and were an enormous success, according to Director of Sales APAC Dianna Schinella.

"We were overwhelmed with the positive feedback and enthusiasm from everyone despite the challenging times we are all facing," she said.

"We are always grateful for our trade partners taking the time to tune in to our product updates and for their continued support."

The program was opened for pre-registration late last month (CW 29 Sep).

## Scenic committed

**SCENIC** Group's commitment to the trade hasn't changed despite the challenges brought on by the COVID-19 pandemic, Evergreen Director Sales, Marketing & Product Angus Crichton told *Cruise Weekly*.

"We're giving more support to the trade than ever before," he enthused.

"We have an agents toolkit going to all our specialist agents, we have Canada webinars organised that will be filmed, shot and ready for our agents in the next four to five weeks to go out to their clients...I know the trade is very happy with how Scenic has supported them with personalised phone calls from our sales [team] and BDMs."



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CRUISECO MEMBERS WILL BE ABLE TO EARN 3% UPFRONT COMMISSION ON ALL NORWEGIAN CRUISE LINE BOOKINGS MADE BEFORE 31 DEC 2020.



## OVERVIEW

1. **Qualifying Term:** 1st October 2020 - 31st December 2020
2. **Eligible Product:** Fleetwide, All Sail Years and includes bookings made on ANY CruiseCO Packages
3. **New Bookings Only:** (re-bookings excluded). Cash sales and FCC redemptions are eligible
4. **Reporting:** NCL will reconcile and report results at the end of each month and following CruiseCO invoicing, it will be paid after receipt of funds from NCL (*most likely after the 15th of each month*)  
Adjustments for cancellations will be accounted for each month.

**BONUS:** Normal Commission will still be applicable to all bookings made in the normal booking / deposit / full payment timeline

**REGISTRATIONS:** All CruiseCO Members have automatically been registered and all bookings will be tracked.

For any questions please email  
[sales@cruiseCO.com.au](mailto:sales@cruiseCO.com.au)

**CruiseCO has produced over 40 NCL packages for 2021 and 2022 - including the following Top 10**

1. Copenhagen return - Aug 2021 - [Click here](#)
2. Honolulu return - Nov 2021 - [Click here](#)
3. Venice to Barcelona - May 2022 - [Click here](#)
4. Sydney to Auckland - Jan 2022 - [Click here](#)
5. Rome return - Jun 2022 - [Click here](#)
6. Auckland to Sydney - Mar 2022 - [Click here](#)
7. Barcelona to Athens - Nov 2021 - [Click here](#)
8. Singapore to Sydney - Dec 2021 - [Click here](#)
9. Tokyo return - Mar 2022 - [Click here](#)
10. Sydney to Bali - Mar 2022 - [Click here](#)

Listen in to the "Good Cruise Week" segment with NCL's Damian Borg (17 minutes in) on the latest CruiseCO Podcast - [CLICK HERE](#)

Call reservations today on 1800 225 656, visit [www.cruising.com.au](http://www.cruising.com.au) or head to "The Recovery Room" on the CruiseHUB to find out more.